



Jennifer Wollmann, CIPS, C2EX
2021 Chairman of the Board
MIAMI Association of Realtors

New York-to-South Florida Migration Accelerates as Tax Changes, Pandemic Lead to Miami Movement

New Yorkers have been moving to Florida for decades, but the pandemic and recent tax changes have accelerated the trend. New York tech and finance companies are moving to South Florida on an almost weekly or daily basis. These moves have significant impacts to the South Florida economy as these companies are bringing high-paying jobs, adding to our tax base, and adding to why our region is the best place to live, work and play.

The most significant move was New York private equity firm Blackstone's decision to open a tech office at 2 Miami Central in Downtown Miami totaling 40,000 square feet. Then in March 2021, Blackstone purchased 2 and 3 Miami Central for \$230 million.

Blackstone made the decision based on the momentum Miami has seen throughout 2020 and into 2021 from corporate relocations and expansions, as well as strong demographic trends, a business-friendly environment and a large pool of talent — factors that predate the pandemic.

The Miami Movement: The New Hub for Tech and Finance

Miami Mayor Francis Suarez, who has made national headlines for the way he has helped recruit companies from New York, California and other areas, says the shift of tech and finance companies to Miami is not a "moment"; it's a movement.

The Miami Downtown Development Authority has approved incentives for at least 12 companies since October with more on the way. The impact would mean 250,000 square feet of office space and 1,412 jobs with average salaries, including benefits, of \$135,000 and \$2.1 billion in salaries over 10 years if those companies come to Miami.

SALT Tax Reform, Pandemic Boosts Attractiveness of South Florida

Moving from tax-burdened, high density areas such as the Northeast to Florida got boosted in 2018, with the tax reform that capped the state and local tax deduction at \$10,000.

The law meant the wealthy could no longer lower their federal taxes by deducting millions of dollars in state and local levies — a change that made states without an income tax like Florida and Texas more appealing.

The pandemic has also accelerated companies relocating to Miami.

COVID-19 has altered how we work and where we choose to work. Availability of remote work has expanded. People can live and work wherever they want. This choice of where you want to

work is leading many to choose South Florida's sunny, active lifestyle that is home to pro-business and low-tax policies.

South Florida is Top Destination for New York Transplants Changing to Florida Driver's Licenses

South Florida is home to the three most popular destinations for New York transplants changing to Florida driver's licenses for the calendar years 2019, 2020 and 2021 through April. The top-three destinations are: Palm Beach (14,045), Broward (8,422), and Miami-Dade (8,033).

About 19,000 Manhattanites moved to Florida between March 2020 and February 2021, according to USPS and the U.S. Census Bureau.

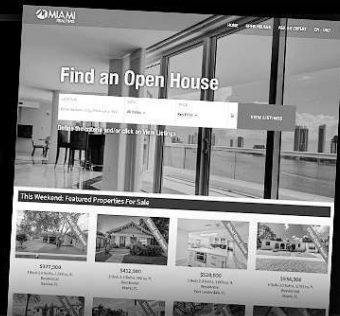
New York ranks No. 4 among U.S. states visiting MiamiRealtors.com in April 2021. New York City ranks No. 6 among Top-10 U.S. metros visiting MiamiRealtors.com.

New York counties rank among the top U.S. counties searching for real estate listings in Miami-Dade, Broward, Palm Beach and Martin Counties, according to Realtor.com 2021 Q1 cross-market demand.

Jennifer Wollmann, CIPS, C2EX
BHHS EWM Realty
(305) 960-2418
Wollmann.j@ewm.com

South Florida Open Houses

In-Person 24/7 Virtual Tours & Live Streaming



NOW available on
SouthFloridaOpenHouseSearch.com

