



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

## MIAMI Realtors Signs Six New International Partnerships at MIPIM MIAMI Now Boasts a Record 212 Global Partners

The MIAMI Association of Realtors (MIAMI) recently signed six new international agreements at MIPIM, expanding its record number of global partners to 212.

MIAMI signed international partnerships with the following FIABCI chapters: Americas, Bulgaria, India, Indonesia, Nigeria and Ukraine. These alliances create business opportunities for MIAMI members, enhance Miami's global position and strengthen the local economy. These partnerships will provide resources, visibility and connections for MIAMI's international partners. FIABCI is the International Real Estate Federation.

MIPIM is the world's largest real estate event, held annually in Cannes, France. For a second consecutive year, MIAMI had its own expanded exhibit space in addition to sponsoring the National Association of Realtors (NAR) USA pavilion. MIAMI's major presence further enhanced South Florida's worldwide exposure.

The MIAMI Realtors are honored to have the most international partnerships of any Realtor organization in the world. Exhibiting at MIPIM for five consecutive years has helped us attract investment that is generating real estate activity for our MIAMI members while also benefiting our partners."

### The Power of Global Partners

MIAMI, the largest local Realtor association with 47,000 members, has been signing honorary reciprocal agreements with international real estate associations since 1996. MIAMI has bilateral agreements with real estate associations in more than 50 countries. The organizations are part of MIAMI's International Referral Network, which links South Florida properties with more than 1 million real estate professionals around the world.

MIAMI's International Referral Network provides MIAMI members with a powerful competitive advantage, which benefits buyers, sellers and the communities they serve. Consumers should seek real estate professionals who are members of the MIAMI Association of Realtors because they have international expertise, professional network and marketing resources to better serve them.

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## GRILL

access. "You want to be able to shut it off quickly," Hopson said. "You also want a door underneath the sink that will give you access to plumbing."

"Be sure the area directly underneath the grill can withstand high heat and any sparks or embers that might fall, and that it can support the weight of the equipment that rests on it," Austin said. "Most patios should work fine, but decks might need additional structural support."

Other cooking features that can be useful and fun: A Rib-O-Lator tray system allows several different foods to be cooked at the same time, Hopson said. And a rotisserie isn't just for chicken. "There are all kinds of things you can do with it," she added.

"A flat-topped grill is like a griddle with a burner underneath," Londono said. "It gives you a whole new range of what you can do."

Gas or wood-fired pizza ovens are popular. "It's different than baking pizza inside, because you can get the 650-degree temperature you need," Gaubeka said. Built-in smokers for meats or fish are also in demand.

### STORAGE AND WORKSPACE

Pressure-treated wood is one choice for cabinets. "But pressure-treating doesn't make it fireproof," Hopson said. "To have a long-lasting structure, it's best to frame things out with metal or concrete blocks or bricks."

Salt air can be destructive to some metals and other materials. "Aluminum is the best choice for



Courtesy of La Cuisine Appliances

Outdoor cooking can be less messy — and more fun — than indoor cooking. It also keeps heat and smells out of the house.

metal," Hopson said.

"Stainless is rust-resistant, but it's not rust-proof."

Some people cover aluminum cabinets with a thin finish of ceramic. "It can look like stone," Gaubeka said.

Think about space for cutting, chopping and mixing. "Put 36 inches of workspace on either side of the grill and burners," Austin said. "Make sure you can sanitize it for food preparation. Keep 18 to 24 inches of open space on either side of the sink."

### COUNTERTOPS

When choosing countertops, think about durability and performance as well as appearance.

Just say no to marble, which etches and stains easily. For someone who wants it anyway, a honed finish is the way to go. Quartz, while popular indoors, may yellow when exposed constantly to sun. Granite can be a good choice, but liquids like red wine can stain it if it isn't properly cared for.

Poured concrete seems to be trending, Hopson



Courtesy of BBQ Guys

A Rib-O-Lator tray system has multiple tracks that allow an outdoor chef to cook several different foods at once.

said. It is tough, but it can scratch or crack.

Ceramic can be a good choice. "It will stand up to the elements and won't absorb liquids," Gaubeka said.

Dekton is fabricated from a blend of materials used to make quartz, glass and porcelain. "Dekton is our most popular countertop," Feinberg said. "It's very durable and easy to

care for."

### HAVE FUN

Take time to explore all the options for outdoor kitchens before deciding what to purchase. Have fun with the process, and fun with the finished product. "It's an extension of the house," Feinberg said. "And you can use it year around."

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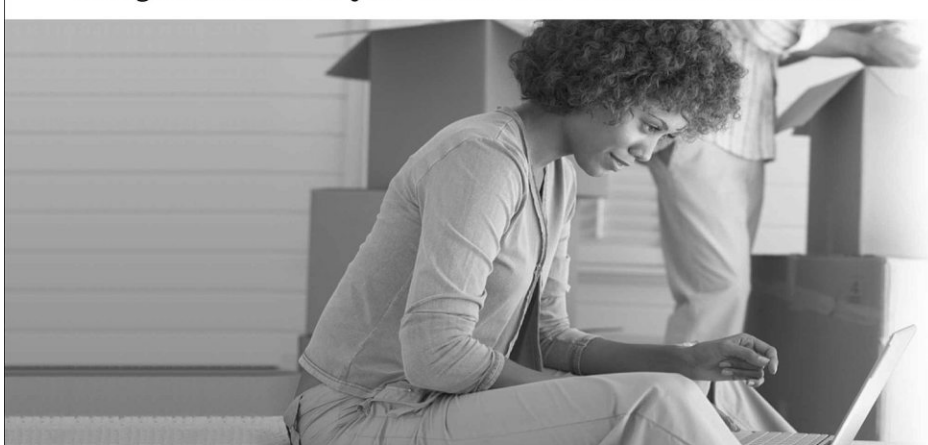
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