



MiamiRealtors.com



# New Miami Realtors Global Headquarters

# New MIAMI REALTORS GLOBAL HQ

Office Overall Total: 36,832sf  
Terrace Overall Total: 8,905sf

Parking 73,493sf  
Building Overall Total: 119,230sf



**Groundbreaking October 26**

**Estimated C/O February 2024**



# May 31, 2023





[MiamiRealtors.com](https://MiamiRealtors.com)



# The Miami Realtors Difference





[MiamiRealtors.com](http://MiamiRealtors.com)



**The largest local Realtor® Association in the entire U.S. ... Representing 60,000 members**

**Providing MORE programs, products,  
services, education, marketing and  
... we bring business to you!**



[MiamiRealtors.com](http://MiamiRealtors.com)



**4<sup>th</sup> Largest Commercial – Our members do 80%  
of all commercial business in the MLS  
in Dade & Broward Counties**

**Largest Global Association in the World**

**And we get more media coverage than the National  
Association of Realtors®**





# GLOBAL LEADERSHIP





MiamiRealtors.com



# 247 Global Partners Worldwide

*30 years of Leadership & Success*





[MiamiRealtors.com](http://MiamiRealtors.com)



**We market YOU worldwide!**

**Miami Global Congress (28 years)**

**NAR Conference – Global Exhibit (20+ years)**

**MIPIM Largest Commercial Conf. (12+ yrs)**

**Dubai Conference & 1<sup>st</sup> Global YPN Congress**

**Toronto RealtorQuest**

**And ... 28 years of Programs & Exhibits Worldwide  
Promoting Miami, South Florida and our Members**



73<sup>rd</sup>

FIABCI WORLD  
REAL ESTATE CONGRESS  
JUNE 5-9, 2023

NOBU EDEN ROC HOTEL  
MIAMI BEACH | FL

BUILDING  
for the FUTURE



FIABCI

INTERNATIONAL REAL ESTATE FEDERATION



# 73<sup>rd</sup> FIABCI WORLD REAL ESTATE CONGRESS

## JUNE 5-9, 2023

Featuring more than 45 speakers, including:



**Keynote Speaker:**  
**Jeb Bush**  
43<sup>rd</sup> Governor  
State of Florida



**Mike Emanuel**  
Chief White House  
Correspondent



**Alicia Cervera Lamadrid**  
Managing Partner | Principal  
Cervera Real Estate



**Dave Weisberger**  
Co-Founder/CEO  
CoinRoutes



**Todd Nepola**  
President | Current Capital  
Real Estate Group



**Hugh F. Kelly**  
PhD, CRE  
Author: 24-Hour Cities



**Gunnar Branson**  
CEO | Association of  
Foreign Investors in Real  
Estate | AFIRE



**Edgardo Defortuna**  
CEO | Fortune  
International Group



**Craig Studnicki**  
Co-Founder & CEO  
International Sales Group  
& RelatedISG



**Bianca D'Alessio**  
Nestseekers International,  
Founder/The Masters Division,  
As seen on Selling the Hamptons



**Dev Motwani**  
Managing Partner  
Merrimac Ventures



**Alec Bogdanoff**  
CEO  
Brizaga



**Alex Kanen**  
Attorney | Kanen Law  
WEB3 & NFT's



**Jennifer Jurado, PhD**  
Chief Resilience Officer  
Broward County



**Ana Bozovic**  
Founder  
Analytics | Miami



**Enrique Teran**  
Broker | Co-Founder  
Avanti Way Realty



**Daniella Levine Cava**  
Mayor  
Miami-Dade County



**Christina Pappas**  
President  
The Keyes Company, Inc.



**Mike Pappas**  
CEO  
The Keyes Company, Inc.



**Rei Mesa**  
President & CEO  
Berkshire Hathaway Home  
Services Realty



**Jay Phillip Parker**  
CEO | Douglas Elliman  
Florida Region



**Duff Rubin**  
President  
Coldwell Banker  
Realty Florida



**Shawn Killa**  
CEO/Architect  
Killa Design



**Adam Morris**  
Co-Founder/CEO  
CHTR



**David Martin**  
CEO  
Terra Group



**Dan Gelber**  
Mayor  
Miami Beach



**Katrina Campins**  
Host of Mansion Global  
on Fox Business

# BUILDING for the FUTURE

NOBU EDEN ROC HOTEL  
MIAMI BEACH | FL

MiamiFiabciCongress.com



# 73<sup>rd</sup> FIABCI WORLD REAL ESTATE CONGRESS

## BUILDING for the FUTURE

June 5-9, 2023 | NOBU EDEN ROC HOTEL | Miami Beach  
MiamiFiabciCongress.com



### Monday | June 5

1-6PM Registration & Host City Desk  
Noon Board Lunch - Invite Only  
■ Board of Directors - Invite Only  
7-9PM Welcome Reception  
Miami White Hot Party - Nobu Eden Roc Garden

### Keynote Speaker: Jeb Bush

43<sup>rd</sup> Governor  
State of Florida



### Tuesday | June 6

8:15AM Global Power Breakfast  
9:00AM Grand Opening Ceremony  
Conference Chairman | Teresa King Kinney, MIAMI REALTORS®  
World President Welcome | Susan Greenfield, FIABCI World President  
Developing a Resilient Future | Mayor Dan Gelber, City of Miami Beach  
9:45AM KEYNOTE: Building a Better World Together  
Governor Jeb Bush, 43<sup>rd</sup> Governor, State of Florida  
10:35AM Developing for Tomorrow's Buyers  
Edgardo Defortuna - Fortune Int'l, Dev Motwani - Merrimac Ventures & David Martin - Terra Group  
11:00AM Iconic Brands & Iconic Projects  
Alicia Cervera, Daniel Guerra & Invited  
11:20AM Foreign Investment Panel | Julian Josephs, Investment Firm Leaders  
11:40AM The Miami Report | Craig Studnicki, ISG Related  
Noon Business Networking Lunch & Program | RRC & RealGrader  
1:30PM 24-Hour Cities: Impact & Benefits | Hugh Kelly, Author, 24-hour Cities  
1:50PM Architects: The Legends, Bernard Zyscovich, Zyscovich & Bernardo Fort Brescia, Arquitectonica  
2:20PM Shaping the Future: Rising Stars in Architecture & Design  
Luca Bigliardi & Invited  
2:40PM Transforming Construction: 3D Printing & The Future of Building Technology  
Max Jarosz, University of Miami  
3:00PM BREAK  
3:30PM Revolutionizing Sustainable Living: The Future of Container Homes  
Alex Morris (CHTR) Mazen Haddad, Danielle Blake, MIAMI REALTORS®  
3:50PM Protecting our Oceans & Waterways | Emma Haydoci, Surfrider Foundation  
4:00PM Keeping History Above Water | Dr. Jennifer Jurado, Alec Bogdanoff  
4:15PM Predicting the Future: Follow the Money | Ana Bozovic, Analytics Miami  
4:30PM The Psychology of Investment | Enrique Teran, Avanti Way  
4:45PM Miami In the Rankings | Teresa King Kinney, MIAMI REALTORS®  
4:55PM Comments  
5:00PM Adjourn for the Day  
EVENING Luxury Property Tours  
(Limited availability)  
Dinner on own

### Wednesday | June 7

8:15AM Global Power Breakfast  
9:00AM Welcome  
9:05AM KEYNOTE: Foreign Investment Trends, Objectives & Outlook  
Gunnar Branson, CEO, AFIRE  
9:25AM Inside Top Broker Minds: What's Next  
Christina Pappas, Rei Mesa, Mike Pappas, Jay Phillip Parker & Duff Rubin  
10:00AM Sustainable Architecture & Award Winning Design  
Shawn Killa, Killa Design, Founder  
10:20AM The Power of Community  
Mayor Daniella Levine Cava, Mayor Miami-Dade County  
10:50AM The Metaverse Metropolis | Greg Lindsay, Futurist | Cornell Tech  
Alexander Kanen, Attorney | Kanen Law  
11:15AM Web3, NFTs and the Metaverse  
11:35AM Future of Real Estate with Crypto/Blockchain  
Liz Sturrock, Dave Weisberger | CoinRoutes  
Noon Business Networking Luncheon and Program | Lennar  
1:30PM Keynote: A Front Seat to History  
Mike Emanuel, Chief White House Correspondent  
2:00PM Global Young Professionals Network (YPN)  
2:20PM Think Global, Invest Local: Uncovering  
Investment Opportunities Around the World Panel  
2:50PM BREAK  
3:15PM Remaking Our Cities: Adaptive Reuse  
Ava Jain, Vagabond Group  
3:35PM CHAT GPT  
3:50PM Inter Miami Soccer Club  
4:05PM Broadcasting Your Brand: Leveraging  
Media to Build a Global Presence  
Bianca D'Alessio, Todd Nepola & Katrina Campins  
4:30PM Closing Program



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**Fernando Tiberini**  
Honorary  
Master of Ceremonies

**Susan Greenfield**  
FIABCI World President  
2022-2023



### Thursday | June 8

MORNING Social Tours  
AFTERNOON Social Tours  
EVENING World Prix D'Excellence  
Awards & Gala Dinner:  
A Magnificent Evening to Remember:  
"Welcome to a Night in the Jungle"  
At the Exclusive Jungle Island

### Friday | June 9

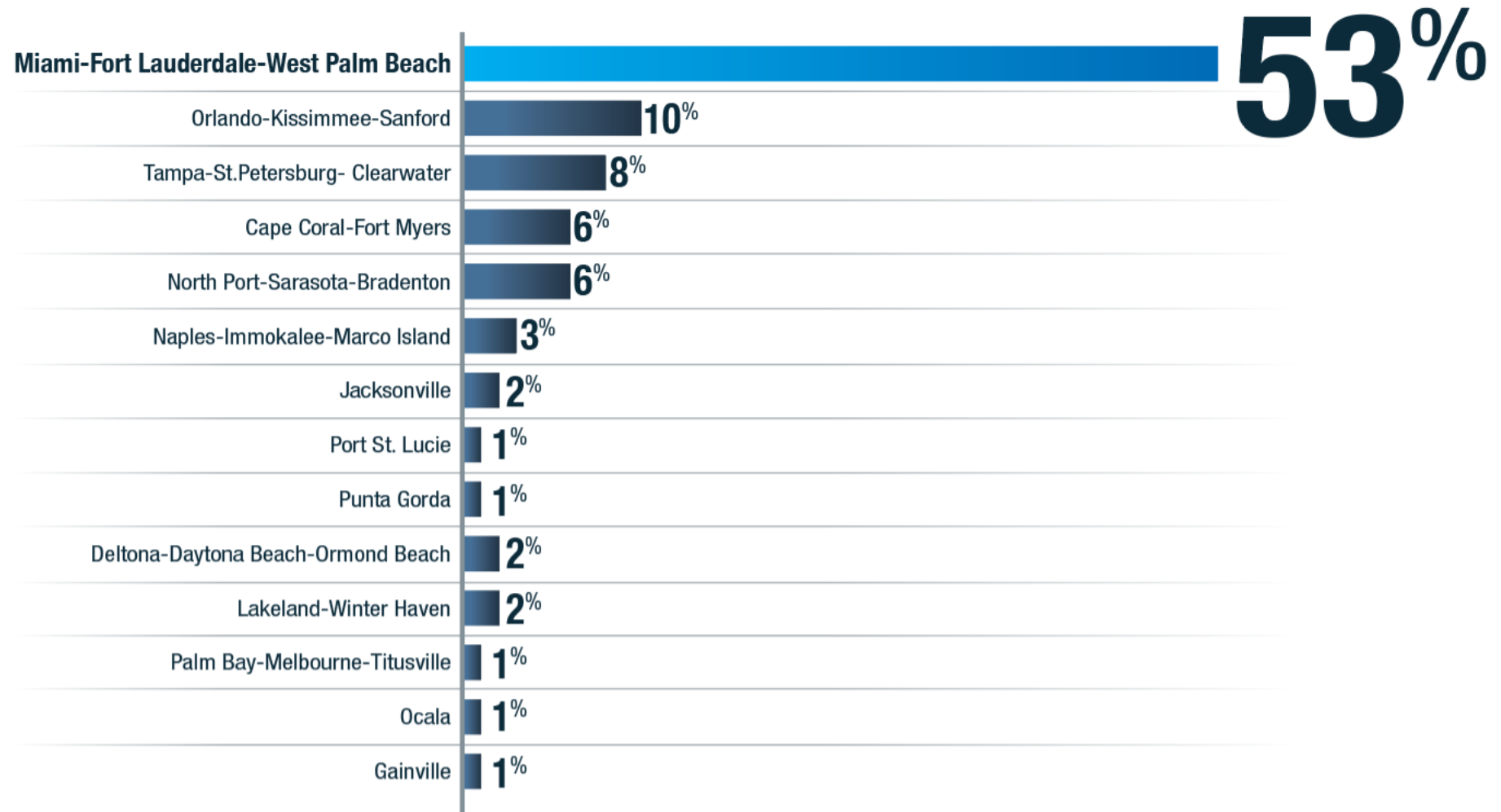
9:30AM General Assembly Meetings  
Noon Past President's Luncheon - Invite Only  
Noon Luncheon for General Assembly Participants Only  
■ Elections 2023  
■ General Assembly Formal Session  
■ Board of Directors 2023-2024 Meeting - Invite Only  
EVENING Farewell Dinner:  
Havana Nights  
Nobu Eden Roc Hotel

# Florida #1 U.S. Destination for Foreign Buyers for Last 14 Years ... FL 24% (compared to CA 11%, TX 8%)

	Share of Top 10 States to Total Foreign Buyer Purchases									
	FL	CA	TX	AZ	NY	NC	NJ	IL	SC	VA
2009	23%	13%	11%	7%	2%	3%	1%	4%	2%	3%
2010	22%	12%	8%	11%	4%	2%	2%	1%	2%	2%
2011	31%	12%	9%	6%	3%	2%	3%	3%	1%	2%
2012	26%	11%	7%	7%	4%	2%	1%	3%	1%	1%
2013	23%	17%	9%	9%	3%	1%	2%	2%	1%	3%
2014	23%	14%	12%	6%	3%	2%	3%	3%	1%	2%
2015	21%	16%	8%	5%	3%	2%	3%	3%	1%	2%
2016	22%	15%	10%	4%	4%	3%	4%	4%	1%	1%
2017	22%	12%	12%	4%	3%	3%	4%	3%	1%	2%
2018	19%	14%	9%	5%	5%	3%	4%	3%	1%	3%
2019	20%	12%	10%	5%	3%	3%	4%	3%	2%	2%
2020	22%	15%	9%	3%	5%	3%	4%	3%	1%	3%
2021	21%	16%	9%	5%	4%	3%	4%	3%	1%	2%
2022	24%	11%	8%	7%	4%	4%	3%	3%	2%	2%

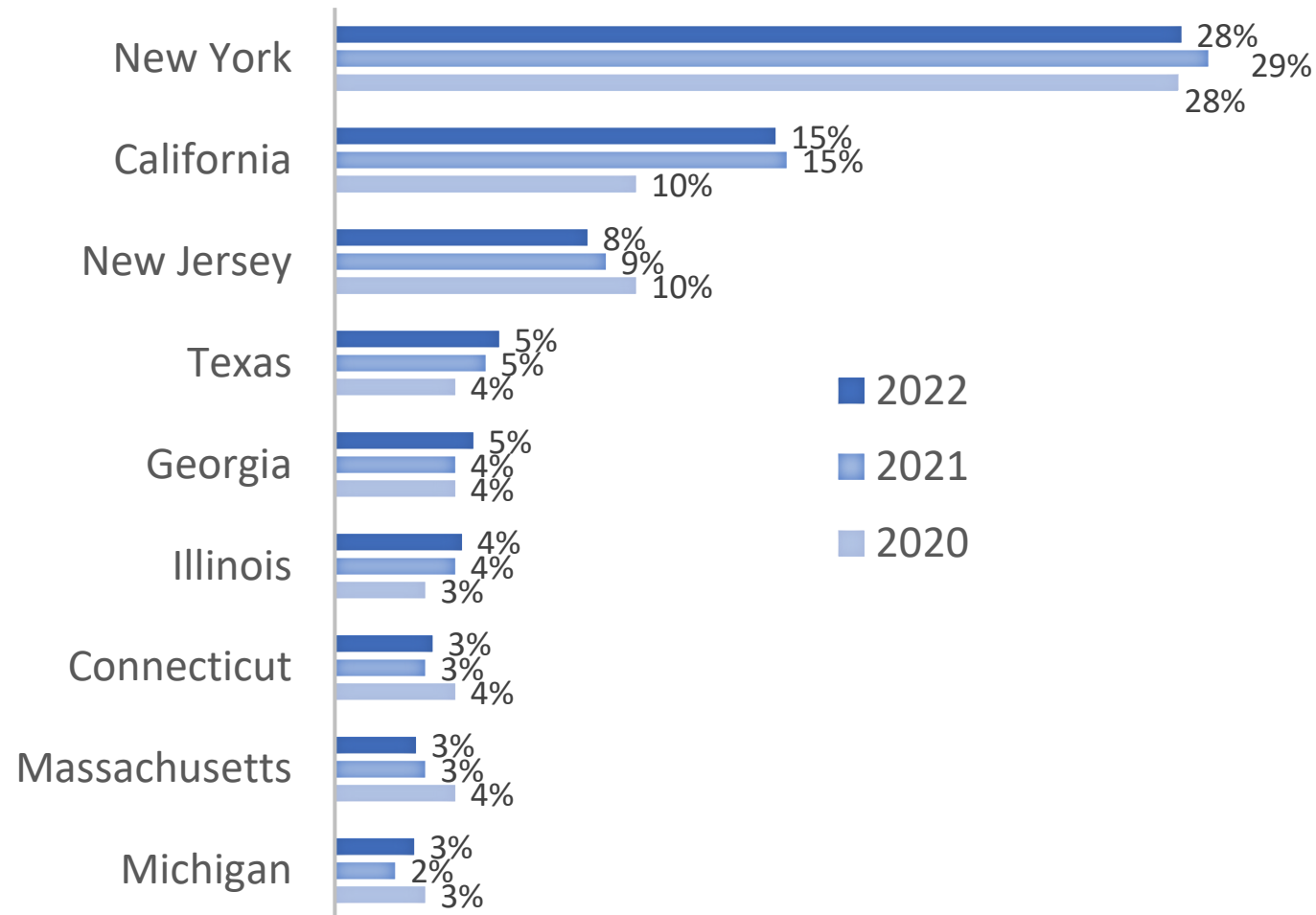


# Destination for Florida's Foreign Buyers



# New York, California, and New Jersey: 51% of Out-of-State Buyers in MIAMI Area in 2022\*

## DISTRIBUTION OF TOP OUT-OF-STATE BUYERS

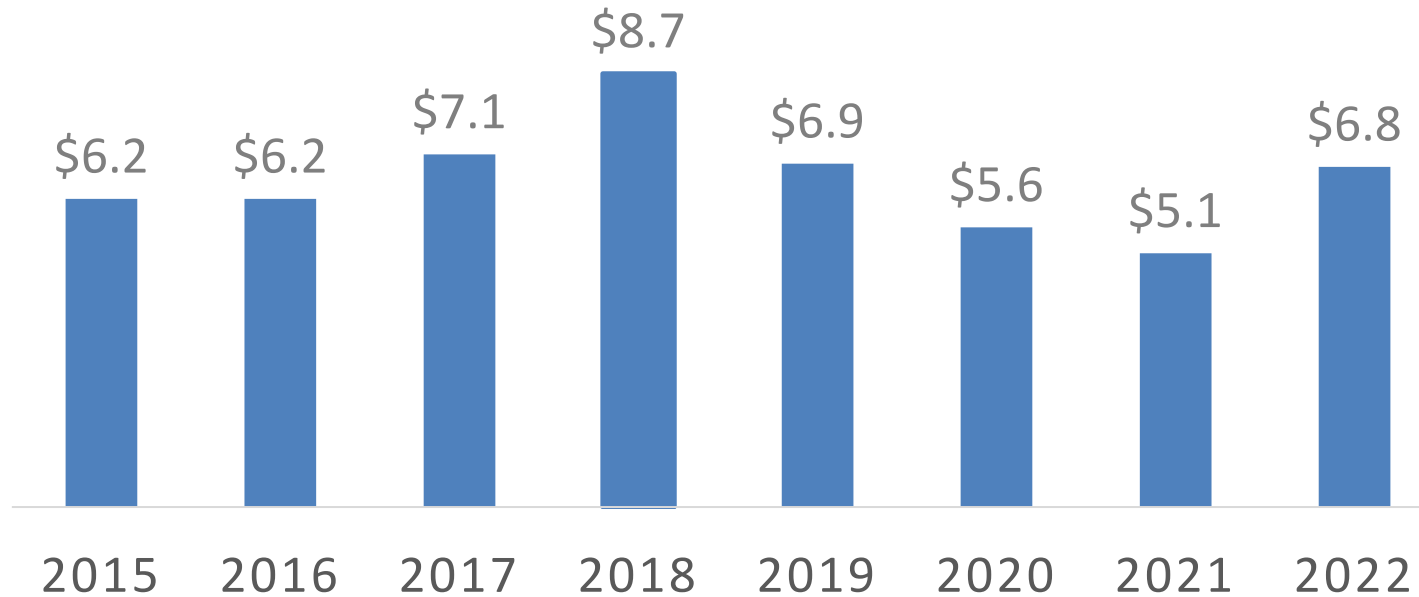


\*NY, CA, NJ accounted for 52% of out-of-state buyers in 2021 survey



**34% Increase in Dollar Volume of MIAMI  
Foreign Buyer Residential Purchases in 2022\***  
*More than 9% Increase Nationally*

**MIAMI FOREIGN BUYER DOLLAR  
VOLUME (IN BILLION DOLLARS)**



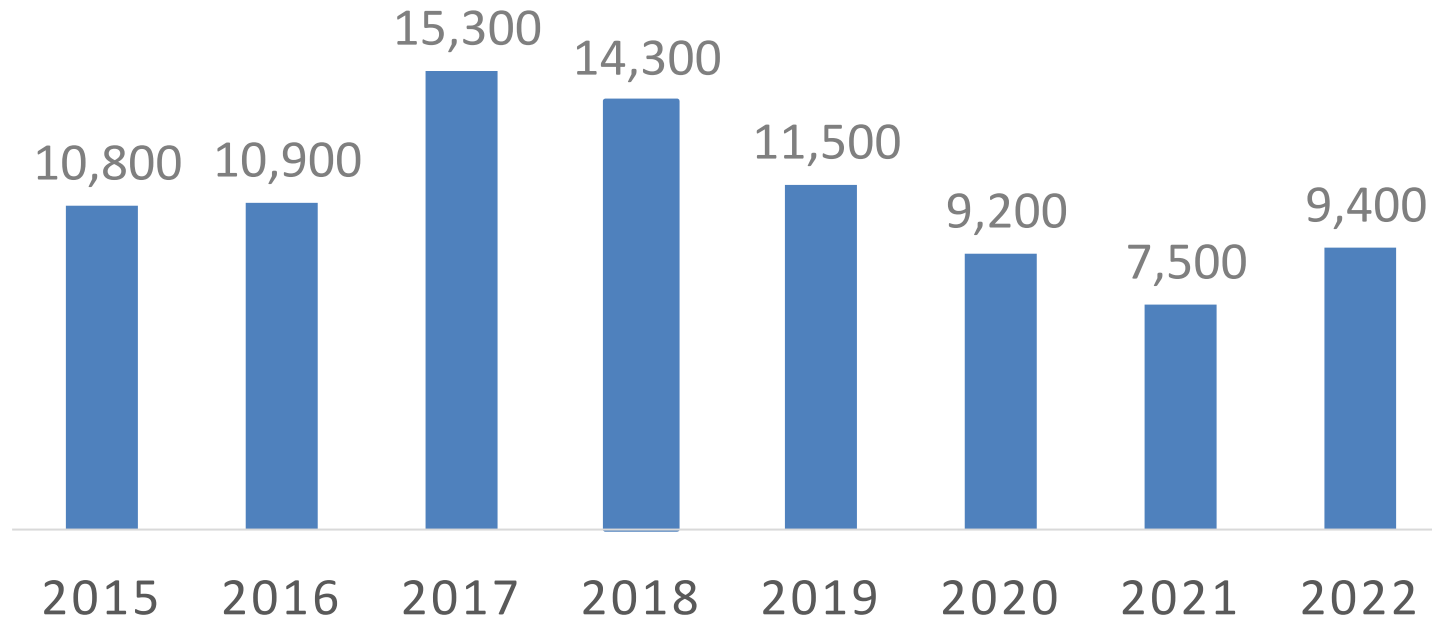
*\*Survey reference periods are from August of the prior year to July of current year*





# 25% Year-over-Year Increase in MIAMI Foreign Buyer Residential Purchases in 2022\* – 8% Decline Nationally

## MIAMI FOREIGN BUYER PURCHASES

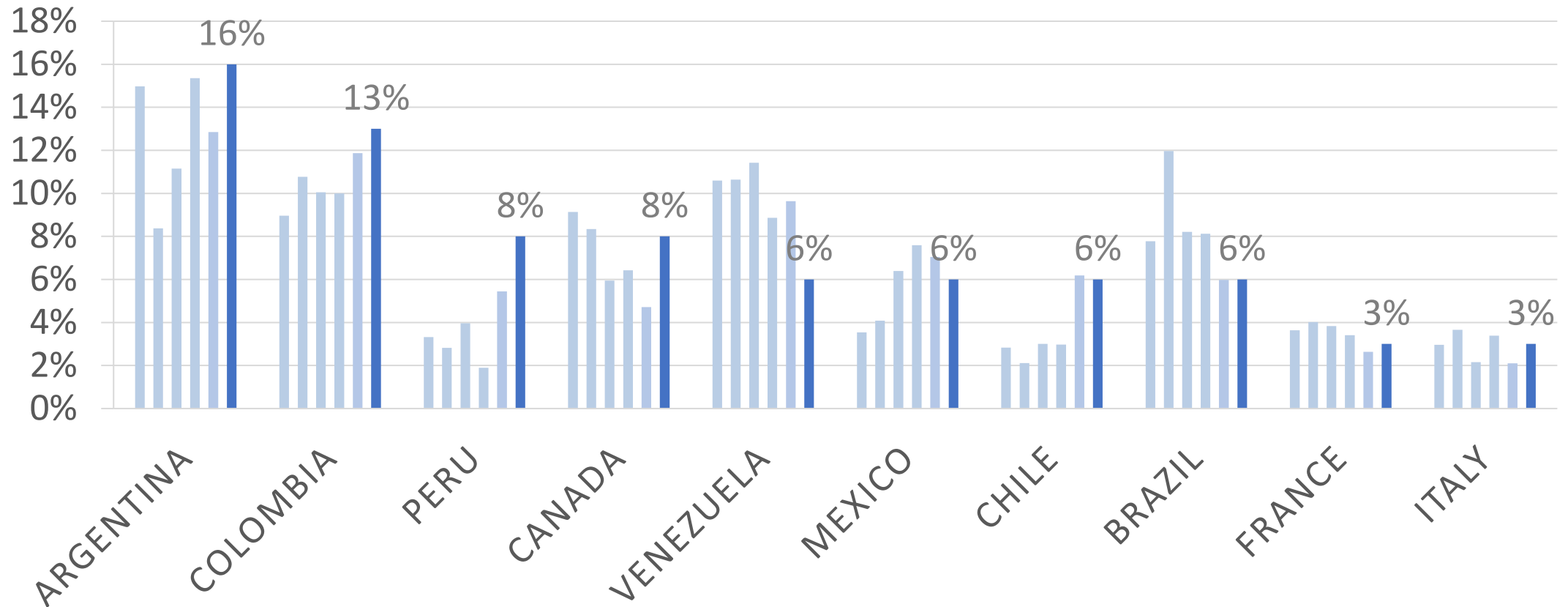


*\*Survey reference periods are from August of the prior year to July of current year*



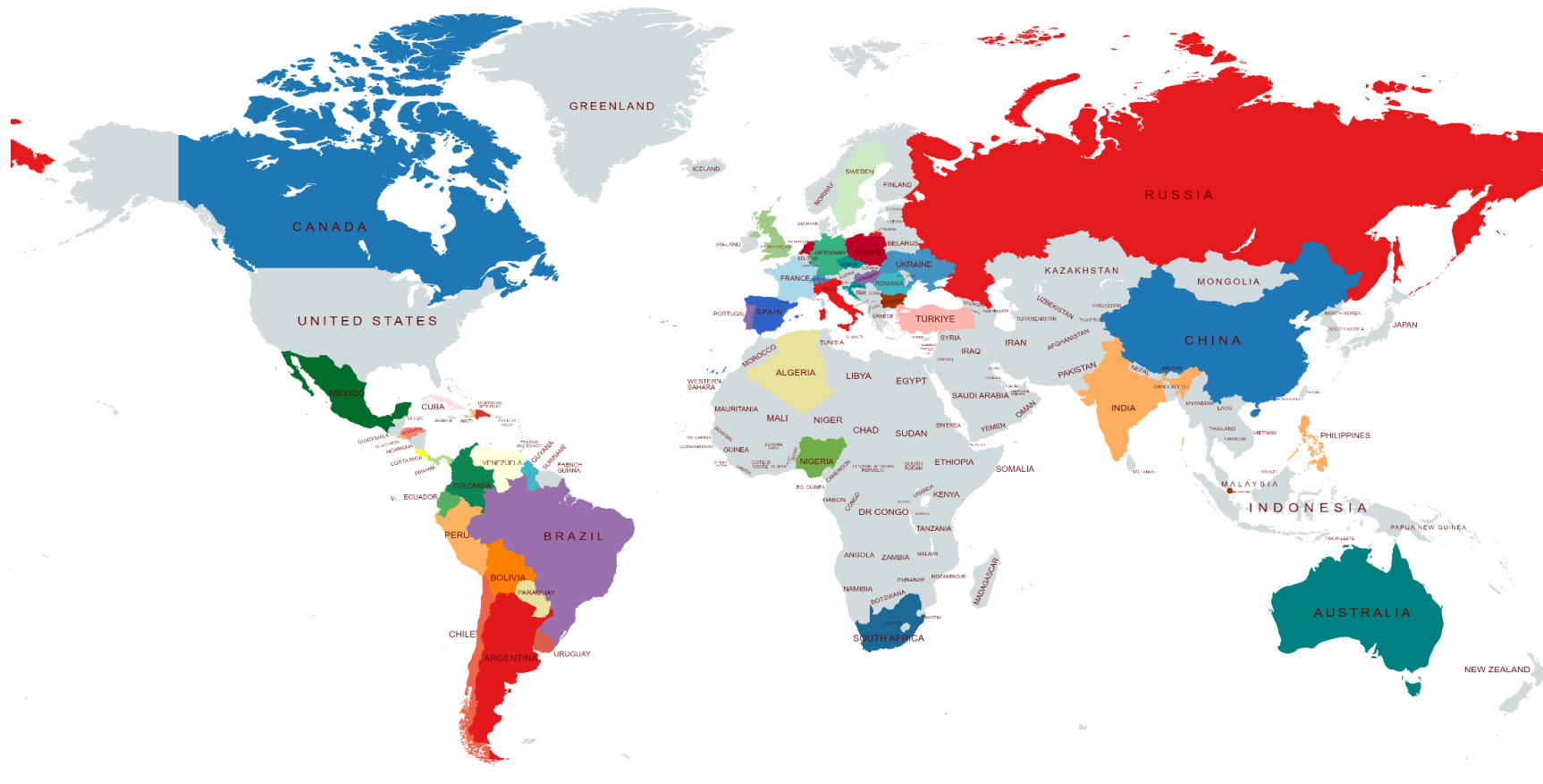
# Top Tier Countries of Origin

## MIAMI TOP FOREIGN BUYERS



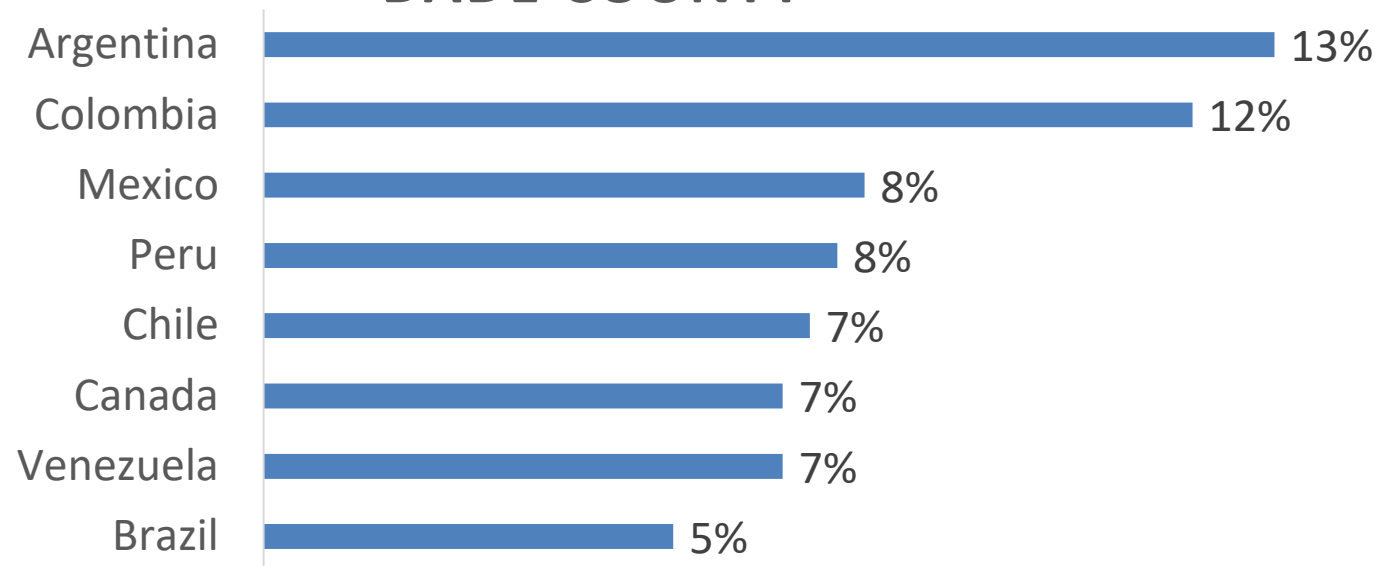


## MIAMI Foreign Buyers Came from 54 Countries



# Miami-Dade County: Latin Americans Were Major Buyers

## MAJOR FOREIGN BUYERS IN MIAMI- DADE COUNTY

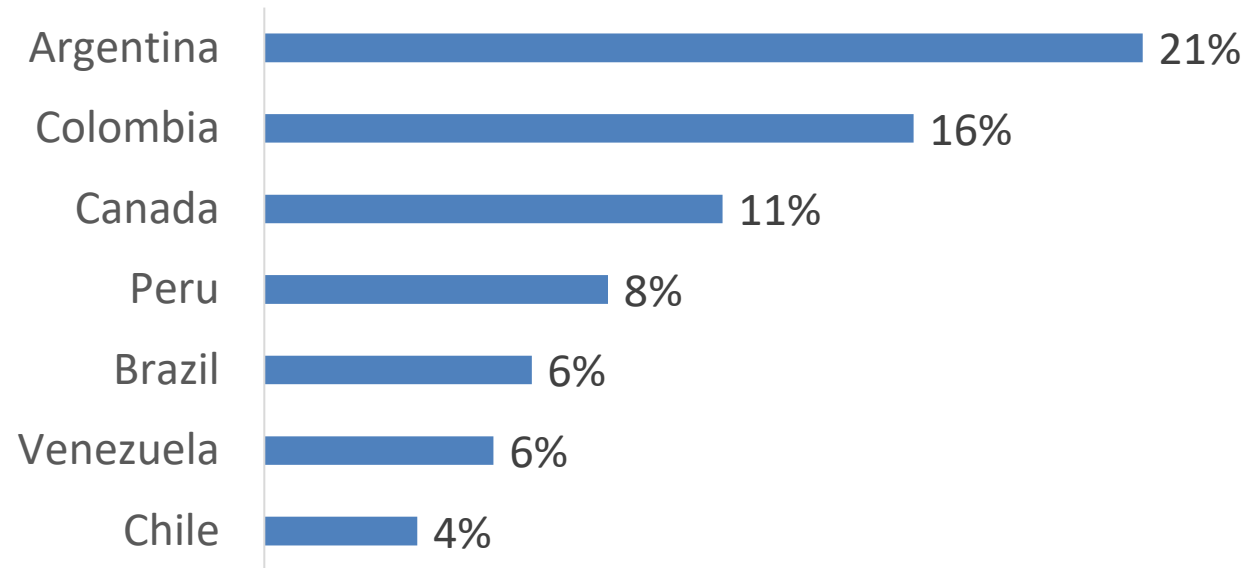


*Other buyers were from Italy, France, Costa Rica, Dominican Republic, Ecuador, China, Spain, Bolivia, Honduras, Panama, Germany, Russia, and Sweden.*



# Broward County: Latin Americans Were Major Buyers

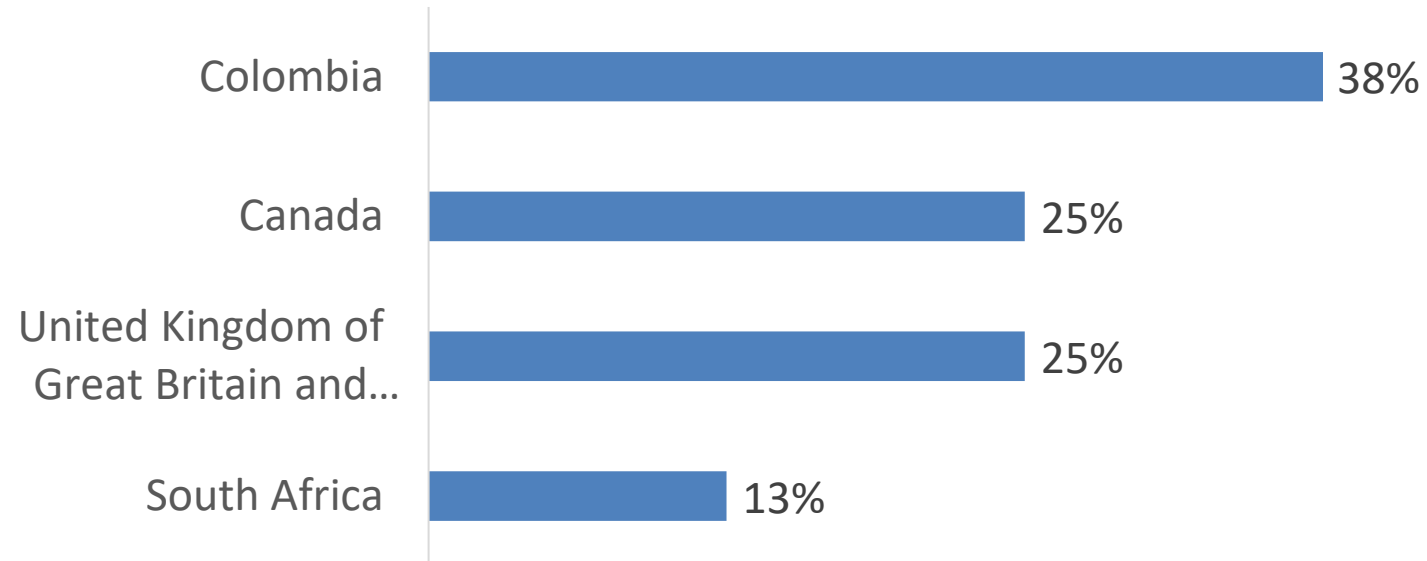
## MAJOR FOREIGN BUYERS IN BROWARD COUNTY



*Other buyers were Israel, Bahamas, Dominican Republic, Ecuador, Mexico, France, Romania, Russia, and the United Kingdom of Great Britain and Northern Ireland.*

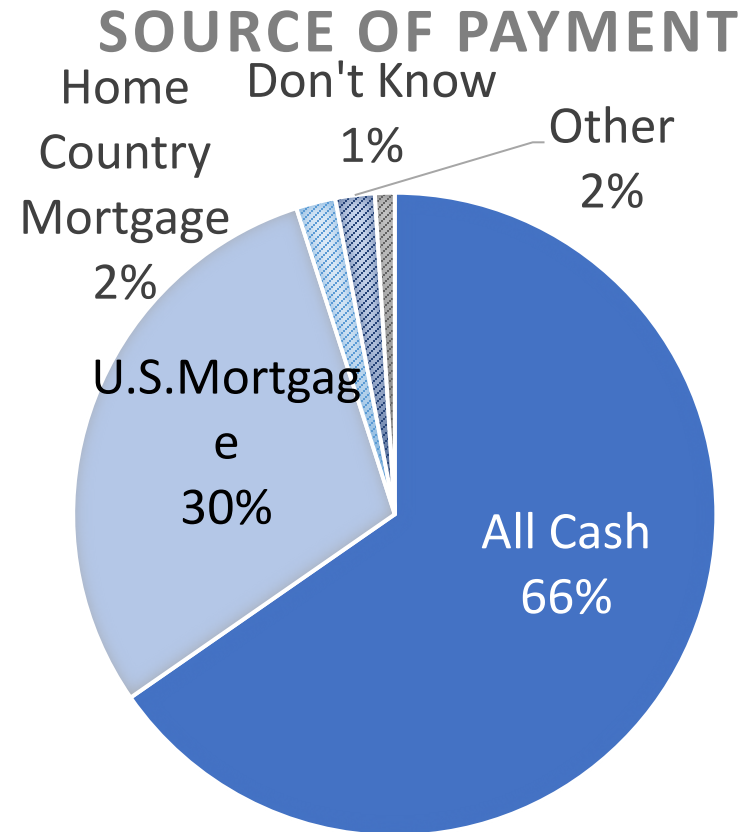
## Palm Beach County: Latin Americans Were Major Buyers

### MAJOR FOREIGN BUYERS IN PALM BEACH COUNTY



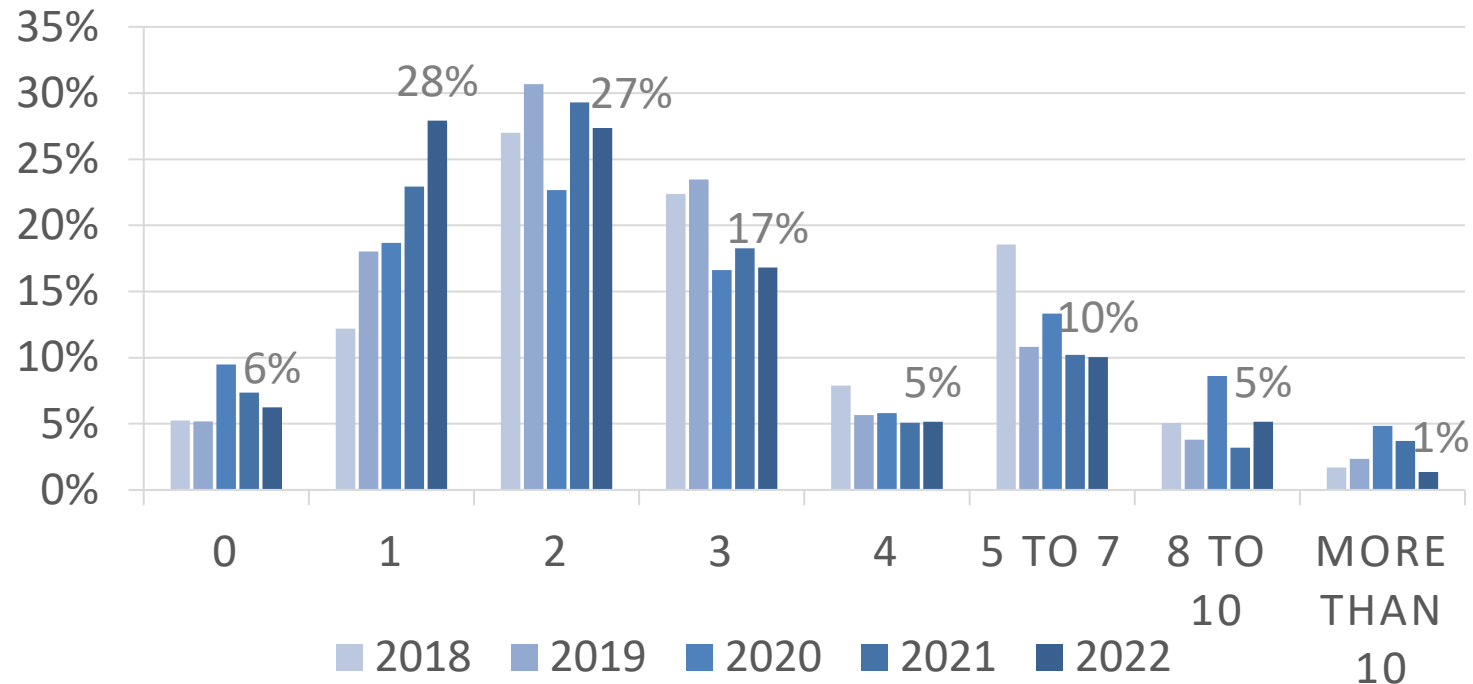


## 66% of Foreign Buyers Paid All Cash— Higher than 44% of Foreign Buyers Nationally



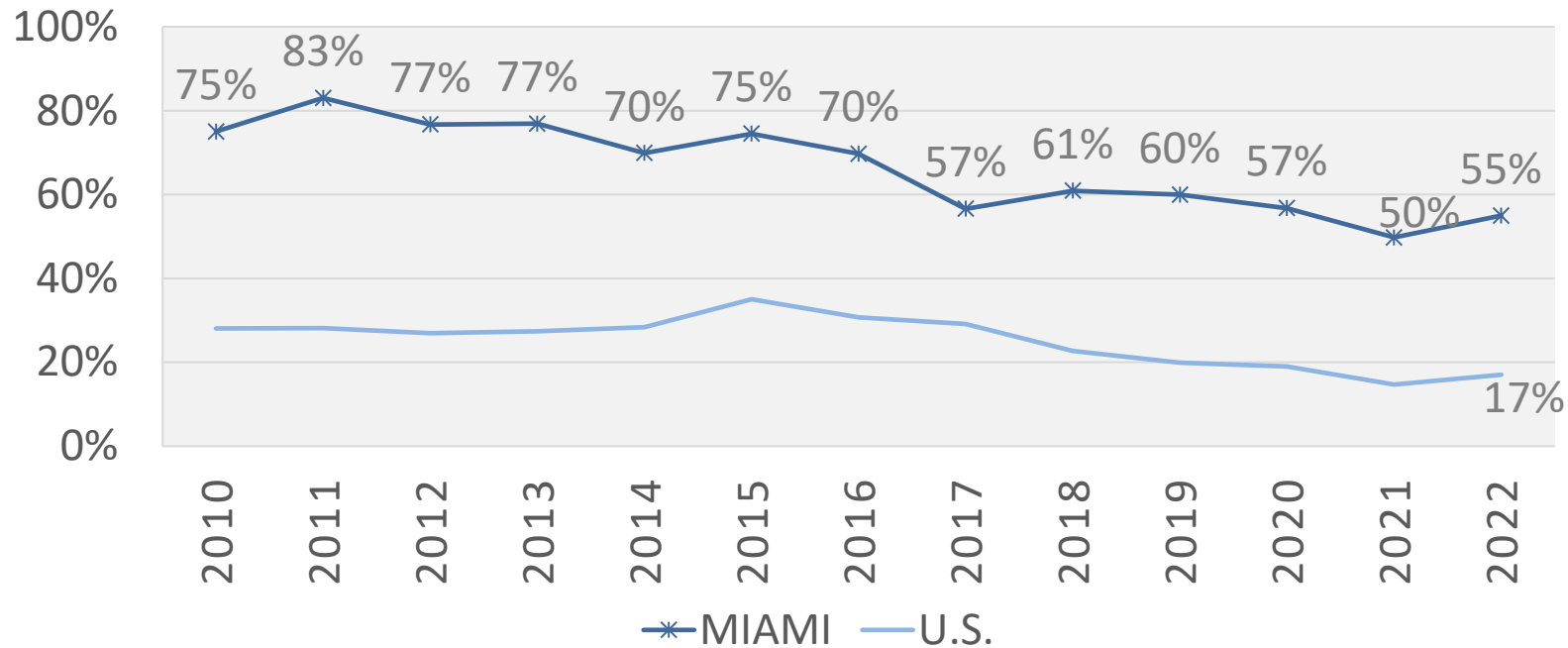
# 78% of Foreign Buyers Visited Florida Only 3 Times or Less Before Purchasing a Property

## NUMBER OF TIMES BUYER VISITED FLORIDA BEFORE MAKING A PURCHASE



# 55% of MIAMI REALTORS® Had an International Customer\*— Significantly Higher than National Share of 17%

## PERCENT OF REALTORS® WHO WORKED WITH AN INTERNATIONAL CUSTOMER IN THE PAST 12 MONTHS



\*Whether customer purchased property or not





# MIAMI BEACH TOP RANKINGS



**Miami & South  
Florida  
In the News**

***What are national and  
international media  
writing about us?***

# Broward TOP RANKINGS



**#2**  
Best Business Climate in the  
U.S. – Mid-Sized Metro -  
Fort Lauderdale

Source: Business Facilities 18th Annual Rankings Report



# Broward TOP RANKINGS



**#7**  
Most Super-Prime Residential  
Sales (\$10M+) in the World  
(Broward & Palm Beach)

Source: 2023 Knight Frank The Wealth Report



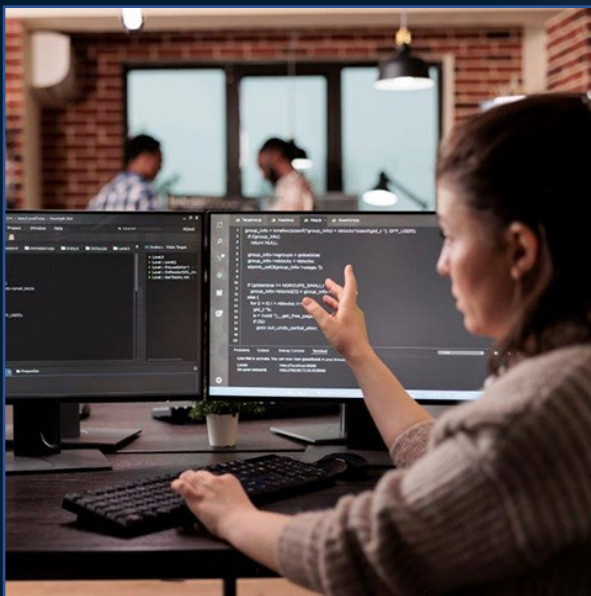
# Broward TOP RANKINGS



## #2 Best Boating Town in the U.S. (Fort Lauderdale)

Source: Fodor's Travel

# Broward TOP RANKINGS



**#5**  
Fastest-growing region in  
the U.S. for displaced tech  
and media workers

Source: LinkedIn, 2023



# Broward TOP RANKINGS



## #2

Most LGBTQ-Friendly U.S.  
City (Fort Lauderdale)

Source: LawnStarter, 2022



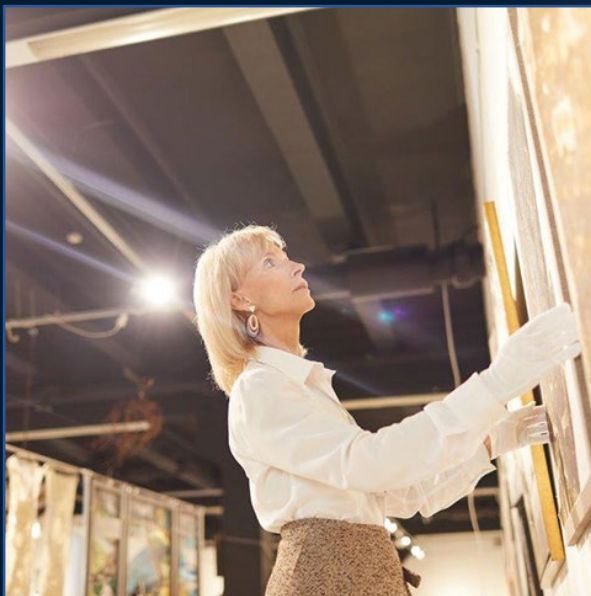
# Broward TOP RANKINGS



**#2**  
U.S. City with the Highest  
Share of Waterfront  
Homes - Fort Lauderdale

Source: LawnLove, 2022

# Broward TOP RANKINGS



#6

Best Art-Buying City in the  
U.S. – Fort Lauderdale

Source: Artfinder, 2022



# Broward TOP RANKINGS



## TOP 5 Best Boating Destination in the U.S. - Fort Lauderdale

Source: Snagaslip.com, 2022

# Broward TOP RANKINGS

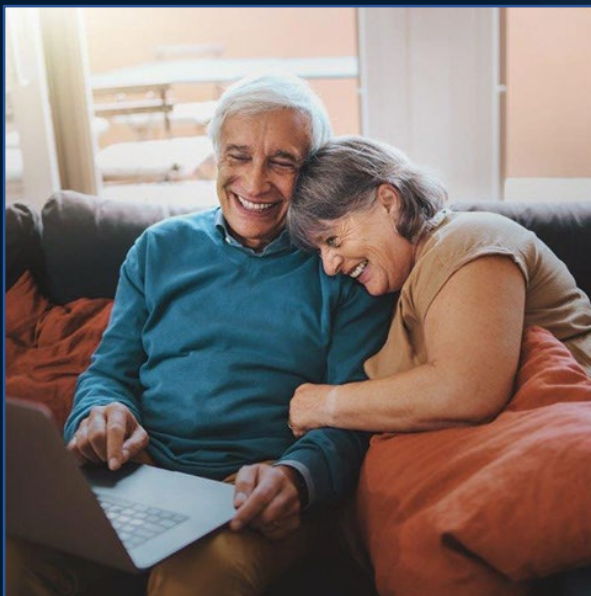


## #8 U.S. City with the Best Residential Views - Fort Lauderdale

Source: LawnLove, 2022



# Broward TOP RANKINGS



#7

Best U.S. City to Retire –  
Fort Lauderdale

Source: Niche, 2022

# Broward TOP RANKINGS



## #5 Most All-Cash Purchases in the U.S. - Fort Lauderdale

Source: Redfin, 2022



# Palm Beach TOP RANKINGS



## #10

America's Greatest Golf  
Course - Seminole Golf  
Club in Juno Beach

Source: Golf Digest, 2023

# Broward TOP RANKINGS



**#10**  
Hottest rental market in  
the South - Fort  
Lauderdale

Source: RentCafe, 2023



# Palm Beach TOP RANKINGS



**#2**  
Most All-Cash Purchases  
in the U.S. - West Palm  
Beach

Source: Redfin, 2022

# Palm Beach TOP RANKINGS



## #4 Best Southern Beach Town to Live in (Boca Raton)

Source: Stacker.com, 2022



# Palm Beach TOP RANKINGS



## #3

### Best Yachting Location in the World - Palm Beach

Source: Christie's International Real Estate, 2022



# Palm Beach TOP RANKINGS



## #3 U.S. City Where Millionaires are Buying Second Homes - West Palm Beach

Source: Henley and Partner's 2023 Wealth Report

# Palm Beach TOP RANKINGS



## #3

Population Growth  
Among Florida Counties  
(Behind Miami-Dade & Broward)

Source: Florida DMV, 2023



# MIAMI TOP RANKINGS



**#1**

Best Region in North  
America for Investment  
in 2021-22

Source: World Biz Magazine, 2021



# MIAMI TOP RANKINGS



**#1**

Best U.S. City  
for Foreign Investment

Source: Financial Times & Nikkei, 2022

# MIAMI TOP RANKINGS



#3

Best Place to  
Relocate in the World

Source: Money UK, 2022



# MIAMI TOP RANKINGS



**#1**

Foreign-born population  
in the U.S.

Source: BestCities.org, 2022



# MIAMI TOP RANKINGS



## #4 Best City to Start a Business

Source: Real Estate Witch, 2022

# MIAMI TOP RANKINGS



**#10**

Best Fintech ecosystem  
in North America

Source: Startup Genome's Global Startup  
Ecosystem Report, 2022



# MIAMI TOP RANKINGS



**#12**

Most Venture Capital  
Deals in the U.S.

Source: Pitchbook, 2022

# MIAMI TOP RANKINGS



**#4**

Most Influential Crypto  
City in the World

Source: Decrypt, 2021



# MIAMI TOP RANKINGS



**#1**  
Prime capital value  
growth in the world

Source: Savills Prime Residential Index: World Cities  
report, 2022

# MIAMI TOP RANKINGS



**#18**

Top premium office rents  
in the world

Source: Point2Homes, 2022



# MIAMI TOP RANKINGS



## #1 Top Talent Migration Destination in the U.S.

Source: LinkedIn job data, 2021

# MIAMI TOP RANKINGS



## #1

Top U.S. County  
Exchanging Out-of-State  
Driver's Licenses for  
Local Ones

Source: Florida Highway Safety & Motor Vehicles, 2021



# MIAMI TOP RANKINGS



**#1**

Busiest U.S. Gateway for  
International Passengers  
(MIA)

Source: Airports Council International, 2021

# MIAMI TOP RANKINGS



**#1**

Best City for Foodies  
in America

Source: Apartmentguide.com, 2020



# MIAMI TOP RANKINGS



**#1**

American City with the  
Prettiest People

Source: HGTV, 2021

# MIAMI TOP RANKINGS



#9

Best U.S. City  
to be a Dog

Source: Honest Paws, 2021



# MIAMI TOP RANKINGS

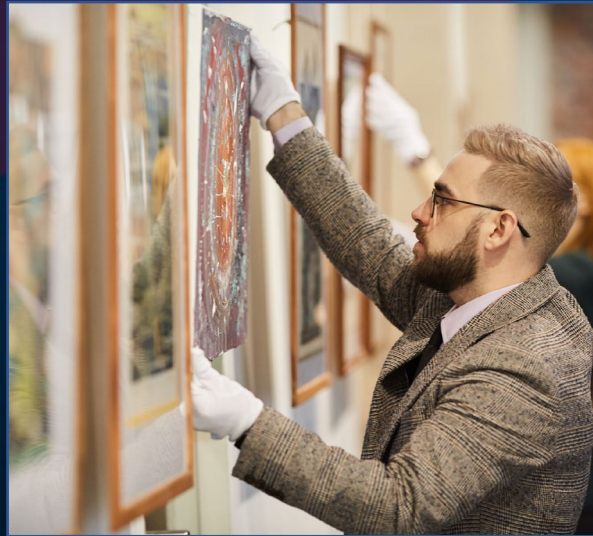


#2

Best city in the World  
for Art & Culture Lovers

Source: money.co.uk, 2021

# MIAMI BEACH TOP RANKINGS



**Top-12**  
The World's Best Art  
Festivals to Visit in Your  
Lifetime  
(*Art Basel Miami Beach*)

Source: Veranda, 2022



# MIAMI TOP RANKINGS



**#1**

Best 15-minute U.S. City  
(access to everything you  
need in 15-minute radius)

Source: moveBuddha.com, 2021

# MIAMI TOP RANKINGS



## #2

Largest luxury property price  
increase in the world

Source: The Knight Frank Prime Global Cities  
Index Q2 2022



# MIAMI TOP RANKINGS



**#8**

Most popular and  
photogenic skyline in the  
world

Source: inkifi, 2022

# MIAMI TOP RANKINGS



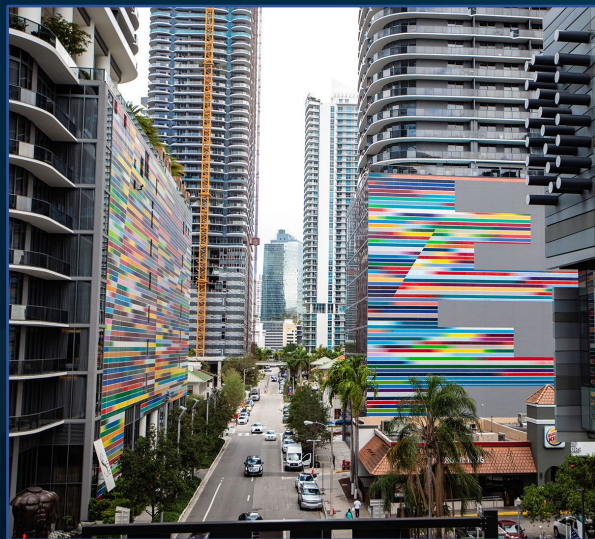
**#1**

Healthiest & Happiest  
City in the U.S.

Source: Mindbody Wellness Index, 2022



# MIAMI TOP RANKINGS



**#1**  
“U.S.’s Capital of Cool”

Source: World’s Greatest Places of 2022,  
Time Magazine, 2022



# The Miami Realtors Difference

*There is no other Realtor® Association like  
us ... anywhere in the world!*