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## **Melody Simmons' real estate notebook, 6/3/11**

by Melody Simmons

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Executives at the Ritz Carlton Residences at Federal Hill report they sold one luxury unit and have four other sales pending as a result of the recent Baltimore Symphony Orchestra Decorators' Showhouse event held inside the red brick walls near Federal Hill.

The sales price was just over \$750,000 for the two-bedroom unit that sold. The ground-floor, waterfront condo was seen by thousands as it served as the boutique for the annual event, said Joe Graziose, senior vice president for RXR, the Long-Island developer that owns the complex. In all, Graziose said, more than 7,000 guests attended the BSO Showhouse last month, prompting 175 visits to the sales office at the Ritz. Funds raised from ticket sales went to pay for music education programs in Maryland schools.

"It was a wise move on my part to do this," he said Friday. "Originally, I was nervous at the amount of people coming through the building. I think that the results were beyond my expectations on all front."

To date, he added, 50 Ritz units have sold or are under contract out of the total 190. By year's end, Graziose said, the developers estimate they will have up to 45 total sales completed.

Two new units have just been decorated as models by local whiz Rita St. Clair Associates Inc., one with a stunning view of the Domino Sugar sign. How sweet that is...