

H1



José María "Chepe" Serrano, CCIM
2019 Chairman of the Board
MIAMI Association of REALTORS®

Brazil is No. 1 International Buyer in South Florida

Brazil finished as the No. 1 foreign country purchasing South Florida real estate for the first time since the MIAMI Association of Realtors and the National Association of Realtors began an annual international survey in 2011, according to the 2018 Profile of International Home Buyers of the MIAMI Association of Realtors (MIAMI) conducted by MIAMI and the National Association of Realtors (NAR).

Brazilian buyers accounted for 12 percent of all foreign transactions in South Florida last year. Colombia and Venezuela (11 percent) tied for second. Argentina and Canada (8 percent) finished third.

Brazil and Miami Boast Strong Connection

Brazil and Miami have had a long connection that transcends geography. Brazilians love the Miami live, work and play lifestyle. Brazilians in Florida are the largest Brazilian community in the U.S. and Brazil is Florida's top international export trading partner.

About 300,000 Brazilians live in Florida — the largest Brazilian community in any state of the country, according to the U.S. Census.

Bilateral trade between Brazil and Florida reached \$18.2 billion in 2016 and represented almost one-third of the total trade flow between Brazil and the United States.

Brazilian Tourists to Florida Increased by 8 percent in 2018 to 1.1 Million

Florida drew 126.1 million out-of-state visitors in 2018, setting a tourism record for the eighth consecutive year, according to Visit Florida. Overall, the total was a 6.2 percent jump over the previous record set in 2017.

The number of visitors from Brazil, meanwhile, grew 8 percent to 1,110,000.

71 Weekly Non-Stop Passenger Flights from Miami to Brazil; the Most of any U.S. Airport

MIA serves an average of 71 weekly non-stop passenger flights to nine cities in Brazil, which is the most of any U.S. airport. Avianca Brasil is the airport's third and newest airline serving Brazil, MIA's top international market in 2015 with more than 2.1 million total passengers.

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THE ART OF DESIGN

Every little detail contributes to the mood of your room

BY JOSEPH PUBILLONES
Creators Syndicate

A room is truly like a lover. The more time and effort you put into creating the mood of your room, the more your room will love you back. Just like finding that special someone, once you have found "the" townhouse, house or condominium of your liking, it will take you some time to find out the unique characteristics that attracted you to that particular dwelling enough to want to make it your home. Once you find that place, the great task at hand is giving it the right mood so you will love your new home.

Creating the right mood involves doing research via home magazines and online, perusing the many pages to see what you are attracted to. Are you trying to go for a casual, laid-back, beachy mood? Or are you more of a candlelight romantic looking for soulful and elegant surroundings? Regardless of your style, you can create a mood. Of course, some styles better lend themselves to setting the perfect mood, but more on that later.

As you may know, creating a mood is sometimes not easy. There are many components that go into creating a moody room. Is it the perfect color of the walls, a unique work of art or the quality of the light entering the room? It is all of the above — and then lots more.

Have you ever entered a room and gotten goose bumps or an overall warm feeling? I liken this feeling to being in love. It's a euphoric sensation that you can't really explain. Is it magic? No, it's usually the clear and thorough thought



Creating the right mood involves doing research via home magazines and online.

process of an individual who sat down to dream about his or her perfect room and put all the ingredients together.

Stylistically, rooms that are moody tend to be traditional or eclectic. I'm not saying there is anything wrong or unappealing about modern design, simply that a mix of styles tends to entertain the eye more than the clean lines of modern design. Moody rooms rely on layers of visual, tactile and even olfactory stimulation. To create the right mood, all the senses need to be considered.

Comfort is of utmost importance in creating a room that excites and relaxes you. The right seating for you and your guest(s) can make or break a room. You should use seating that makes you want to never get up. Accessories and props such as pillows and blankets are de rigueur here. And having some tables will help your friends feel at ease, as they can use them for placing drinks or their handbags.

Your choice of music, flickering candles, a stack of magazines and well-placed

books all help in creating a warm room. As with all great experiences, don't forget to add something unexpected. We all love good surprises. So get to work! Creating a mood is fun. The reward is that you and your visitors will love your space. As you see, every little detail contributes to a room's mood. Are you in the mood?

Joseph Pubillones is the owner of Joseph Pubillones Interiors, an award-winning interior design firm based in Palm Beach. His website is www.josephpubillones.com.

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