



Ines Hegedus-Garcia
2019 Residential President
MIAMI Association of REALTORS®

Colombia: Top Foreign Country Searching for Miami Homes in 2018

Colombian consumers registered the most international web searches for Miami homes in 2018, according to the MIAMI Association of Realtors (MIAMI). Colombia registered 11.8 percent of all international searches on MIAMI's portal, <http://www.MiamiRealtors.com>, in 2018.

India, the second-most populous country in the world with 1.21 billion residents, finished with the second-most web searches for Miami homes in 2018. Venezuela, Canada, Pakistan, Argentina, Brazil, Spain, France and the Philippines rounded out the top-10.

Miami real estate doesn't just attract demand from South America; it appeals to people from all over the world. Four continents comprise the top-10 foreign countries who searched for Miami homes last year, a sign of the incredible global appeal of South Florida's lifestyle and welcoming atmosphere.

Colombia not only registered as the No. 1 searching foreign country of Miami homes; it also had the No. 1 international city visiting MiamiRealtors.com in 2018. MIAMI again promoted its members, South Florida's lifestyle and real estate market at Colombia's largest property showcase, El XII Gran Salón Inmobiliario – Feria Internacional, on Aug. 9-12, 2018 in Bogotá, Colombia.

Top-10 countries Visiting MiamiRealtors.com in 2018 Country / Share of International Searches

- | | |
|---------------------|------------------------|
| 1. Colombia / 11.8% | 6. Argentina / 5.0% |
| 2. India / 8.9% | 7. Brazil / 4.3% |
| 3. Venezuela / 7.9% | 8. Spain / 3.8% |
| 4. Canada / 5.9% | 9. France / 3.3% |
| 5. Pakistan / 5.0% | 10. Philippines / 2.8% |

Top-10 International Cities Visiting MiamiRealtors.com in 2018 City / Share of International Searches

- | | |
|---------------------------------------|------------------------------------|
| 1. Bogotá, Colombia / 5.0% | 6. Antioquia, Colombia / 2.0% |
| 2. Capital District, Venezuela / 3.5% | 7. Delhi, India / 2.0% |
| 3. Ontario, Canada / 3.0% | 8. Sao Paulo, Brazil / 1.8% |
| 4. Karachi, Pakistan 2.7% | 9. Buenos Aires Prov., Arg. / 1.7% |
| 5. Buenos Aires, Argentina / 2.5% | 10. Quebec / 1.6% |

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REAL ESTATE

Looky-loos — nonbuyers — are definitely always welcome in open houses

BY EDITH LANK
Creators Syndicate

Dear Edith: In a recent column, you discussed the topic of neighbors who attend open houses with no intent to buy and whether Realtors encourage it.

My wife and I were like that. On many weekends, just out of curiosity, we attended several open houses in our neighborhood.

Finally, we had to sell our house. And what agent did we select to sell the house? An agent who we got to know through her many open houses. — X.

Yes, at an open house, a broker will usually welcome non-buyers. That can be an advantage, not only to the agent but sometimes to the seller. Those “looky-loos” may well know people who always wanted to live in that area.

And just in general, the more people who know about property on the market, the more likely it is to find the right buyer.

NO LICENSE NEEDED

Hello, Edith: I would like to invest in property in a year or two. I have heard different information about having/needing a real estate license to do so. Do I have to have a license to buy and sell property? Do I need a license to collect rent if I become a landlord? To invest in real es-

tate, what would be the pros of having a license? — X.

There's no requirement anywhere that indicates a real estate investor or landlord needs a real estate license. It wouldn't hurt, though, to review some of the material from your state's real estate salesperson course. There should be a copy of the textbook online or at your local library.

One way to learn the business is to find an experienced investor, perhaps someone who's getting old and may be interested in becoming partners with a beginner. If you're willing to do the running around part of the job, a partnership is not a bad way to start getting experience.

FROM A STAGER

Ms. Lank: You had a recent piece about a house that wouldn't sell. Forget about the price; they should consider hiring a professional home stager to come in and fix up the inside and outside and then have another open house.

I was in the business 48 years. I often did this myself for my customers, and it worked. — J. S.

Were you the real estate agent or the stager? At any rate, yes, it's always a good idea to spiff up a property when it goes on the market — as long as one isn't hiding any serious flaws.

OFFER NEVER PRESENTED

Edith: We recently signed an offer on a home and were told by the sellers' broker that no offers would be presented until the next day at 7 p.m. We had our broker write the offer, and she confirmed no offers would be presented until the following day. In the meantime, another broker wrote up an offer and hand-delivered it to the seller (bypassing the sellers' agent). The seller accepted that offer, and we were left out of the process (and out of a home). What recourse do we have? By the way, our offer was higher than the one that was accepted. — J. B.

State law and ethics require that all offers be delivered promptly to the seller and, of course, state that no one is allowed to lie to you. I can't really tell you more than that. You can take your inquiries to your local National Association of Realtors chapter.

But if it turns out that the sellers knew your offer was coming in later, they were within their rights in choosing to deal with another one first. The offer first written does not have any priority, nor does the highest one. I guess the question comes down to this: Did the sellers know about the other signed offers?

I hope there's an even better house out there waiting for you.

“IN GENERAL, THE MORE PEOPLE WHO KNOW ABOUT PROPERTY ON THE MARKET, THE MORE LIKELY IT IS TO FIND THE RIGHT BUYER.”

LAWYER KNOWS BETTER

Dear Edith: I respectfully disagree with your opinion from a previous column that the “mortgage doesn't affect the addition of a person to the property deed.”

Almost all mortgages contain a “due on transfer” clause, which provides that any transfer of any interest in the mortgaged property without the consent of the lender is a default and can result in foreclosure or the lender calling the mortgage all due. Best advice is to get the lender's approval. — D. L. H., Esq.

Thanks for the reminder. It came from a lawyer who has been most helpful to this column over the years.

Contact Edith Lank at www.askedith.com, at edithlank@aol.com or at 240 Hemingway Dr., Rochester NY 14620.

Real Estate

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REAL ESTATE FOR SALE & RENT

HOMES FOR SALE

HOMES FOR SALE MIAMI-DADE

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CONDOS FOR SALE BROWARD



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LOTS FOR SALE

For Sale 1.73Ac Beach Front property in Freeport, Bahamas \$1.495mil. Contact Scheibel Law 732-738-0690

HOMES FOR RENT BROWARD

FOR RENT: 4BD/3BATH HOME



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CONDOS FOR RENT

CONDOS FOR RENT BROWARD

HALLANDALE BEACH APT/STUDIO 622 NE 7TH ST. NEXT TO AVENTURA. FULL KIT. INCLD UTIL \$950 305-333 3816

CONDOS FOR RENT MIAMI-DADE

1/1 APT FOR RENT Awesome location Dadeland area. 1 bedroom, 1 bathroom. 800+ sf 2nd floor apt with balcony. Totally remodeled kitchen and bathroom. Gated community with swimming pool, gym, tennis court, party area and beautiful gardens. Few blocks from Dadeland Mall. 305-582-7144

Apartment for Rent North Bay Village lrg 1bdrm & nice Bay views. \$1300 305-318-6776

CONDOS FOR RENT

CONDOS FOR RENT MIAMI-DADE

1/1 NEAR 836 TURNPIKE & FIU
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To apply visit us at our temporary leasing center next door located at Hibiscus Pointe, 1320 NW 79th St., Miami, FL 33147. Applications will be accepted through 06/30/19. All applicants must meet income and screening criteria.

Office hours: 9AM to 6PM Monday - Friday. For more info please call SunsetPointe@TheApartmentCorner.com

BRICKELL!! Studios starting at \$1,500.00 and/or 2/2's starting at \$2,000.00, water or city view, utilities, parking and amenities included. 305-372-0114 dan@birmiami.com

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CONDOS FOR RENT

CONDOS FOR RENT MIAMI-DADE

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Applications can be printed from our webpage: www.trgaffordableapartments.com Questions and answers will be held on 6/13/19 and 6/14/19 from 9:00 AM to 5:00 PM at 1025 SW 30 Ave Miami FL, 33135, at the Community Center.

Please return applications in person on 6/17/19, 6/18/19, and 6/19/19 from 9:00 AM to 5:00 PM at 1025 SW 30 Ave Miami FL, 33135, at the Community Center.

Note: Selections are not made on first-come, first-served basis. Completed applications will be ranked using a random computerized system. Eligibility for tenancy will be determined during interviews. Interviews will be conducted according to ranking order.

Rent Range (subject to change based on HUD Median income updates for 2019)
0 Bedroom 50% Rent: \$629
1 Bedroom 50% Rent: \$665
0 Bedroom 60% Rent: \$767
1 Bedroom 60% Rent: \$812

MINIMUM ALLOWABLE COMBINED HOUSEHOLD INCOME TABLE (Subject to change based on HUD Median income updates for 2019)
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1 Bedroom 50%: \$15,960
0 Bedroom 60%: \$18,408
1 Bedroom 60%: \$19,488

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TOWNHOMES FOR RENT MIAMI-DADE

AFFORDABLE TOWN HOME RENTALS



We are pleased to announce Centerra Town Home Rentals, 18000 SW 107th Ave., Miami, FL 33157 is now accepting applications for our 2 & 3 bedroom town homes presently under construction.

To apply visit us at our temporary leasing center located at Captiva Club, 17692 SW 107th Ave., Miami, FL 33157. Applications will be accepted thru 06/30/19. All applicants must meet income and screening criteria.

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For more info please call 833-586-3451 or email Centerra@TheApartmentCorner.com.

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COMMERCIAL REAL ESTATE FOR RENT

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COMMERCIAL REAL ESTATE FOR RENT

COMMERCIAL REAL ESTATE FOR RENT - INDUSTRIAL/WAREHOUSE

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NW 58 St to 74 St Area Free Rent until May 31st, 2019

STREET LEVEL
1250, 1350, 1500, 1800, 2500, 3600, 4400 Sq Ft

DOCK & DOCK/RAMP
2100, 2500, 3300, 3500, 3600, 4200, 5000, 6600, 9685' up Lrg Offices & Ample Parking Rental Office 8190 NW 66 St www.caribenational.com Caribe National Realty Corp 305-593-0587 Realtor

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COMMERCIAL REAL ESTATE FOR RENT - INDUSTRIAL/WAREHOUSE

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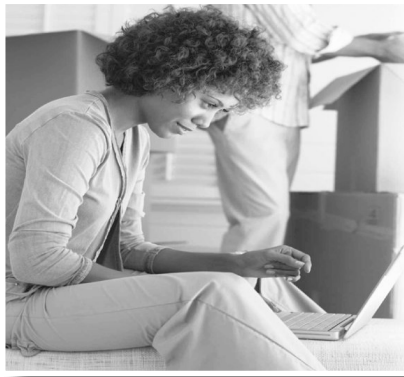
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