

INTERNATIONAL EDITION | March 2022

SOUTH FLORIDA GLOBAL BUSINESS & INVESTMENT DESTINATION

MiamiRealtors.com



Including Miami, Broward,
Palm Beach & Martin Counties

Florida & Miami:

Global Business Hubs

Florida and Miami

- Florida is the 4th largest economy in the U.S. and 15th largest economy in the world, bigger than Mexico, Indonesia and more
- Florida is the #2 largest foreign trade zone network in the U.S. with 21 facilities
- Florida is the 3rd largest state in the U.S. with a population of 21.7 million. Miami-Dade County's population is the 8th largest county in the U.S. with a population of 2.7 million
- Miami has more than 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
- 50+ officially designated multimodal connectors
- 2 spaceports

- World-class Brightline passenger train connecting Miami-Orlando-Tampa
- 12,000+ miles of highways
- Nearly 3,000 miles of freight rail track routes

Miami leads Florida in Infrastructure

- Miami International Airport (MIA) is America's second-busiest airport for international passengers, No. 22 in the world
- 37.3 million international passengers a year
- Miami International Airport ranks No. 1 in international freight
- More than 2.2 million tons of international freight a year
- Over 166 non-stop U.S. and international flight destinations from Miami

Sources: U.S. Census Bureau, Enterprise Florida, Florida Chamber, Miami-Dade Beacon Council

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



Source: Enterprise Florida

Miami International Airport Rankings

Among U.S. Airports

- 1st International Freight
- 2nd International Passengers
- 3rd Total Cargo (Freight + Mail)
- 3rd Total Freight
- 15th Total Number of Operations
- 11th Total Passengers

Among Worldwide Airports

- 9th International Freight
- 22nd International Passengers
- 9th Total Cargo (Freight & Mail)
- 8th Total Freight
- 24th Total Number of Operations
- 38th Total Passengers

Florida: Top Business Location

- No personal income tax
- No state income tax
- Low corporate income tax rate of 5.5%
- Florida is host to several thousand affiliates of companies based outside the U.S., including hundreds of hemispheric or regional corporate headquarters
- Goods valued more than \$150 billion enter or exit the United States through Florida each year













Florida's Top-Rated Workforce

- Florida is home to a 10.5 million-strong workforce--- more than double the population of Ireland
- Florida's population increases by about one thousand new residents each day, or a third of a million each year. 22 million full-time residents; 125+ million annual visitors
- Florida has 5 million foreign language speakers (U.S. Census Bureau)

Foreign Direct Investment in Florida

At the country-level, Florida's leading foreign investors represent some of the largest and most developed economies in the world, totaling more than 366,100 jobs:

FDI Employment in Florida by Country (2019)

	1. United Kingdom 68,300 jobs		5. Switzerland 29,700 jobs		9. China 9,400 jobs
	2. Canada 55,700 jobs		6. Japan 22,000 jobs		10. Italy 8,800 jobs
	3. Germany 37,800 jobs		7. Ireland 12,700 jobs		11. Sweden 6,100 jobs
	4. France 37,100 jobs		8. Netherlands 12,000 jobs		12. UK Island, Caribbean 5,500 jobs

Source: Enterprise Florida

ECONOMIC AND COST COMPARISONS, FLORIDA VS. OTHER STATES

INDICATOR (most recent data available)	FLORIDA	CALIFORNIA	GEORGIA	ILLINOIS	NEW YORK	MASSACHUSETTS	TEXAS
Nominal GDP in 2019 (billions of current dollars)	\$1,096	\$3,133	\$625	\$886	\$1,772	\$597	\$1,844
Real GDP Growth (2018-2019)	5.3%	5.4%	3.9%	2.6%	4.6%	3.9%	2.7%
Population in 2019	21,477,737	39,512,223	10,617,423	12,671,821	19,453,561	6,892,503	28,995,881
Personal Income Tax Rate (highest marginal rate)	0%	13.3%	5.75%	4.95%	8.82%	5%	0%
Corporate income tax or gross receipts rate (highest rate)	5.5%	8.84%	5.75%	9.5%	6.5%	8%	Gross Receipts Tax
State business tax climate ranking	4	49	31	36	48	34	11
Private Sector Union Membership	6.4%	16.2%	4.6%	14.3%	22%	12%	4.9%
Manufacturing Average Annual Wage	\$63,877	\$98,222	\$58,246	\$72,819	\$69,154	\$89,698	\$79,766

Sources: BEA, U.S. Census Bureau, Tax Foundation, BLS

The Miami Mega Region Advantage

The Miami mega region's excellent quality of life, competitive business climate and centrally located geographic position make it a top location for tech, finance, trade, business and tourism. South Florida'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.

Top Global Business Center

- 2** Miami's financial industry is the second-largest financial center on the East Coast
- 60+** Number of **international** banks in Downtown Miami
- 100+** Miami-Dade is home to more than 100 foreign consulates, foreign trade offices and bi-national chambers of commerce
- 1,400+** South Florida is home to 1,400 multinational companies who work closely with their government offices to support the movement of goods and people between Miami and their home country

Demographic Advantages

- 9M+** South Florida (the tri-county region of Miami-Dade, Broward, & Palm Beach) has a growing population of 9+ million
- 8** Miami is the 8th largest county in the U.S., according to the U.S. Census
- 100+** South Florida has a multicultural workforce drawn from more than 100 countries
- 196K** Greater Miami workers employed in professional and business services in November 2021—an all-time high for that sector and above pre-pandemic levels

Multilingual, Skilled Workforce

- 18%** At 18% growth, Miami was the #1 talent migration destination in the US in 2021, with
- 51%** of new arrivals originating in New York or California.
- 53.7%** About 53.7% of Miami-Dade County is foreign-born, according to the U.S. Census.
- 74.9%** About 74.9% of Miami Dade County residents speak a language other than English at home, according to the U.S. Census.
- 160** countries are represented in languages spoken by Miami-Dade County Public Schools students

Global Connectivity

- 4** South Florida is home to four int'l airports (Miami int'l, Fort Lauderdale-Hollywood int'l, Palm Beach int'l and Key West int'l)
- 4** South Florida is home to four ports (PortMiami, Port Everglades, Port of Palm Beach and Port Key West)
- 1** Miami International Airport offers more flights to Latin America and the Caribbean than any other U.S. airport
- 2** Miami International Airport is America's second-busiest airport for international passengers, No. 22 in the world
- 1.2M** PortMiami had its busiest cargo year in history from 2020-21 (1.2M 20-foot equivalent units)

Resources for International Buyers

Go to: miamirealtors.com/global/research-and-resources

Global Property 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 in South Florida and other global markets. Visit: www.MIAMIMLSOnline.com

International Market Research

Enhance your knowledge of market trends and information with national, state, and local studies on international buyers. MIAMI and the National Association of Realtors (NAR) produced a NEW international study on the South Florida area to provide powerful statistics for the top areas in the U.S. for foreign buying real estate activity. Go to <https://www.miamirealtors.com/global/research-and-resources/> 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. <https://www.enterpriseflorida.com/for-international-companies/international-investment-resources/>

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. <https://www.beaconcouncil.com/why-miami-dade/business-climate/>

Miami: See it like a Native

The Greater Miami Convention and Visitors Bureau (GMCVB) is the official, accredited destination sales and marketing organization for Greater Miami and Miami Beach. GMCVB 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. <https://www.miamiandbeaches.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.

South Florida Commercial Strong, Outperforming Nation

2021 MIAMI COMMERCIAL by the Numbers



1 Billion

in Commercial Sales & Leasing in MLS

3,011

Commercial Members (A Record!)

1.4 Million

REALTORS Reached in 604 MLSs in the US
(Commercial Listings on RPR)

304

Commercial Conference Attendees

5,782

Active Commercial Listings on the South
Florida Commercial MLS (as of November 23)

225

Global Partner Organizations

71

Classes, Training & Networking Offerings

2,995

Attended Classes, Networking,
Training & Events

12

Listing Syndication Partners

Commercial listings reach 1.4 Million REALTORS®
in 604 MLSs in the US

DATA FROM NOV. 2020 TO NOV. 2021

COMMERCIAL

EXPOSURE GROWS IN 2021-2022



TOP 10 Reasons to Invest in South Florida Commercial Real Estate

No Personal & Low Corporate Income Tax.

Pro-Business Government, minimal
regulations

“Gateway to the Americas.”

More than 1,400
multinational companies
in South Florida

\$344 Billion GDP:

If South Florida were a
country, it would be the
39th largest economy
in the world

(Beacon Council)

Miami is the new hub for tech & finance

Miami is the #1
talent migration
destination in the U.S.
in 2021

Highly educated urban core

60% of Downtown
Miami's workforce has
college degree
(Beacon Council)

Miami is the #1 metro leading the nation in economic recovery (JLL)

Unemployment
rate under 1.5% in
Miami-Dade County

PortMiami

is the 10th busiest
container port with
a record 1.2 million
TEUS in FY 2021

Miami International Airport (MIA) is the second- busiest airport for international passengers

#1 in international freight,
has 166 non-stop U.S.
and global flights and
more flights to Latin
America and the
Caribbean than any
other U.S. airport



 **MIAMI**
REALTORS
COMMERCIAL

MIAMI

A Top Ranking City

#1

Miami ranked best region in North America for Investment in 2021-22

Source: World Biz Magazine, 2022

#2

Miami ranked No. 2 emerging technology hub in the U.S.

Source: Forbes, 2021

#1

Miami is the Most Glamorous City in the U.S.

Source: LawnStarter, 2021

#1

Miami is the healthiest city in the United States

Source: Mindbody Wellness Index, 2022

Top-15

Miami ranked among the top 15 commercial real estate markets in the U.S.

Source: National Association of Realtors, Q4 2021

#3

Miami ranked No. 3 in the U.S. for Best Places to Remote Work in America

Source: Higher Visibility, 2021

#1

Miami is the Happiest City in the U.S. for the second consecutive year!

Source: Mindbody Wellness Index, 2021

#28

Brickell ranked No. 28 coolest neighborhood in the world

Source: TimeOut, 2021

#1

South Florida ranked No. 1 for America's Best Metro Areas for School Quality

Source: Thomas Fordham Institute, 2021

#7

Miami is ranked the No. 7 most walkable city in the U.S.

Source: Walkscore.com, 2022

#1

Miami is the best 15-minute U.S. city (access to dining, schools, medical facilities, walk score, etc.)

Source: moveBuddha.com, 2021

#1

Miami is America's Most-Recovered Economy from the Pandemic

Source: JLL, 2021

Top-15

Downtown Miami (#12) and Midtown/Edgewater (#14) rank among top U.S. metros for highest number of high-rise units delivered since 2017.

Source: RentCafe, 2021

#1

Miami is ranked No. 1 city in the U.S. and No. 3 in the world for best nightlife

Source: TimeOut, 2021

#7

Miami is ranked No. 7 for best U.S. Cities to Invest in Real Estate in 2022

Source: Think Advisor, 2022

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

BROWARD

in the Rankings

#13

Fort Lauderdale ranked No. 13 for Best U.S. Cities to Invest in Real Estate in 2022

Source: Think Advisor, 2022

#2

Greater Fort Lauderdale/ Broward County named #2 Best Business Climate in the U.S.

Source: Business Facilities Magazine's 17th Annual Rankings, 2021

#4

Fort Lauderdale ranks No. 4 for best cities for LGBTQ Home Buyers

Source: Realtor.com, 2021

#4

Fort Lauderdale ranked No. 4 best city in the U.S. for hipsters

Source: LawnStarter, 2021

#2

Miami-Fort Lauderdale ranks No. 2 for fastest growing cities for entrepreneurs

Source: LinkedIn, 2021

#21

Miami-Fort Lauderdale-West Palm Beach ranked No. 21 Fastest Growing Housing Market in the U.S.

Source: 24/7 Wall St, 2021

PALM BEACH & MARTIN

in the Rankings

#1

Palm Beach County: #1 popular Florida destination for New York transplants from 2019 to 2021

Source: Florida Department of Highway Safety and Motor Vehicles, 2021

#1

Boynton Beach in Palm Beach County ranked the No. 1 most affordable place to retire in 2021

Source: 55places.com, 2021

Top-10

West Palm Beach-Boca Raton-Delray Beach ranked among the top 10 commercial office markets in the U.S.

Source: National Association of Realtors, 2021

#1

Palm Beach County ranks No. 1 in the U.S. for the most golf courses of any county

Source: Golfweek, 2021

#4

Stuart in Martin County ranked No. 4 for best place to retire in Florida

Source: SmartAsset, 2021

#1

Martin County ranked No. 1 U.S. Fishing Destination

Source: FishingBooker.com, 2021

#4

Palm Beach ranked No. 4 Most Instagrammable location in the U.S.

Source: Holidu, 2021

#6

Stuart in Martin County ranked No. 6 Most Charming American Towns You Haven't Heard of But Should Visit ASAP

Source: O Magazine, 2021

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

1. **Miami-Ft. Lauderdale-West Palm Beach**
 2. Los Angeles-Long Beach-Anaheim, CA
 3. Bellingham, WA
 4. Kahului-Wailuku-Lahaina, HI
5. Urban Honolulu, HI
 6. New York-Newark-Jersey City, NY-NJ-PA
 7. Orlando-Kissimmee-Sanford, FL
 8. El Centro, CA
 9. Houston-The Woodlands-Sugar Land, TX
- Source: REALTOR.com

South Florida Ranks as a Top-Five Real Estate Market in the

North America

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

Western Europe

1. Los Angeles
2. **Miami**
3. New York
4. Cape Coral, FL
5. Washington, D.C.

South America

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

Northern Europe

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

Australia & New Zealand

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

Western Asia

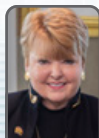
1. Los Angeles
2. **Miami**
3. New York
4. Houston
5. Dallas

Source: REALTOR.com

Top Countries Searching S. Florida Properties on MiamiRealtors.com

Source: MIAMI Association of Realtors

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



Teresa King Kinney

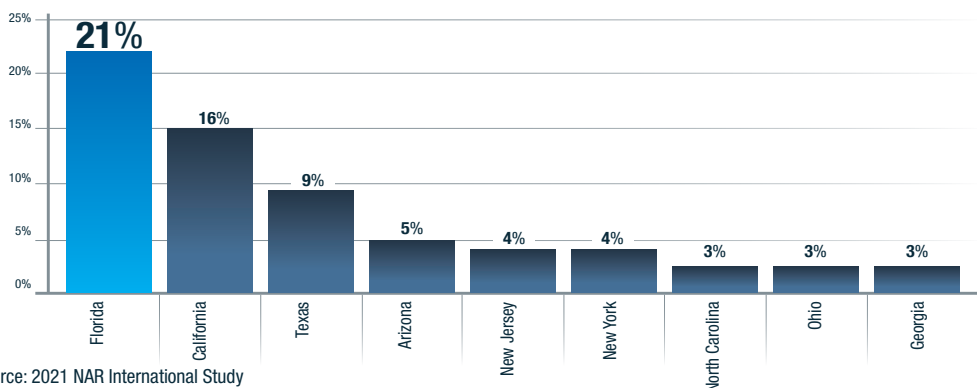
Chief Executive Officer

MIAMI Association of REALTORS®

tkinney@miamire.com

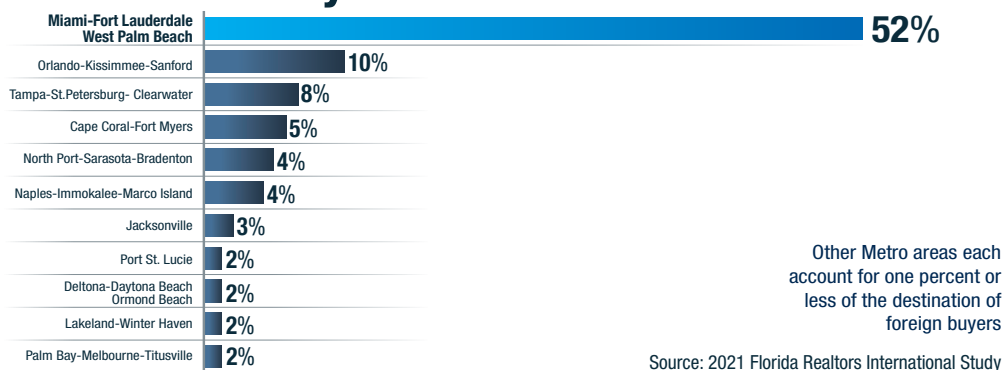
Miami - South Florida Top Market for Foreign Buyers

Florida Again Top State for Foreign Buyers



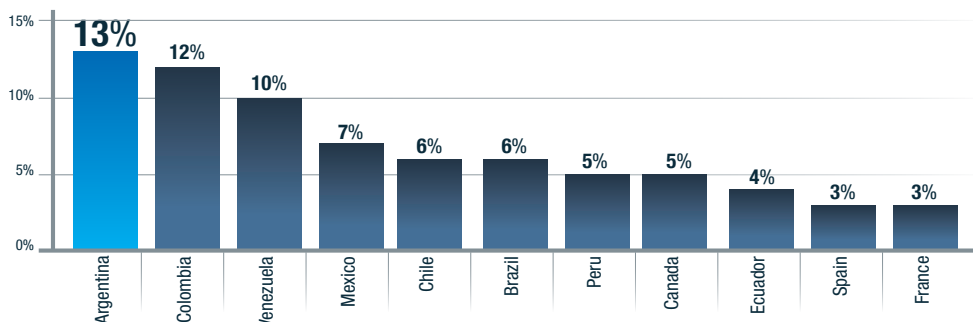
Source: 2021 NAR International Study

Miami Remains #1 Market in the U.S. for International Buyers



Source: 2021 Florida Realtors International Study

Source: 2021 MIAMI
International Study



MIAMI Global Real Estate CONGRESS

November 6-8, 2022
MiamiCongress.com

The Biltmore Hotel
1200 Anastasia Ave., Coral Gables, FL 33134



Lawrence Yun
Chief Economist | NAR



Francis Suarez
Mayor
City of Miami



Anthony M. Graziano
CEO | Integra Realty Resources



Michael LaFido
CEO - Founder | LUXE



John Mayfield
The Business Tech Guy



Mike Pappas
CEO - President
The Keyes Company &
Illustrated Properties



Jay Philip Parker
CEO - FL Region
Douglas Elliman
Real Estate



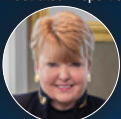
Alicia Cervera
Lamadrid
Managing Partner, Principal
Cervera Real Estate



Duff Rubin
President
Coldwell Banker Realty



Jorge L. Guerra Jr.
2020 MIAMI Chairman



Teresa Kinney
CEO | MIAMI REALTORS®



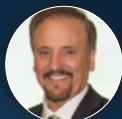
Lynda Fernandez
CEO | GLAR



Michael Hinton
2022 MIAMI Commercial



Alex Escudero
Manager of Global Alliances &
Business Development | NAR



John DiMichele
CEO | Toronto Regional
Real Estate Board



Gunnar Branson
CEO | AFIRE



Brightline
High-Speed Train



Architects &



Developing
South Florida



Getting to close:
Buying with Crypto

The Place To Do International Business

- Delegates from Worldwide International Partners
- Featuring Many of our International Partners & Global Markets
- Keynote Speakers
- High-Impact Global Seminars



Agenda and speakers are subject to change

Sunday | November 6, 2022

Global Market Spotlights

FEATURING Important Markets Worldwide

Many of our foreign partners, which now total an impressive 223 around the world, will present overviews of their markets, including updates, best opportunities for investment and most effective ways to work and connect with their members to generate referral

Come to the
MIAMI Global Real Estate Congress

Then take highspeed Brightline train to

Conference & Expo in Orlando
November 9, 2022

