

INTERNATIONAL EDITION

March 2015



Miami...
***Global Business &
Investment Destination***



miamire.com

Florida Global Business Hub

Florida and Miami

- Florida is 4th largest economy in the U.S.A. and 18th largest economy in the world more than Switzerland, Saudi Arabia and Argentina
- Florida population of 19.9 million, 2nd largest in the U.S.A.
- 97.3 million tourists visit each year, 14.2 overnight visitors in Miami
- More than \$815 billion in personal income, #1 in the Southeast US
- Miami has over 1.3 million workers in the labor force

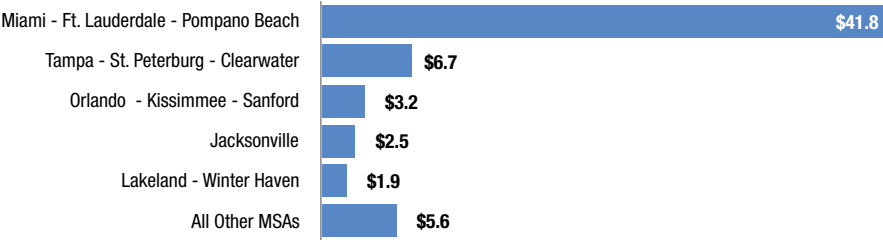
Florida is #2 in Infrastructure in U.S.A.

- 15 deep-water seaports
- 19 commercial service airports
- 2 spaceports
- 12,000+ miles of highways
- nearly 3,000 miles of freight rail track routes

Miami leads Florida in Infrastructure

- 19.4 Million International Passengers a year
- Over 1.8 million Tons of Air Cargo
- 85 Seaports Reached from PortMiami
- Over 130 U.S. and International Flight Destinations from Miami

Top Five Florida MSA Exports, 2013 (In Billions of U.S.A. Dollars)



Miami - International Business Center

International Businesses	
Number of Multinationals	About 1,000
Number of International Banks	39
Total Trade	\$120.49 billion
Total Export	\$67.93 billion
Total Import	\$52.56 billion
International Organizations	
Number of Consulates	73
Number of Bi-National Chambers of Commerce	42
Number of Trade Offices	21
International Transportation	
Number of Cities Served by Air	95
Air Passengers	20.2 million
Air Cargo	1.8 million tons
Number of Seaports Served	250
Cruise Passengers	4.1 million
Sea Cargo	7.98 million tons

Source: Miami International Airport, 2014; Port of Miami, 2014; Who's Here Directory, 2014; Miami Trade Numbers 2014, www.federalreserve.gov, December 2013

South Florida Commercial Strong, Outperforming Nation

Miami's strength and resilience in the commercial real estate market is remarkable.

Industrial, retail and multifamily markets are particularly strong and significantly outperforming the nation. An improving local economy coupled with continued international tourism and real estate investment have sustained the South Florida markets incredible vigor.

Industrial real estate vacancy rates, for example, are almost 3 percentage points below the national average of 5.4% versus 8.7%. This is due to Miami's position as the leading air cargo hub in the country and strong manufacturing around both the air and seaports in Miami. There has been a consistently low rate in the last few years compared with the 54 metropolitan markets tracked in in the February 2014 report published by the National Association of REALTORS® and REIS. "Miami is in a unique position because at the same time manufacturing is improving we are also benefiting from the expansion of the Panama Canal." said Barbara Tria RCA MIAMI President and industrial broker with Kerdyk Real Estate.

Retail in Miami is in the top 10 lowest vacancy rates at 6.4% compared to the national average of 9.7%. International buyers feel at home with

global brands such as LMVH, Moët, Hennessy, Cartier, Dior, Louis Vuitton and Versace which has recently expanded in Miami. Miami's place as an international city is further enhanced as top brands flock to an established but growing downtown and luxury design district. The strong job market has encouraged consumer spending in other areas such as restaurants, home goods and home improvement.

Multifamily is another sector that is outperforming the nation in Miami. With a vacancy rates below 4%, Miami is seeing strong demand for apartments with steadily increasing rents. This is a particularly strong segment nationally considering historical rates and the Miami market is particular robust. Many previous homeowners have opted to rent as the residential market dipped a few years ago. Some will begin purchasing condo or single family houses as prices have shown strength and rents increased making home ownership more attractive.

Much like residential real estate in South Florida, commercial markets are also strengthened by an improving economy, foreign investment and factors impacting the expanding commercial market are expected to further strengthen the local economy, job market, and foreign investment in Miami.

Commercial Property Management Resources

Access useful information on Commercial Property Management, including:

- Leases
- Safety & Security
- Marketing
- Maintenance
- Green Property Management
- Full-text articles, and book suggestions from the NAR library

Field Guide to Commercial Property Management

<http://www.realtor.org/library/library/fg412>

Field Guide to Green Property Management

<http://www.realtor.org/library/library/fg126>

Investors Success Series: Property Management

(program for purchase - login required)

<http://www.realtor.org/prodser.nsf/products/141-308?opendocument>

Institute of Real Estate Management

<http://www.irem.org/>



Florida - Ideal international Corporate Climate






Florida is the Place for Business

- No personal income tax
- #2 best state for business
- #3 lowest private sector unionization rate
- #3 corporate tax environment
- Top 5 business tax climate
- Targeted industry incentives including sales and use tax exemptions, and tax credits and refunds for capital investment, R&D, and job creation

Florida and Miami Build International Trading Partners

- International Trade & Foreign Direct Investment account for 17% of Florida's economy
- International Business accounts for 1 million Florida jobs
- Total Merchandise trade totaled \$158 billion (\$85 billion in exports)
- Florida's services exports total \$33.1 billion
- The EU and Canada account for over 70% of our FDI
- 124 Billion total trade yearly in Miami

Table I: Top 5 Countries with Companies Investing in Florida

Country by Rank (1-5)	Companies in FL	Leading Sector (companies)
 United Kingdom	340	Business Services (50)
 Canada	275	Financial Services (102)
 Germany	252	Industrial Materials & Components (65)
 Spain	214	Financial Services (59)
 France	180	Consumer Products (52)

Source: Enterprise Florida

Tax Comparisons for Major Metropolitan Areas

Metro Areas	Personal Income Tax (%)		Corporate Income Tax (%)		Sales Tax (%)	
	State	Local	State	Local	State	Local
Atlanta	1.0 – 6.0%	None	6.0%	None	4.0%	4.0%
Boston	5.25%	None	8.0%	None	6.25%	None
Chicago	5.0%	None	9.5%	None	6.25%	3.0%
Denver	4.63%	None	^{UP} ₁₀ 4.63%	None	2.9%	4.72%
Houston	None	None	1.0%	None	6.25%	2.0%
Los Angeles	1.0 – 13.3%	None	8.84%	None	7.25%	1.75%
Miami-Dade	None	None	5.5%	None	6.0%	1.0%
New York	4.0 – 8.82%	2.907 + ^{UP} ₁₀ 3.876%	7.1%	8.85%	4.0%	4.875%
Philadelphia	3.07%	3.98%	9.99%	None	6.0%	2.0%
San Francisco	1.0 – 13.3%	None	8.84%	None	7.25%	1.5%

Source: America's Top Rated Cities, Grey House Publications 2013

Miami's Trade and Tourism Reaching Record Levels

Miami's proximity and access to Latin America and the Caribbean as well as its large presence of educated multilingual professionals has long made it a hotbed for trade and business. PortMiami, the top-ranked container cargo port in Florida with 900,000 TEUs handled each year, contributes \$27 billion annually to the local economy and supports more than 207,000 jobs. Miami is also home to more than 1,000 multinational companies from 56 nations, and a world-class tourism industry. In 2013, Greater Miami and the Beaches drew a record 14.2 million overnights guests —with 7.1 million of them international.

SELECTED TARGET INDUSTRY SNAPSHOT		
Industry	Employees	Companies
Aviation	21,536	466
Creative Design	24,075	3,512
Banking & Finance	37,816	2,884
Hospitality & Tourism	129,011	6,919
Information Technology	7,908	1,534
Life Sciences & Healthcare	121,848	8,084
Trade & Logistics	31,059	2,388
Total	373,253	25,787

Source: EMSI, 2014

MIAMI-DADE COUNTY ANNUAL AVERAGE OF BUSINESS ESTABLISHMENTS, 2009 – 2013					
Industry	2009	2010	2011	2012	2013
Total	84,175	85,081	87,694	91,045	94,135
Construction	5,573	5,031	4,971	5,100	5,282
Manufacturing	2,556	2,580	2,634	2,672	2,682
Wholesale Trade	9,010	9,383	9,642	10,116	10,312
Retail Trade	11,300	11,957	12,451	13,038	13,977
Financial Services	9,354	8,970	9,076	9,374	9,750
Professional & Business Services	17,647	17,954	18,368	19,161	20,115
Educational Services	862	891	1,000	1,071	1,113
Health Care & Social Assistance	8,678	8,753	8,894	9,092	9,108
Leisure & Hospitality	6,118	6,398	6,677	6,999	7,198
Government	240	245	246	235	229
Other	12,837	13,919	13,735	14,187	14,369

Source: Florida Department of Economic Opportunity, Quarterly Census of Employment Wages, 2014.

Four Consecutive Years of Record Sales

Single-Family Home Sales Set Another Record, Condos Mark Second Best Year in History

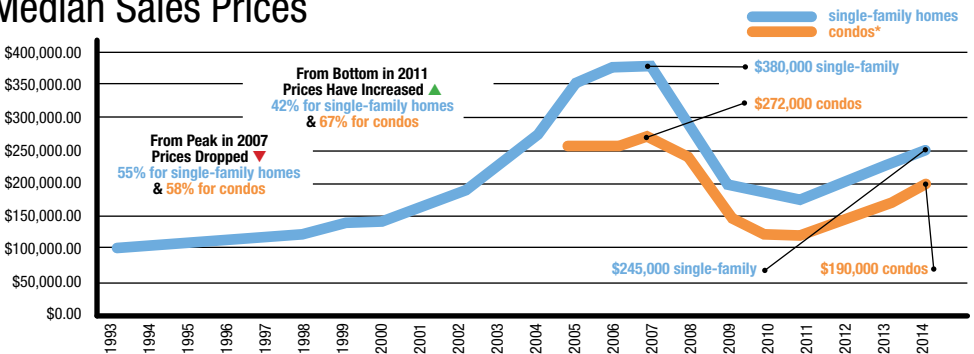
SINGLE FAMILY HOMES

Market Statistics	2014	2013	% Change Year-Over-Year
Closed Sales	13,521	12,899	4.8%
Cash Sales - % of Closed Sales	43.3%	45.6%	-5.0%
New Pending Sales	19,550	20,281	-3.6%
New Listings	24,592	23,235	5.8%
Median Sale Price	\$245,000	\$225,000	8.9%
Average Sale Price	\$431,827	\$400,637	7.8%
Median Days on Market	45	41	9.8%
Average % of Original List Price Received	95.0%	95.6%	-0.6%
Inventory (Active Listings)	6,265	5,986	4.7%
Months Supply of Inventory	5.6	5.6	-0.2%

TOWNHOUSES & CONDOS

Market Statistics	2014	2013	% Change Year-Over-Year
Closed Sales	16,409	17,142	-4.3%
Cash Sales - % of Closed Sales	68.6%	73.7%	-4.9%
New Pending Sales	21,606	24,630	-12.3%
New Listings	34,242	32,296	6.0%
Median Sale Price	\$190,000	\$175,000	8.6%
Average Sale Price	\$363,539	\$327,885	10.9%
Median Days on Market	57	46	23.9%
Average % of Original List Price Received	94.2%	96.8%	-2.7%
Inventory (Active Listings)	11,430	9,977	14.6%
Months Supply of Inventory	8.4	7	19.7%

Median Sales Prices



* Condo statistics were not tracked prior to 2005

Access Miami Market Stats at:
SFMarketIntel.com



Following three record sales years, the Miami real estate market continued to strengthen in 2014 while reflecting more balance between buyers and sellers due to increased existing and new construction supply. Despite more new listings finally coming on the market, strong sales continue to drive home values, which have experienced appreciation since December 2011, according to the 36,000-member MIAMI Association of REALTORS® and the local Multiple Listing Service (MLS) system.

Sales Record for Single-family Homes, 2nd Best Year for Condos

Year-end sales of single-family home sales in 2014 set an all-time record, increasing 4.8 percent to 13,521 compared to 12,899 the previous year. Condominium sales in 2014 were the second highest in history, decreasing 4.3 percent to 16,409 compared to 17,142 the previous year. Combined sales for the year decreased a negligible 0.4 percent. Year-end sale prices for 2014 increased 8.9 percent to \$245,000 for single-family homes and 8.6 percent to \$190,000 for condominiums.

2004 Prices

Despite strengthening prices, the median sales price in Miami-Dade is approximately what it was in 2004. Further, Miami remains more affordable than most U.S. markets when comparing monthly mortgage payments to income, to other world-class cities and even to markets with fewer amenities and less desirable lifestyles.

Miami Real Estate Continues Selling Fast, Close to List Price

Miami properties continue to sell rapidly and at nearly asking price, reflecting strong demand.

The median days on market for properties sold in 2014 were 45 days for single-family homes, an increase of 9.8 percent, and 57 days for condominiums, an increase of 23.9 percent. The average sales price was 95 percent of the asking price, a decrease of 0.6 percent, for single-family homes and 94.7 percent, a decrease of 1.7 percent, for condos.

Cash Sales Decline - But Still Double the National Average

Cash sales in Miami continue to decline as more financing becomes available. Still, access to

mortgage loans for condominium buyers remains limited, impeding further market strengthening.

In 2014, cash sales accounted for 57.2 percent of total existing sales compared to 61.6 percent in 2013. Since nearly 90 percent of foreign buyers in Florida purchase properties all cash, this continues to reflect the much stronger presence of international buyers in the Miami real estate market.

Short Sales Continue to Decrease

While traditional sales remain strong, distressed property transactions continue to decline in Miami-Dade due to fewer short sales. In 2014, distressed sales accounted for 33.7 percent of total closed sales compared to 37.9 percent in 2013.

Active Inventory Continues to Rise

After three years of record sales activity that resulted in an inventory shortage, seller confidence continues to result in more properties being listed for sale in Miami. But total inventory and new listings are now increasing by narrower margins. Supply and demand for single-family homes continues to favor sellers, while that of condominiums reflects a balanced market between buyers and sellers. Active listings at the end of December increased 10.9 percent, from 15,963 in 2013 to 17,695 last month but remain 60 percent below 2008 levels, when sales bottomed.

Miami-Dade Active Inventory

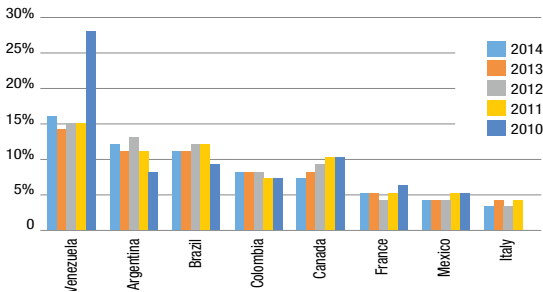
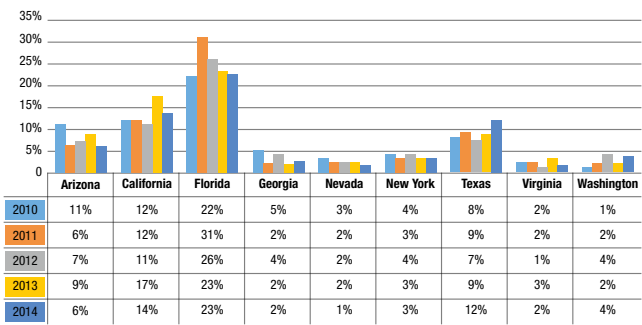
February 2015

Price Range	Quantity
\$149,999 or under	2,855
\$150,000 - \$199,999	1,568
\$200,000 - \$249,999	1,408
\$250,000 - \$299,999	1,703
\$300,000 - \$349,999	1,323
\$350,000 - \$399,999	1,258
\$400,000 - \$449,999	812
\$450,000 - \$499,999	940
\$500,000 - \$549,999	521
\$550,000 - \$599,999	540
\$600,000 - \$699,999	723
\$700,000 - \$799,999	550
\$800,000 - \$899,999	453
\$900,000 - \$999,999	311
\$1,000,000 or over	2,699
TOTAL	17,664

Miami - South Florida

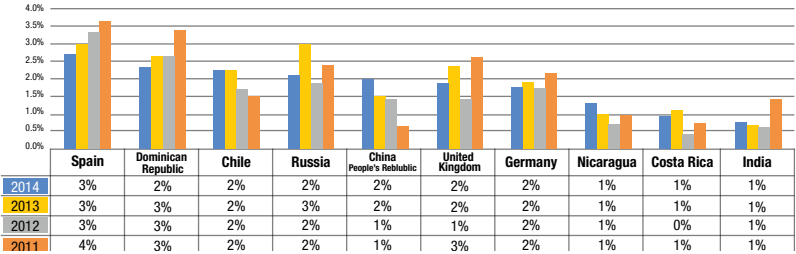
Top Market for Foreign Buyers

Top States for International buyers in the U.S.

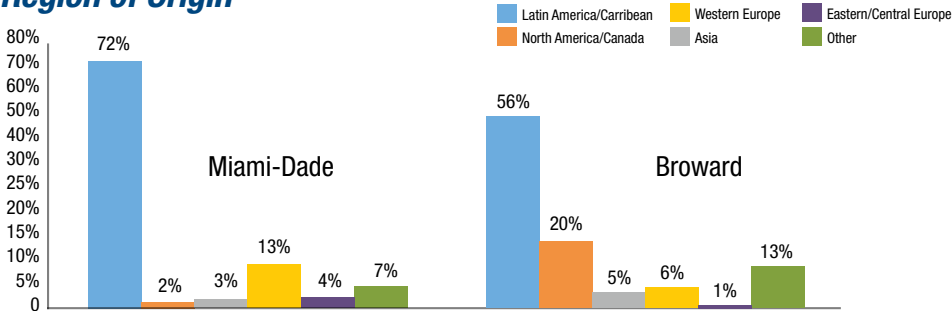


Top Countries Investing in South Florida

2nd Tier Countries investing in South Florida



Region of Origin



Miami Top Market for U.S. & Foreign Consumers

Nationally, Miami is consistently one of the top markets for most of the highest ranking countries searching for property in the U.S. — including Brazil, Germany, Netherlands and Spain. In January it was **a top market for consumers in 13 out of the top 20 countries** searching U.S. properties. The top countries (outside the U.S.) where global consumers were most engaged on Realtor.com® & Realtor.com® International and the top five U.S. markets they searched in January 2014 were:

1. ***Canada:** **Fort Lauderdale**, Los Angeles, Orlando, **Miami**, Naples
2. **United Kingdom:** Los Angeles, Orlando, New York, Kissimmee (FL), Davenport (FL)
3. **Australia:** New York, Los Angeles, Detroit, Las Vegas, Beverly Hills
4. **India:** New York, Los Angeles, San Jose, Las Vegas, Chicago
5. ***Germany:** Los Angeles, New York, **Miami**, San Antonio, Colorado Springs
6. ***Mexico:** San Antonio, **Miami**, El Paso, Houston, Los Angeles
7. ***Brazil:** Orlando, **Miami**, New York, Los Angeles, Kissimmee (FL)
8. ***France:** **Miami**, Los Angeles, New York, **Miami Beach**, San Francisco
9. **Japan:** San Diego, Honolulu, Los Angeles, San Antonio, Jacksonville
10. ***Italy:** **Miami**, New York, **Miami Beach**, Los Angeles, Detroit
11. ***Netherlands:** New York, Los Angeles, **Miami**, Orlando, Las Vegas
12. **Philippines:** Los Angeles, Las Vegas, New York, Warren (RI), Houston
13. ***Spain:** **Miami**, New York, Los Angeles, **Miami Beach**, McDonough (GA)
14. **South Korea:** New York, Los Angeles, Irvine, Sedalia (MO), San Antonio
15. ***Sweden:** Los Angeles, New York, **Miami**, **Fort Lauderdale**, Detroit
16. **Ireland:** New York, Los Angeles, Orlando, Boston, San Francisco
17. ***Russian Federation:** Los Angeles, New York, **Miami Beach**, Miami, San Francisco
18. ***South Africa:** New York, Los Angeles, **Miami**, Houston, San Francisco
19. ***Switzerland:** **Miami**, New York, Los Angeles, **Miami Beach**, Naples
20. ***Turkey:** New York, **Miami**, Los Angeles, San Francisco, Chicago

*Countries with Miami and/or Fort Lauderdale as top searches.

Top Countries Searching South Florida Properties on Miamire.com

- | | |
|--------------|-------------------|
| 1. Brazil | 6. India |
| 2. Colombia | 7. France |
| 3. Canada | 8. Italy |
| 4. Argentina | 9. United Kingdom |
| 5. Venezuela | 10. Mexico |

Source: MIAMI - 2014 (full year)

Top U.S. Cities Searched by Int'l Consumers:

- | | |
|------------------------------|------------------|
| 1. New York, NY | 6. Las Vegas, NV |
| 2. Los Angeles, CA | 7. San Diego, CA |
| 3. Miami, FL | 8. Houston, TX |
| 4. Orlando, FL | 9. Naples, FL |
| 5. Ft. Lauderdale, FL | 10. Detroit, MI |

Source: Omniture Discover - January 2015

Resources for International Buyers

Go to: miamire.com/international/research-and-resources/buyers

Global Listing Exchange and 19-Language Property Search

This landmark service gives consumers easy access to property listings in 19 languages for all MIAMI members and to the listings of all the agents in their entire global network on the members' webpages. Consumers worldwide can search for properties, for South Florida and other global markets - - Go to MIAMIMLSOnline.com

International Market Research

Enhance your knowledge of market trends and information with national, state, and local studies on international buyers. MIAMI cooperated with the National Association of Realtors (NAR) to produce a NEW international study on the South Florida area to provide powerful statistics for the top area in the U.S. for foreign buying real estate activity. Go to SFMarketIntel.com to download all three studies - national, Florida, MIAMI/South Florida.

Investing in South Florida

Enterprise Florida provides information on the advantages and incentives in relocating or investing in the State of Florida, including 10 Reasons to Relocate or Expand to Florida, International Business Facts about Florida, Florida Innovations, Incentives for Investment in Florida, Florida Tax Advantages and Targeted Sector Strategy. <http://eflorida.com/WhyFloridaSubpage.aspx?id=5444>

Why Miami

The Beacon Council provides Miami facts and figures as they relate to business investment and promotion in Miami and the local area including: Miami's Top Rankings, Targeted Industries, Success Stories, Site Selection, Permitting Assistance, Incentives and Financing. <http://www.beaconcouncil.com/web/Content.aspx?Page=whyMiami>

Miami: See it like a Native

The Greater Miami Convention and Visitors Bureau Offers valuable information for Miami residents and visitors alike. Access a local Calendar of Events, Determine Where To Stay and What To Do, Find Restaurants and Make Reservations, and See Miami Live & Alive. Go to <http://www.miamiandbeaches.com>

Buy MIAMI's "Foreign Investors Guide"

This powerful resource features articles by attorneys on immigration and visas for real estate investors, forms of ownership, financing, distressed properties and starting a business in the U.S. Articles are available in English, Spanish, French, Russian, Portuguese, Italian, Chinese and German. Purchase the entire Guide in all eight languages or purchase- go to <http://www.miamire.com/>

And more...

RENTALS

How do I buy a property... and rent it out all or part of the time?

1. Find a MIAMI REALTOR®
2. Using a MIAMI Realtor costs you nothing to find your property - sales commissions are paid by the sellers as a part of the closing statement.
3. Hire a MIAMI member company to rent your property - and even to manage it beyond the rental. MIAMI has many firms that specialize in property management - and offer services such as: Marketing your property for rent or lease; Finding, screening and selecting tenants; Collecting all deposits and first and last month's rents. Property Management services can also include services such as collecting rents, arranging and overseeing maintenance, getting bids, scheduling and overseeing property improvements, dealing with renters on behalf of owner, maximizing occupancy, maximizing rental income, positioning your property in the local market, responding to property issues and emergencies

Note: Rental Agents and Property Managers may be paid by any of the following: a percentage of rental payments, flat service fees or on a menu of options and services for fees.

TOP 20 Reasons to Visit & Invest in Miami

1. **Affordable Home Prices** – Miami real estate remains at affordable 2004 levels compared to other major cities; an increase in new condominium construction east of I-95 is adding to the inventory; weak U.S. dollar gives greater discounts for foreign buyers
2. **Top Market for Int'l Buyers** – Florida is the top state in the U.S. & Miami is the top market for int'l buyers; & is expected to outperform other U.S. markets long into the future
2. **More Sunny Days, Cleaner Air than other Major U.S. Cities** – Ranked by Forbes as "America's Cleanest City" for its year-round good air quality, green spaces, and clean drinking water. Miami is the only major "subtropical" city in continental U.S.; average temperature 75 °F / 23 °C
4. **Beautiful Beaches** – Greater Miami has 84 miles of Atlantic Ocean coastline & 67 square miles of inland waterways & more than 15 miles of world-famous beaches.
5. **A Blossoming Rail System** – Construction of All Aboard Florida, an express passenger train connecting downtown Miami to Orlando, has begun and is expected to be completed by 2017. The train will enhance Miami's 25-mile Metrorail, which services the airport and myriad cities
6. **Pro Sports Teams in World-Class Venues** – Basketball's Miami Heat, baseball's Miami Marlins and football's Miami Dolphins have each won championships. The Heat have a long-term lease at their downtown arena; the Marlins recently opened a state-of-the-art, indoor park and the Dolphins' home stadium has hosted five Super Bowls
7. **Fabulous Nightlife** – Ocean Drive & more - top restaurants, night clubs, bars, world famous hotspots
8. **Restaurants** – In Miami, you can savor worldwide cuisine unlike in any other city in the U.S.
9. **Entertainment Industry** – Major fashion center, top modeling agencies in the world, Fashion Week & more than 2,400 motion picture & video businesses
10. **Commercial & Investment Real Estate** – Vacancy rates for all commercial sectors in Miami are below the national average; retail & multi-family are outperforming most major markets in the U.S
11. **"Gateway to the Americas"** – Strategic location between Latin America & Europe; "Capital of the Americas" - perfect for business or pleasure
12. **The Most Int'l City in the U. S.** – 51% of population is foreign born & speak over 100 languages
13. **Global Business Center** – for business, finance, commerce, media, entertainment, arts & international trade; no state income tax; more than 1,000 multinational companies from 56 nations; Third largest consular corps in the U.S. with 55 foreign consulates, 30 bi-national chambers of commerce and 18 foreign trade offices.
14. **Hotels** – Ranks fifth in U.S. in occupancy after New York, Oahu Island, San Francisco, & Boston
15. **Top Tourist Destination** – Greater Miami and the Beaches draws 14.2 million overnight guests a year – with 7.1 million of them int'l visitors
16. **World Aviation Hub** – Ranked among America's top-10 busiest airports, Miami International Airport serves 40.9 million passengers a year; the nation's second-busiest airport for international passengers - 20 million annually; Over 80 airlines to 150 destinations. Top international freight airport in the U.S. and ninth-best in the world - 1.9 million tons each year
17. **Port of Miami** – "Cruise Capital of the World" with more than 4 million passengers a year; Serves 240 seaports; 9 million tons of sea cargo; Top markets: China, Italy, Hong Kong, Honduras & Brazil
18. **Educational Institutions** – 4th largest U.S. school district – 466 schools; Miami receives more National Magnet Schools of Merit Awards than any other school district nationally. Five colleges & universities; three law schools
19. **Hospitals** – 33 hospitals; Baptist Hospital of Miami ranked as one of the highest performing hospital systems in the country. Miami Children's Hospital top-rated for pediatric services
20. **Top Rankings**
 - Miami has the largest concentration of international banks in the U.S.
 - Miami's skyline ranks third in the U.S. behind New York City & Chicago & 18th in the world (Almanac of Architecture & Design.)
 - Miami is the only major city in the United States bordered by two national parks, Everglades National Park on the West, & Biscayne National Park on the East.



It's great to live, work & play in Miami!

