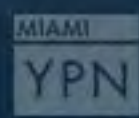




Miami y Sur de la Florida ...

#1 Market for Foreign Buyers

Mercado #1 Para Compradores Extranjeros

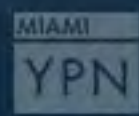




Miami Association of REALTORS **50,000 Members (Socios)**

*Largest Local
REALTOR Association in the U.S.*

Asociación Local Mas Grande de EE.UU.



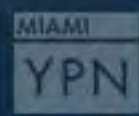
A background image of the Miami skyline at night, with illuminated skyscrapers and a body of water in the foreground.

Mexico & Miami/U.S. Real Estate Business Opportunities Oportunidades Bilaterales



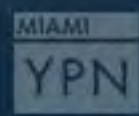
Miami Market Update

Actualidad del Mercado



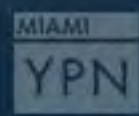


\$12.4 Billion / \$12.4 Mil Millones
2018 Existing Sales / Viviendas Terminadas
11% Increase / Aumento





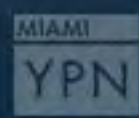
2018 was 4th Highest Year Ever – Residential
4º Año con Mas Ventas Residenciales
6th Highest Ever for Condos
6º Mas Alto en la Historia de Ventas de Condos





**Lower Interest Rates & More Domestic Buyers
Boosting Home Sales in 2019**

**Tasas de Interés Inferiores y Aumento en
Compradores Domésticos Generan Mas Ventas**



July 2019 Sales Prices / Julio Precios de Ventas

Single Family / Casas
Median /Medio \$372,000
+0.7%

Condos/ Departamentos
\$249,500
+2.7%

% Increase over 1 year ago
Aumento Sobre Valor en Julio 2018

Single-Family Sale Prices /
Casas - Precios de Ventas
92 Months of increases - Over 7 years
92 Meses de Aumentos – Más de 7 Años

Condo Sale Prices / Precios de Venta
95 of last 98 Months of increases /
Aumentos en 95 de los Últimos 98 Meses

*Prices still equal to
13 years ago – 2006
Precios Iguales a Hace 13 Años*



Median Sales Prices

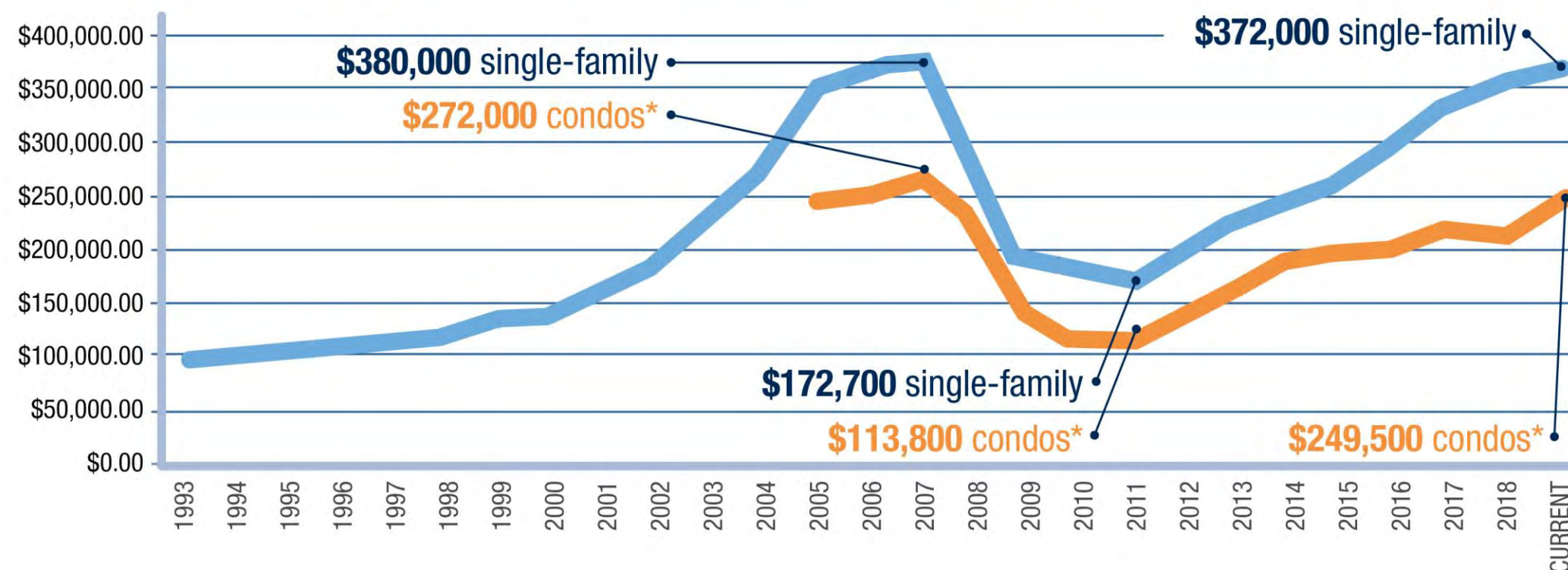


From the Peak in 2007
Prices are Lower ▼

2.1% single-family homes
8.3% condos

From Bottom in 2011
Prices Have Increased ▲

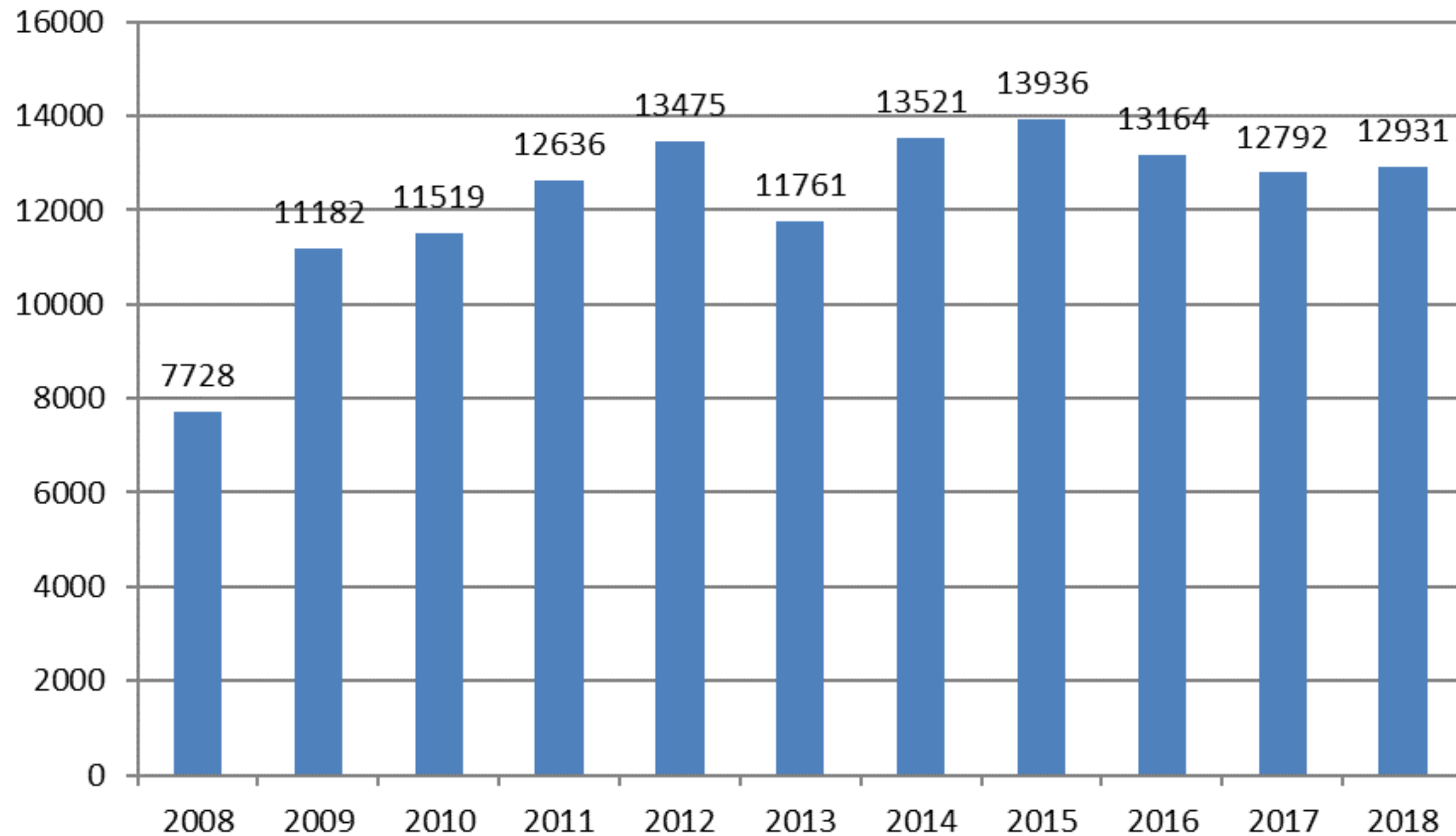
115.4% single-family homes
119.2% condos



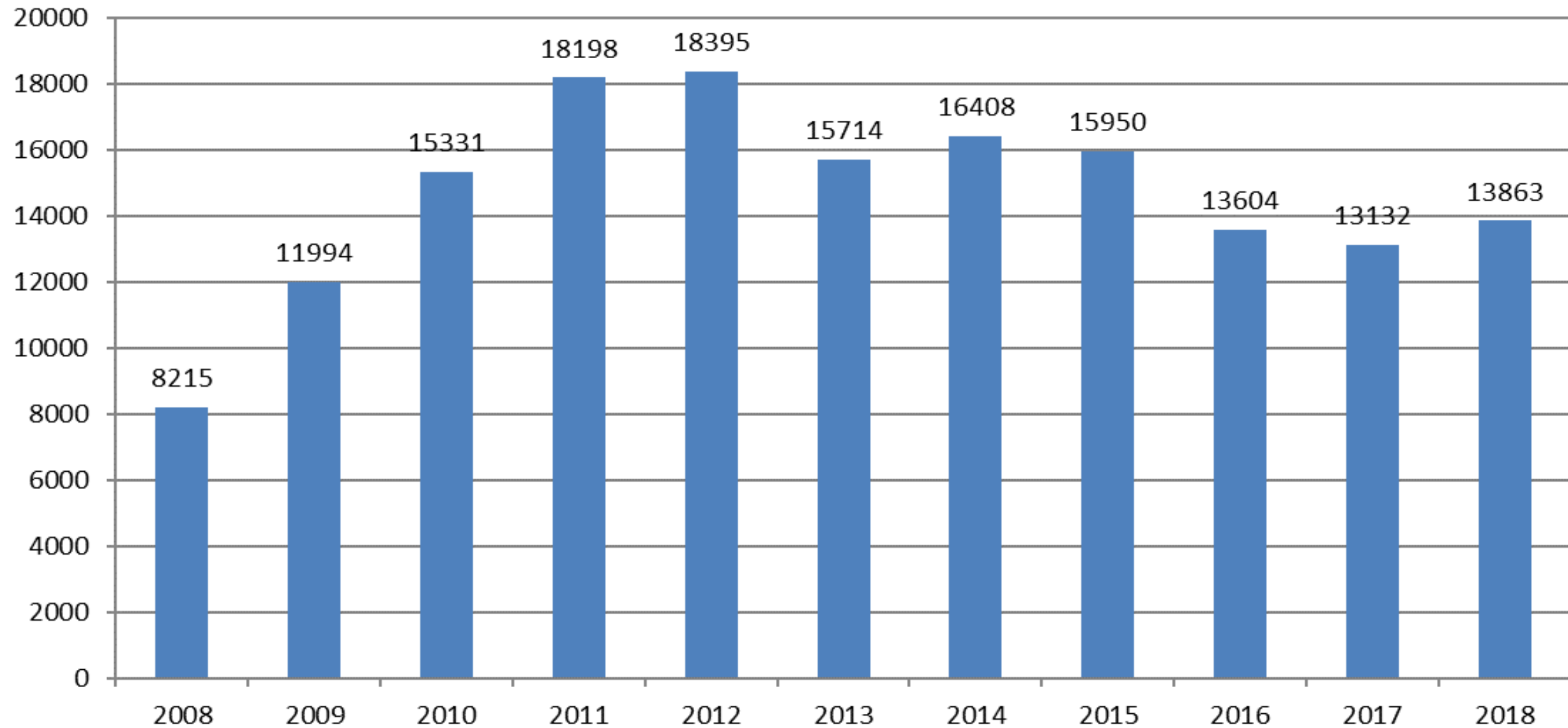
● single-family homes
● * condos (Condo data was not tracked prior to 2005)

Source: MIAMI Association of REALTORS®

Miami-Dade 2008-2018 - Single-Family Sales / Ventas de Casas



Miami-Dade 2008-2018 - Condo Sales / Ventas de Departamentos



Miami Real Estate Market is Strong . . .

Mercado Inmobiliario Solido . . .

	% of List Price (LP) / Precio Venta	Days on Market Listing to Contract / Dias a la Venta
Single Family / Casas	95.5% LP	52 DOM
Condos	94.0% LP	72 DOM

Cash Sales / Ventas en Efectivo

1 - 1/2 Times More than the National / Mas que a Nivel Nacional

International Buyers/Investors / Compradores/Inversores Extranjeros
Lack of Condo Financing / Falta de Hipotecas para Condos

National

19% Cash Sales / En Efectivo

Miami

30.2% Cash Sales / En Efectivo

18.3% Single Family / Casas

42.7% Condos

New Construction / Obra Nueva

70 - 90% Cash / En Efectivo

Traditional Sales Increasing / Aumentan las Ventas Tradicionales

Distressed Sales Continue to Drop

Ventas Dificultadas Continúan Disminuyendo

Miami-Dade
July/Julio 2019

95% Tradicional
5% Distressed / Dificultadas

1.0% Short Sales /
4.0% Foreclosures / Ejecuciones
Hipotecaria

U.S.
July/Julio 19

98% Traditional / Tradicional
2% Distressed / Dificultadas

South Florida MARKET INTELLIGENCE

Provided by the MIAMI Association of REALTORS®



Miami Market Facts CAMPAIGN

Statistics & Indicators

- [NAR Local Market Reports](#)
- [Residential Market Sales Activity Map by Zip Code](#)
- [NAR Research](#)
- [Florida Realtors Research](#)
- [NAR Housing & Economic Indicators](#)
- [Statistical & News Release Schedule](#)
- [JTHS Market Reports Archive](#)

Local Economic Indicators

- [CraneSpotters Construction Market Status Report](#)
- [Bureau of Labor Statistics](#)
- [Miami-Dade – Business and Economy](#)
- [Broward County Economic Development](#)
- [Beacon Council – Facts & Figures](#)
- [UF Bureau of Economic & Business Research](#)

News Releases

MIAMI releases monthly, statistical news releases on the South Florida real estate market. We also report on [Miamiire.com](#) international property search data, MIAMI announcements, MIAMI events and conferences and more.

MIAMI Market Presentations

MIAMI presents at numerous events throughout the United States and around the globe. Download and share our presentations – available in Power Point and PDF formats.

MIAMI in the News

MIAMI data is sourced in news outlets throughout the world. Take a look at the latest news articles using our data and quoting our association news releases.

Miami Herald Leaders Column

MIAMI's Leaders write a weekly article in the Miami Herald. The articles detail the latest South Florida market information and can be viewed in the newspaper every Saturday (English) and Sunday (Spanish).

Media Contacts

Lynda Fernandez,
SVP of Public Relations
lynda@miamire.com
(305) 468-7040

Teresa King Kinney
Chief Executive Officer
tkinney@miamire.com
(305) 468-7000

Chris Umpierre
Director of Communications
chris@miamire.com
(305) 468-7047

MIAMI News Release Schedule

SFMarketIntel.com

for all data on the Miami/South Florida Real Estate Market

Toda Información & Estadísticas Sobre el Mercado Inmobiliario del Sur de la Florida

*Miami **MEGA** Region*

■ ***Destino Principal de Negocios Internacionales***
Leading International Business Destination

■ ***Capital de las Américas***
Capital of the Americas

■ ***Talento Multilingüe Superior***
Top Multi-Lingual Talent Pool

■ ***Incentivos para Empresas & Sin Impuestos***
Estatales sobre Ingresos
Business Incentives & No State Income Tax

■ ***Aeropuertos Principales para Pasajeros & Carga***
Top International Passenger & Cargo Airports

■ ***Puertos Principales para Cruceros & Carga***
Top Cruise & Container Ports



Miami & Mexico

Similarities

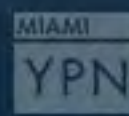
- Tech Hubs
- Business Centers for Latin American
- Connectivity
- Top Global Tourist Destinations
- Multicultural/Diverse
- Latin Culture & Lifestyle
- Global Real Estate Demand
- Moderate Weather

Similitudes

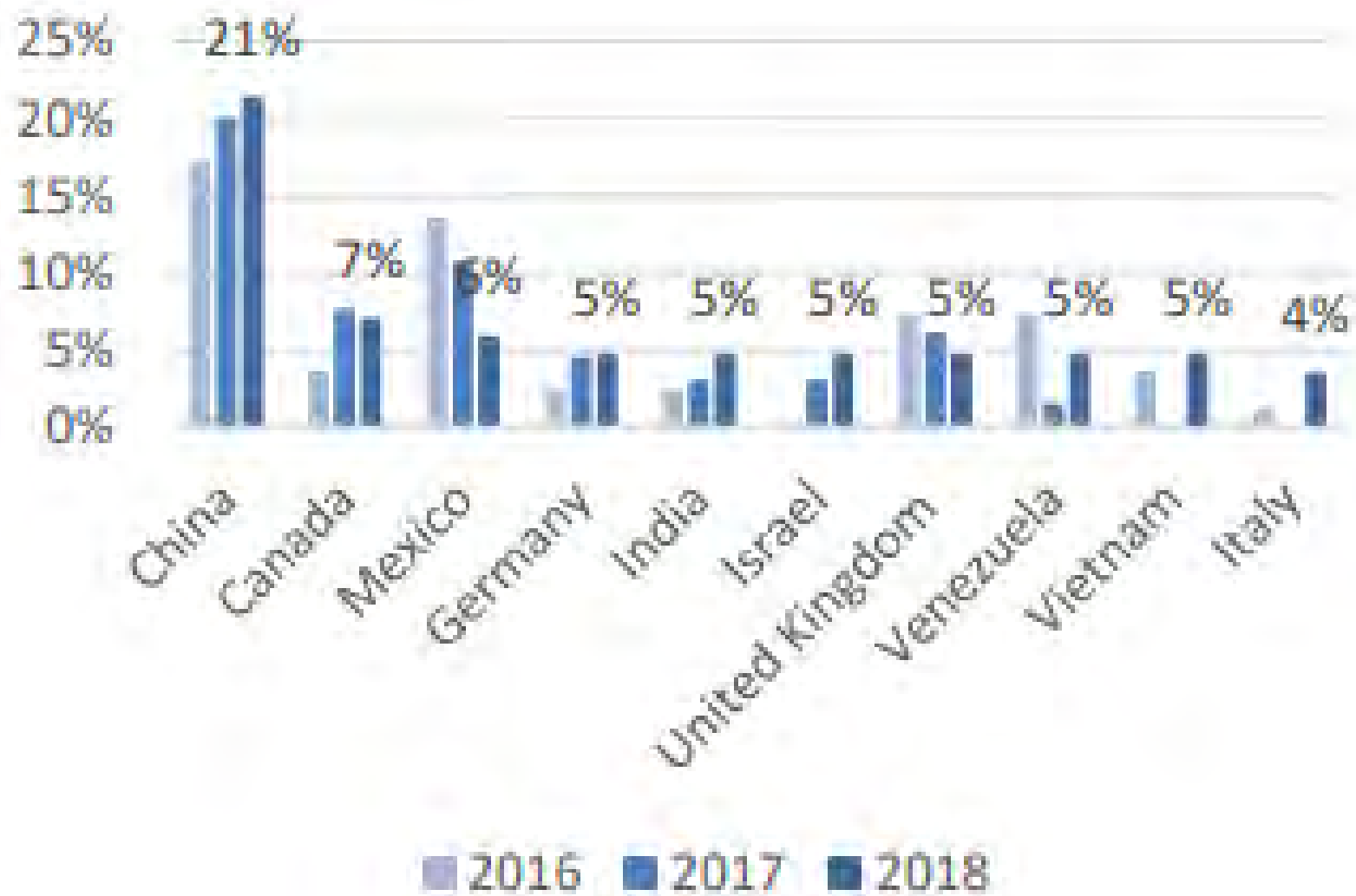
- Centro Tecnológico para Latinoamérica
- Centro de Negocios para Latinoamérica
- Conectividad
- Destino Global Turístico
- Cultura Latina
- Interés Inmobiliario Global
- Clima Moderado



Mexico Rankings



Top Countries of Origin of International Commercial Buyers

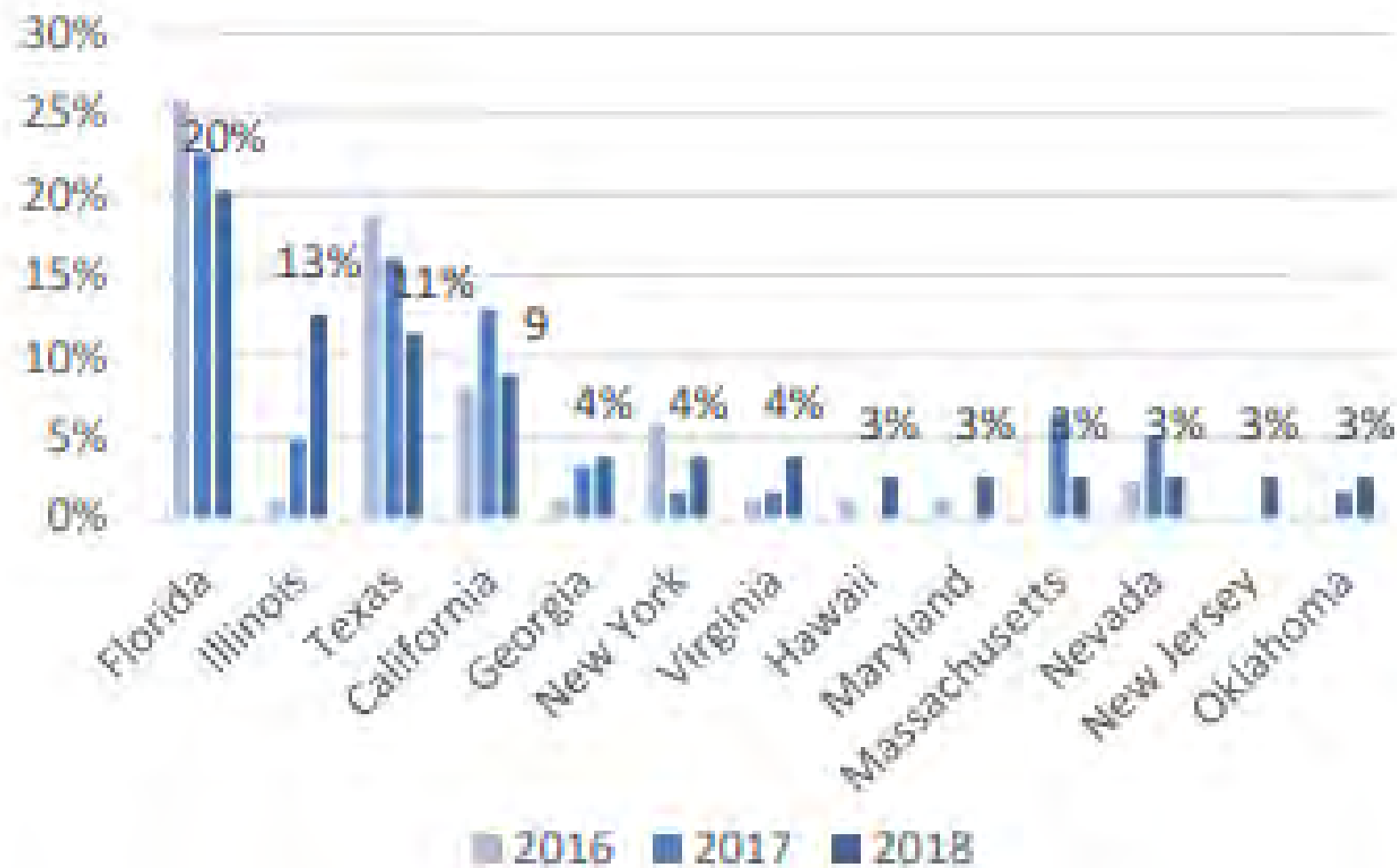


Mexico #3 in U.S. for Foreign Commercial Buyers

México #3 en EE.UU. para Compradores Extranjeros Comerciales



Top Destination of International Commercial Buyers



Florida #1 for
U.S. Commercial Buyers

Florida #1 para
Compradores
Extranjeros
Comerciales



Countries with 100+ Companies Represented in Florida

Países extranjeros con más de 100 empresas representadas en Florida



Australia **103**



Alemania **513**



Holanda **180**



Brasil **101**



Irlanda **146**



España **224**



Canadá **599**



Japón **557**



Suiza **259**



Francia **344**



México **251**



Reino Unido **685**

Source: Dun & Bradstreet, ICEX-Pain Trade & Investment

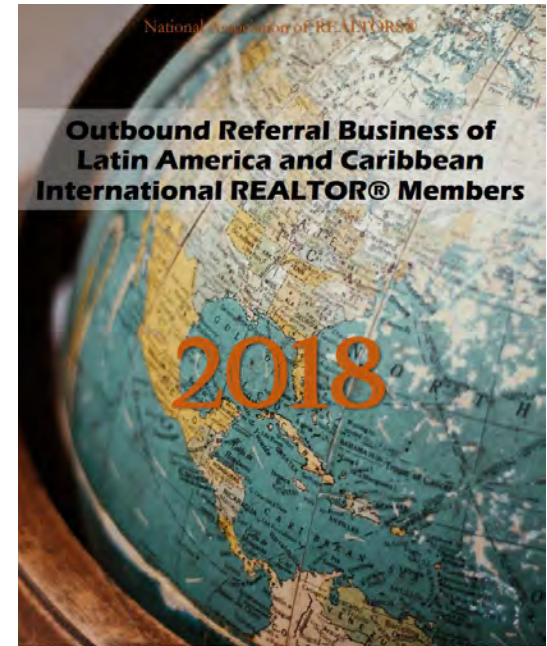
2018 Outbound Referral Business of Latin America & Caribbean International REALTOR Members

IRM® respondents came from 18 countries



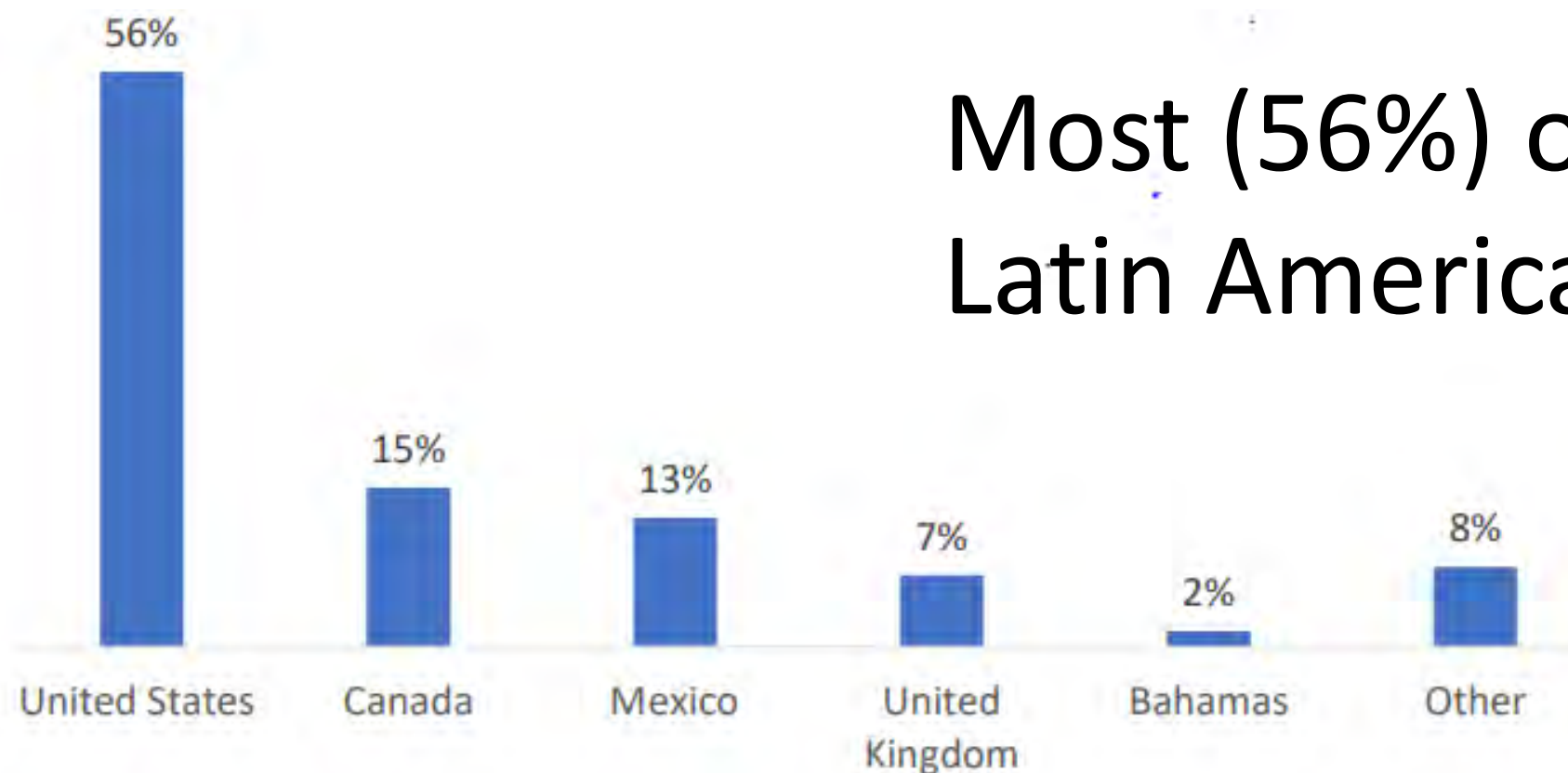
Mexico #1 - Outbound Referrals in Latin America

País Latinoamericano que Hace mas Referidos al Extranjero



2018 Outbound Referral Business of Latin America & Caribbean International REALTOR Members

56 percent of outbound referrals went to U.S. business contacts



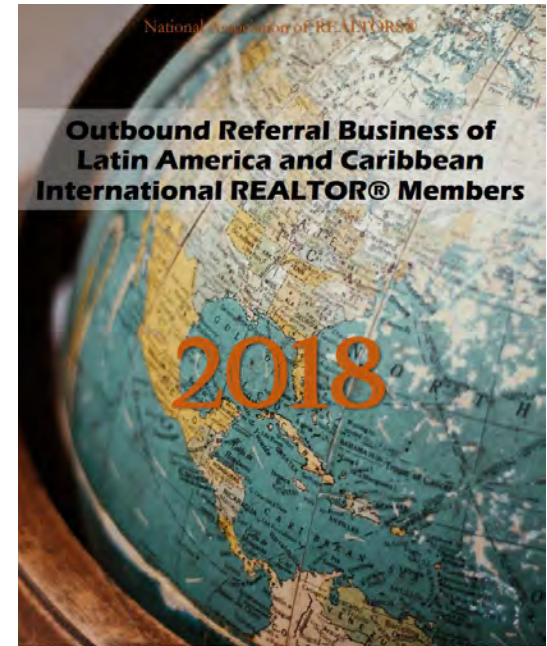
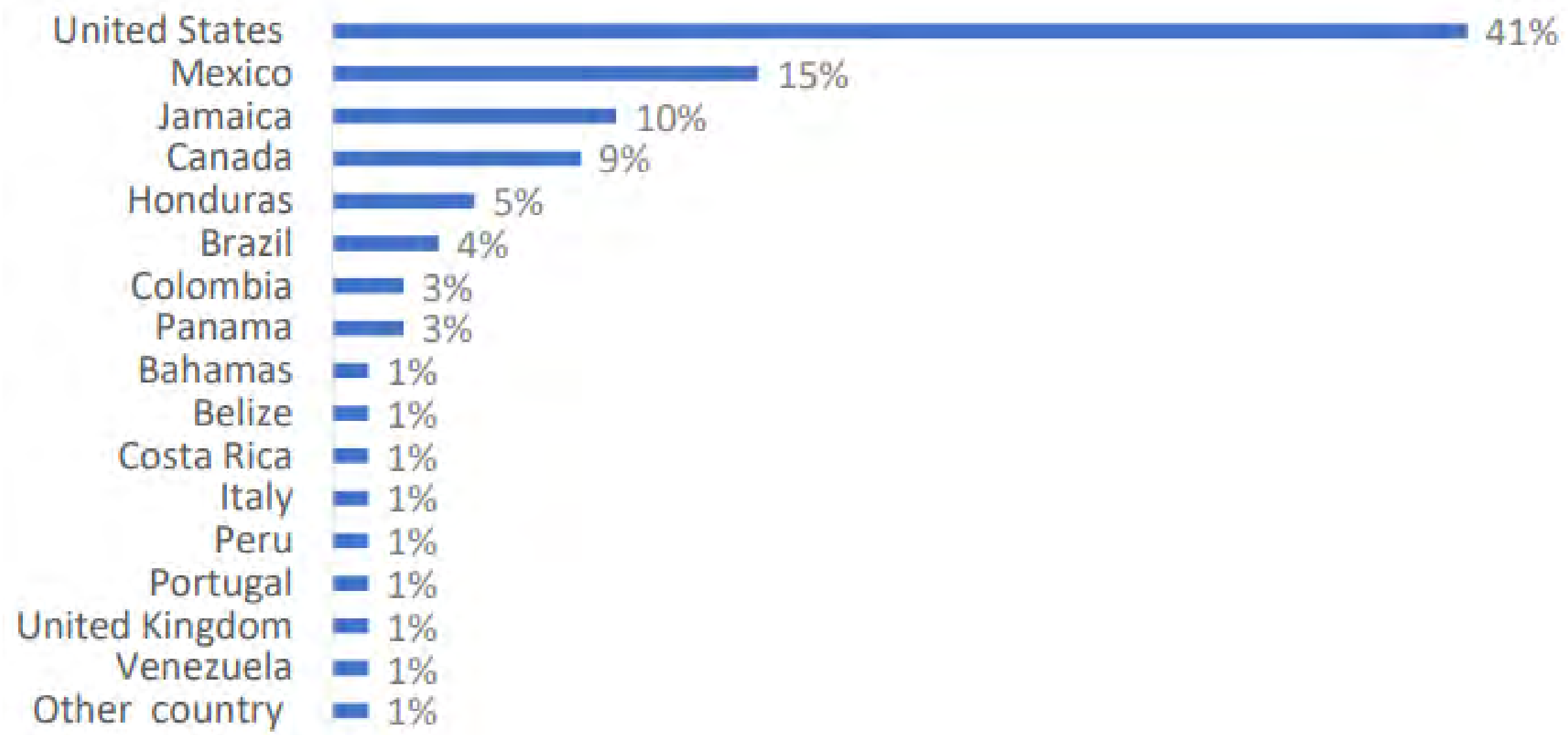
Most (56%) of Outbound Referrals in Latin American are with U.S.

La Mayoría (56%) de los Referidos en Latinoamérica son con Agentes en EE.UU.



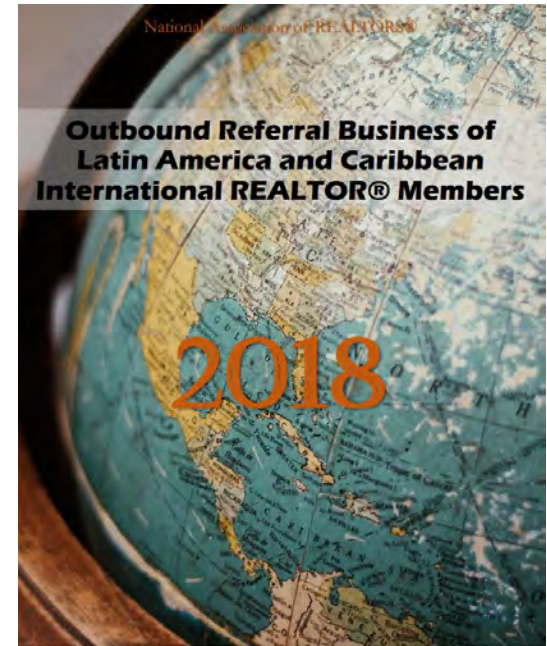
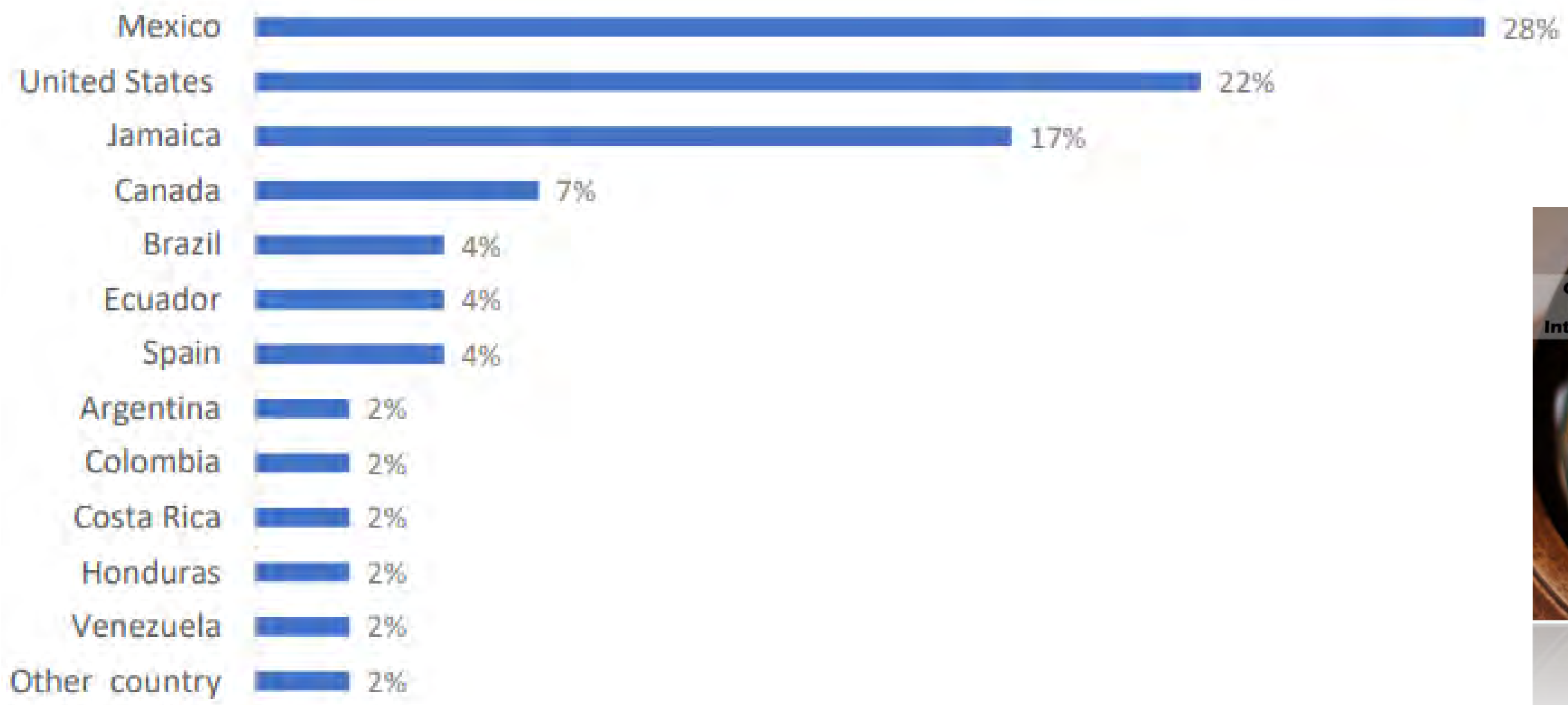
2018 Outbound Referral Business of Latin America & Caribbean International REALTOR Members

56 percent of clients seeking residential properties abroad were referred to U.S. business contact



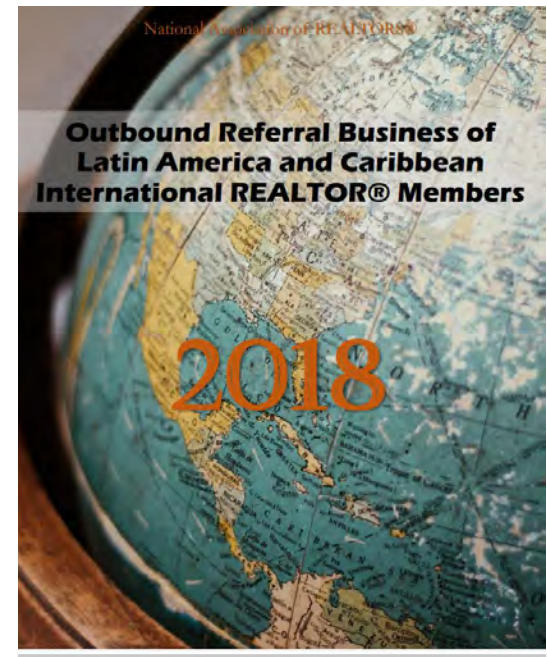
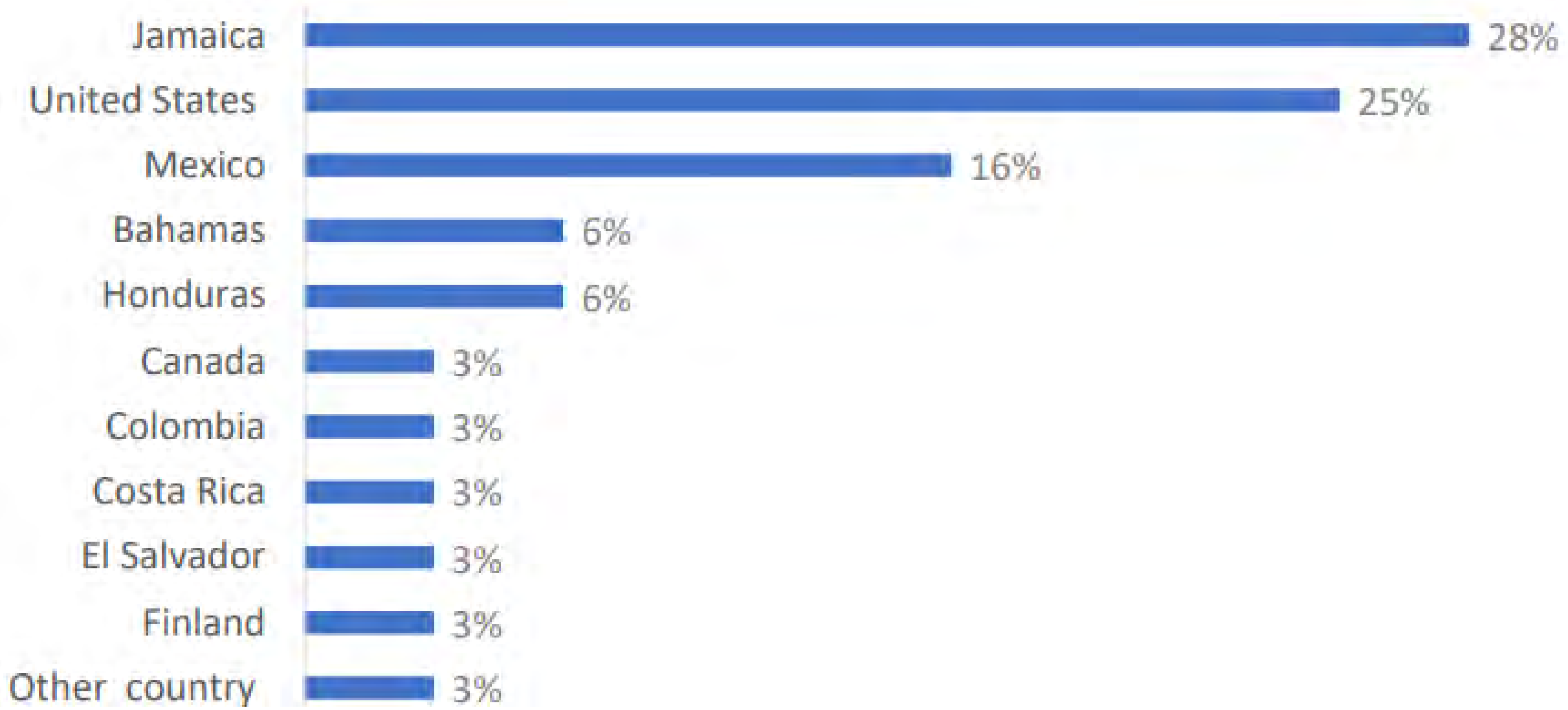
2018 Outbound Referral Business of Latin America & Caribbean International REALTOR Members

Among clients seeking to lease residential properties abroad, 22 percent were referred to a U.S. business contact

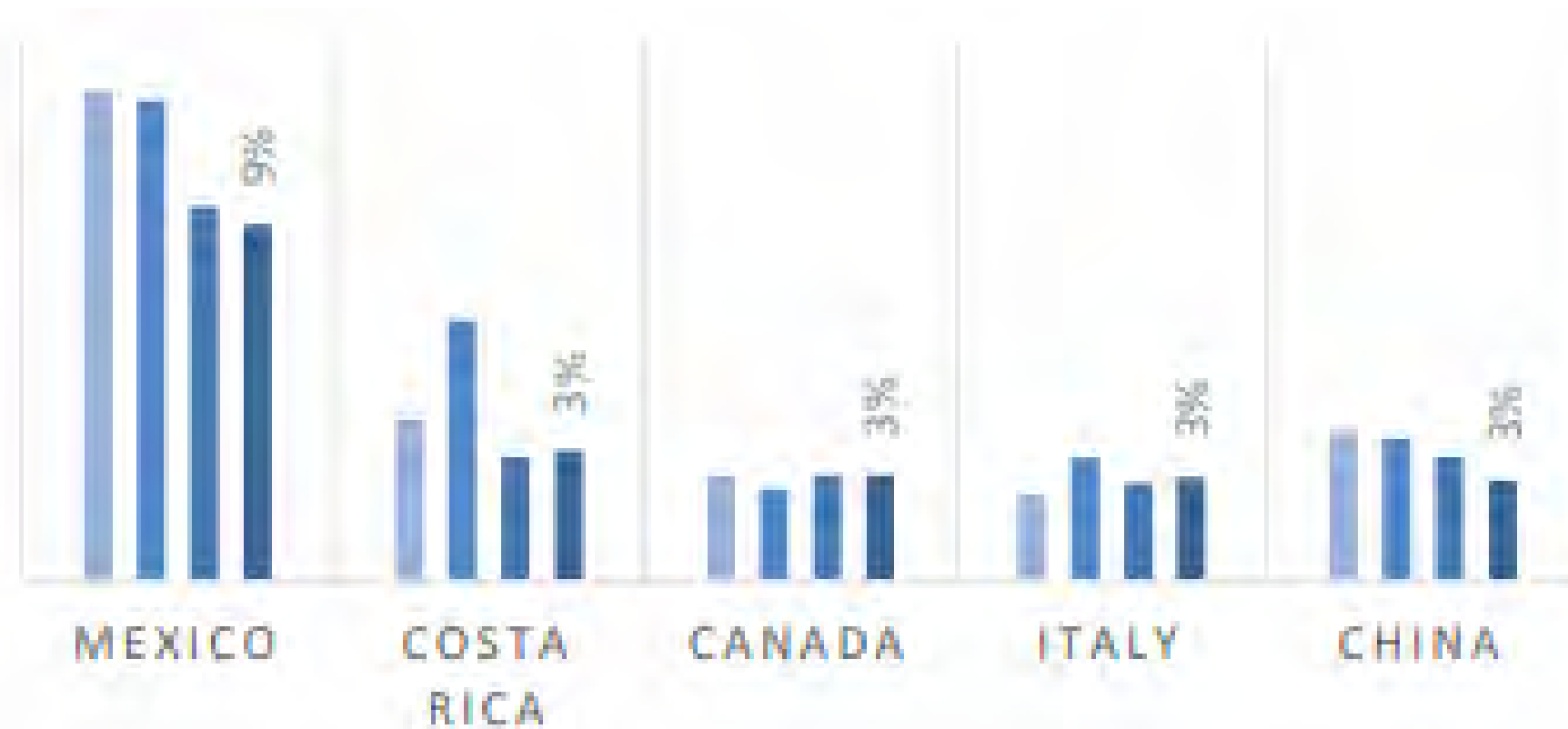


2018 Outbound Referral Business of Latin America & Caribbean International REALTOR Members

25 percent of clients seeking to purchase commercial property abroad were referred to U.S. business contact



Major Countries Searched by U.S. Clients* Who want to Purchase Property Abroad



**Any client, whether a U.S. citizen or non-U.S. citizen, interested in purchasing property abroad.*

México #1 para Compradores en EE.UU. que buscan Viviendas en el Extranjero

Why U.S. Clients* Searched for Residential Property Aboard



Cientes en U.S. principalmente buscan Viviendas en el Extranjero para Vacaciones y como Residencia Principal

Share of Non-Resident (Type A) Foreign Buyers Among Major Foreign Buyers



**Mexico #3 in U.S.
México #3 en EE.UU.**

Top Destinations of Mexican Buyers in the U.S.

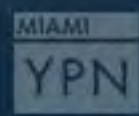
Destinos Principales para Compradores Mexicanos

Mexico	
Texas	28%
California	10%
Georgia	7%
Florida	6%
Virginia	6%
Arizona	6%
Tennessee	5%



Significant Miami New Projects

Proyectos Significativos





reach & rise

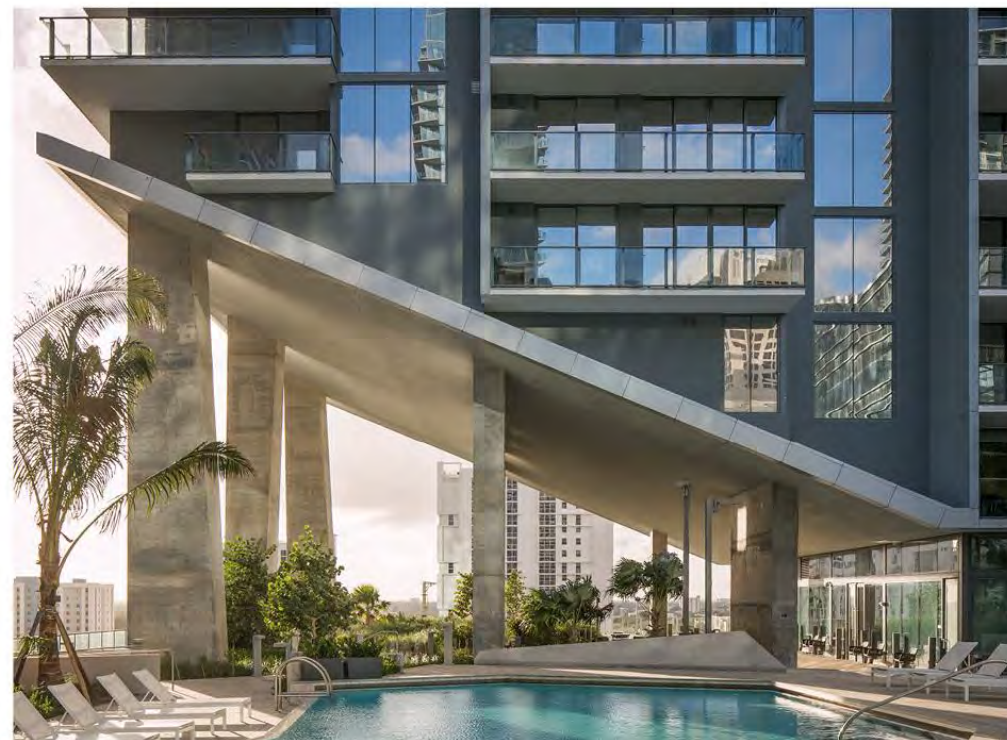
RESIDENCES AT BRICKELL CITY CENTRE



Reach & Rise, Residences at Brickell City Centre

| 305 371 2888

| www.residencesbrickellcitycentre.com



Reach & Rise, Residences at Brickell City Centre

- Developed by Swire Properties

Desarrollado por Swire Properties

- Located in the heart of Brickell in downtown Miami

Ubicado en el corazón de Brickell en el centro de Miami

- Two towers located above Brickell City Centre

Dos torres residenciales sobre Brickell City Centre

- 1- to 3-bedroom luxury residences from \$650,000

Residencias de lujo de 1 a 3 habitaciones desde los USD \$650,000

- Turnkey design and furniture packages by NOW by Steven G. available

Paquetes de diseño interior y muebles por NOW by Steven G. disponibles

- Amenities include children's playroom, hammam spa, state-of-the-art fitness center, heated pool and half-acre outdoor amenity deck with tropical gardens and barbecue grills

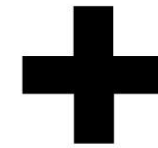
Amenidades incluyen sala de juegos para niños, baño turco, gimnasio, piscina climatizada y terraza exterior de medio acre con jardines tropicales y parrillas





Limited-time Incentives

10% Rebate



Two years of condo fees paid

Incentivo por tiempo limitado

Reembolso de 10%



Dos años pagos de la cuota de condominio



FORT LAUDERDALE

THE RESIDENCES



W Residences Fort Lauderdale

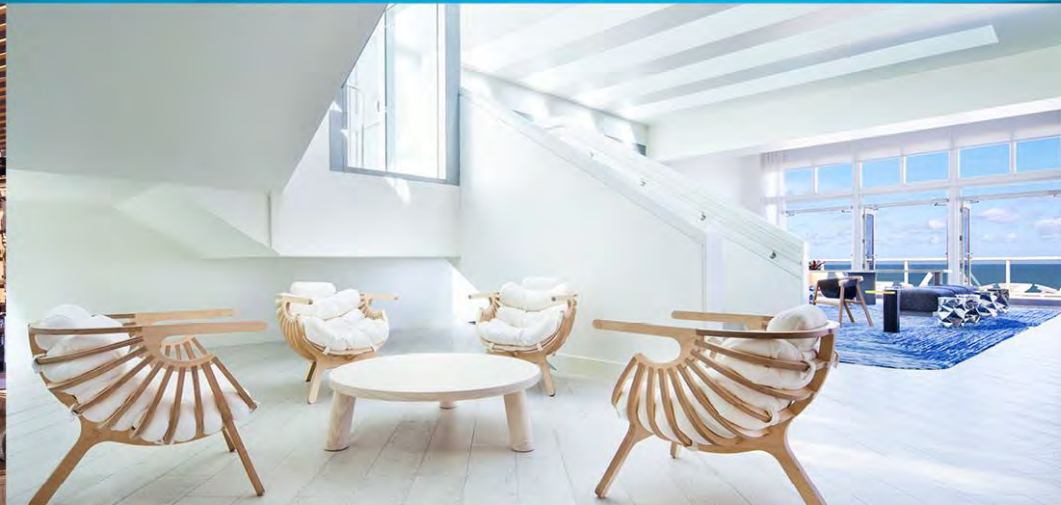
| 954 462 1633

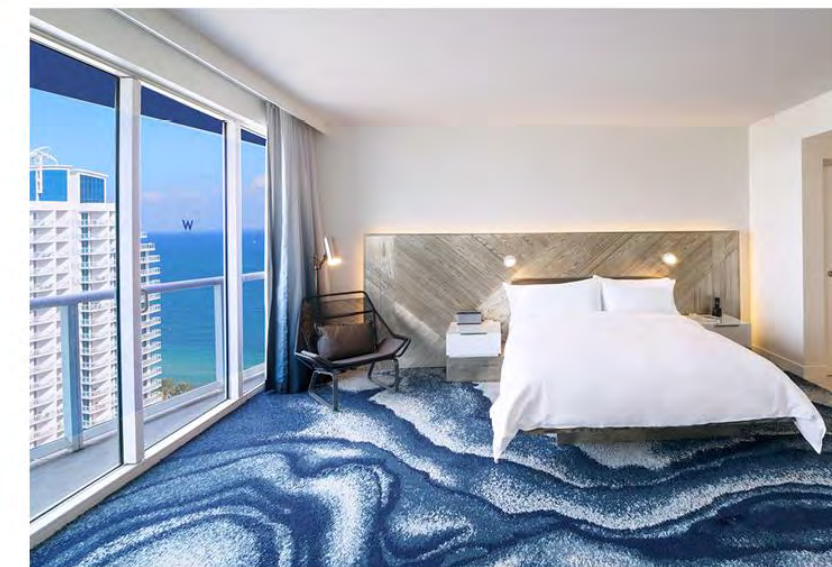
| wfortlauderdale.com



W Residences Fort Lauderdale

- Oceanfront in Fort Lauderdale Beach
Frente al mar en Fort Lauderdale Beach
- Two-Bedroom, fully furnished residences from \$800,000
Residencias de dos habitaciones desde los USD \$800,000
- W-brand services and amenities
Servicios y amenidades de la marca W
- Two Stephen Starr restaurants
Dos restaurantes por Stephen Starr
- Rental flexibility
Flexibilidad de alquiler
 - Hotel rental program
Programa de renta del hotel
 - Leaseback program (7% leaseback for 3 years)
Programa de renta garantizada (7% de renta garantizada por tres años)
- Managed by Marriott
Administrado por Marriott







**THREE-YEAR, 7%
LEASEBACK OPTION**



**THREE YEARS OF
CONDO FEES PAID**

**7% DE RENTA GARANTIZADA
POR TRES AÑOS**



**TRES AÑOS PAGOS DE LA
CUOTA DE CONDOMINIO**



ASTON MARTIN

RESIDENCES

at

300 BISCAYNE BOULEVARD WAY
MIAMI

DEVELOPER / DESARROLLADOR

- G&G Business Developments LLC

ARCHITECT / ARQUITECTOS

- BMA - Bodas Miani Anger Architects
- Revuelta Architecture International

COMMON AREAS / ÁREAS COMUNES

- BMA - Bodas Miani Anger Architects
- Aston Martin Design

SALES & MARKETING / COMERCIALIZADORA

- Cervera Real Estate

BUILDING INFORMATION

- 391 Condominium Residences
- 66 Floors
- 1-5 Bedroom Residences, Duplexes, Penthouses, and Triple Penthouses
- Full-service building with concierge and hospitality-inspired services
- Super Yacht Marina facilities
- 24-hour valet and self parking options
- 10 destination controlled super hi-speed elevators and 3 separate dedicated service elevators
- Pet friendly

INFORMACIÓN DEL EDIFICIO

- 391 Apartamentos Residenciales
- 66 Pisos
- 1-5 Habitaciones en Residences, Dúplex, Penthouses, y Triplex Penthouses
- Servicio de conserjería y dependencias inspiradas en la hospitalidad
- Extraordinarias instalaciones de Marina para Súper Yates
- Valet parking 24 horas y opción de auto parking
- 10 elevadores de súper alta velocidad, más otros 3 elevadores de servicio
- Aceptamos mascotas





ASTON MARTIN

RESIDENCES

at

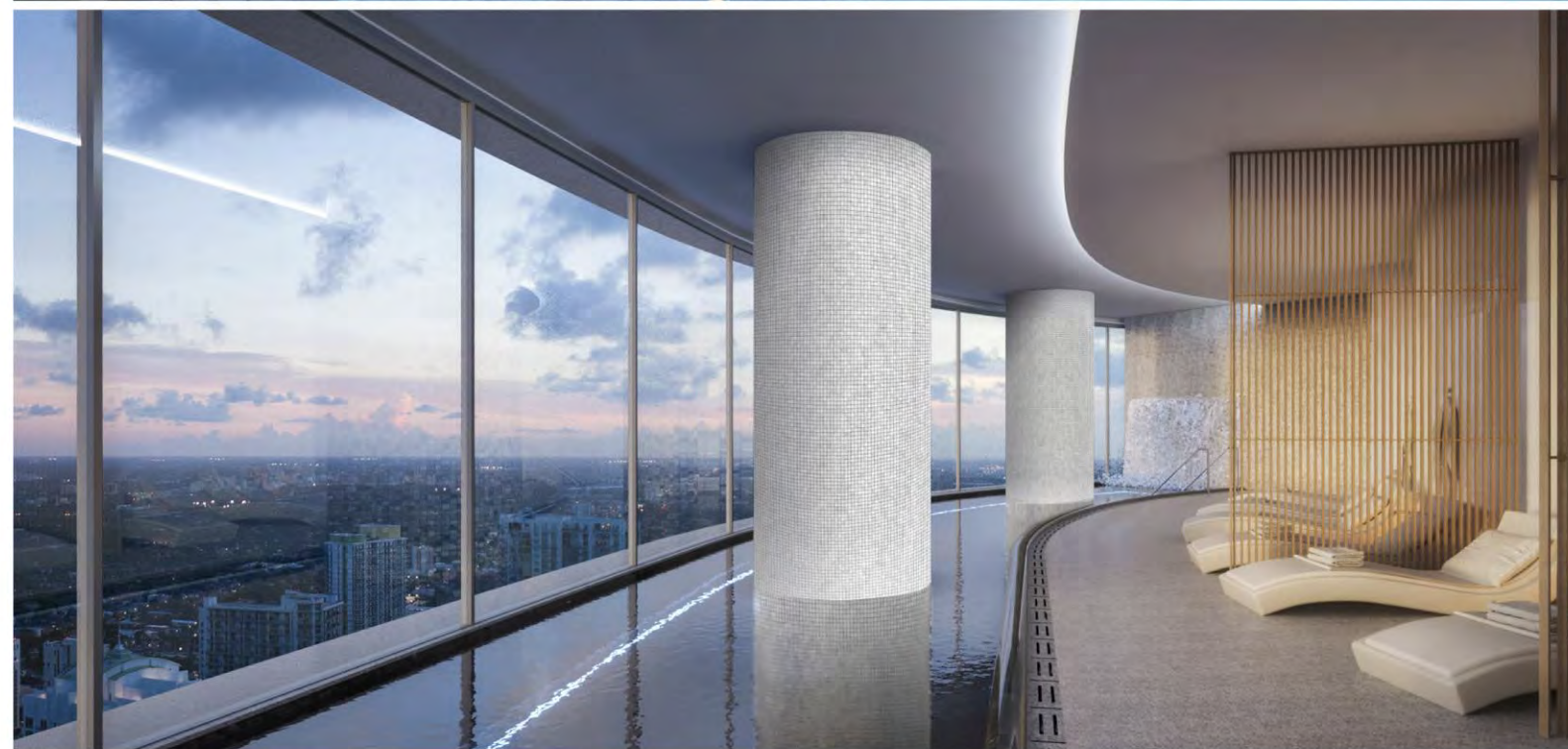
300 BISCAYNE BOULEVARD WAY
MIAMI

SKY AMENITIES

- 42,275 SF of amenities divided into 4 floors, connected by a monumental glass staircase

SKY AMENITIES

- 3927 m² de instalaciones dedicadas al entretenimiento, divididas en 4 pisos y conectadas a través de una majestuosa escalera de cristal





ASTON MARTIN

RESIDENCES

at

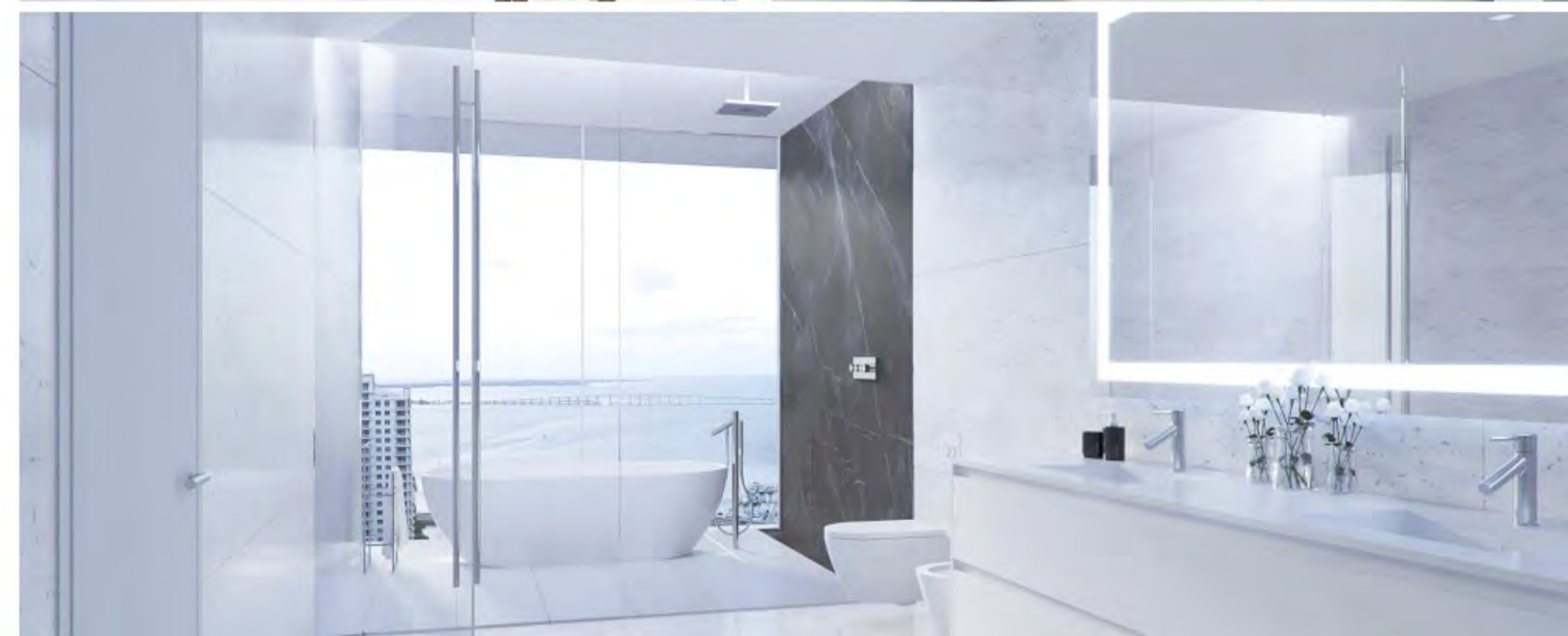
300 BISCAYNE BOULEVARD WAY
MIAMI

RESIDENCES FEATURES

- Panoramic views of Biscayne Bay, the ocean, and the iconic Miami skyline
- 10 ft ceiling height in residences / 12 ft ceiling height in penthouses
- Floor-to-ceiling windows and sliding glass doors throughout residences
- Top-of-the-line kitchens with European cabinetry and appliances
- Bathrooms with European cabinetry
- Premium marble flooring throughout living area, kitchen, and bathrooms
- Private balconies finished with high-end porcelain flooring and glass railings

CARACTERÍSTICAS DE LAS RESIDENCIAS

- Vistas panorámicas a Biscayne Bay, el océano y al emblemático horizonte de Miami
- Techos de 3 m de altura en las residencias / techos de 3,75 m de altura en los penthouses
- Ventanales de piso a techo y puertas corredizas de vidrio en todas las residencias
- Cocinas de primera línea con equipamiento y electrodomésticos europeos
- Baños con mobiliario europeo
- Pisos de mármol de primera calidad en sala de estar, cocina y baños
- Balcones privados terminados con pisos de porcelanato de alta gama y barandillas de vidrio





NATIVO™ / MIAMI

powered by Airbnb

RESIDENCIAS DE LUJO
EN EL CENTRO DE MIAMI

DISEÑADAS PARA ALOJAMIENTOS
TEMPORAL... POWERED BY AIRBNB

APROVECHE ESTA MANERA DE VIVIR.

RESIDENCIAS TOTALMENTE AMOBLADAS

DESDE LOS USD \$300 MIL



NATIIVO™ / MIAMI

powered by Airbnb

DEVELOPER / DESARROLLADOR:
NEWGARD

ARCHITECT / ARQUITECTOS:
ARQUITECTONICA

INTERIOR DESIGN / DISEÑO DE INTERIORES:
URBAN ROBOT

LANDSCAPE ARCHITECT / ARQUITECTO PAISAJISTA:
URBAN ROBOT

SALES & MARKETING / COMERCIALIZADORA:
CERVERA REAL ESTATE



Downtown Doral

Live, Work, Play, Learn

- Starting at \$250,000
Desde \$250,000 US
- Luxury Condos, single-family, townhomes
Departamentos de lujo, casas, townhomes
- Pedestrian and bicycle friendly, lush green spaces
Zonas peatonales, para bicicletas, espacios verdes
- Shops, restaurant, top schools
Centros comerciales, restaurants, y colegios de alta calidad



Doral

Precio: de \$343.990 a \$606.990



URBANA

AT DOWNTOWN DORAL

BY LENNAR®

Doral

Precio: de \$286.990 a \$351.990

PARKCENTRAL



Doral

Precio:
de
\$301.990
a
\$491.990





Miami

Precio: De \$294.990 a \$497.990

Parkland (Broward)

Precio: de \$554.990 a \$799.990

CASCATA
AT MIRALAGO BY LENNAR



Miami World Center



- **2nd Largest Urban Project in U.S. (30 acres)**
Proyecto Urbano 2º mas Grande de EE.UU.
- **\$2 billion master-planned development in Miami's Central Business District**
Urbanización Planificada de \$2 mil millones en la zona central financiera de Miami
- **Flying car port, 60-story Paramount Miami Worldcenter (513 units)**
Cochera volante, Paramount Miami, 60 plantas y 513 viviendas
- **Expected Completion 2022**
Terminación en 2022

One Thousand Museum

- Unprecedented fusion of art, architecture, design, location and luxury in Downtown Miami
- Minutes from South Beach & Brickell
- High Rise Luxury Condos

ONE THOUSAND MUSEUM
RESIDENCES BY ZAHA HADID ARCHITECTS

"I BELIEVE IN THE IDEA OF THE FUTURE"
- ZAHA HADID





Virgin Trains USA

- Connects Miami, Fort Lauderdale and Palm Beach
Conecta a Miami, Fort Lauderdale y Palm Beach
- Reaches speeds of 201 km per hour
Hasta 201 km por hora
- Expected to begin between South Florida & Orlando in 2022
Ruta entre Miami y Orlando en 2022
- Plans to connect with Tampa in the future
Llegara hasta Tampa en un futuro

American Dream Miami

- Largest Mall in America / Centro Comercial Mas Grande de EE.UU.
- Amusement Park / Parque de Atracciones
- Water Park w/Indoor Pool / Parque Acuático
- Ice Rink & Ski Slope / Pistas de Hielo y Esquí
- Legoland Discovery Centre

- Sea Lion Park & Submarine Rides
Parque de leones marinos y Paseos submarinos



Source: Triple Five Group

*Top Countries Buying in **South Florida***

1. Brazil
2. Colombia & Venezuela
3. Argentina & Canada
4. Mexico, France & Italy
5. U.K., China, Peru & Ecuador
6. Russia, Dominican Republic, Chile, Germany & Spain
7. India, Costa Rica, Portugal & Nicaragua

*Top Countries Buying in **Miami***

1. Brazil
2. Venezuela
3. Argentina
4. Colombia
5. Canada & Dominican Republic
6. Italy & China



2018 Profile of International Home Buyers of the Miami Association of REALTORS®

Released April 2, 2019





Miami Association of REALTORS®

Teresa King Kinney | Chief Executive Officer

Lynda Fernandez | Chief of Communications and International

National Association of REALTORS®

Lawrence Yun, Ph.D. | Senior Vice President and Chief Economist

George Ratiu | Director, Housing and Commercial Research

Gay Cororaton | Research Economist

©2018 Miami Association of REALTORS® and the
National Association of REALTORS®. This Report may be cited with the proper attribution.

Released April 2, 2019



Top US Markets for International Traffic

Miami Mercado Principal – Compradores Buscando en Realtor.com

Top US Markets for International Traffic
July 2019



1	2	3	4	5	6	7	8	9	10
Miami-Fort Lauderdale-West Palm Beach, FL	Los Angeles-Long Beach-Anaheim, CA	Bellingham, WA	New York-Newark-Jersey City, NY-NJ-PA	Orlando-Kissimmee-Sanford, FL	Kahului-Wailuku-Lahaina, HI	Tampa-St. Petersburg-Clearwater, FL	Urban Honolulu, HI	Houston-The Woodlands-Sugar Land, TX	Naples-Immokalee-Marco Island, FL
11	12	13	14	15	16	17	18	19	20
El Centro, CA	Phoenix-Mesa-Scottsdale, AZ	Dallas-Fort Worth-Arlington, TX	San Diego-Carlsbad, CA	Cape Coral-Fort Myers, FL	Seattle-Tacoma-Bellevue, WA	San Francisco-Oakland-Hayward, CA	Atlanta-Sandy Springs-Roswell, GA	Washington-Arlington-Alexandria, DC-VA-MD-WV	Chicago-Naperville-Elgin, IL-IN-WI

1. Miami-Fort Lauderdale-W. Palm Bch
2. Los Angeles-Long Beach-Anaheim
3. Bellingham, WA
4. New York-Newark-Jersey City, NY- NJ-PA
5. Orlando-Kissimmee-Sanford, FL
6. Kahului-Wailuku-Lahaina, HI
7. Tampa-St. Petersburg, Clearwater
8. Houston-The Woodlands-Sugar Land, TX
9. El Centro, CA
10. Urban Honolulu, HI

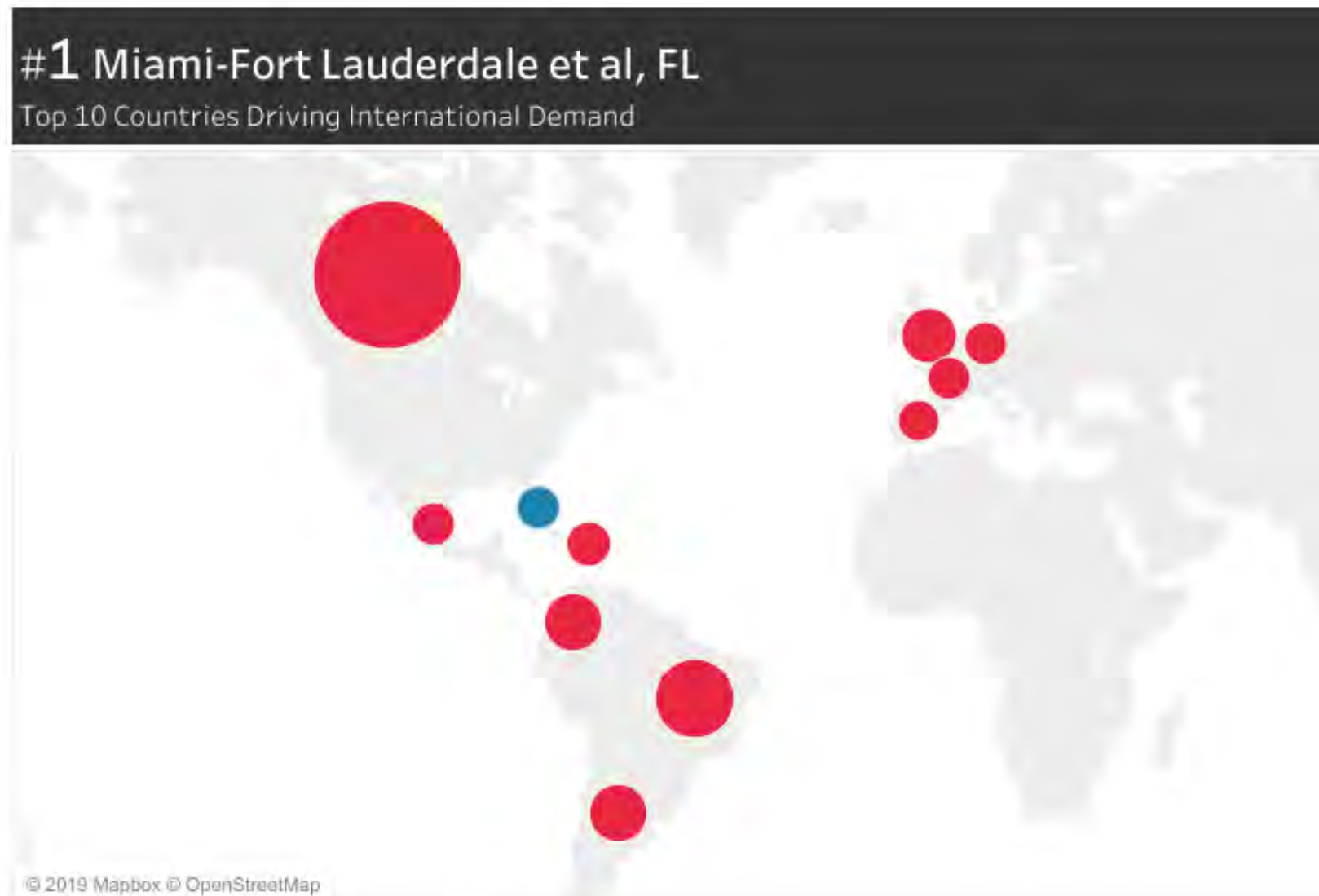
Top 10 Countries Driving International Demand

10 Países Generando Mayor Demanda en Miami

Which Countries are Driving Demand in Each Market?

Select a Market

1. Miami-Fort Lauderdale-West Palm Beach, FL

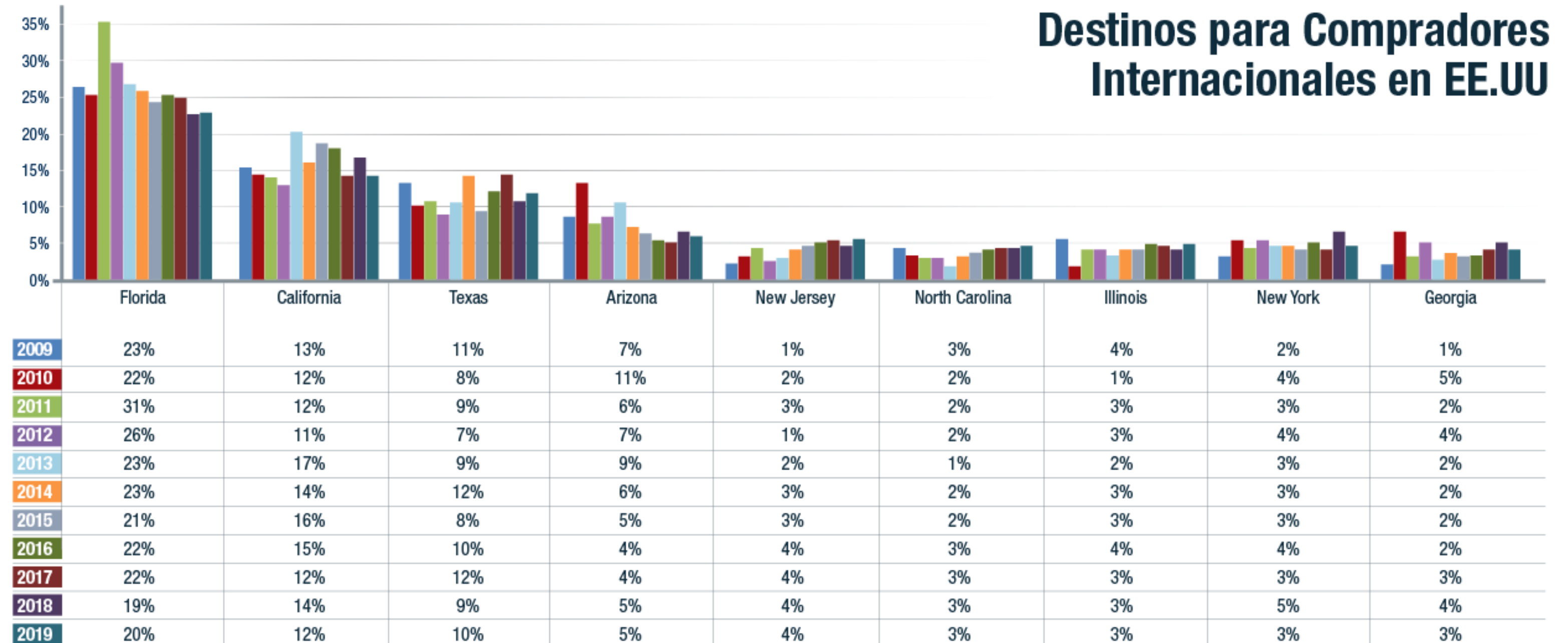


1	Canada	
2	Brazil	
3	Argentina	
4	Colombia	
5	United Kingdom	
6	Dominican Republic	
7	Mexico	
8	Germany	
9	France	
10	Spain	

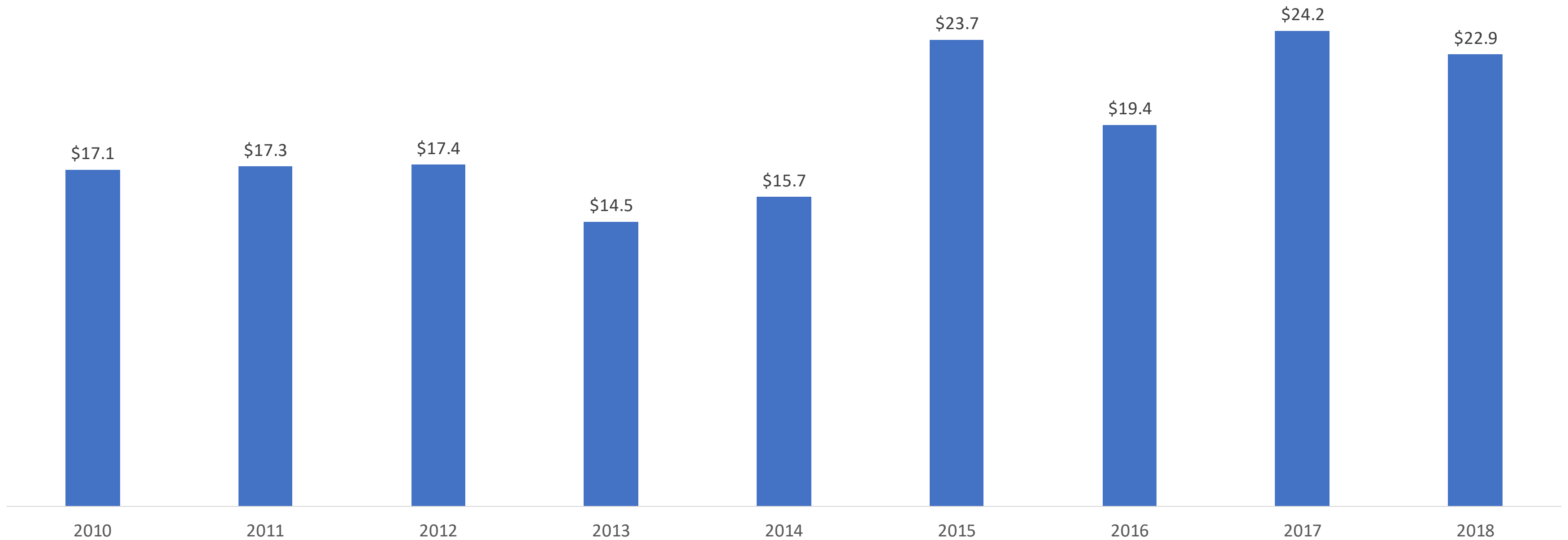
1. Canada
2. Brazil
3. Argentina
4. Colombia
5. United Kingdom
6. Dominican Republic
- 7. Mexico**
8. Germany
9. France
10. Spain

Major U.S. Destinations of Foreign Buyers: Florida has been #1 for 10+ Years

Florida #1 para Compradores Extranjeros desde hace mas de 10 Años

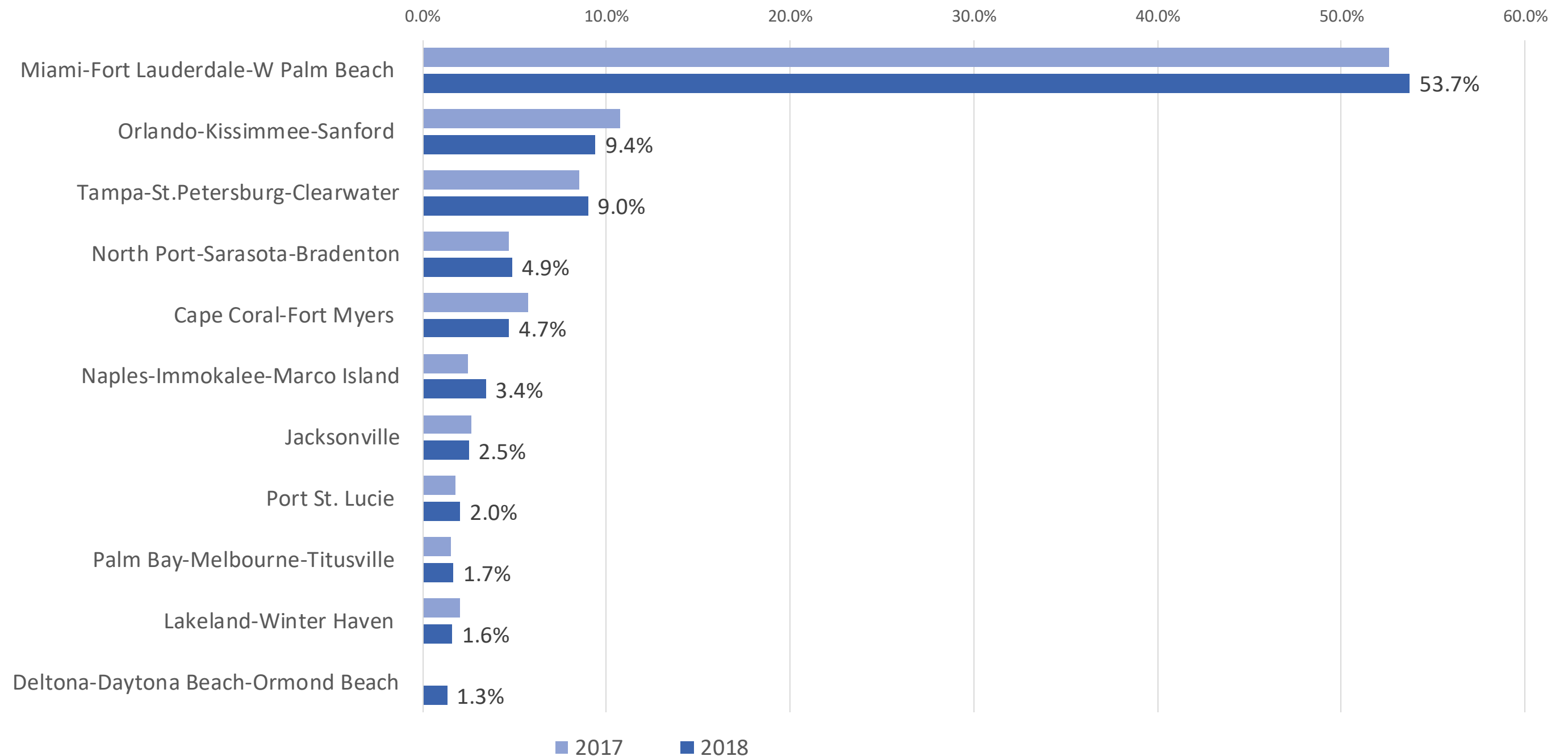


Foreign Buyers Purchased \$22.9 B of Florida Residential Property During August 2017–July 2018



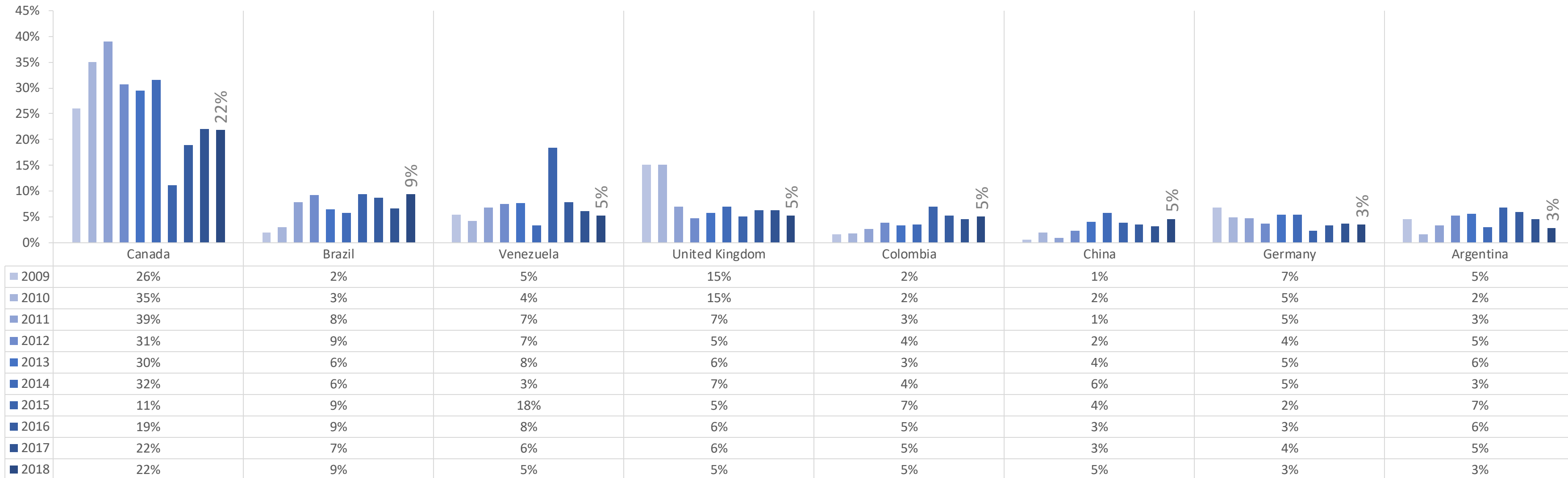
Destination of Florida's Foreign Buyers: 54 Percent are in MIAMI Region

Destinos Principales en la Florida para Extranjeros: 54% en Miami



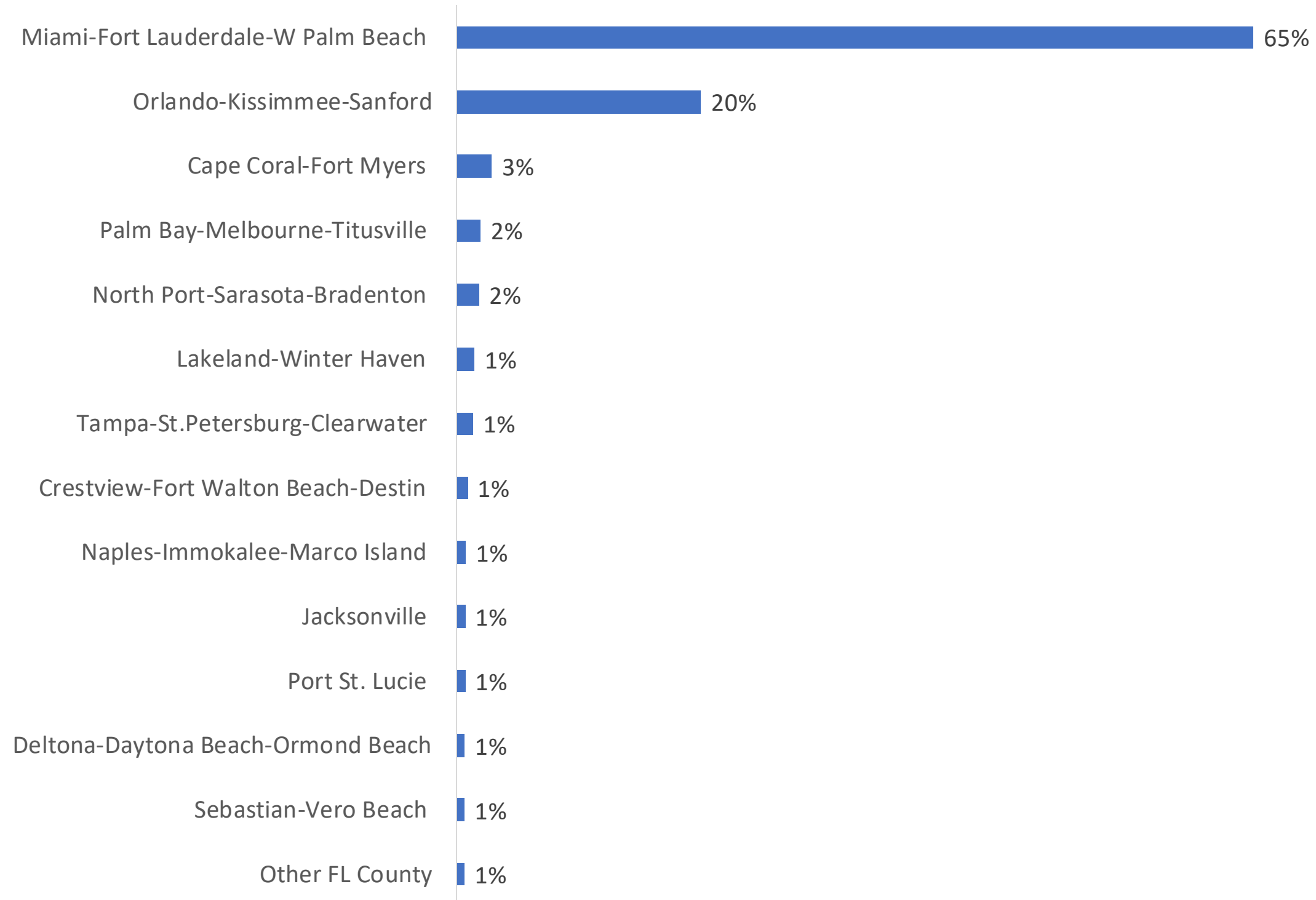
Other metro areas each account for one percent or less of the destination of foreign buyers.

Florida's Major Foreign Buyers: Fewer from Latin America / Europe, More from Asia



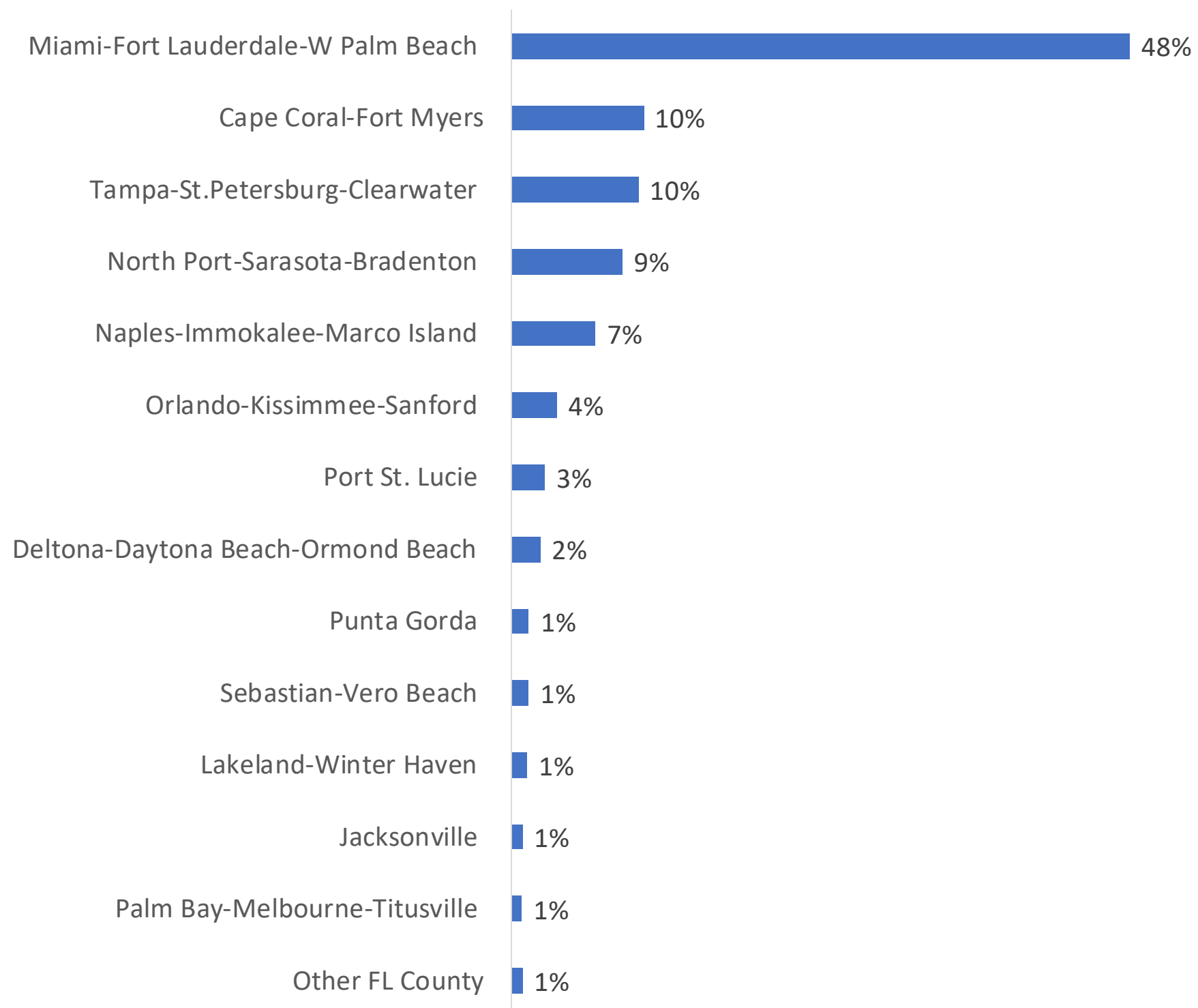
Florida Destinations of Brazilian Buyers: MIAMI Region is #1

Miami #1 para Brasil



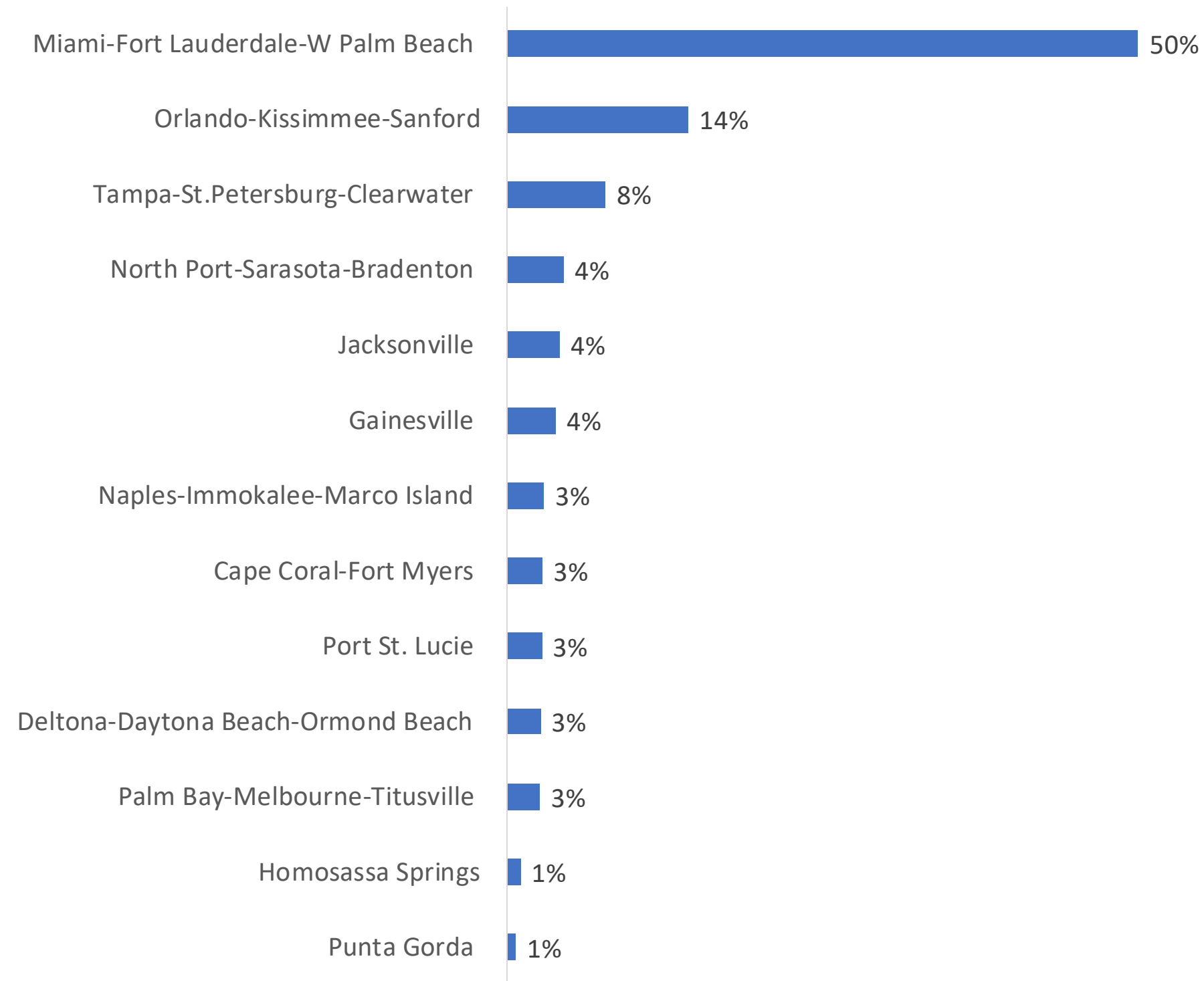
Florida Destinations of Canadian Buyers: MIAMI Region is #1

Miami #1 para Canadá



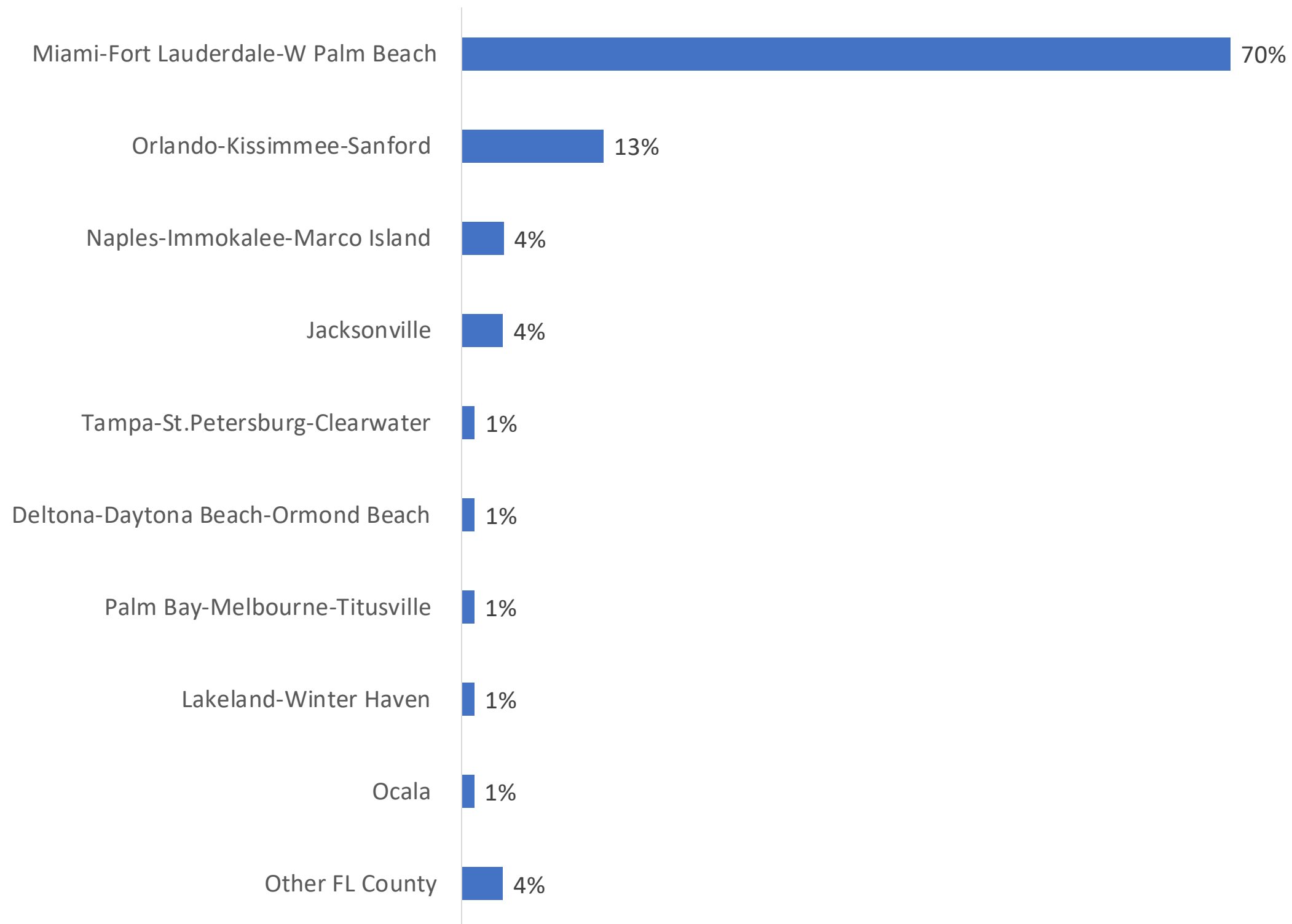
Florida Destinations of Chinese Buyers: MIAMI Region is #1

Miami #1 para China



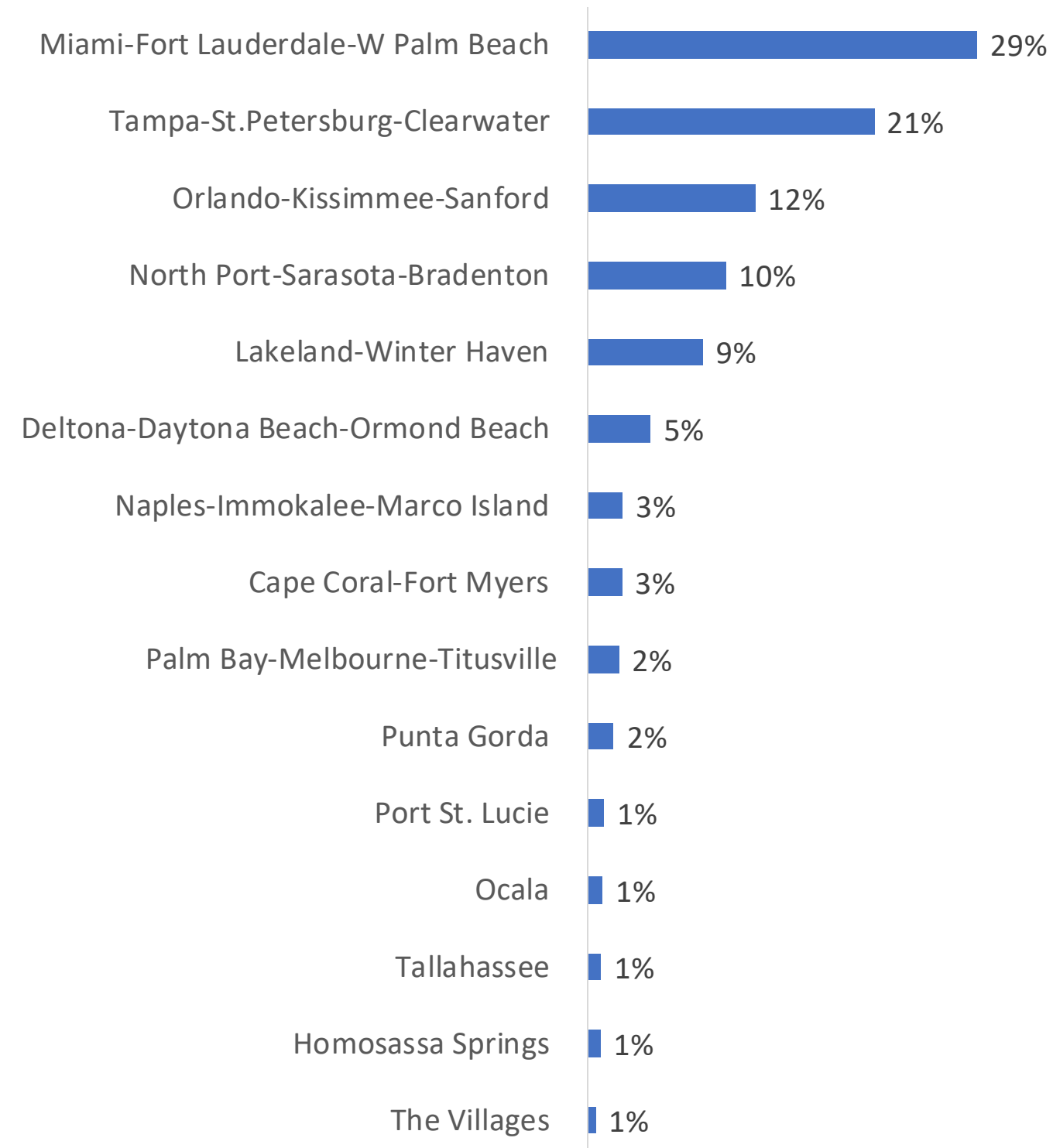
Florida Destinations of Colombian Buyers: MIAMI Region is #1

Miami #1 para Colombia



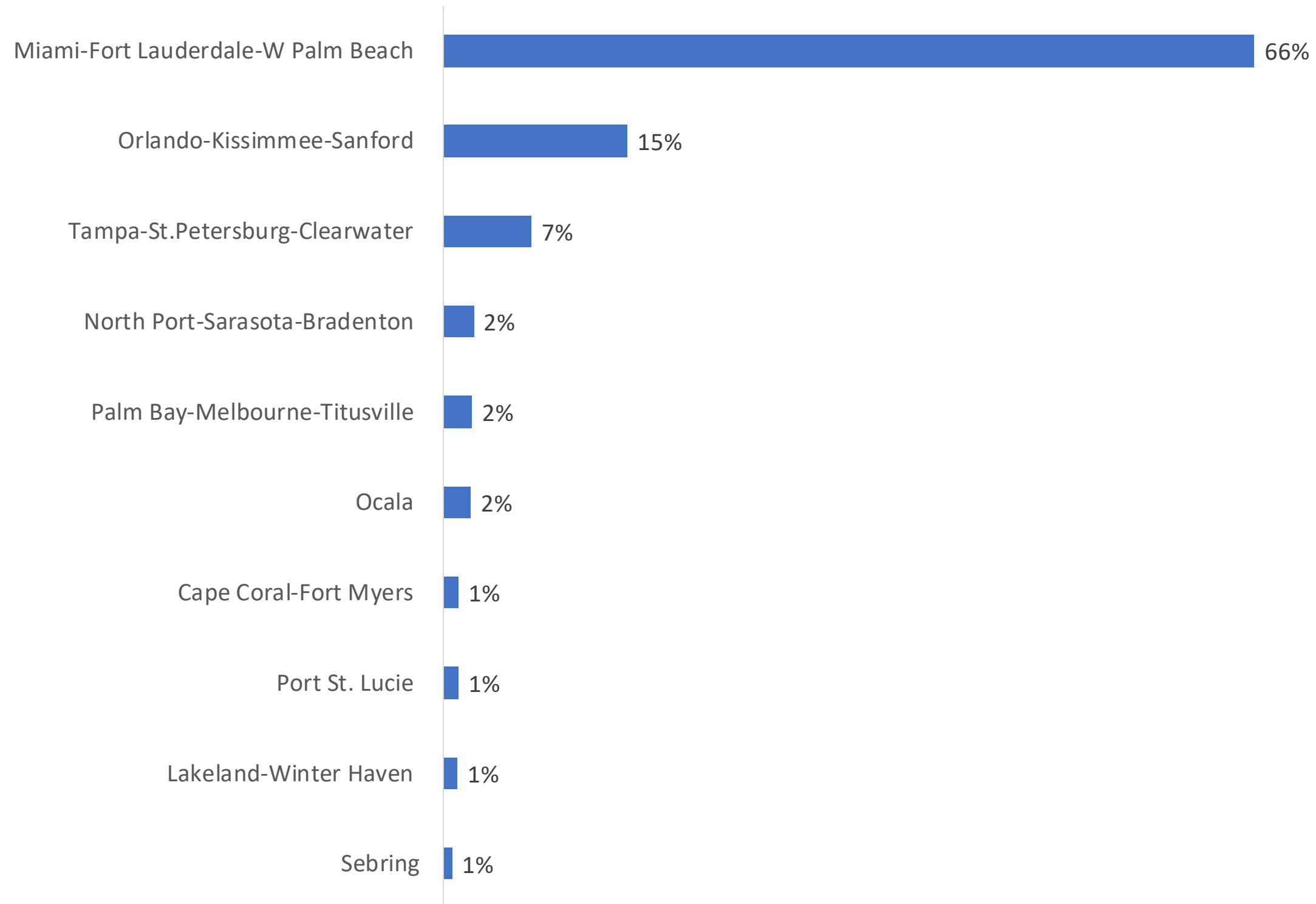
Florida Destinations of United Kingdom Buyers: MIAMI Region is #1

Miami #1 para el Reino Unido



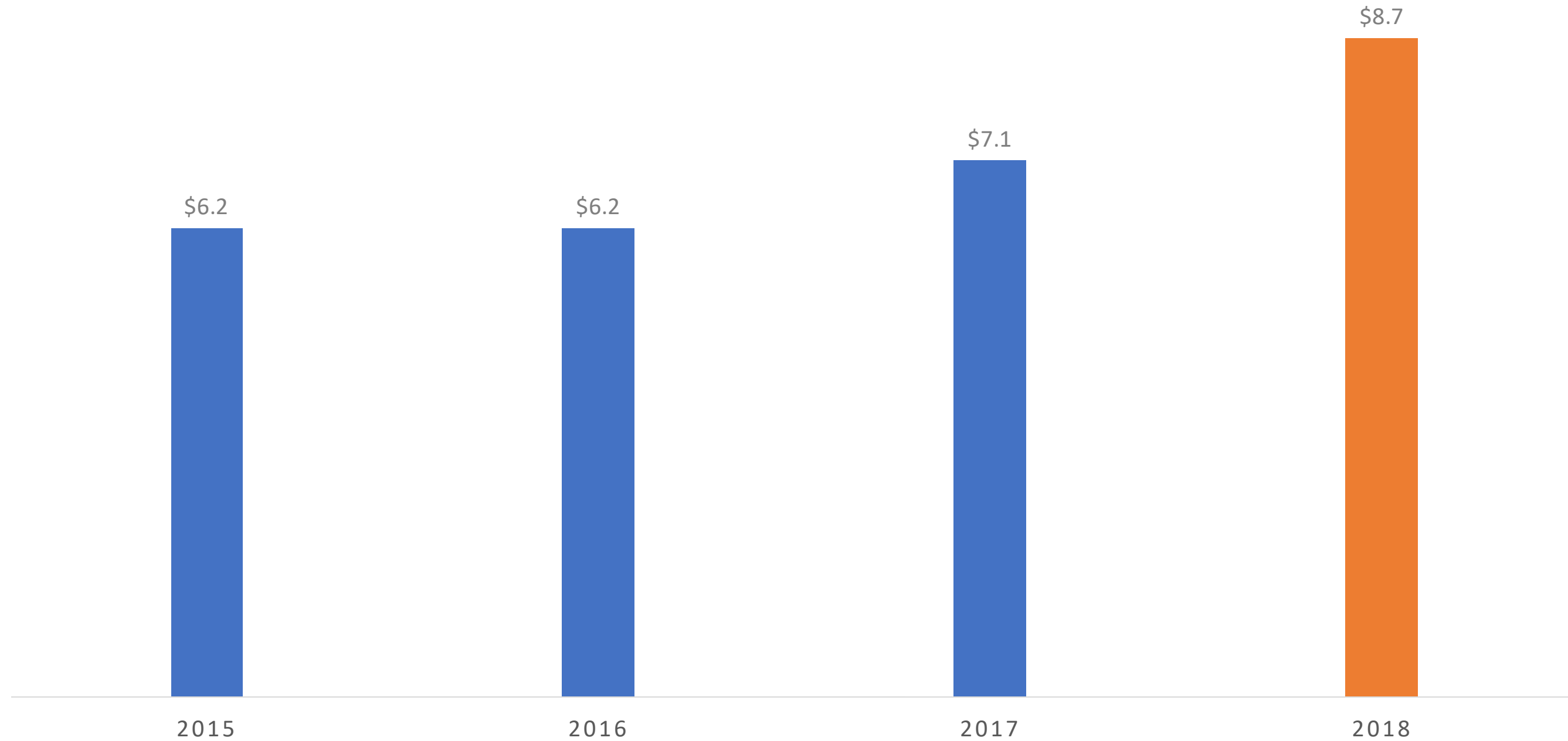
Florida Destinations of Venezuelan Buyers: MIAMI Region is #1

Miami # 1 para Venezuela

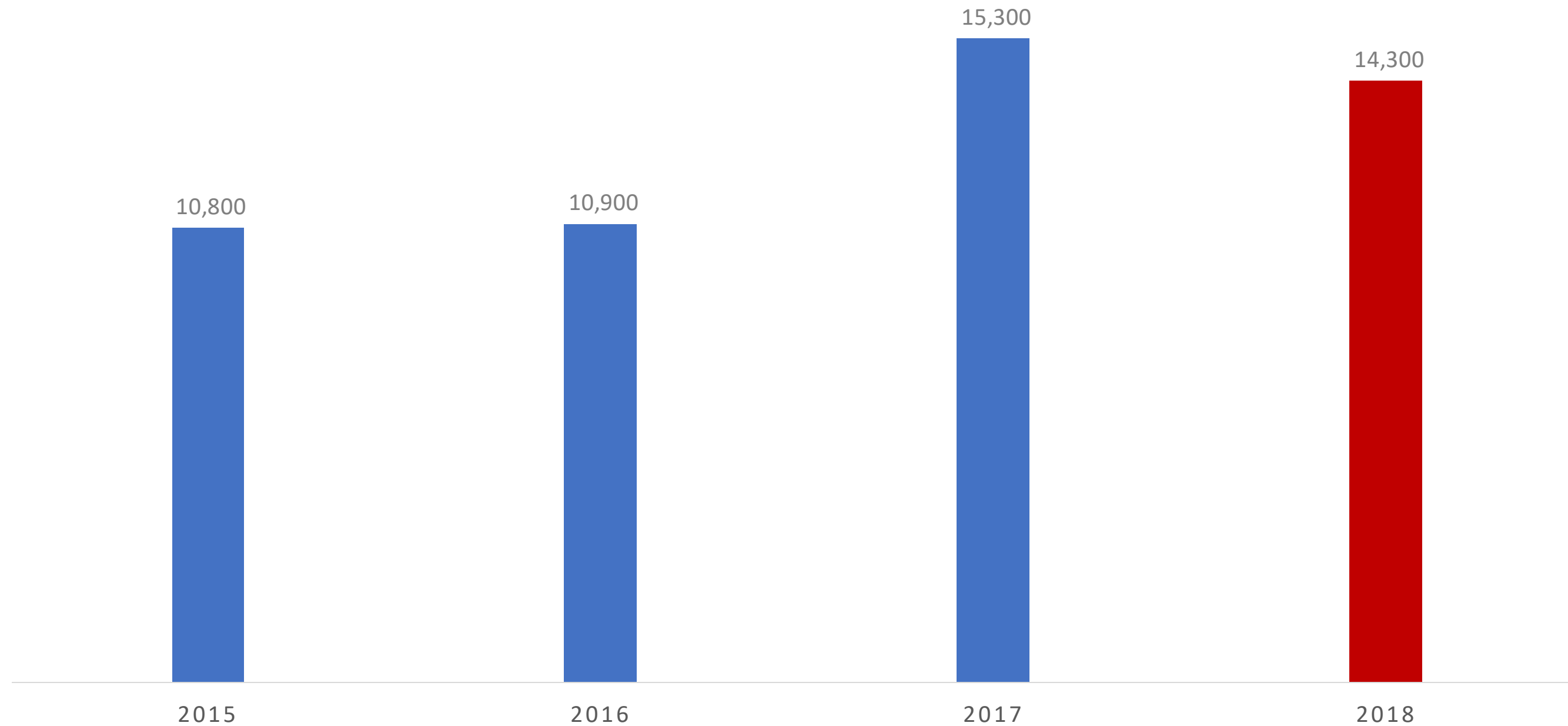


Dollar Volume of Foreign Buyer Residential Purchases Rose to \$8.7 B in Past 12 Months

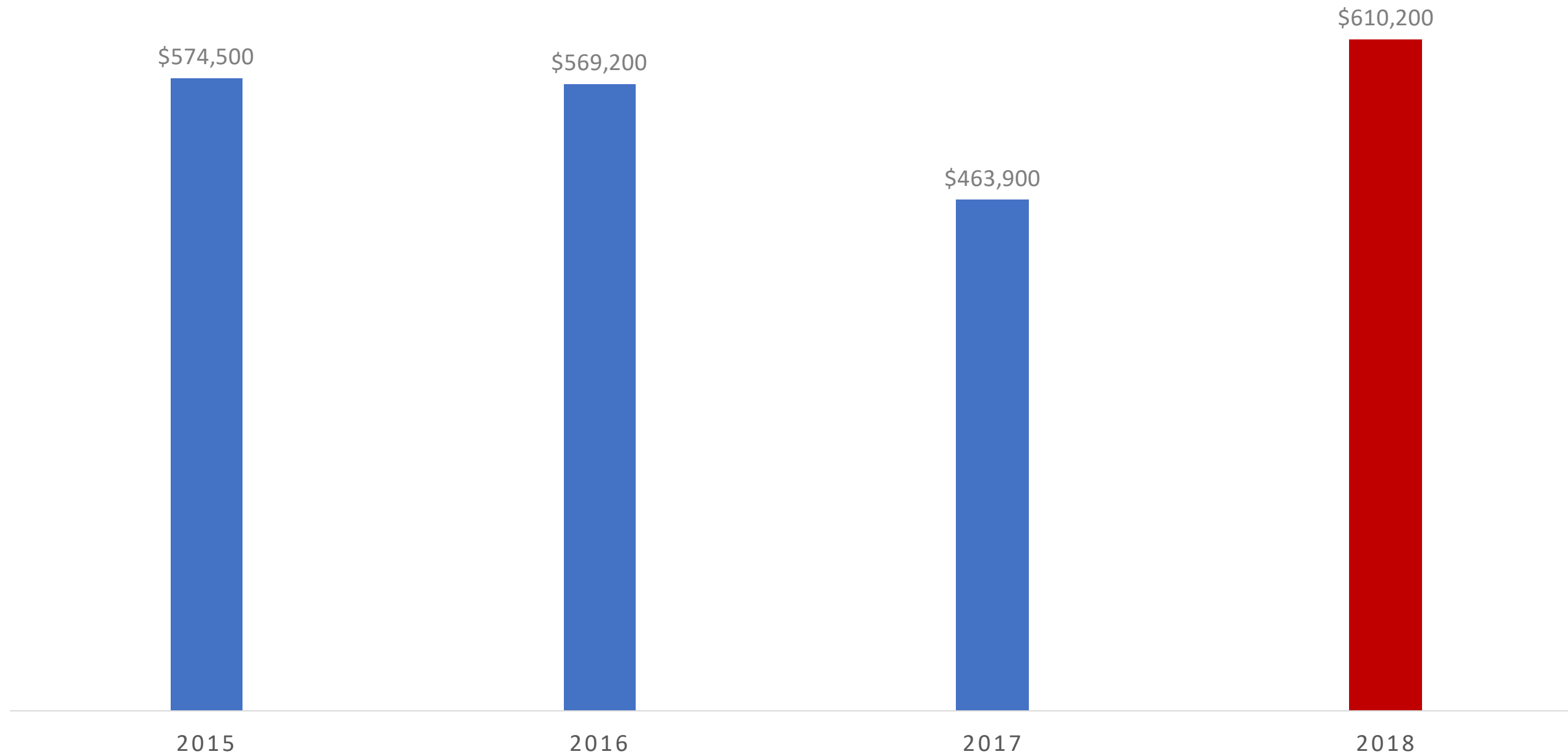
En 2018 el Volume de Ventas Aumento a \$8.7 Mil Millones



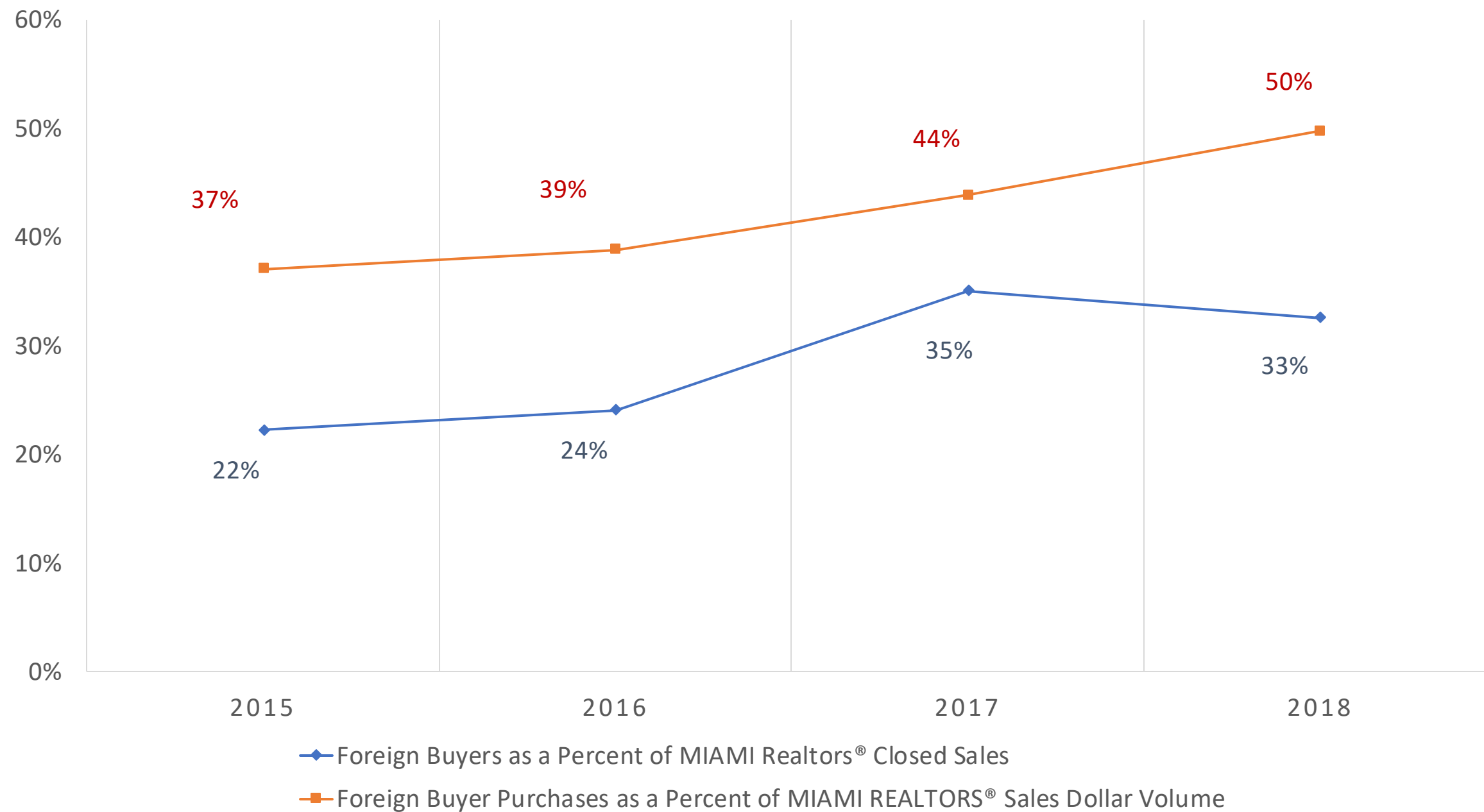
Number of Foreign Buyer Residential Purchases Decreased to 14,300 Homes Aunque el # de Ventas a Extranjeras Disminuyo a 14,300 Viviendas



Dollar Volume Increased Even as Number of Purchases Decreased Due to Higher Purchase Price

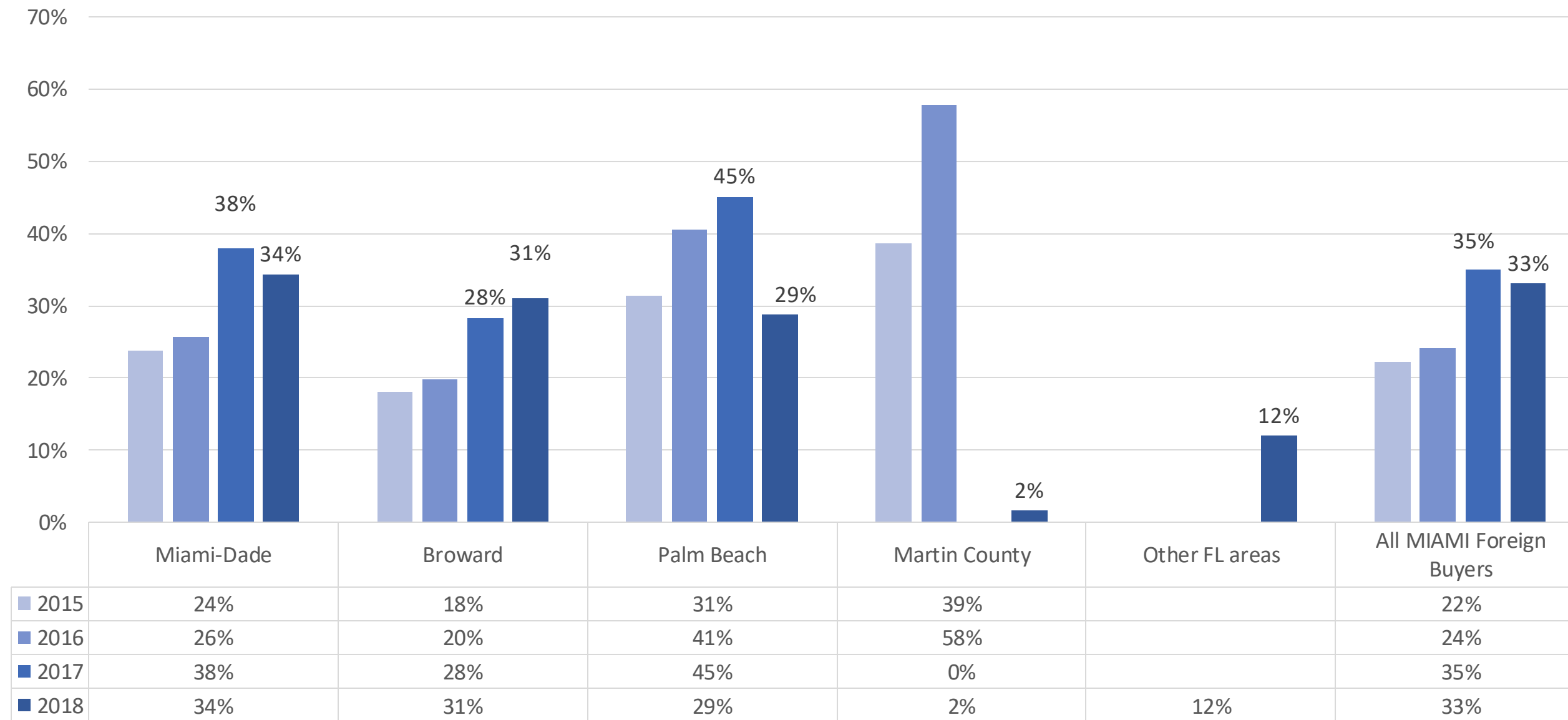


Foreign Buyer Purchases: 33 Percent of Properties* Sold and 50 Percent of Dollar Volume



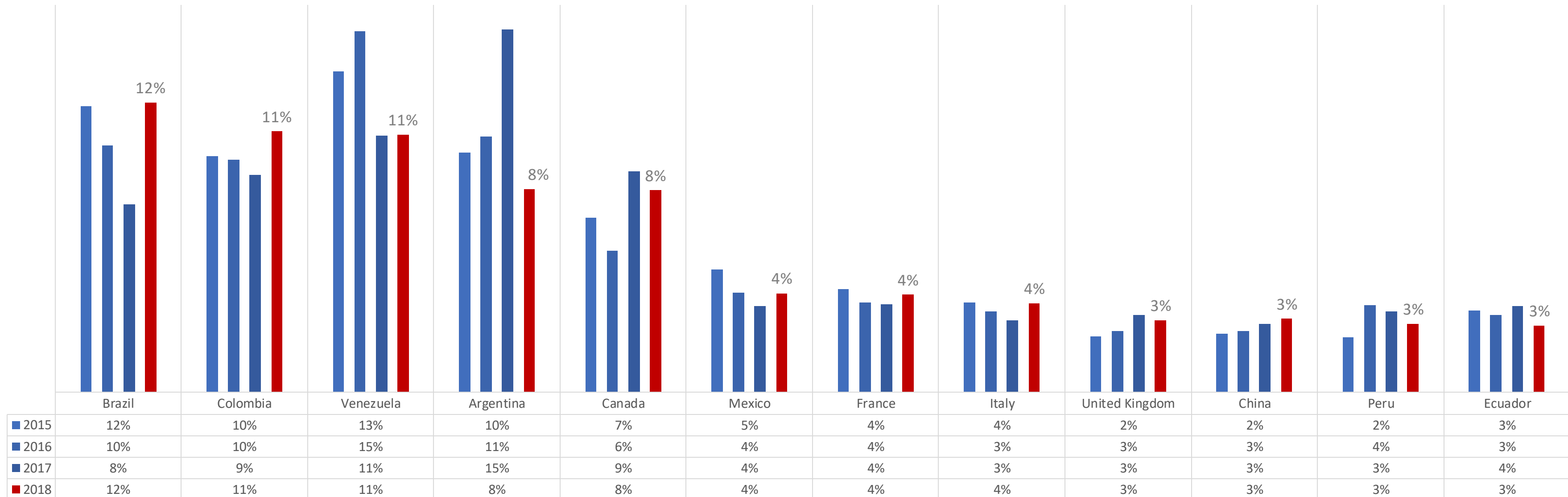
* Single-family, townhomes, and condominiums

Foreign Buyers as a Percent of MIAMI Realtors® Sales in the County

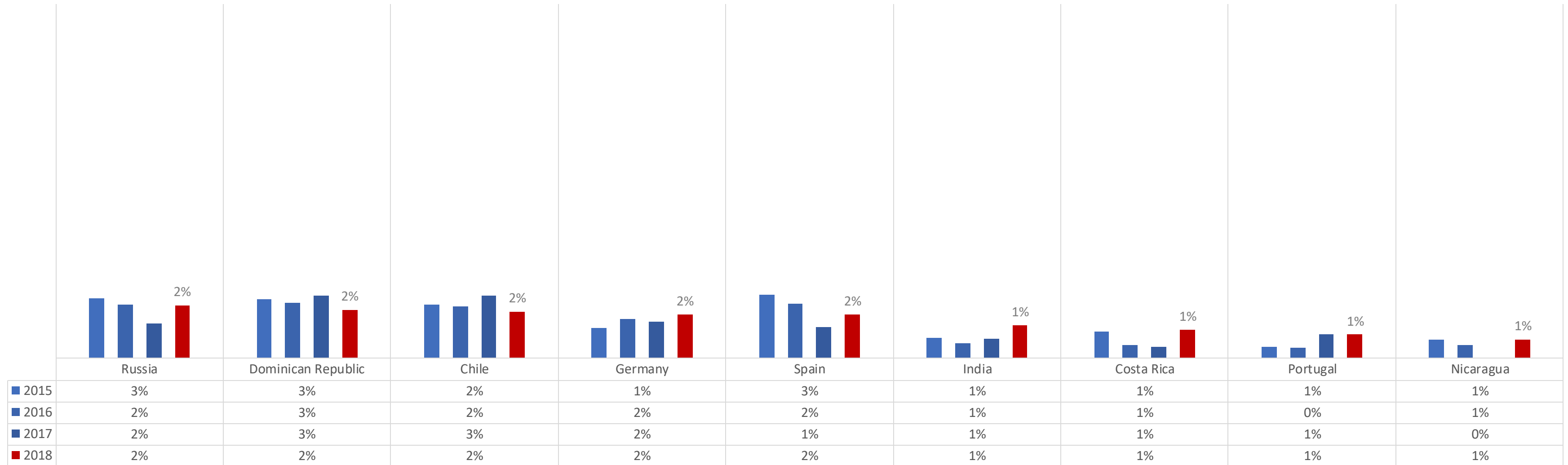


- No estimates for Other FL areas from 2015 through 2017. Estimate is for family, townhomes, and condominiums and excludes manufactured homes.

Top Tier Countries of Origin: Changing Mix of Buyers from Latin America (Slide 1 of 2)



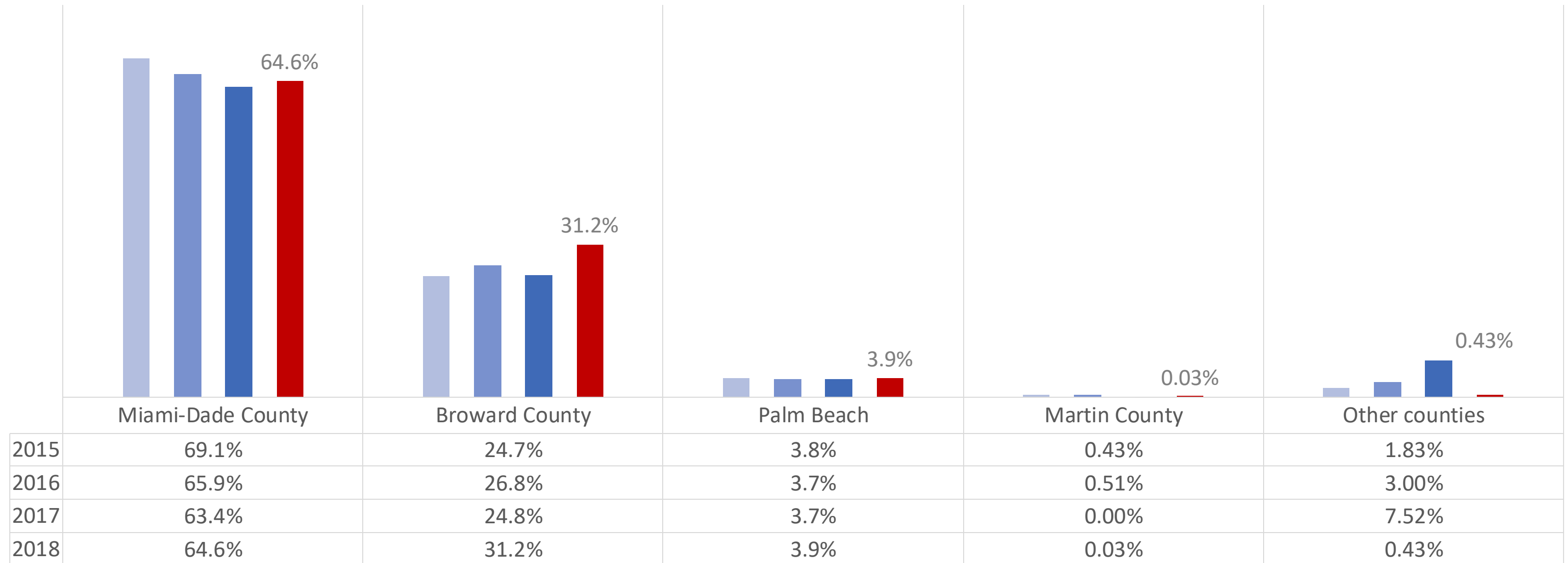
Top Tier Countries of Origin (Slide 2 of 2)



MIAMI's Foreign Buyers Hail from Over 50 Countries

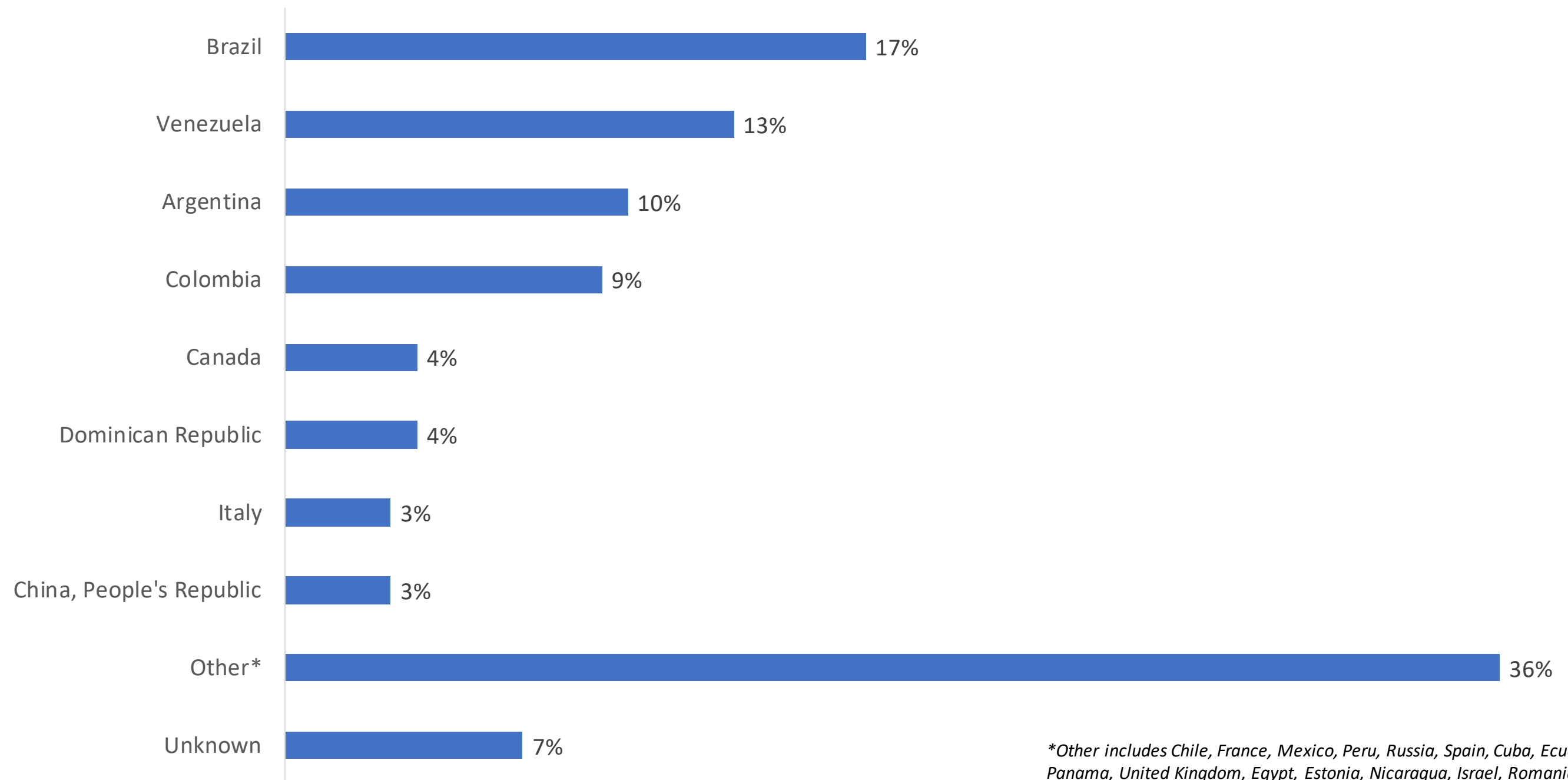
Australia • Albania • Angola • Antigua • Austria • Argentina
Bahamas • Barbados • Brazil • Bolivia • Canada • China • Chile
Colombia • Costa Rica • Dominican Republic Ecuador • El Salvador
France • Germany • Greece • Guatemala • Haiti • India • Italy • Japan
Israel • Jamaica • Liberia • Mexico • Netherlands • Nicaragua • Paraguay
• Peru Philippines • Portugal • Puerto Rico • Russia Spain • Surinam
Sweden • Switzerland • Trinidad • Turkey • Ukraine • United Kingdom
Uruguay • Venezuela • Middle East countries

Miami-Dade County: 65% of Foreign Buyers / De Compradores Extranjeros



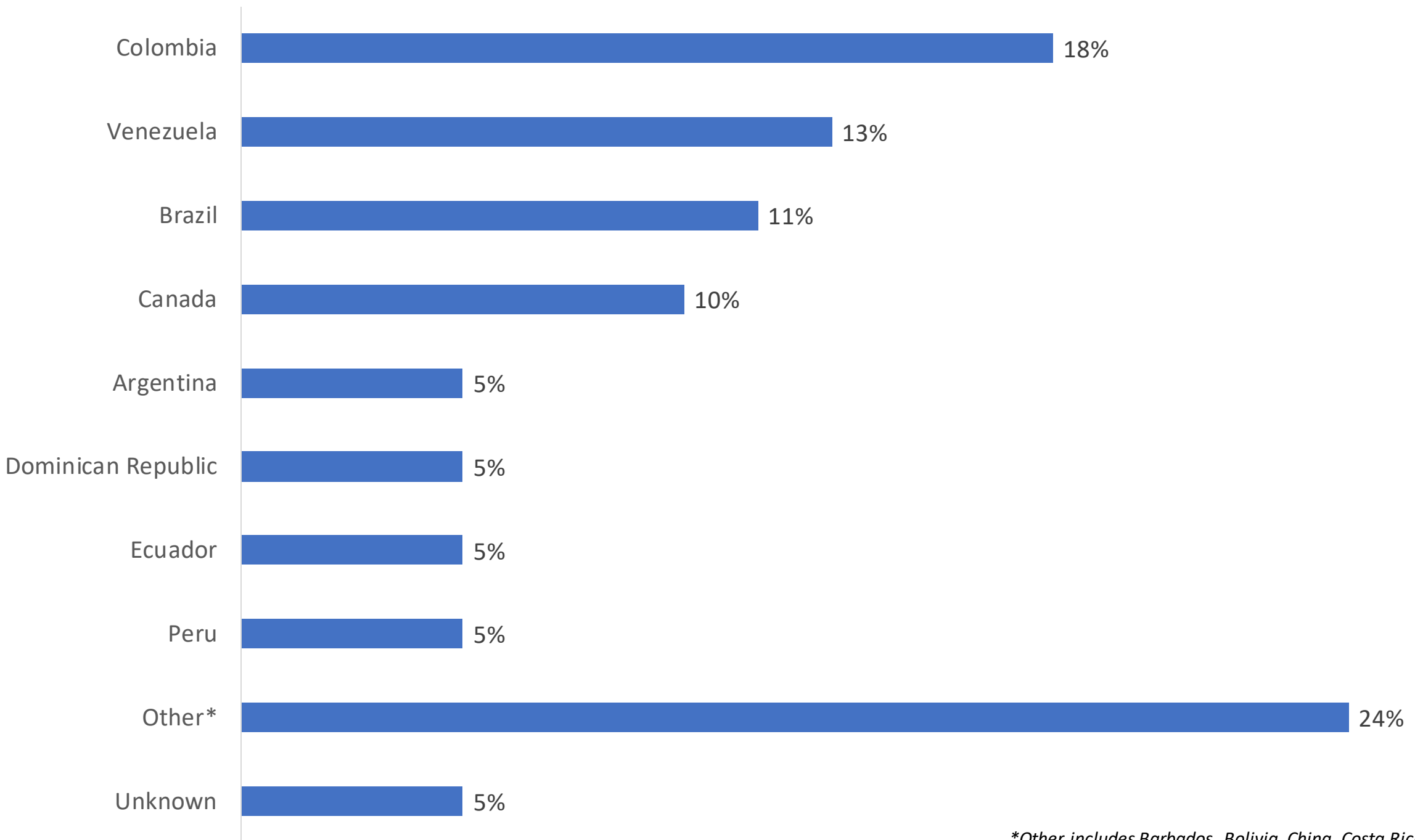
Miami-Dade County: Latin Americans Were Major Buyers

Compradores Principales son Latinoamericanos



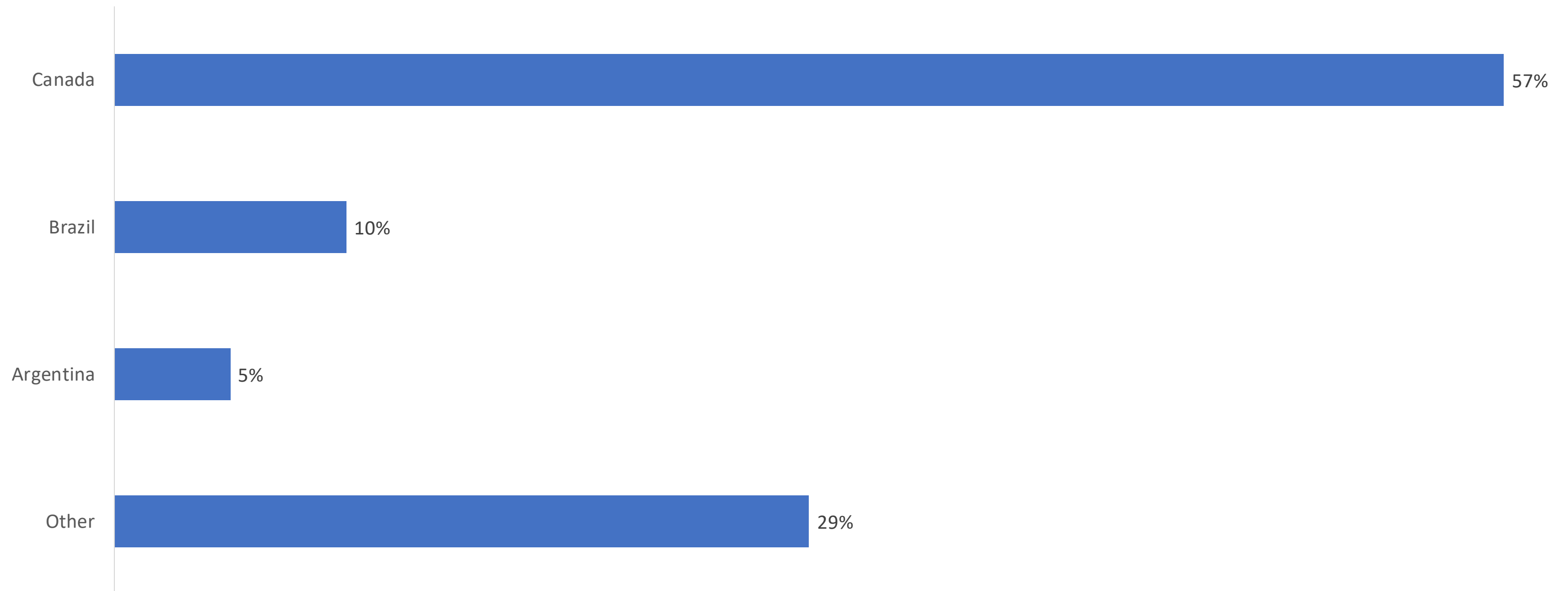
**Other includes Chile, France, Mexico, Peru, Russia, Spain, Cuba, Ecuador, India, Panama, United Kingdom, Egypt, Estonia, Nicaragua, Israel, Romania, Switzerland, Trinidad & Tobago*

Broward County : Latin Americans Were Major Buyers



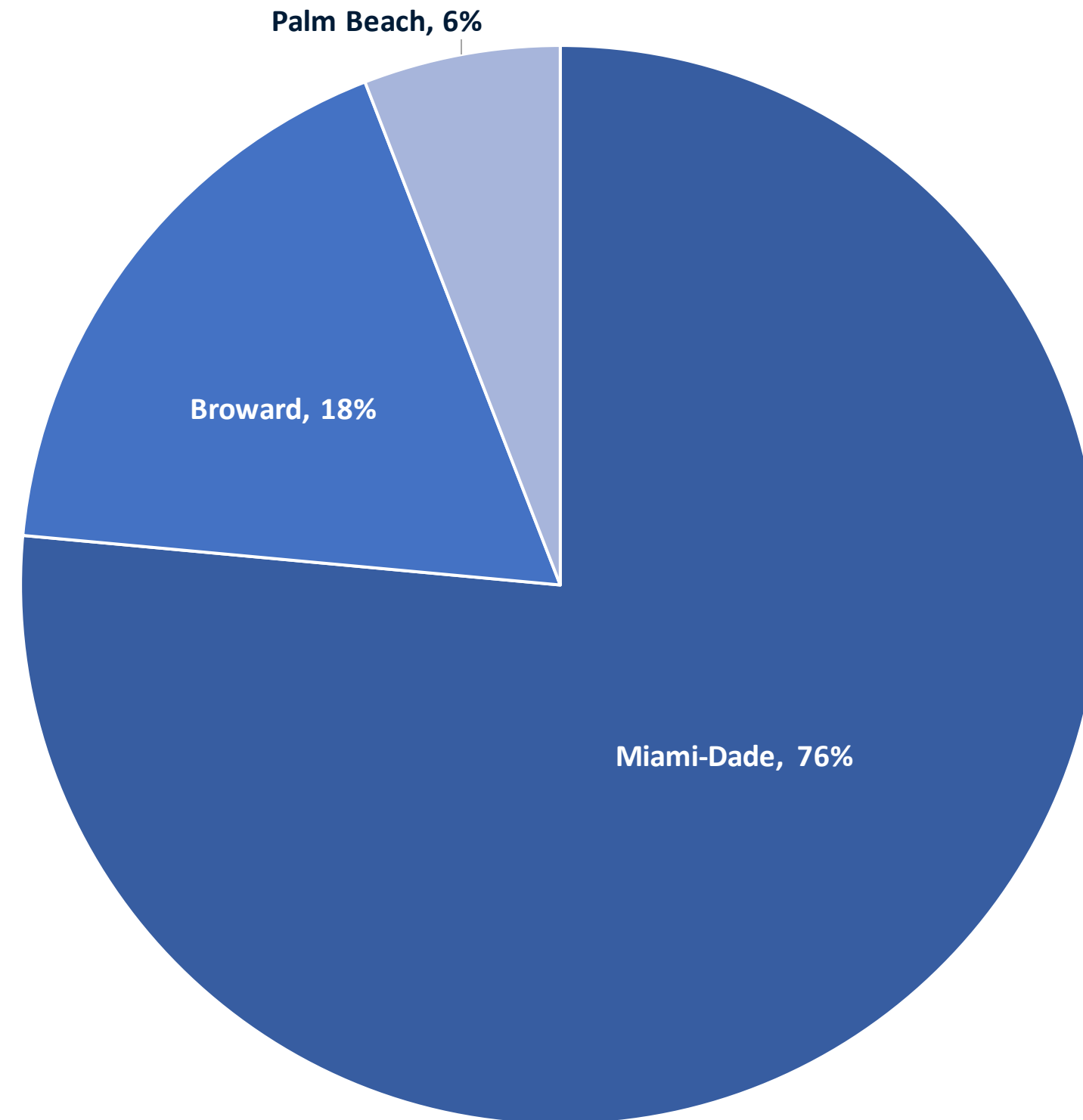
**Other includes Barbados, Bolivia, China, Costa Rica, El Salvador, Germany, India, Israel, Jamaica, Japan, Portugal, Russia*

Palm Beach County: Canadians Were Major Buyers

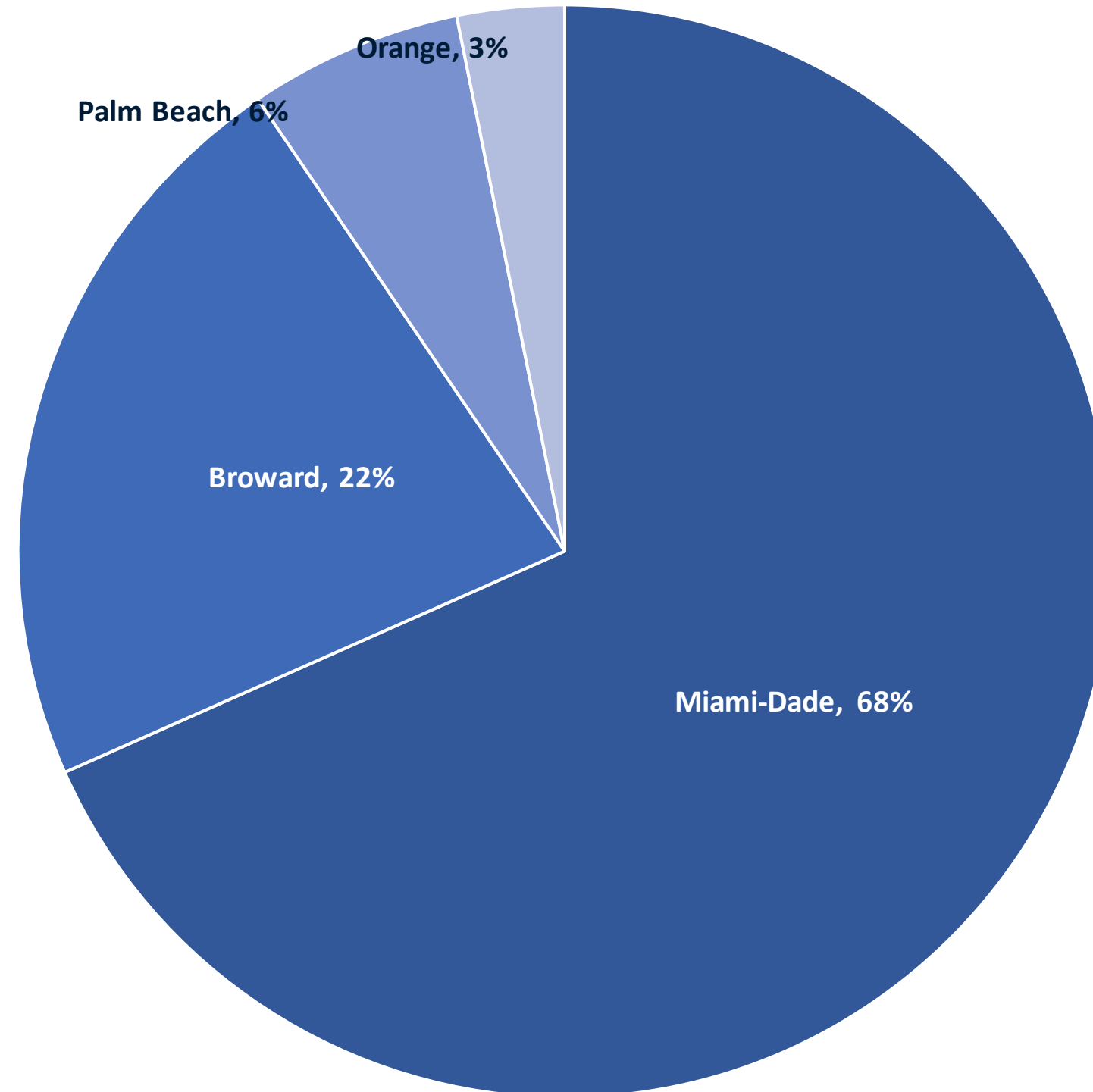


**Other includes Chile, China, France, Portugal, United Kingdom, and countries the respondent could not identify (Unknown).*

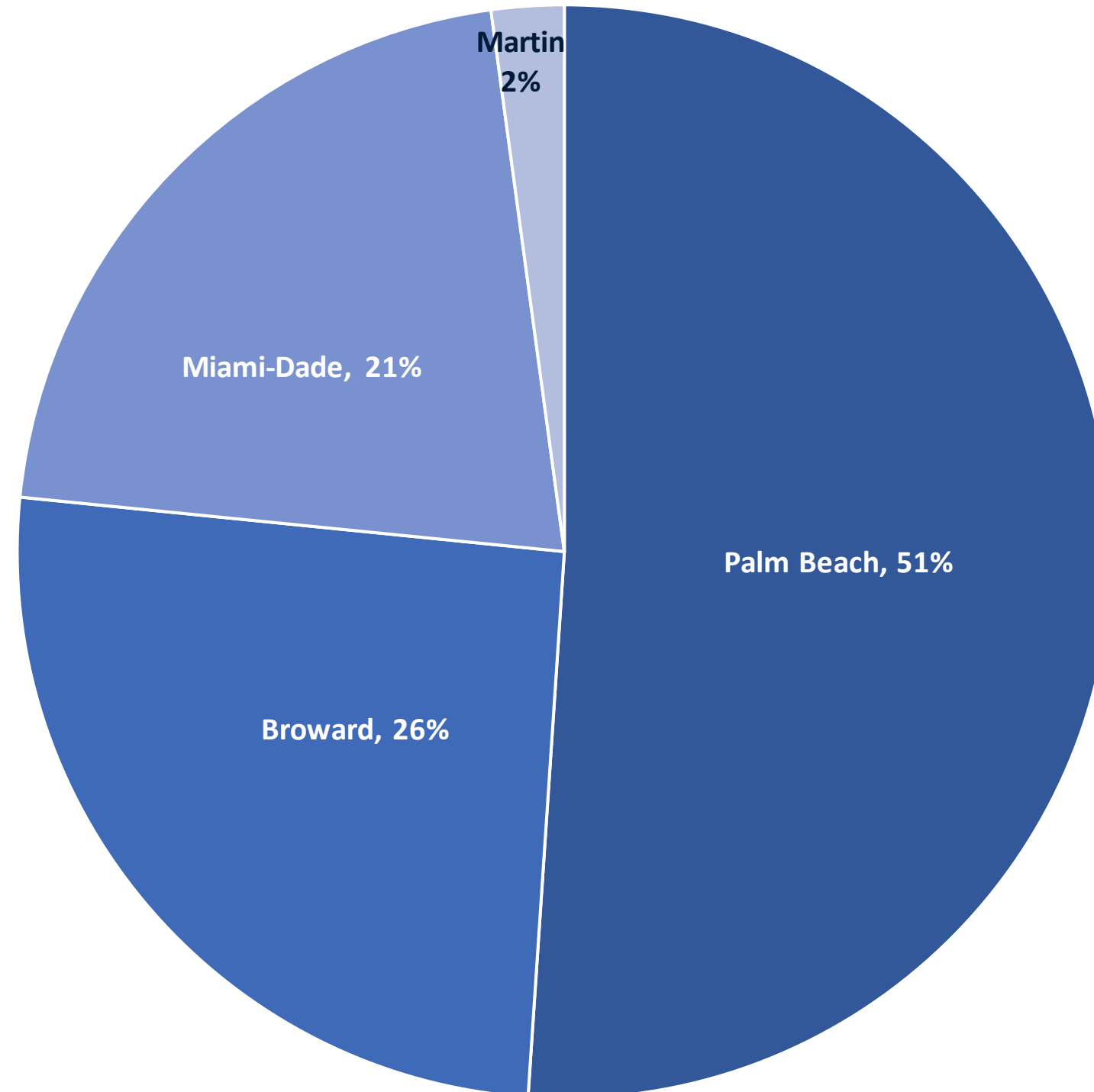
Major Destination of Argentinian Buyers: Miami-Dade County



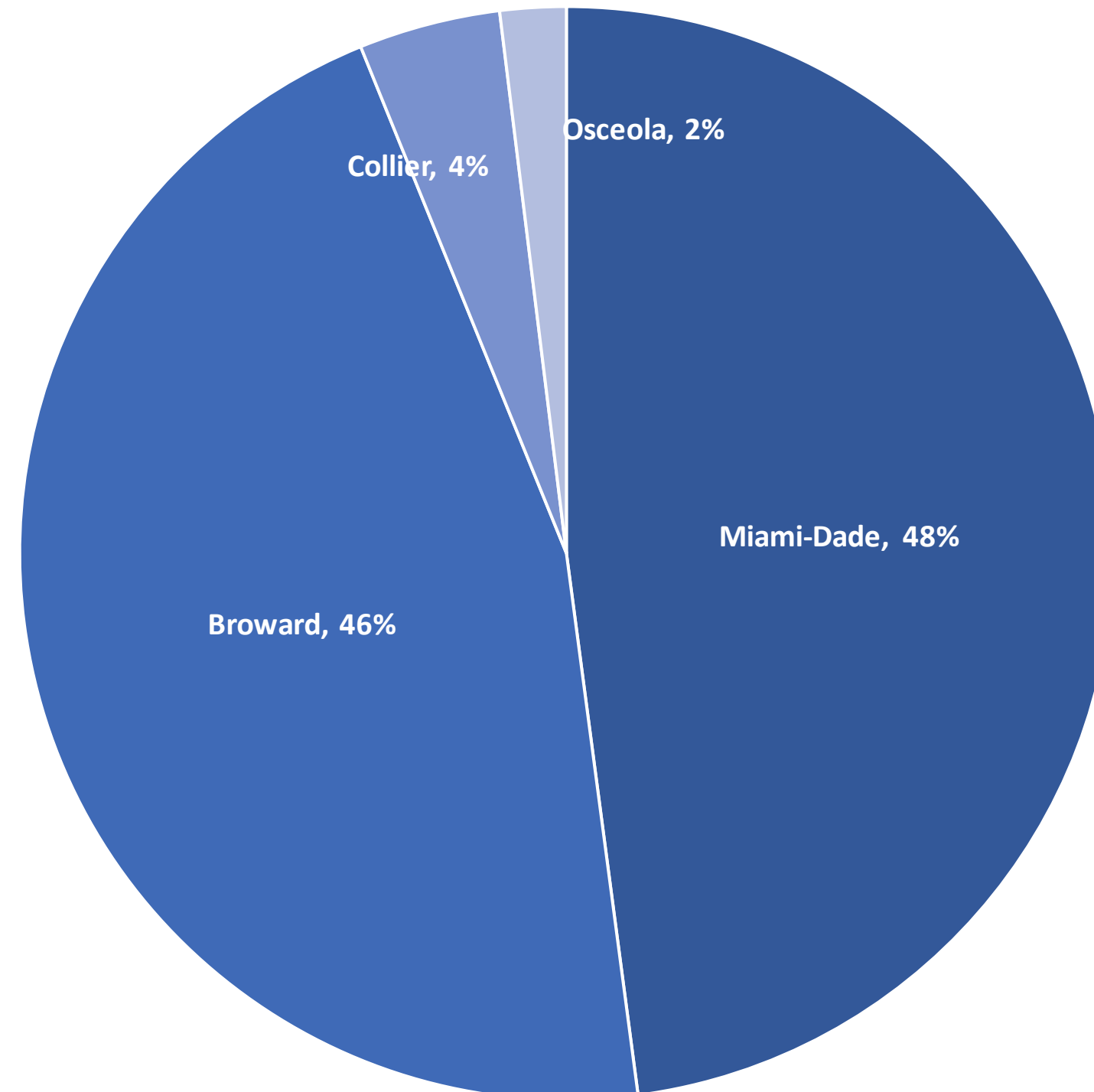
Major Destination of Brazilian Buyers: Miami-Dade County



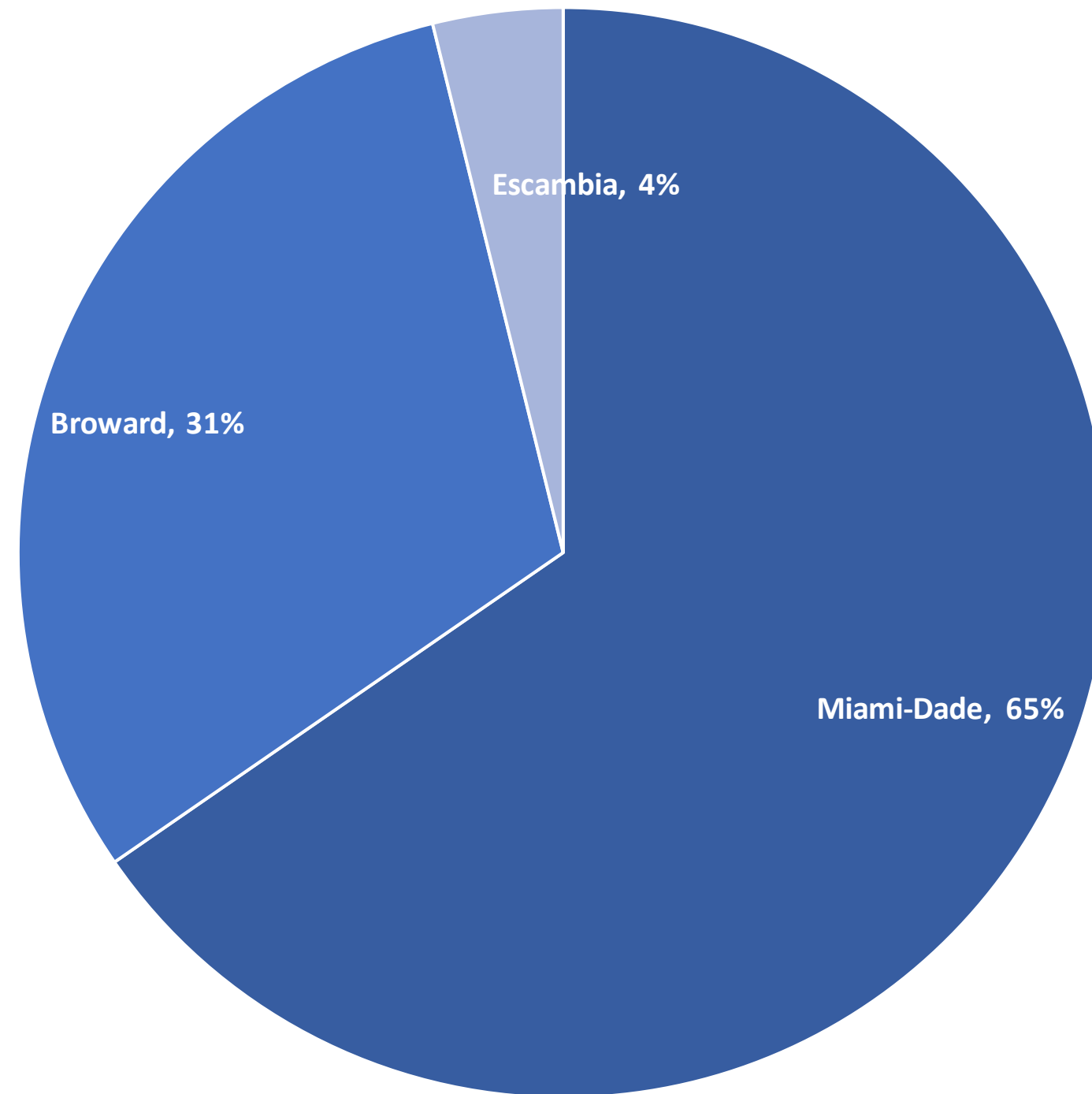
Major Destination of Canadian Buyers: Palm Beach County



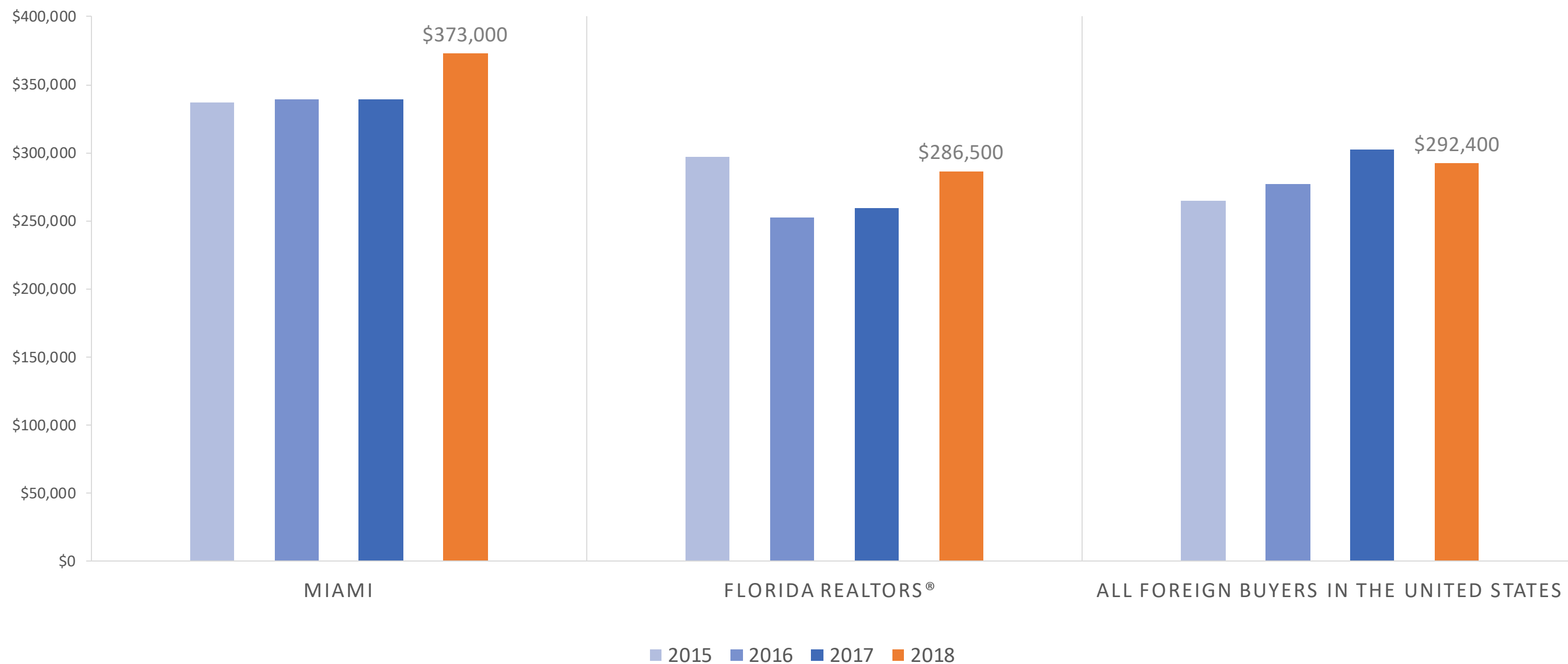
Destination of Colombian Buyers: Miami-Dade and Broward Counties



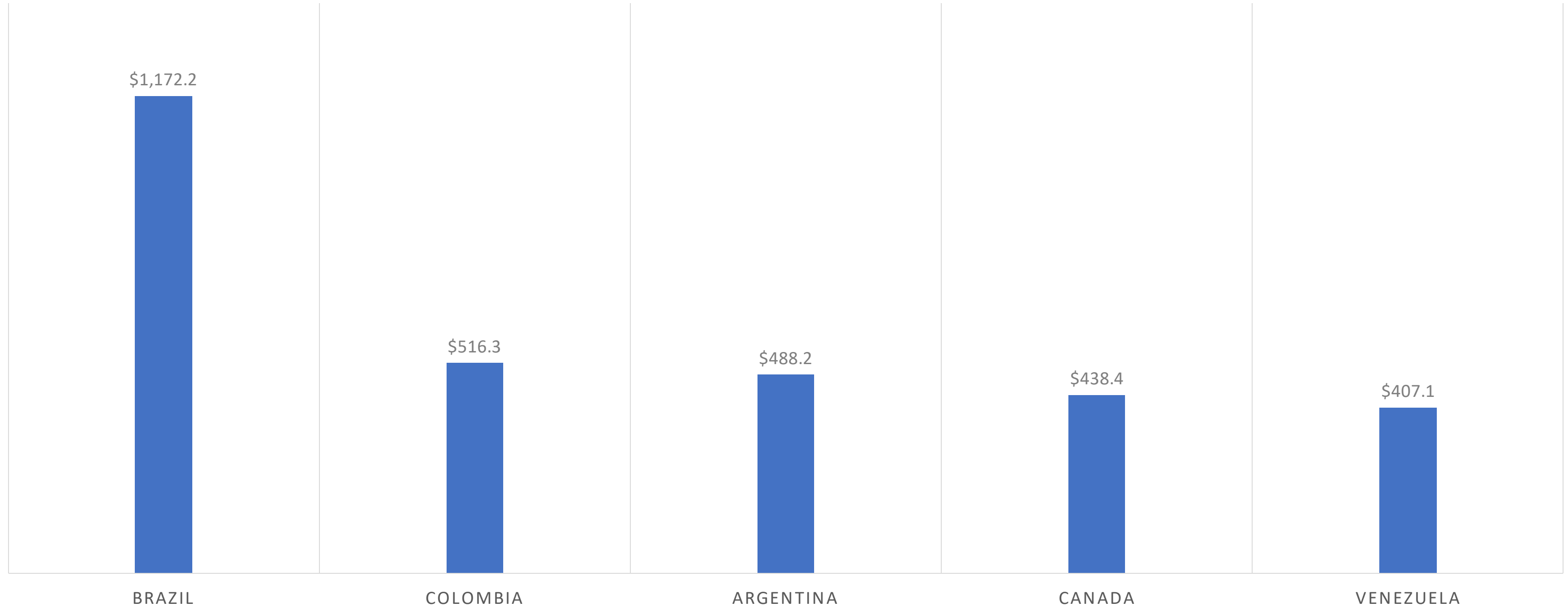
Destination of Venezuelan Buyers: Miami-Dade County



MIAMI Foreign Buyers Purchased Higher Priced Homes Compared to Florida and U.S. Foreign Buyers



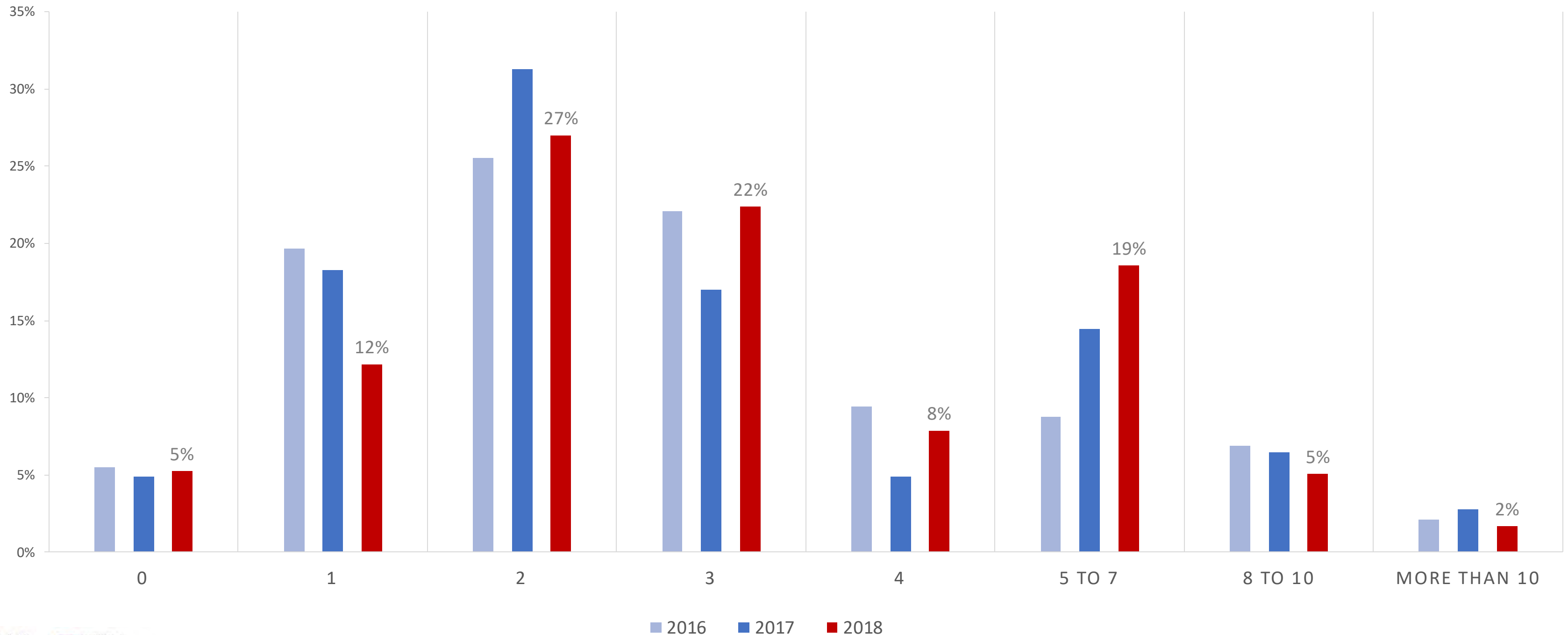
Median Purchase Price Among Major Buyers



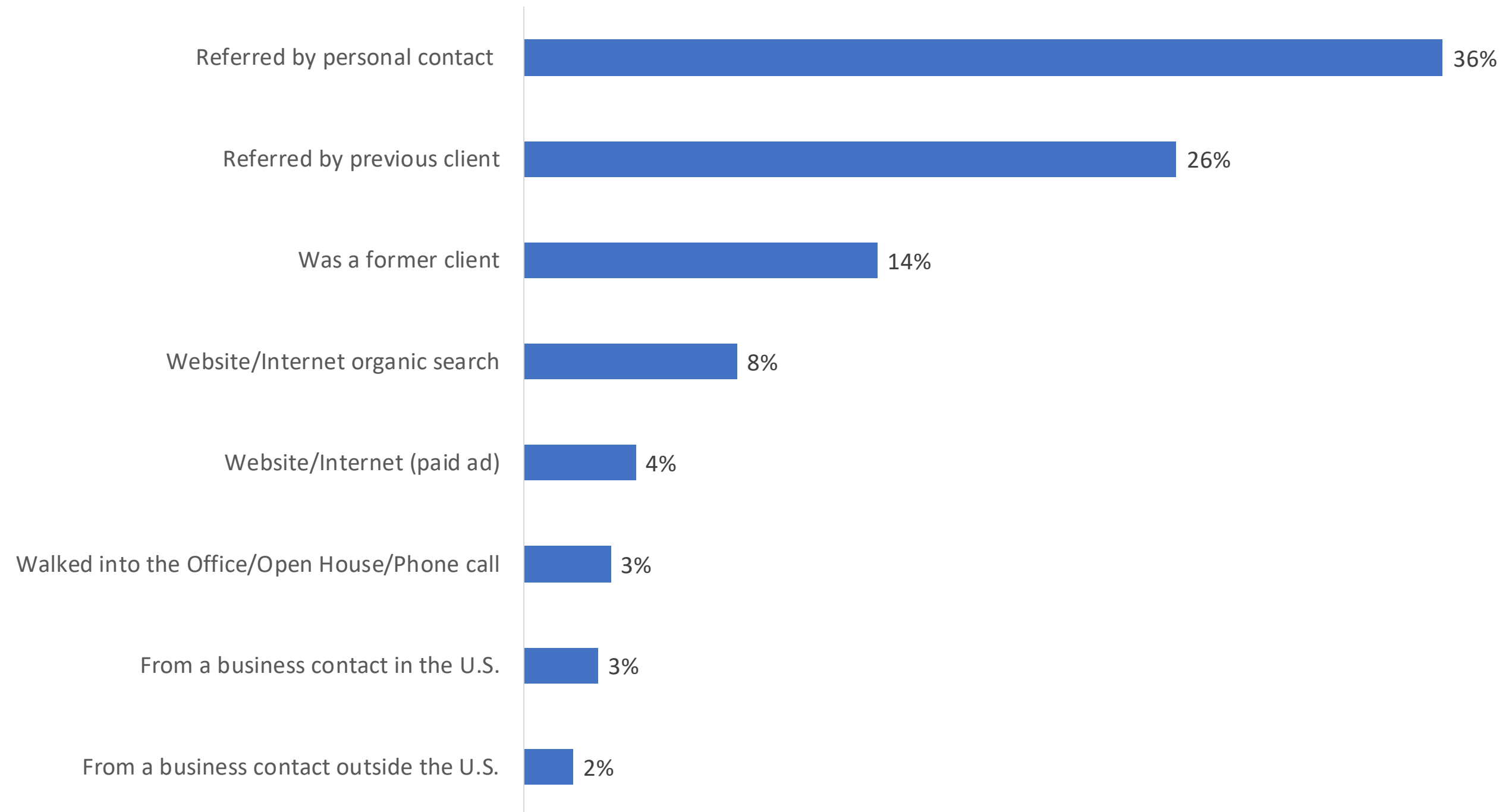
58 Percent of MIAMI Foreign Buyers Paid Cash, A Higher Fraction than Among U.S. Foreign Buyers



95 Percent of Foreign Buyers Visited Florida At Least Once Before Purchasing a Property

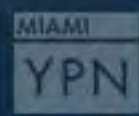


82 Percent of Foreign Buyer Leads/Referrals Were Personal and Business Contacts, and Previous Clients





Miami ISG Report 2019



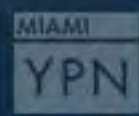


- New Condo Supply Shortage east of I-95 from Coconut Grove to Fort Lauderdale
- Sold - 89% of 19,868 condo units built since 2012
- Miami back in Knight Frank Report
- 12 months absorption rate for Delivered Units
- 24 months for Under Construction & Pre-Construction
- Low future supply of condos concerning
- Highest earners in U.S. leaving New York , Chicago, Silicon Valley for Miami



The Wealth Report 2019

Knight Frank



THE WEALTH REPORT.

The global perspective on prime property and investment



- #1 Fastest Growing Luxury Market in the U.S.
- #5 Fastest Growing Luxury Market IN THE WORLD
- London and New York are NOT in the top 10!!!
- Miami #29 on PIRI 100 Luxury residential market performance by global rank and geography
- Home to around 33,300 millionaires
- Expected to record prime price growth of 5% in 2019, outperforming other key US cities
- Miami Private Jet Industry soaring – up 35%
- New investment in the form of the US Virgin Train boosting the local economy
- Low tax status to spur some US residents to move to the sunshine state in the wake of the new State and Local Tax (SALT) deductions

THE WEALTH REPORT.

The global perspective on prime property and investment

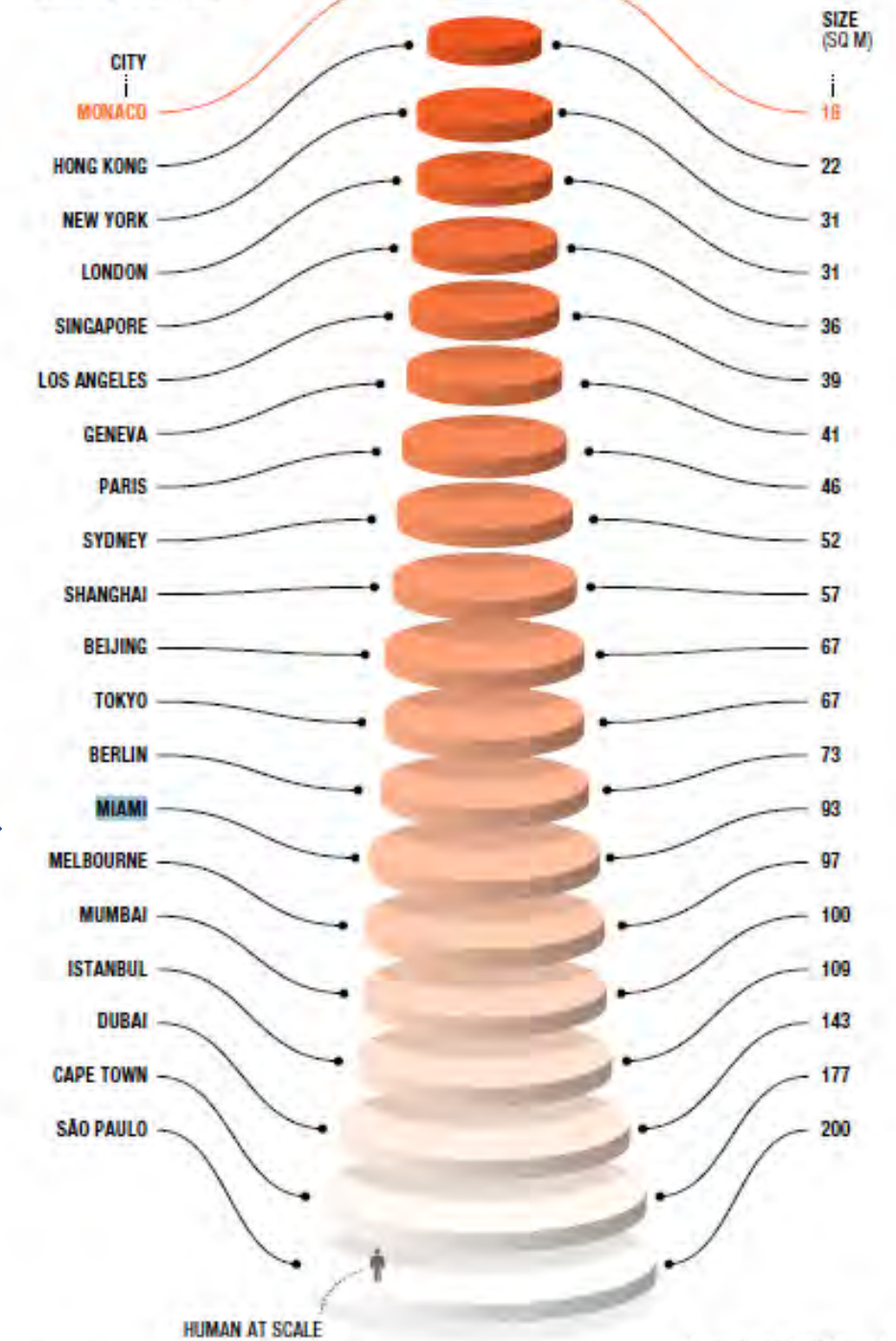


2019
13th Edition

MIAMI

RELATIVE VALUES

How many square metres
of prime property does
US\$1m* buy in key cities?



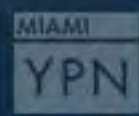
HUMAN AT SCALE

* Exchange rates calculated at 31 December 2018

Sources: Knight Frank Research,
Douglas Elliman, Ken Corporation



Miami Rankings





Miami... A Lifestyle Like No Other



■ ***#1 America's Cleanest City***

Source: *Forbes Magazine*

■ ***#4 Healthiest City in America***

Source: *Livability.com*

■ ***#5 Greenest City in the U.S.***

Source: *NerdWallet.com*

■ ***#5 Most Walkable City in the U.S.***

Source: *WalkScore.com*

■ ***77°/25° Average Temperature***

Source: *USClimateData.com*

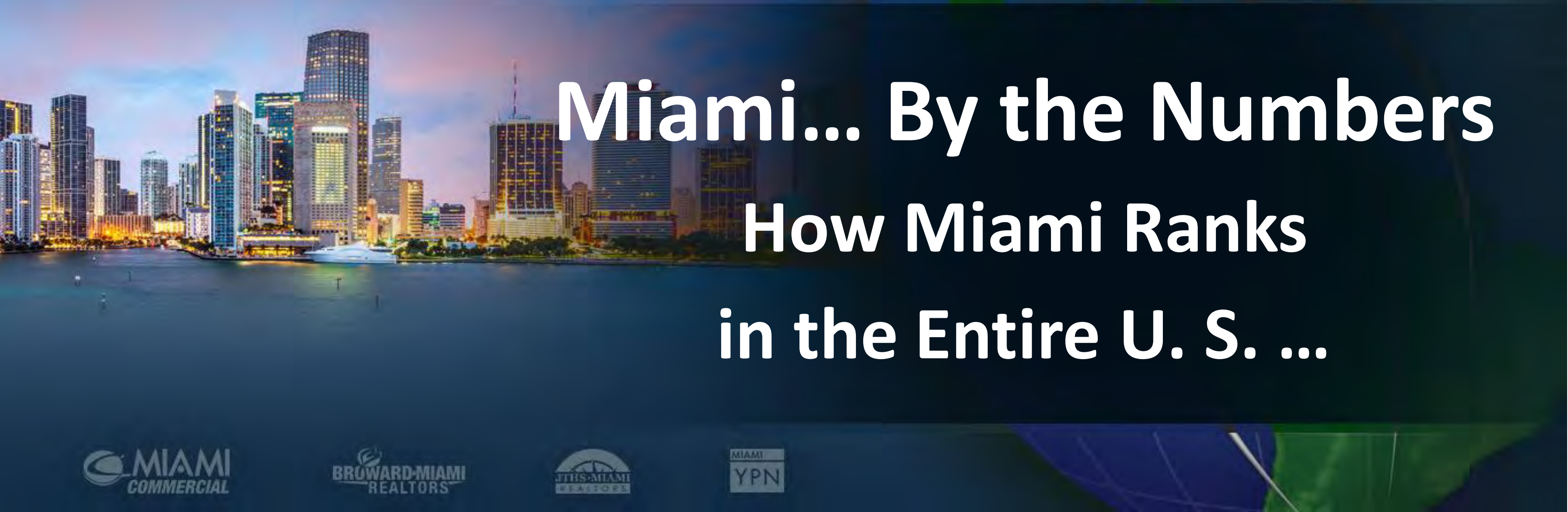
South Florida ***Commercial Investment***

- *Leading International Business Destination*
- *Capital of the Americas*
- *Top Multi-lingual Talent Pool*
- *Top International Passenger & Cargo Airports*
- *Top Cruise & Container Ports*
- *Extraordinary Lifestyle*
- *Business Incentives & No State Income Tax*

Miami... ***“Capital” of the Americas***

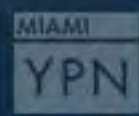
- *#1 airport in the U.S. for international freight*
- *#3 Container Port in Florida (Port Miami)*
- *#1 U.S. city for start-up activity*
- *#1 U.S. city with highest foreign-born homeownership rate (26%)*
- *#2 Fastest-growing economy among large U.S. cities*





Miami... By the Numbers

How Miami Ranks in the Entire U. S. ...

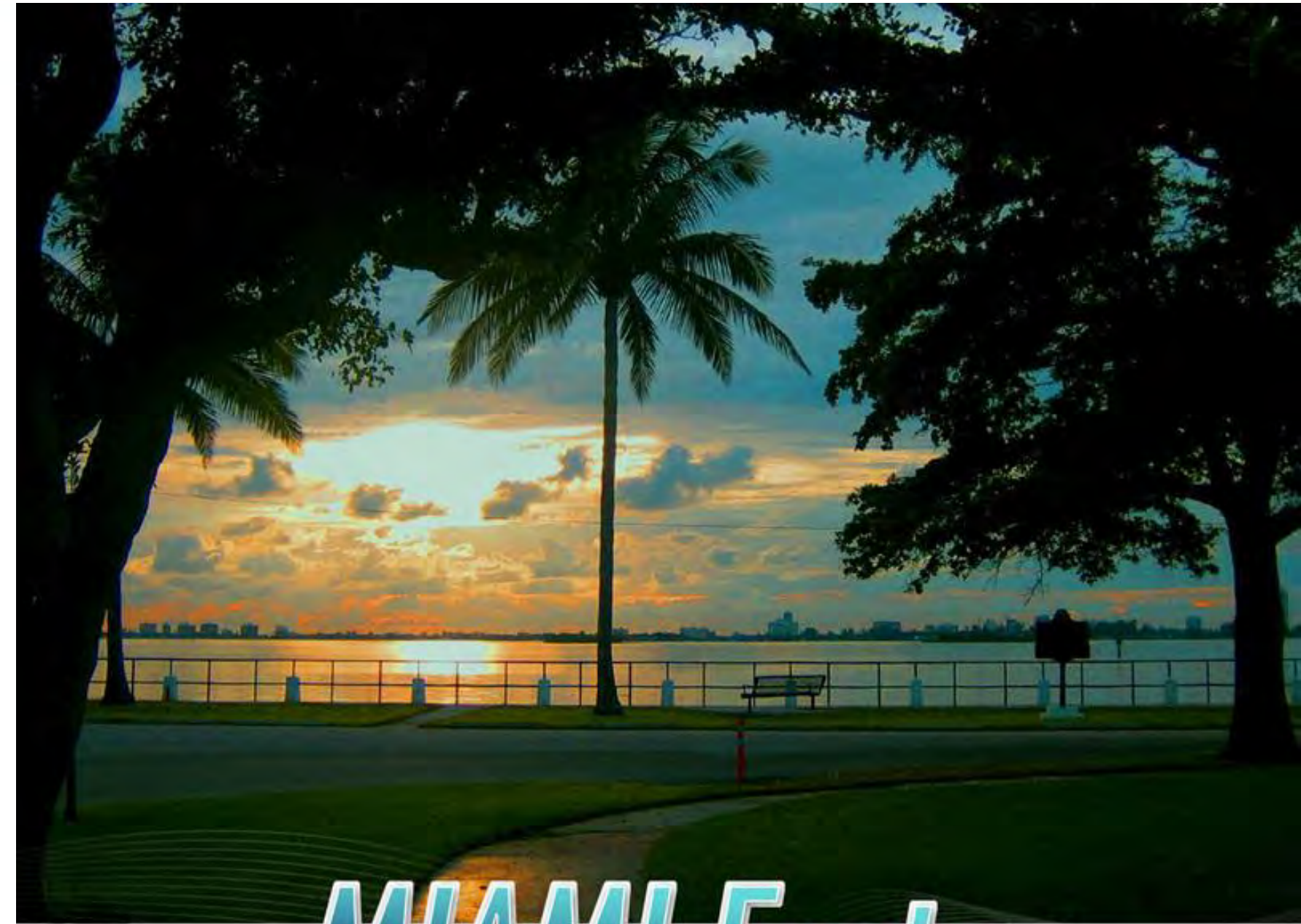




Miami #1 America's Cleanest City

As Ranked by Forbes for its
year-round good air quality,
green spaces, and clean
drinking water.

Also, Miami is the only major “subtropical” city in
continental U.S.; average temperature 75 F/ 23 C



MIAMI Facts

*Miami is “America’s Cleanest City”
according to Forbes Magazine*

Miami

#1 Happiest Place to Work in U.S.

Miami's growing startup/technology scene and all-year sunny weather were key factors in the high rating.

(Sources: Career Bliss 2016)

#1 Healthiest City in U. S.

Miami's clean air, access to quality health care, rate of smokers, walkability and amenities were key factors in the ranking.

(Source: TravelSupermarket.com 2019)



#1 Least Uptight City in U. S.

Miami's clean air, access to quality health care, rate of smokers, walkability and amenities were key factors in the ranking.

(Source: RentCafe.com 2018)



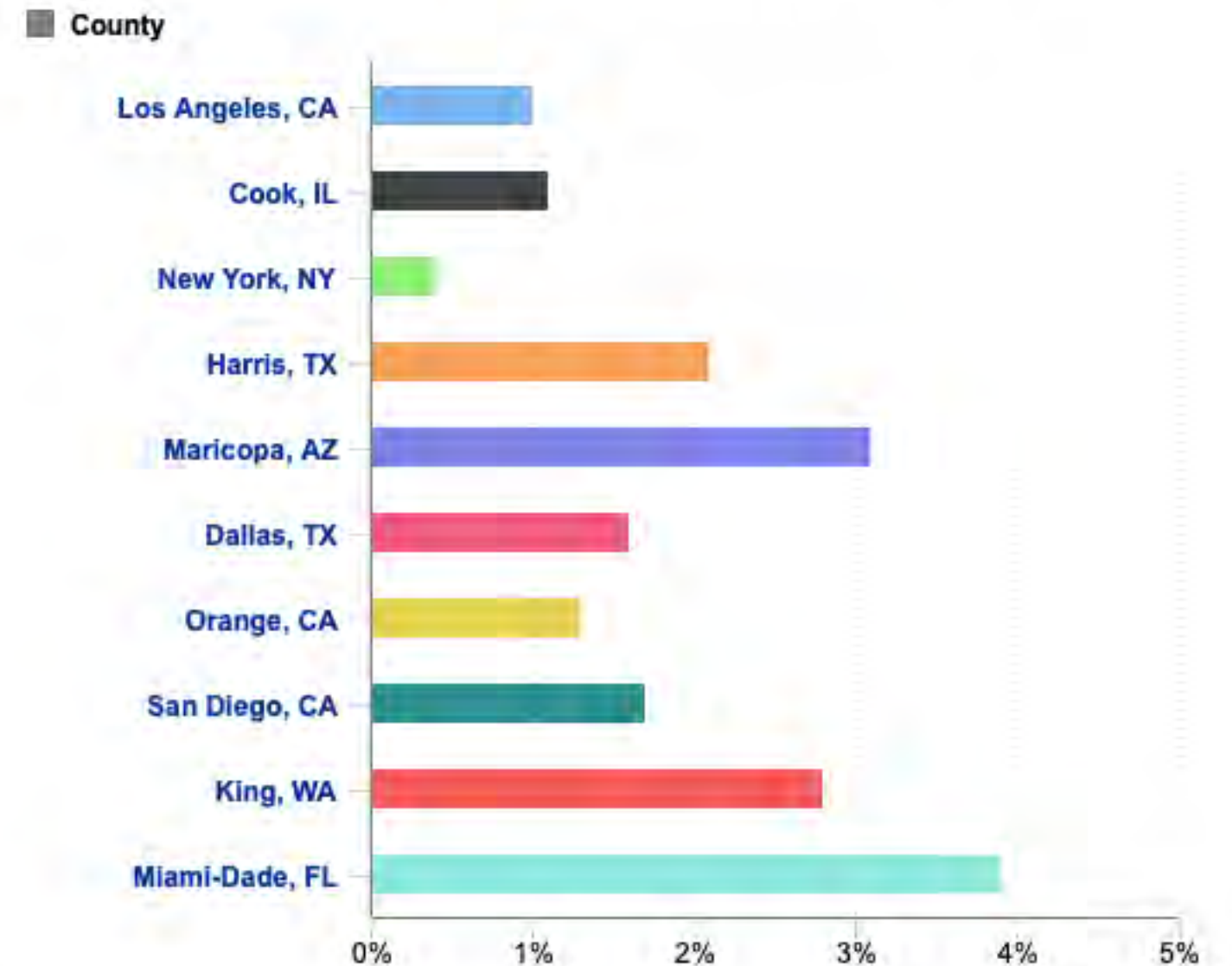


Miami with the most eco-friendly apartment units in Florida

In a study done by RentCafe, Miami was found to have the highest number of eco-friendly apartment units in the state of Florida, at 4,300

Miami-Dade County ranks
No. 1 in the U.S. for the
largest percent gains in
employment
from Sept. 2017-2018

Percent changes in employment, September 2017–18 in the 10 largest counties



Click bars to drill down. Hover over chart to view data.
Source: U.S. Bureau of Labor Statistics.



**Miami is ranked
No. 13 in the U.S.
for the best place
to start a business**



**Miami has the
highest rate of
entrepreneurship
in the country –
9.8 percent)**

according to
2019 Inc.com study



Miami is #1 in U. S. for

#1 Fashion

#1 Food

#1 Lifestyle

#5 in Dating

(Source: RentCafe.com 2018)



Miami is ... The #1 MOST Visual City in America



(Source: Uproxx.com 2019)



#4 Top City to Visit In the Entire World



(Source: LonelyPlanet.com 2019)

Miami

#8 Most Walkable City in the U.S.

Miami has a walk score of 72.5

New York (85)

San Francisco (84.9)

Boston (79.2)

Chicago (74.3)

Philadelphia (74.1)

Washington DC (73)

Seattle (73.3)

(Source: WalkScore.com 2019)

#3 Largest County Park System in the U. S.

Miami-Dade County Park System includes an impressive
260 parks and
12,825 acres of land

#1

**Miami is the only major city in the U.S.
bordered by two national parks**

**Everglades National Park on the West
Biscayne National Park on the East**

Miami

#3 Best Foodie City in the U. S.

(Source: WalletHub — October 2018)



A wide-angle photograph of the Miami skyline at night, with numerous skyscrapers illuminated by city lights and reflecting on the water in the foreground.

Miami

**#8 Best Coffee
City in the U.S.**

#1 in Florida



Miami

Most International City in the U. S.

51% of the Miami population is foreign born. Miami's concentration of foreign-born residents is more than double the national average of 19.4%.

(Source: U.S. Census Bureau)



MIAMI Facts

*51 percent of Miami's population is
foreign born (U.S. Census Bureau)*



Miami #1

**Leads all
U.S. cities
in foreign-born
homeownership
rate 26%**

**Miami
is one of the
top 10 places
to drink craft beer
in the world**

Scanmovers.com, 2019



Miami:

#2 Most Desired City for Millennials

Miami ranks as the second-hottest destination for millennials or those born after 1980. An international mecca for tourism and entrepreneurship, Miami is attracting millennials because they want to work, live and play in hip business and fashion communities like Wynwood and South Beach.

(Source: Realtor.com — March 2017)

#8 of America's Best Cities

#5 Place

#1 People

#6 Promotion

(Source: Resonance Consultancy — 2019)

Top U. S. City for Foreign-Born College Graduates and Professionals

Miami ranked No. 1 in the nation for the percentage of foreign-born in its highly educated ranks — those with some college through Ph.D. holders.

(Source: FIU/Creative Class Group study — March 2017)

Miami #2 Fastest Growing Economy Among Large U.S. Cities

Miami's growing population, startup network, tech industry and new businesses fueled the high rankings.

(Source: Wallet Hub – September 2015)

Cities that Never Sleep: New Paths for Economic Development

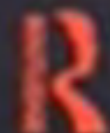
Hugh F. Kelly, PhD, CRE
NYU/Schack Real Estate Institute

24
HOUR CITIES

Real investment performance,
not just promises



HUGH F. KELLY
FOREWORD BY RICHARD FLORIDA





24

HOUR CITIES

Real investment performance,
not just promises



24-Hour Cities

Boston

Chicago

Las Vegas

MIAMI

New York

San Francisco

Washington D.C.



#1 Miami Metro Area

Most sales per square foot for non-anchor tenants than any metro area in the U.S.

Ahead of D.C., New York & LA

(According to the International Council of Shopping Centers (ICSC) 2014)



MIAMI Facts

South Florida attracts some of the nation's most significant retail developers, mall operators and luxury brand names



Banking & International Business

Miami has the largest concentration of domestic and international banks south of New York City

- 87 financial institutions and 33 foreign banks
- More than 1,000 multinational corporations

#11 Best Public Transit in the United States

Miami ranked 11th in the
nation in transit among cities
with a population of more than
250,000

(Source: BusinessInsider.com – April 2018)





#4 Largest Public School System in U.S.

- 460 “choice” programs - most of any in Florida – among top in the U.S.
- 345,000 students
- 102 magnet schools.

Downtown Miami

**Highest Concentration of
Cultural Institutions
in the Southeast**



MIAMI Facts

Downtown Miami is America's fourth-fastest growing neighborhood, according to Realtor.com



The Adrienne Arsht Center for the Performing Arts in Downtown Miami

**One of the Greatest
Music Halls in the Country**

Downtown Miami Perez Art Museum Miami (PAMM)

Modern and contemporary art museum dedicated to collecting and exhibiting international art of the 20th and 21st centuries





Downtown Miami

- Phillip & Patricia Frost Museum of Science
- \$305 million project - 5 stories, 250,000SF and a 500,000-gallon Gulf Stream shark tank

Downtown Miami American Airlines Arena

Home to the Miami Heat and
Hosts Major Concerts
& Events





Best Beaches in the United States

- 84 miles of Atlantic Ocean coastline
- 67 square miles of inland waterways and
- more than 15 miles of world-famous beaches for running, walking, and swimming

2nd largest Health District in the U.S.

- University of Miami's Health District has world-class research institutions and state of the art medical treatment and educational resources.
- Includes the Renowned Sylvester Comprehensive Cancer Center





No. 1 Eye Hospital in the Nation

University of Miami Health System's Bascom Palmer Eye Institute has ranked as the No. 1 eye hospital in the nation for 15 consecutive years.

#1 Top Destination for Migrating New Yorkers

**Over 30,000 New Yorkers migrated to Miami MSA
between 2011 and 2015**

**Waiting for new numbers which will be off the
charts due to tax law changes!**

1. New York City, NY to Miami, FL

#1 NYC to Miami

20 most popular long
distance moves of 2016

Moving.com
SpareFoot Blog





Sexiest Neighborhood In America

(South Beach)
(Thrillist)

Top Destination In the U. S.

**(Magellan Awards
By Travel Weekly)**





#3

Most Influential Art City In the World

(Artsy Magazine)



#3

Most Fun City in America

(WalletHub)





#10

Best Nightlife Destination In the World

(Inthemix Nightlife Index)

#8
Most
Bike Friendly
City in America

(BetterDoctor)



Miami/Miami Beach Most-searched U.S. City for International Buyers

Miami/Miami Beach is **THE** top U.S. destination
for foreign buyers and for second homes.

(Source: Realtor.com, Trulia.com 2017)

MIAMI REALTORS®

215 Global Partnerships Worldwide

Posted at: MiamiRE.com/Market



Teresa King Kinney, CEO

tkinney@miamire.com
305-468-7010

Lynda Fernández,
Chief of Communications and International
lynda@miamire.com
305-468-7040

