

INTERNATIONAL EDITION | March 2020

SOUTH FLORIDA GLOBAL BUSINESS & INVESTMENT DESTINATION

MiamiRealtors.com



Including Miami, Broward,
Palm Beach & Martin Counties

Florida and Miami: Global Business Hubs

Florida and Miami

- Florida is 4th largest economy in the U.S.A. and 19th largest economy in the world bigger than Switzerland, Saudi Arabia and Argentina
- Florida's population is 20.2 million. Miami-Dade County's population is 2.7 million.
- Florida registered a record 112.8 million visitors in 2016; Greater Miami and the Beaches attracted a record-high 15.8 million visitors in 2016
- More than \$815 billion in personal income, #1 in the Southeast US
- Miami has over 1.3 million people in the labor force

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

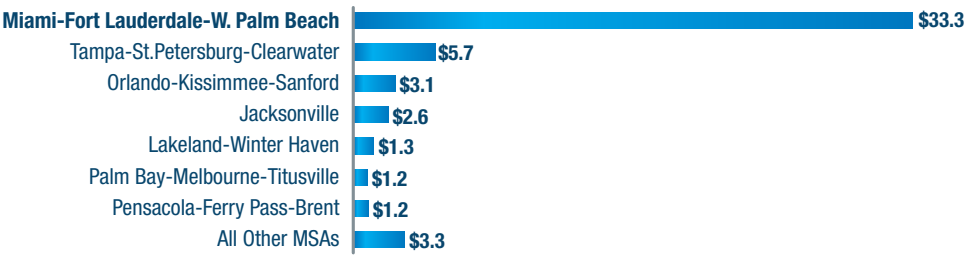
- 15 deep-water seaports
- 19 commercial service airports
- 2 spaceports
- 12,000+ miles of highways
- nearly 3,000 miles of freight rail track routes

Miami leads Florida in Infrastructure

- 20.1 million international passengers a year
- More than 2.2 million tons of total air cargo
- 85 Seaports Reached from PortMiami
- Over 130 U.S. and International Flight Destinations from Miami

Source: U.S. Census Bureau, Miami-Dade Beacon Council

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



Miami - International Business Center

International Businesses

Number of Multinationals	About 1,000
Number of International Banks	33
Total Trade	\$ 116.23 Billion
Total Export	\$ 65.56 Billion
Total Import	\$ 50.67 Billion

International Organizations

Number of Consulates	77
Number of Bi-National Chamber of Commerce	42
Number of Trade Offices	21

International Transportation

Number of Cities Served by Air	101
Air Passengers	20.1 Million
Air Cargo	2.2 Million Tons
Number of Seaports Served	250
Cruise Passengers	4.8 Million
Sea Cargo	7.7 Million Tons

Source: Miami International Airport 2015; Port of Miami, 2015; Who's Here Directory, 2015; Miami Trade Numbers, 2015, www.federalreserve.gov, June 30, 2015

Florida - Ideal International Corporate Climate

Florida: Top Business Location

- No personal income tax
- Ranked No. 2 in the U.S. for best state for business (Chief Executive Magazine)
- Ranked No. 1 Tax Climate in the Southeast for Business (Tax Foundation)
- Ranked No. 3 in the U.S. for High-Tech Businesses (TechAmerica Cyberstates)
- One of every five U.S. companies that export is located in Florida (U.S. Census Bureau)

Florida's Top-Rated Workforce

- Florida is ranked No. 5 in the U.S. in high-tech employment in the U.S. (TechAmerica Cyberstates)
- Florida has 5 million foreign language speakers (U.S. Census Bureau)
- 9.7M+ civilian labor force—more than double the population of Ireland. (Bureau of Labor Statistics)
- Ranked No. 1 in the U.S. in innovation (Fast Company)
- Ranked No. 3 in the U.S. in workforce size (Bureau of Labor Statistics)

Foreign Countries with 100+ Companies Represented in Florida



Australia **103**



Germany **513**



Netherlands **180**



Brazil **101**



Ireland **146**



Spain **224**



Canada **599**



Japan **557**



Switzerland **259**



France **344**



Mexico **251**



United Kingdom **685**

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

Comparative Costs for Companies in Florida vs. Other States

	FLORIDA	CALIFORNIA	GEORGIA	ILLINOIS	NEW JERSEY	SOUTH CAROLINA	TEXAS
Personal Income Tax Rate (Highest Rate)	NONE	13.3%	6%	5%	8.97%	7%	NONE
Corporate Income Tax or Gross Receipts Tax Rate* (Highest Rate)	5.5%	8.84%	6%	9.5%	9%	5%	*1%
State Business Tax Climate Ranking	5	48	36	31	49	37	10
Private Sector Union Membership	2.5%	9.2%	2.9%	9.1%	8.9%	1.9%	2.8%
Manufacturing Average Annual Wage	\$54,308	\$79,677	\$53,214	\$63,450	\$77,583	\$53,203	\$68,003
Headquarter Average Annual Wage	\$97,204	\$110,014	\$95,201	\$118,704	\$148,738	\$67,380	\$112,880

Miami's Trade & Tourism Reaching Record Levels

Miami's excellent quality of life, competitive business climate and centrally located geographic position make it a top location for trade, business and tourism. Miami-Dade County's skilled multilingual, multicultural workforce, the region's easy access to the world's major markets and Miami's low-tax climate compare to other U.S. cities and states are perennially leading global companies to open businesses here. With Florida now ranking as the third-largest state in the U.S., businesses are relocating to Miami to reach the growing Florida and U.S. markets.

Selected Target Industry Snapshot		
Industry	Employees	Companies
Aviation	22,480	476
Creative Design	30,571	3,561
Banking Finance	40,827	2,951
Hospitality & Tourism	138,292	6,919
Information Technology	9,945	1,587
Life Sciences & Healthcare	133,998	7,973
Trade & Logistics	37,728	2,438
Total	413,841	25,905

Source: EMSI, 2015

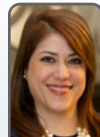
Miami-Dade County Annual Average of Business Establishments, 2010-2014					
Industry	2010	2011	2012	2013	2014
Total	85,081	87,694	91,045	94,135	94,906
Construction	5,031	4,971	5,100	5,282	5,440
Manufacturing	2,580	2,634	2,672	2,682	2,729
Wholesale Trade	9,383	9,642	10,116	10,312	10,060
Retail Trade	11,957	12,451	13,038	13,977	13,799
Financial Services	8,970	9,076	9,374	9,750	9,975
Professional & Business Services	17,954	18,368	19,161	20,115	19,969
Educational Services	891	1,000	1,071	1,113	1,155
Health Care & Social Assistance	8,753	8,894	9,092	9,108	8,886
Leisure & Hospitality	6,398	6,677	6,999	7,198	7,201
Government	245	246	235	229	221
Other	13,919	13,735	14,187	14,369	15,471

Source: Florida Department of Economic Opportunity, Quarterly Census of Employment Wages 2015

Resources for International Buyers

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

Lynda Fernandez, CAE, RCE, CIPS, TRC, e-Pro
Chief of Communications & Global
MIAMI Association of REALTORS®
lynda@miamire.com



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.

New Commercial MLS & Public Portal Showcases South Florida Listings

- Over 8,000 South Florida commercial MLS listings
- Over 5 billion in active commercial listings on MLS
- Over 260 national MLS partners
- Over 220 global partners and NEW Global Xchange

MIAMI Commercial launched the new South Florida Commercial MLS in 2019 both strengthened the MLS for MIAMI members and saw increased visibility for their listings. With MIAMI Realtors members doing 84% of all the MLS commercial business done in Dade and Broward Counties and nearly 5,000 active commercial listings at any given time, MIAMI Realtors decided to strengthen the most important commercial resource our member have.

The new user-friendly platform is designed to provide an easy-to-use MLS and attract new users. In addition, the commercial listings are now being syndicated to multiple platforms, locally, national and globally including all 50 states. Listing partners include the Beacon Council, Enterprise Florida, CREXi, Brevitas and others are constantly being added.

MIAMI Commercial also launched www.SFCommSearch.com which is a public portal of MIAMI's commercial listings accessible to investors, international buyers, business and the public. The website has many incredible features such as: allowing the public to search in various currencies and square feet or meters, create property PDFs, forward particular properties to themselves and others and see featured properties throughout South Florida.



TOP 10 Reasons to Invest in South Florida Commercial Real Estate

Unemployment
rate under 2%

(Florida Department of
Economic Opportunity, Labor
Market Info, LAUS 2020)

More than 1,000
multinational
companies in
South Florida
(Beacon Council)

Miami International
Airport (MIA) over
45 million passengers
annually
(Miami International Airport)

\$344 BILLION GRP
If South Florida were
a country, it would
be the 39th largest
economy in the world
(Beacon Council)

Over 40% of the
population has a
Bachelor's Degree
or Above
(Beacon Council)

No Personal and
Low Corporate
Income Tax
State Taxes: Minimal
regulations

Miami leads the
nation as the fastest
growing job market
with over 24%
growth between
2012-2017
(Beacon Council)

Almost 1,000 new
residents every
week, Miami is the
4th fastest growing
city in the U.S. with
12% growth between
2012- 2017
(US Census)

4.4-mile elevated
tram system that
connects the central
business district
and financial
district
(Beacon Council)

Nearly 9 million
tons of cargo
annually
(PortMiami)



 **MIAMI**
REALTORS
COMMERCIAL

MIAMI

A Top Ranking City

The Most Visual City in America

(Source: UpRoxx, 2019)

#6

Miami is the sixth-healthiest city in the world

(Source: TravelSuperMarket.com, 2019)

Miami Ranks Among the Best Places to Live in 2019

(Source: Outside Magazine, 2019)

#2

Miami ranked No. 2 among all U.S. cities for the greatest international migrant influx from July 2017 to July 2018

(Source: U.S. Census, 2019)

#4

Miami is the fourth-most exciting city in the world

(Source: Ucityguides.com, 2019)

#22 Miami is the 22nd most visited city in the world

(Source: Euromonitor International, 2019)

#2

Miami is home to the second-fastest growing economy among large U.S. cities

(Source: WalletHub, 2019)

Miami ranked No. 6 in the U.S. for most tax-friendly major city in 2019

(Source: GoBankingRates.com, 2019)

#1

Miami ranks No. 1 in the U.S. for best city for Generation X homebuyers

(Source: HomesDotCom, 2019)

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

(Source: Inc.com, 2019)

South Beach ranked No. 14 among best beaches in America

(Source: TripAdvisor, 2019)

Miami ranked No. 4 for most walkable city in the United States

(Source: WalkScore.com, 2019)

Go to **SFMarketIntel.com** for all
South Florida Facts & Complete Rankings

BROWARD *in the RANKINGS*

#1

Fort Lauderdale ranked among the best real estate market bets for 2019

(Source: Local Monitor, 2019)

#3

Weston is the third-safest city in the United States

(Source: SafeHome.com, 2019)

Fort Lauderdale ranked as one of the world's top destinations in 2019

(Source: Bloomberg News, 2019)

#1

Pembroke Pines is the best city in Florida to raise a family

(Source: WalletHub, 2019)

#5

Cleveland Clinic Florida in Weston ranked No. 5 among all hospitals in Florida

(Source: U.S. News & World Report, 2019)

PALM BEACH & MARTIN *in the RANKINGS*

#1

Palm Beach ranked No. 1 for richest city in Florida

(Source: HomeSnacks, 2019)

#1

Palm Beach Gardens ranked No. 1 for best city to live in Florida in 2019

(Source: ChamberofCommerce.org, 2019)

#15

Wellington ranked No. 15 in the U.S. to start a small business

(Source: Go.Verizon, 2019)

5

Palm Beach County schools made it into the top 2,000 nationally

(Source: U.S. News & World Report, 2019)

Delray Beach ranked among the five places to buy a luxury home in 2019

(Source: Knight Frank Wealth Report, 2019)

#8

Martin County ranked as the No. 8 best county to live in Florida

(Source: Niche, 2019)

#16

Stuart ranked No. 16 best city in the U.S. to retire

(Source: SmartAsset, 2019)

Hobe Sound ranked among top beach towns for a bargain

(Source: HGTV, 2019)

South Florida is Most Searched U.S. Market by International Home Buyers: October 2019

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

Source: REALTOR.com

South Florida Ranks as a Top-Five Real Estate Market in the World's Six Largest Regions: October 2019

North America

1. Dallas
2. Chicago
- 3. Miami**
4. New York
5. Los Angeles

Western Europe

1. Los Angeles
- 2. Miami**
3. New York
4. San Antonio
5. Tampa

South America

- 1. Miami**
2. Orlando
3. Los Angeles
4. New York
5. Tampa

Northern Europe

1. Los Angeles
- 2. Miami**
3. New York
4. Orlando
5. Tampa

Australia & New Zealand

1. Los Angeles
2. New York
3. Chicago
4. Dallas
5. San Francisco

Western Asia

- 1. Miami**
2. Los Angeles
3. New York
4. Houston
5. Atlanta

Source: REALTOR.com

Top Countries Searching S. Florida Properties on MiamiRealtors.com: Oct. 2019

Source: MIAMI Association of Realtors

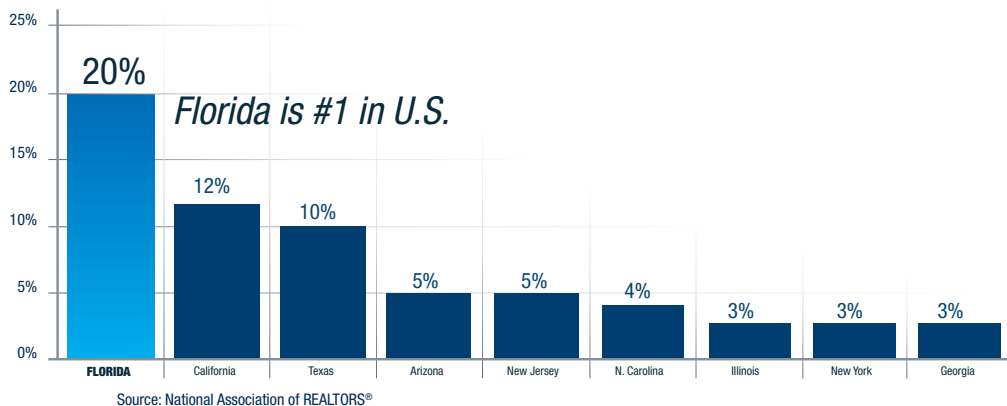
- | | |
|--------------|-----------------|
| 1. Colombia | 6. Mexico |
| 2. Argentina | 7. France |
| 3. Spain | 8. Venezuela |
| 4. Canada | 9. Brazil |
| 5. India | 10. Philippines |



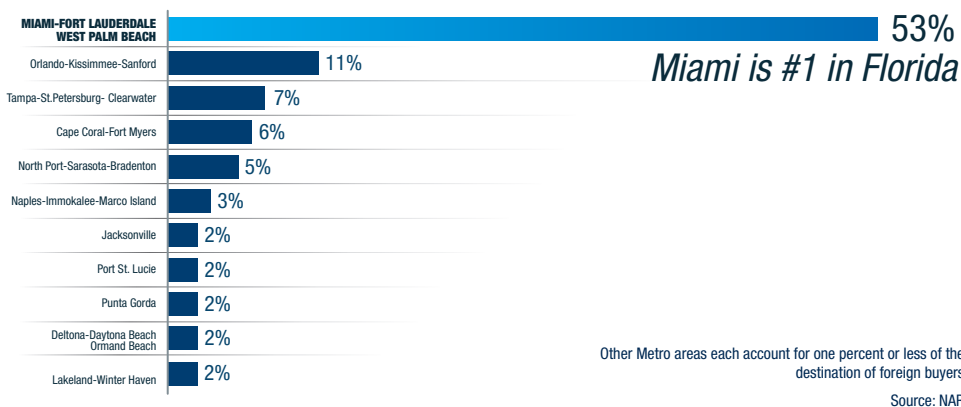
Teresa King Kinney
Chief Executive Officer
MIAMI Association of REALTORS®
tkinney@miamire.com

Miami - South Florida Top Market for Foreign Buyers

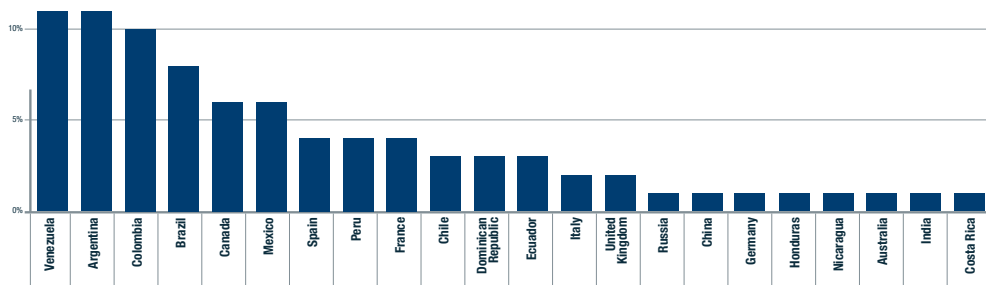
Major U.S. Destinations of Foreign Buyers



Top Markets for Foreign Buyers in FL - 53% Choose S. FL



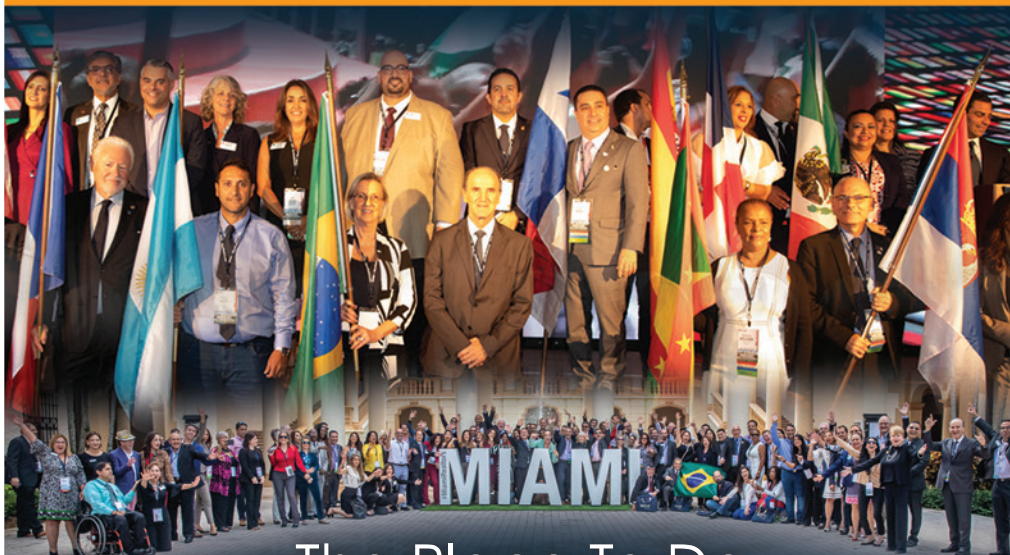
South Florida Top Tier Countries of Origin



26th Annual
MIAMI GLOBAL
CONGRESS

November 8 -11, 2020

Miami, Florida



**The Place To Do
International Business**

Delegates from Worldwide International Partners
Featuring Many of our International Partners & Global Markets
3 Days of Programming | Keynote Speakers
High-Impact Global Seminars
Thousands of Dollars in Prizes

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