

**Take Control Of The
South Florida & Miami Story,
And Do A Little Future Prediction**

**We Are In a Period of Rapid Change
& Divergence.**

**Increasingly Disparate Realities Are Going
To Coexist in Our Country.**

Objectives Of This Presentation and How We Take Control Of The Story

- 1. Understand why this is still early days of the national shift in focus**
- 2. Present market updates that dispel main stream misinformation & that quantify South Florida's emergence as an epicenter of wealth & talent**
- 3. Communicate macro data that substantiates the #LongMiami path**

You Know Our Feeder Jurisdictions Are Getting Jealous When

We Get Wall Street Journal Headlines Like This:

[“Miami Sees Its First Population Drop in Decades”](#)

I dug deep into the Brookings Institute report and the main points are as follows:

-> Of the 38 counties tracked (with populations over 500K), all but 4 had negative population growth during peak Covid 2020 - 2021. Miami was hardly unique.

-> Post Covid, 11 counties went back to positive population growth. Miami Dade was one of them, LA county was not.

-> On a city level, Miami followed the same pattern and went back to positive growth in 2021-2022. NYC did not.

The average salary of a New York filer moving to Miami Dade in 2020 was \$671K. The total was 8,841 filers.

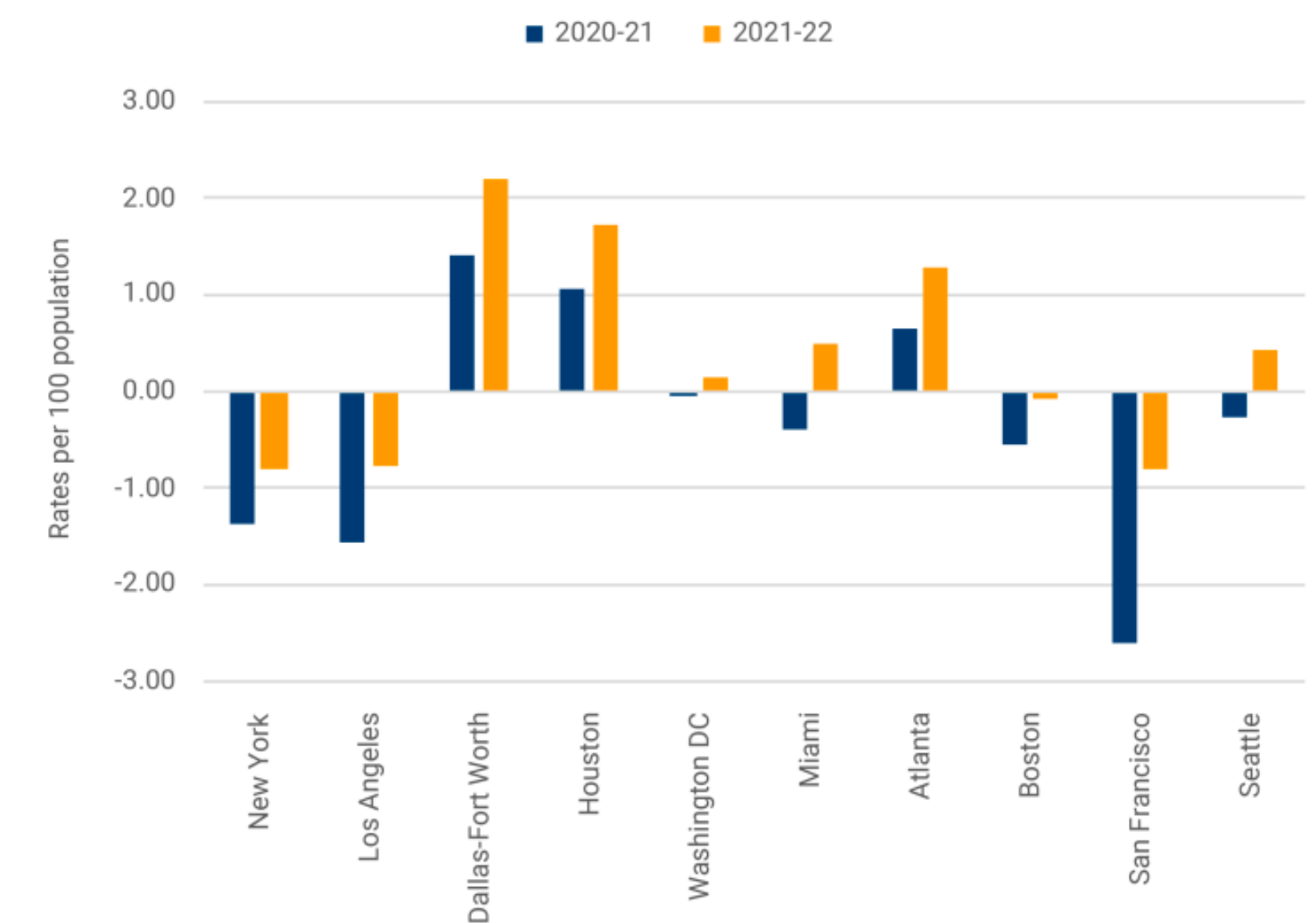
Average salary of the 3,644 filers from Manhattan moving to Miami Dade in 2020: \$1.2M.

This is money walking.

FIGURE 7

Annual growth rates 2020-2021 and 2021-2022

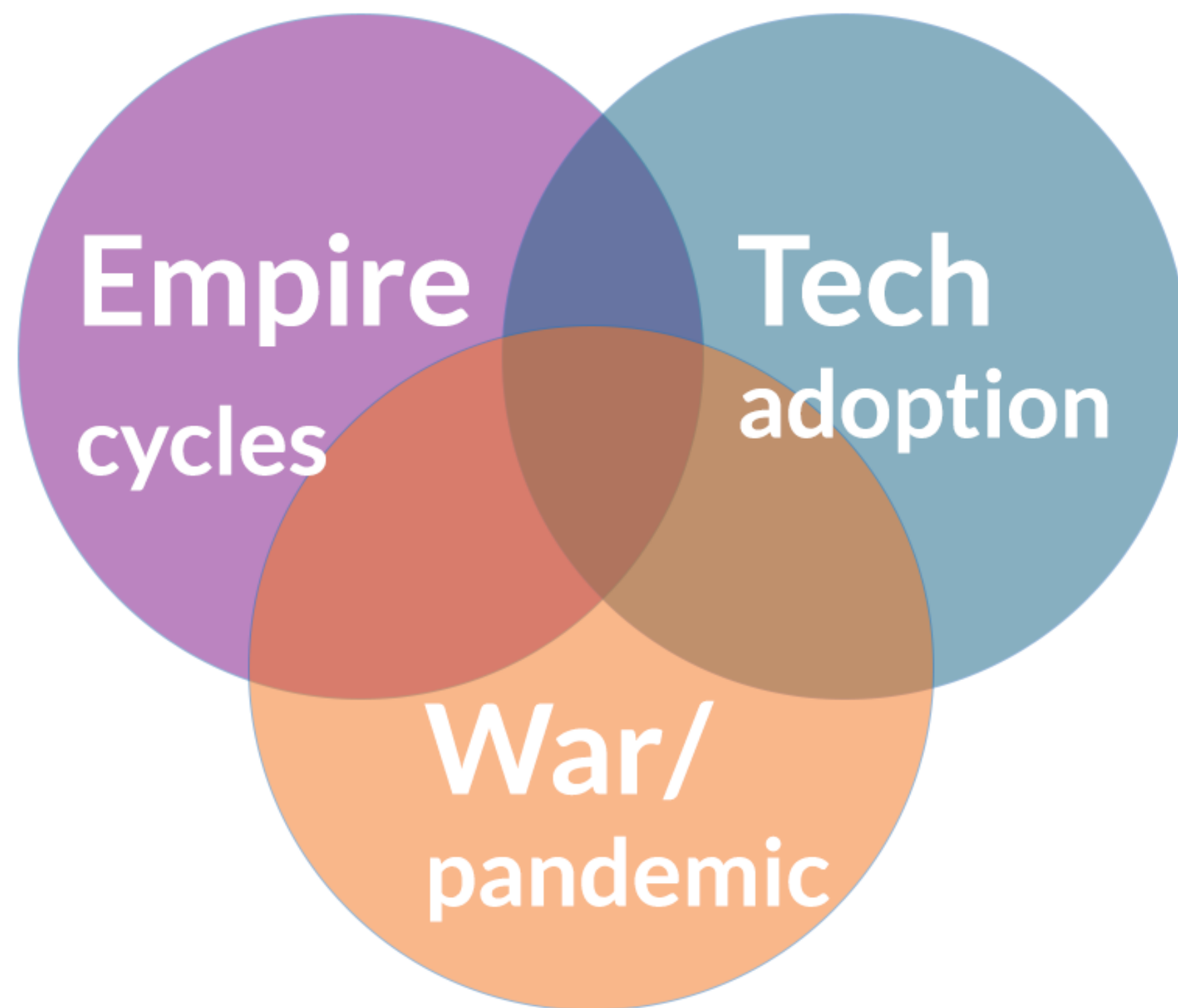
Selected major metropolitan areas



Source: William H. Frey analysis of US Census Bureau population estimates released March 30, 2023

1. Understand why this is still early days of the shift

Why does change accelerate at certain time?



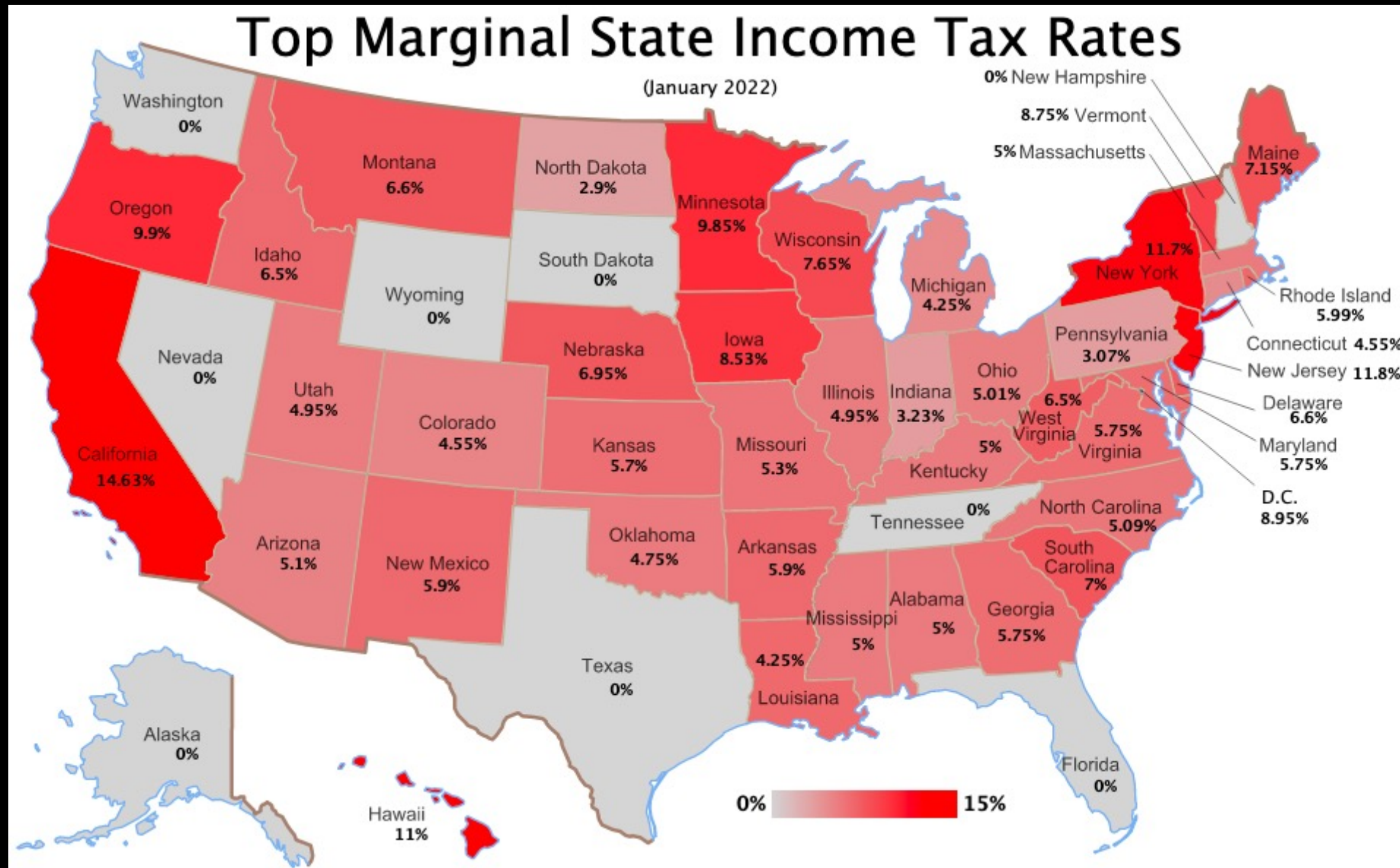
We have the confluence of:

1. Monetary & fiscal policy at extremes + societal polarization
2. Life / work reshaping around a new technology
3. A pandemic that created a full-stop event, allowing for the formation of new habits

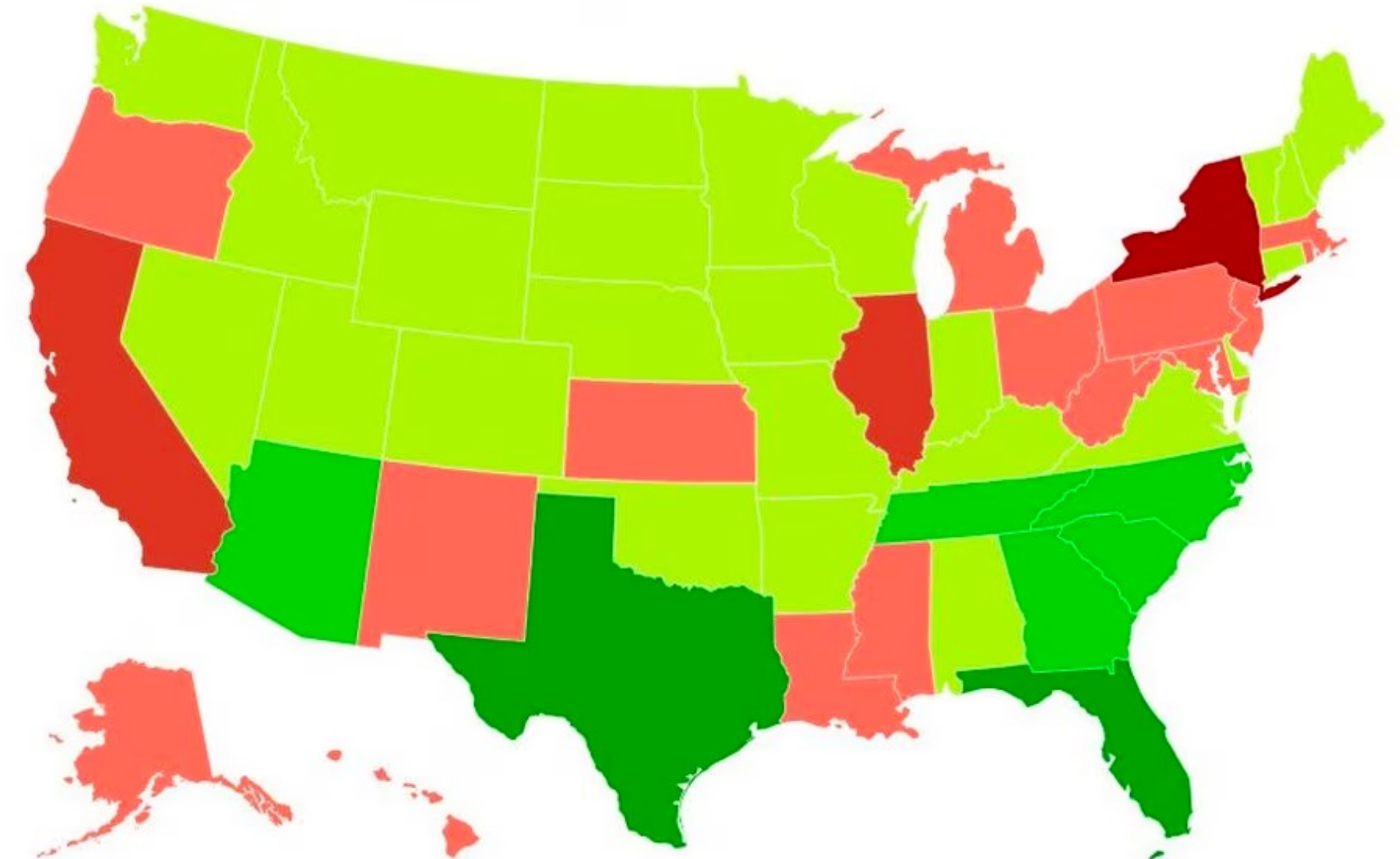
Let's Define The Wealth & Talent Migration

THE PATTERN IS CLEAR

High tax, liberal states are losing population and tax base.



2022: Gain/loss in population



*These are estimates from the U.S. Census Bureau, as the full Census happens only once every decade.

**U.S. rank includes Washington D.C.

Map: Taylor DesOrmeau • Source: [U.S. Census Bureau](#) • Created with [Datawrapper](#)

HIGH NET WORTH YOUNG PEOPLE

Where the Young and Rich Are Moving

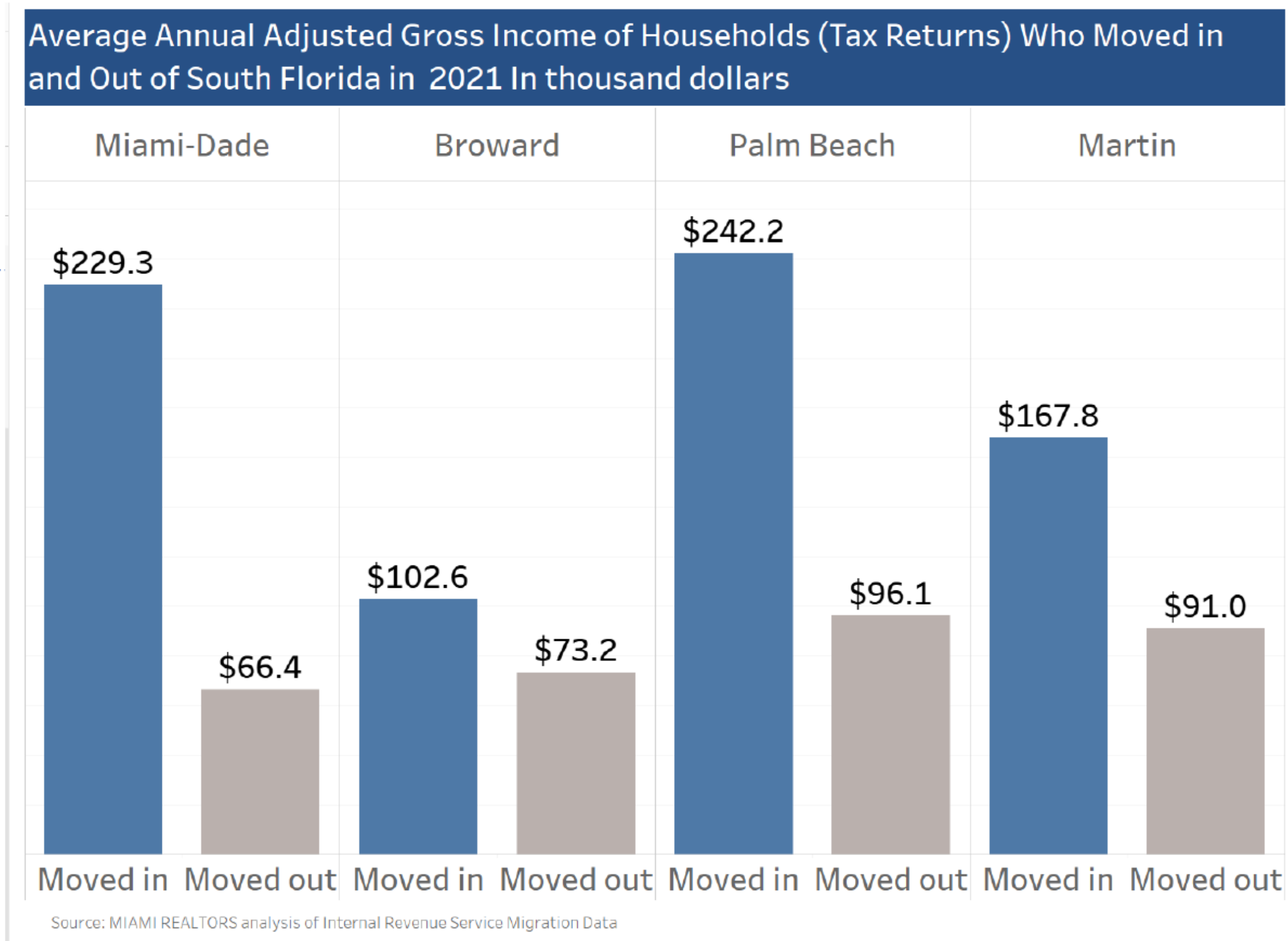
States are ranked based on the net inflow of tax returns for people aged 26 to 35 making \$200,000 or more in adjusted gross income.

Rank	State	Inflow	Outflow	Net Migration
1	Florida	3,391	1,216	2,175
2	Texas	4,048	2,139	1,909
3	New Jersey	3,311	2,263	1,048
4	Colorado	1,681	927	754
5	North Carolina	1,476	755	721
6	Connecticut	1,404	744	660
7	Washington	2,660	2,196	464
8	Tennessee	868	427	441
9	Arizona	832	511	321
10	South Carolina	601	283	318
11	Georgia	1,087	815	272
12	Utah	495	277	218

- * Florida and Texas gain the most young high earners, while New York and California lose the most.
- * Florida gained a total of 2,175 high earners aged 26 to 35 after accounting for both inflows and outflows, while Texas gained a net 1,909.
- * Despite the losses, New York (-5,062) and California (-4,495) still have the highest count of young high earners of any state by a wide margin.

source: IRS Data for 2021

Higher income* households are moving in, lower income moving out



Net AGI* in 2021

Miami-Dade: \$6.4 B

Broward: \$1.3 Bn

Palm Beach: \$7 Bn

Martin County: \$0.7 B

Source: IRS, 2021 Migration Statistics; IRS reports adjusted gross income (AGI)

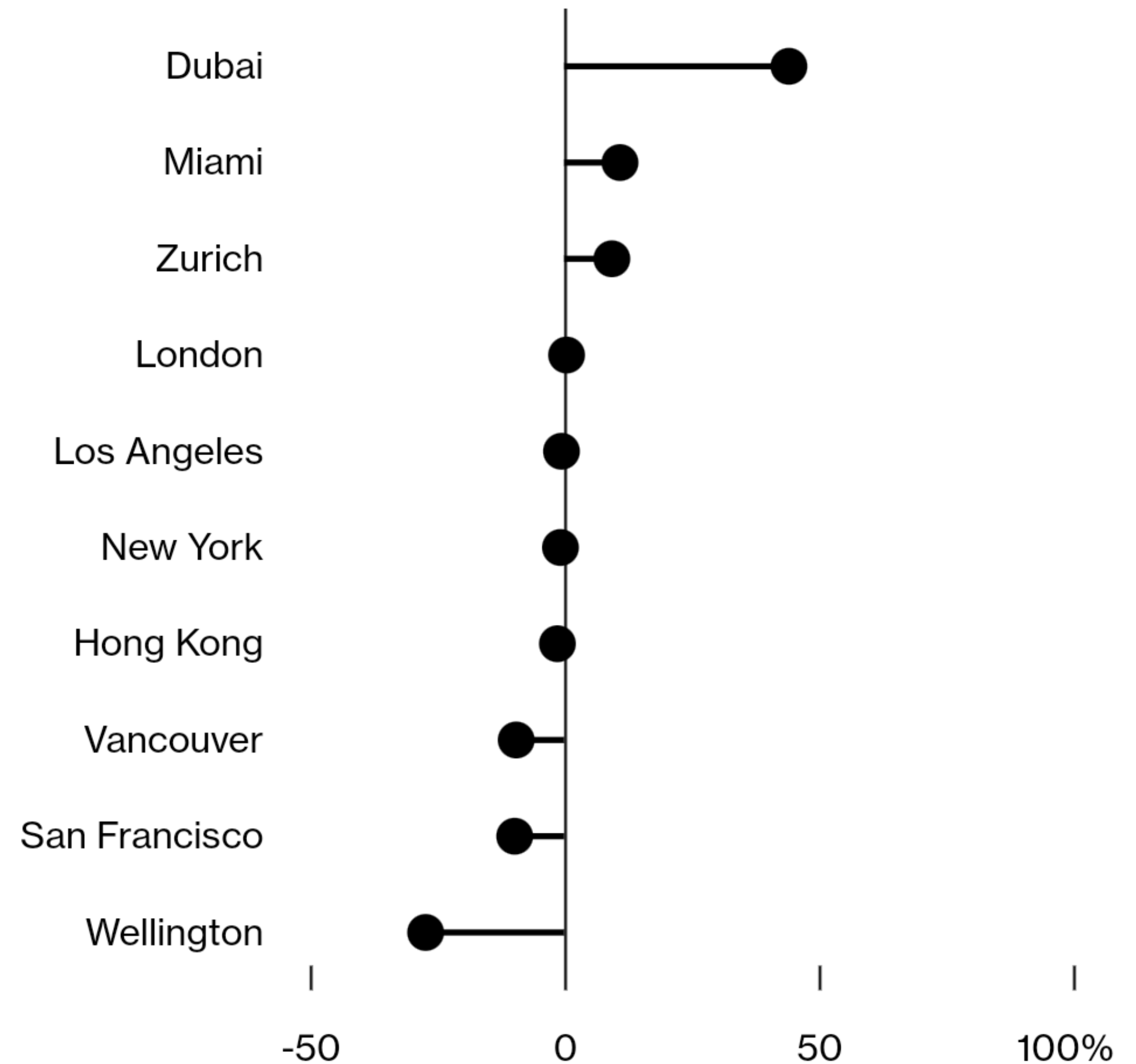
[In-Migration Boosted South Florida Household Income by \\$16 Billion in 2021 - MIAMI REALTORS®](#)



2. Present market updates that dispel main stream misinformation & Quantify South Florida's emergence as an epicenter of wealth & talent

Dubai, Miami Are Fastest Rising Markets

Change in prime real estate prices between Jan-Mar 22 and Jan-Mar 23

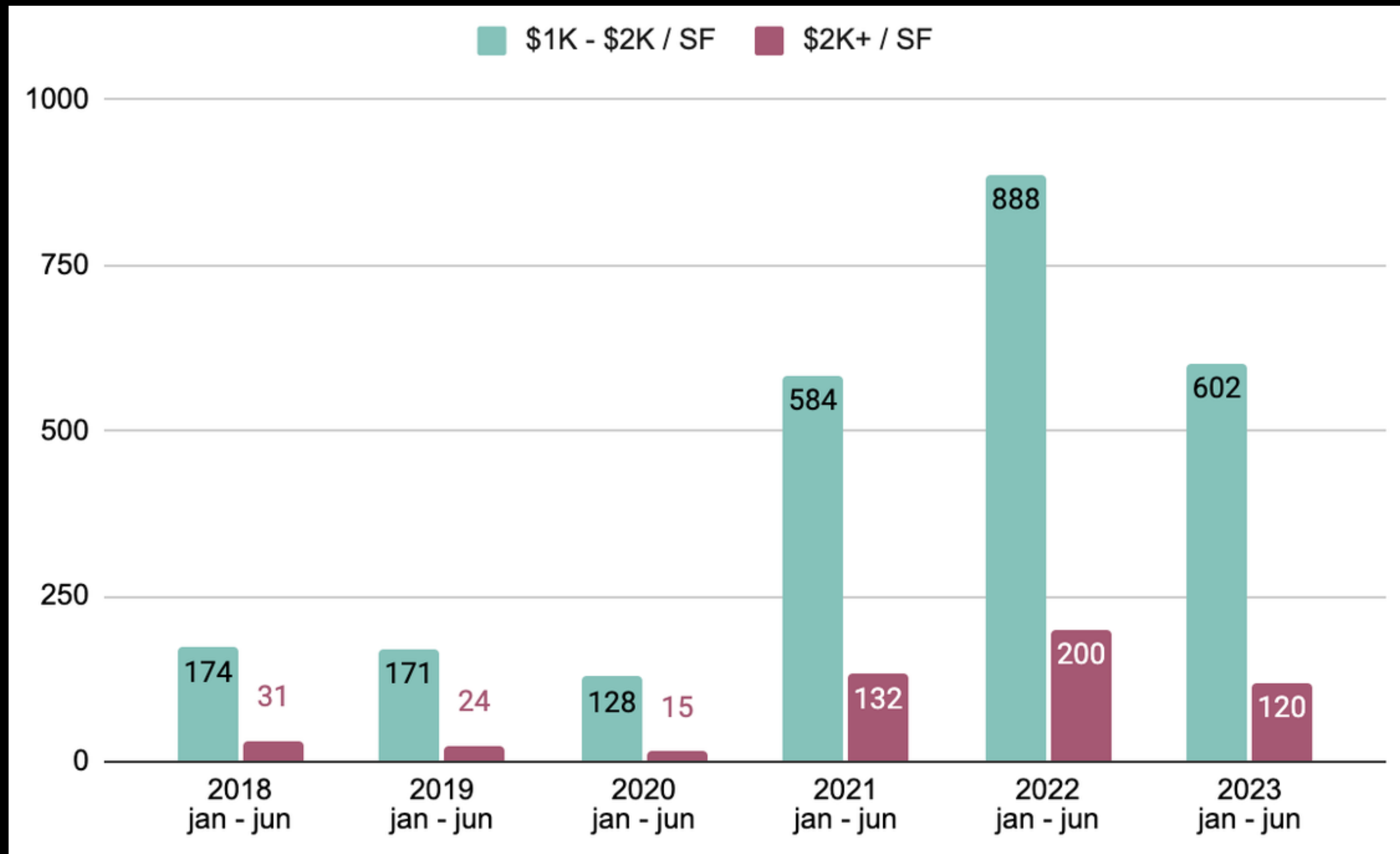


Source: Knight Frank

Tri County Condo Sales, Jan - Jun

\$1K - \$1.9K / SF + 149% versus pre Covid 2019

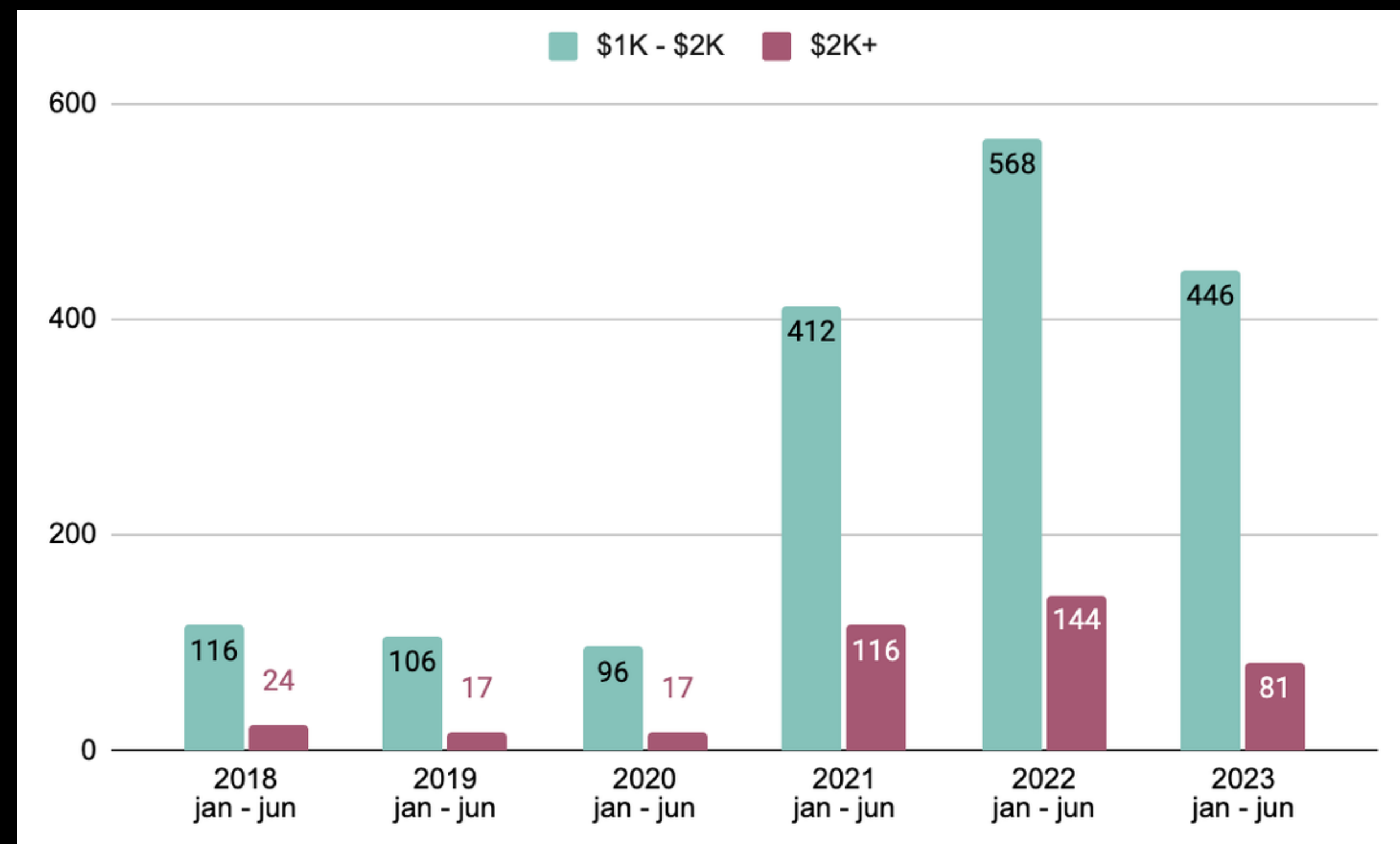
\$2K+ / SF + 400% versus pre Covid 2019



Tri County SFH Sales, Jan - Jun

\$1K - \$1.9K / SF + 321% versus pre Covid 2019

\$2K+ / SF + 376% versus pre Covid 2019

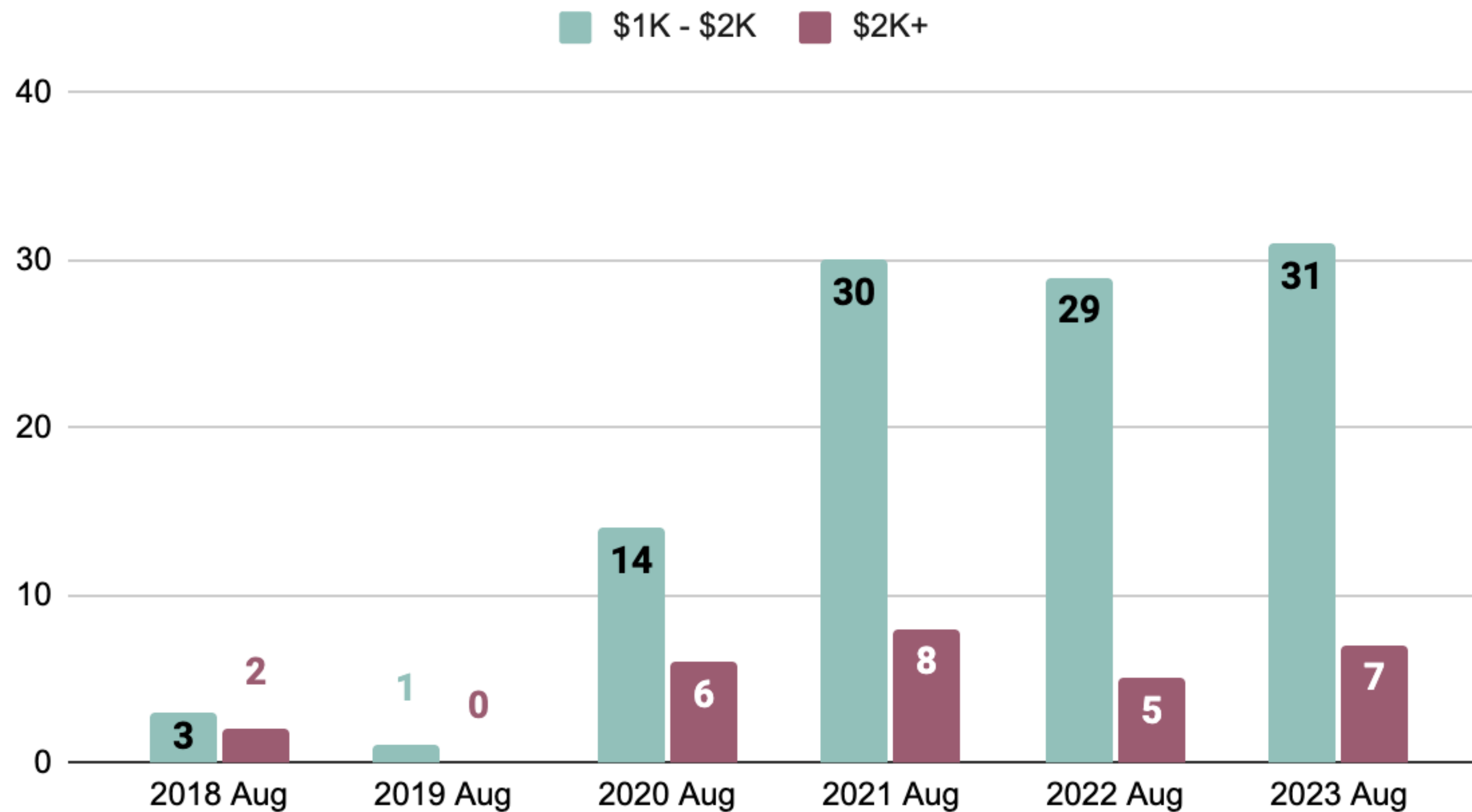


Miami Dade SFH Sales, August

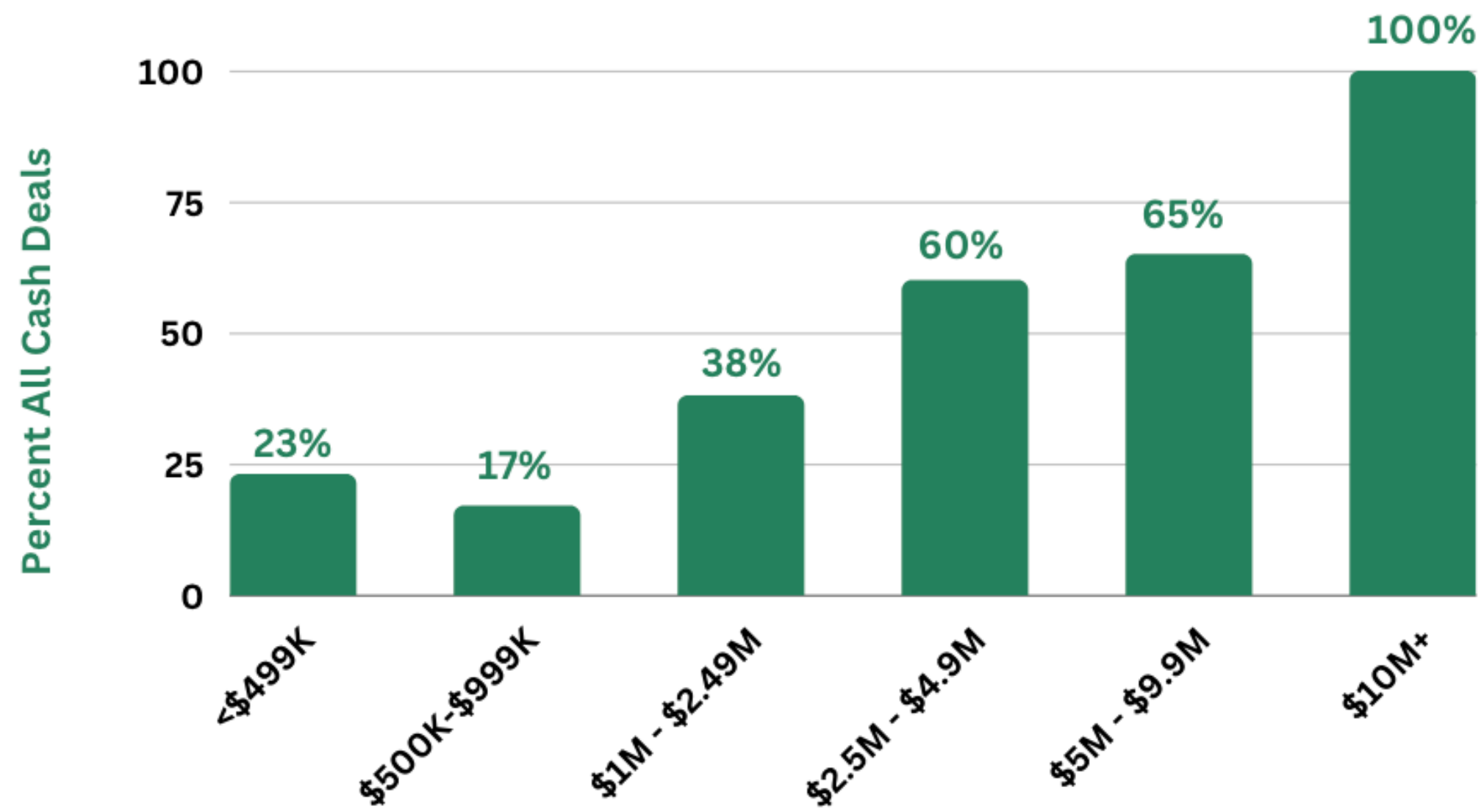
\$1K - \$1.9K / SF + 3000% versus pre Covid 2019

\$2K+ / SF **NEW** versus pre Covid 2019

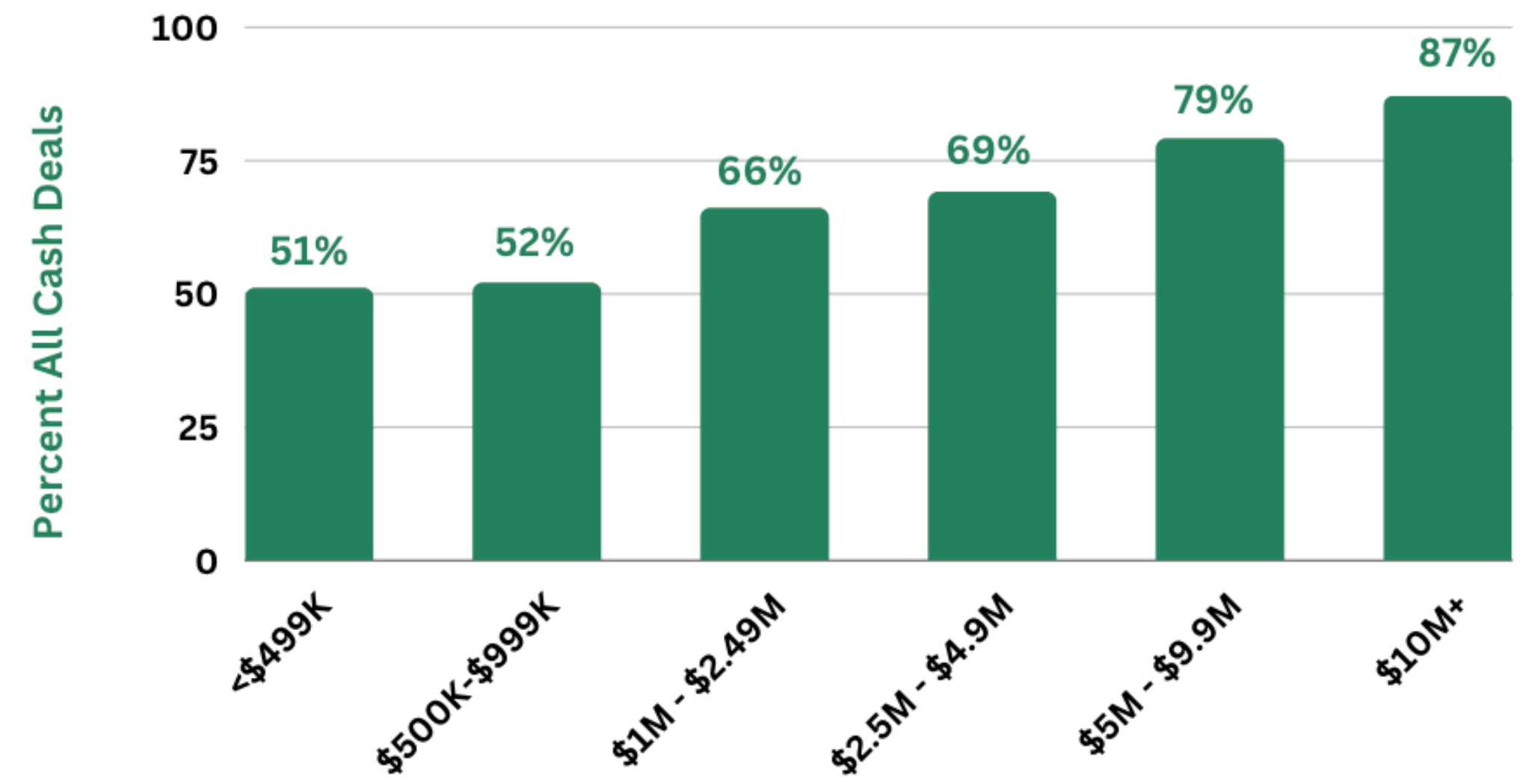
Miami Dade SFH Sales, by price per square foot



Miami Dade SFH Q2 2023

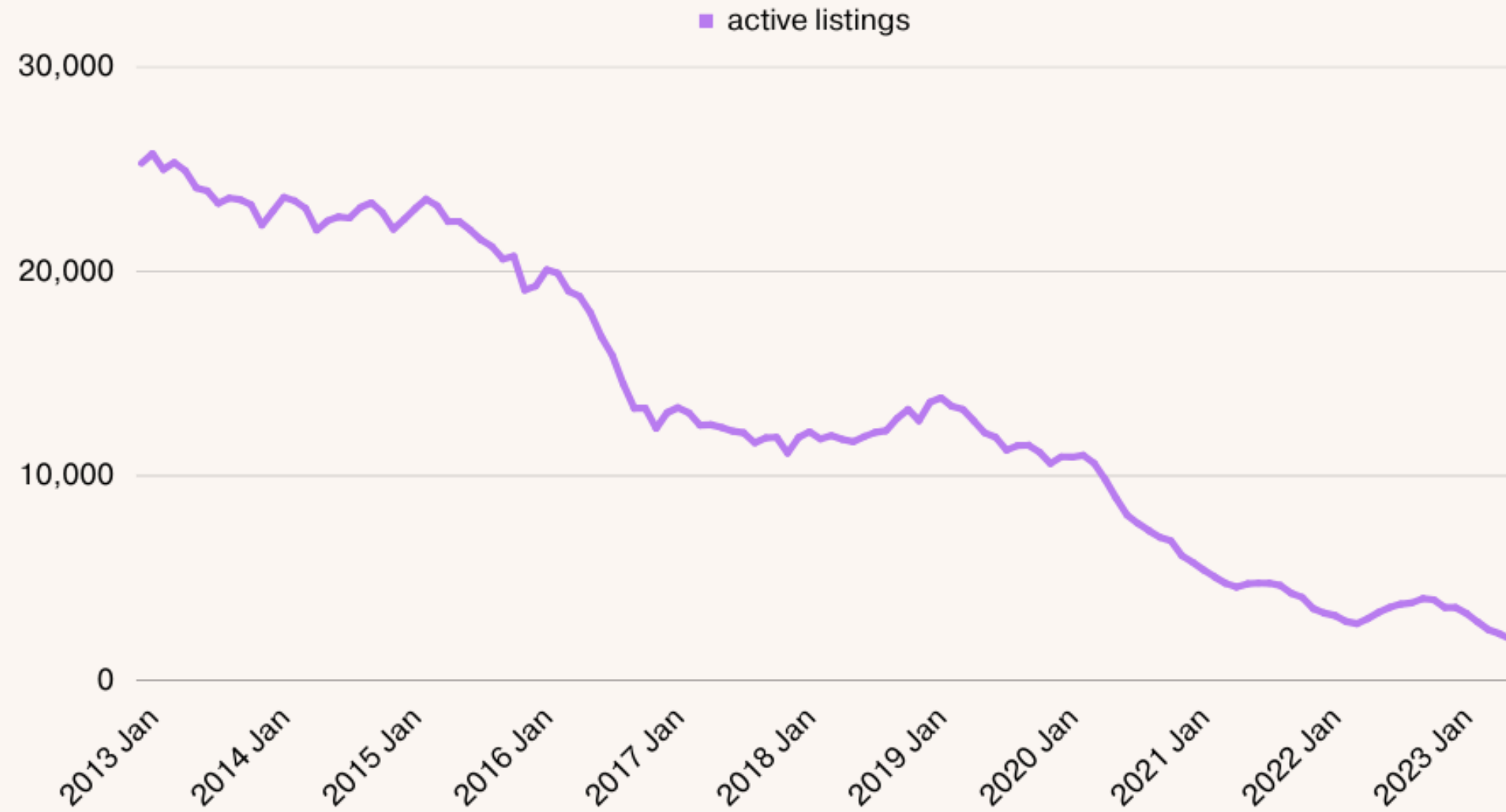


Miami Dade Condos Q2 2023



Tri County SFH <\$500K Inventory

through Aug 2023

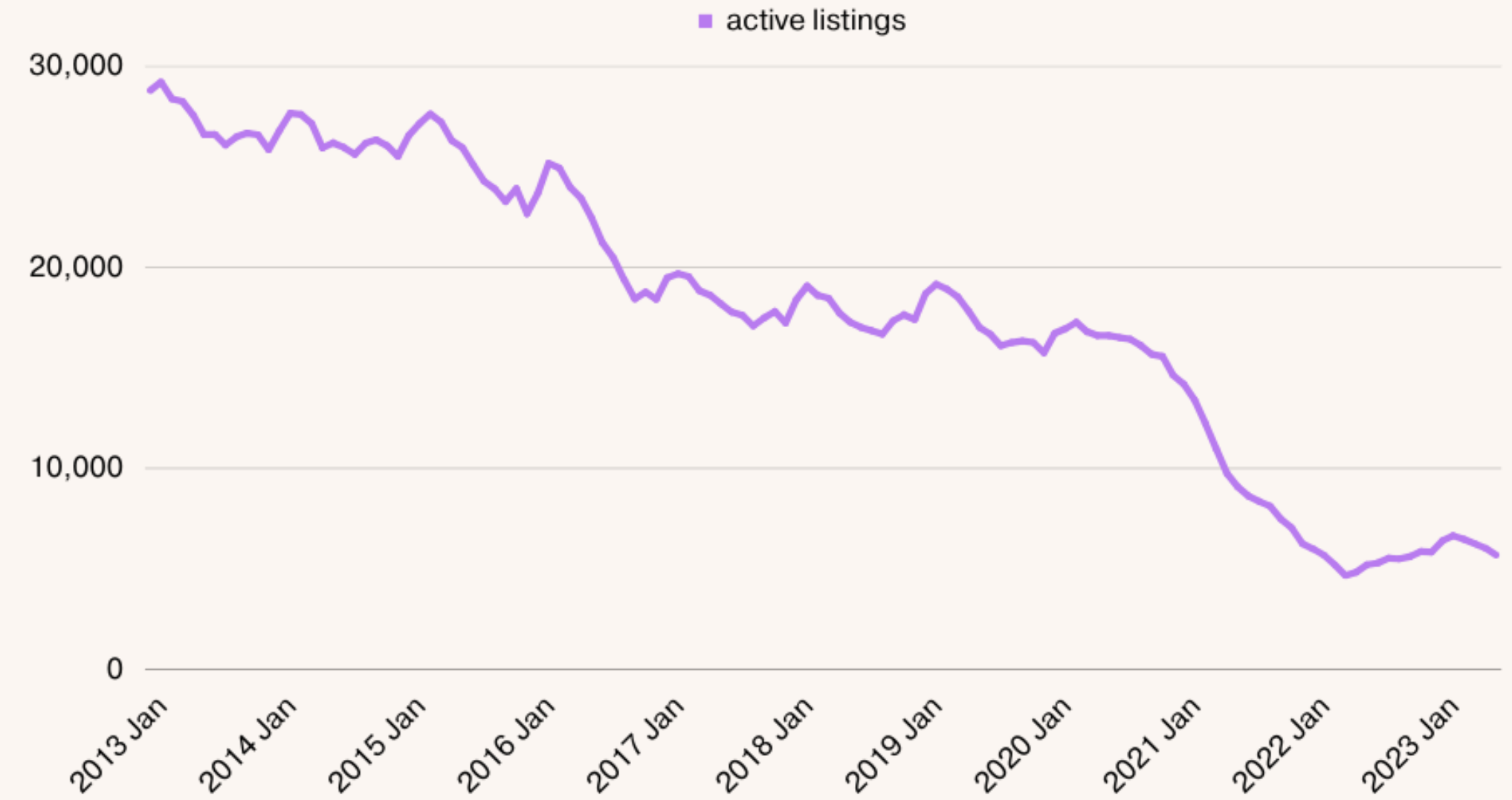


● **-46%** change YOY
● **-82%** change vs 2019

Total Aug 2023: 2,009
Total Aug 2022: 3,741
Total Aug 2019: 11,251

Tri County CONDOS <\$300K Inventory

through Aug 2023



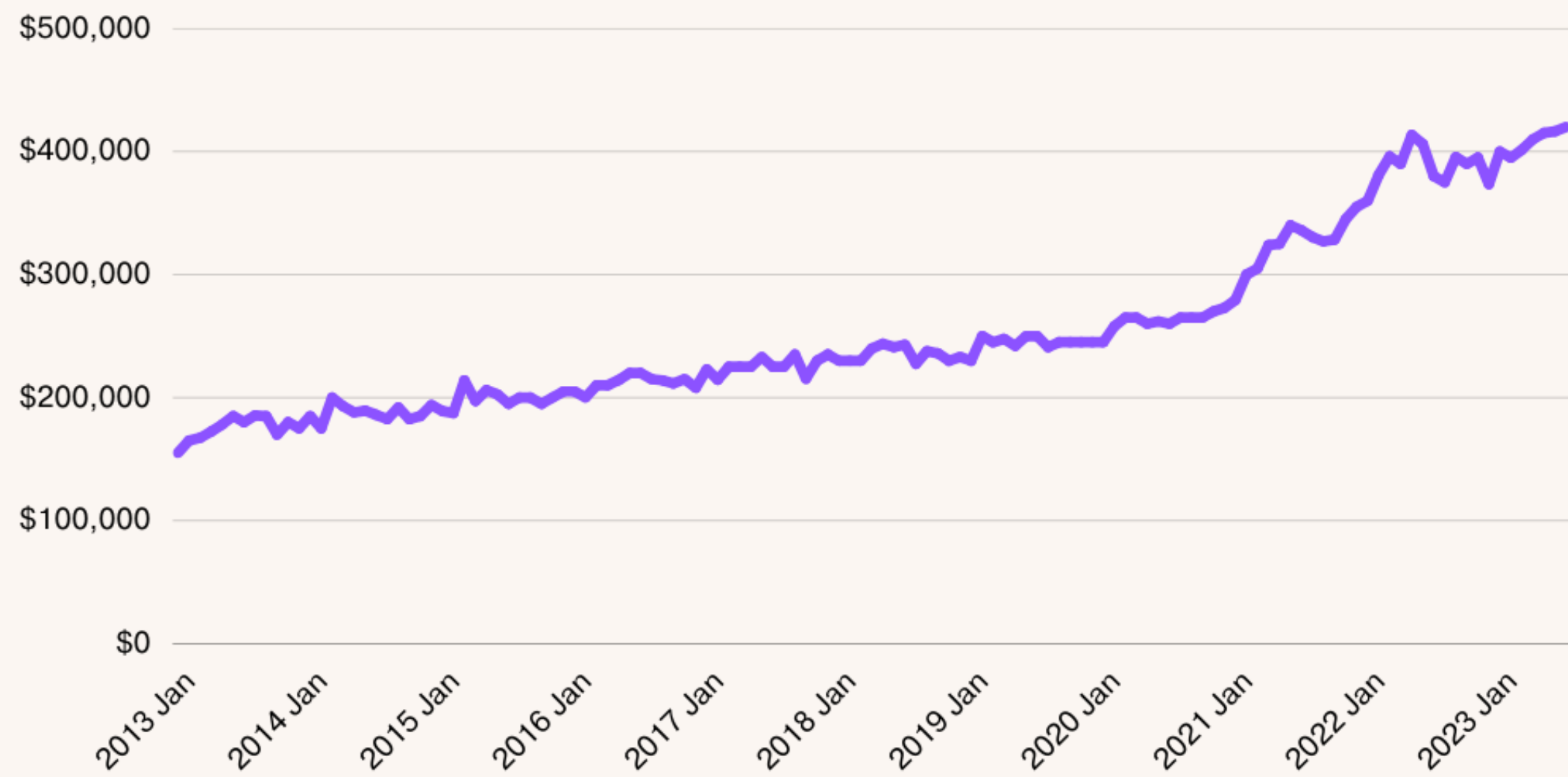
● **+5%** change YOY
● **-64%** change vs 2019

Total June 2023: 5,814
Total June 2022: 5,543
Total June 2019: 16,085

**Median Pricing Keeps Climbing
And
Inventory Dropped More Than
Transaction Volume**

MEDIAN CONDO & SFH PRICES HAVE RISEN DRAMATICALLY SINCE PRE COVID WHILE INTEREST RATES ALSO WENT UP

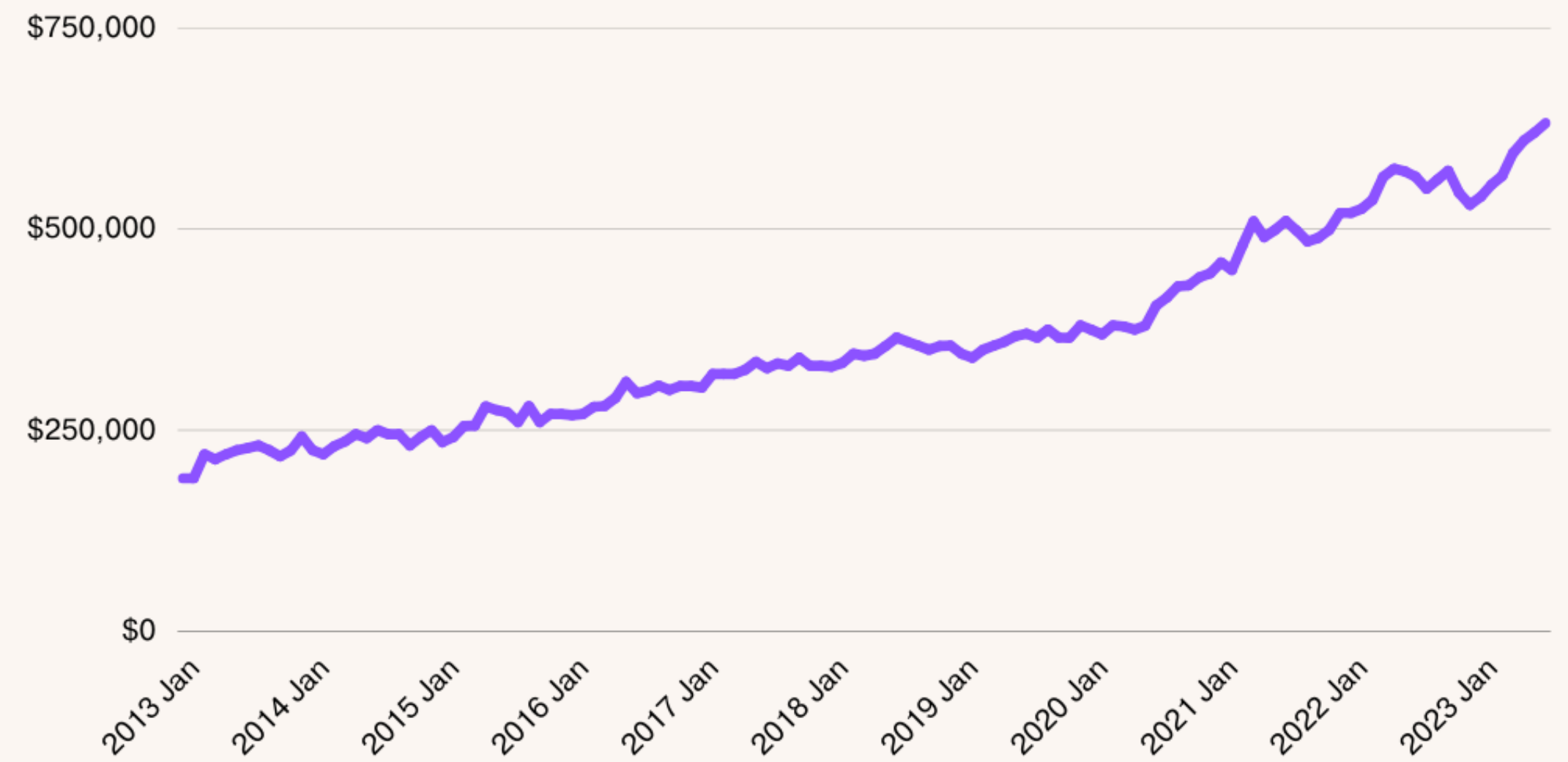
Miami Dade Condos Median Price through Aug 31, 2023



- **+11%** change YOY
- **+73%** change vs 2019

July 2023: \$417,990
July 2022: \$375,000
July 2019: \$241,000

Miami Dade SFH Median Price through Aug 31, 2023

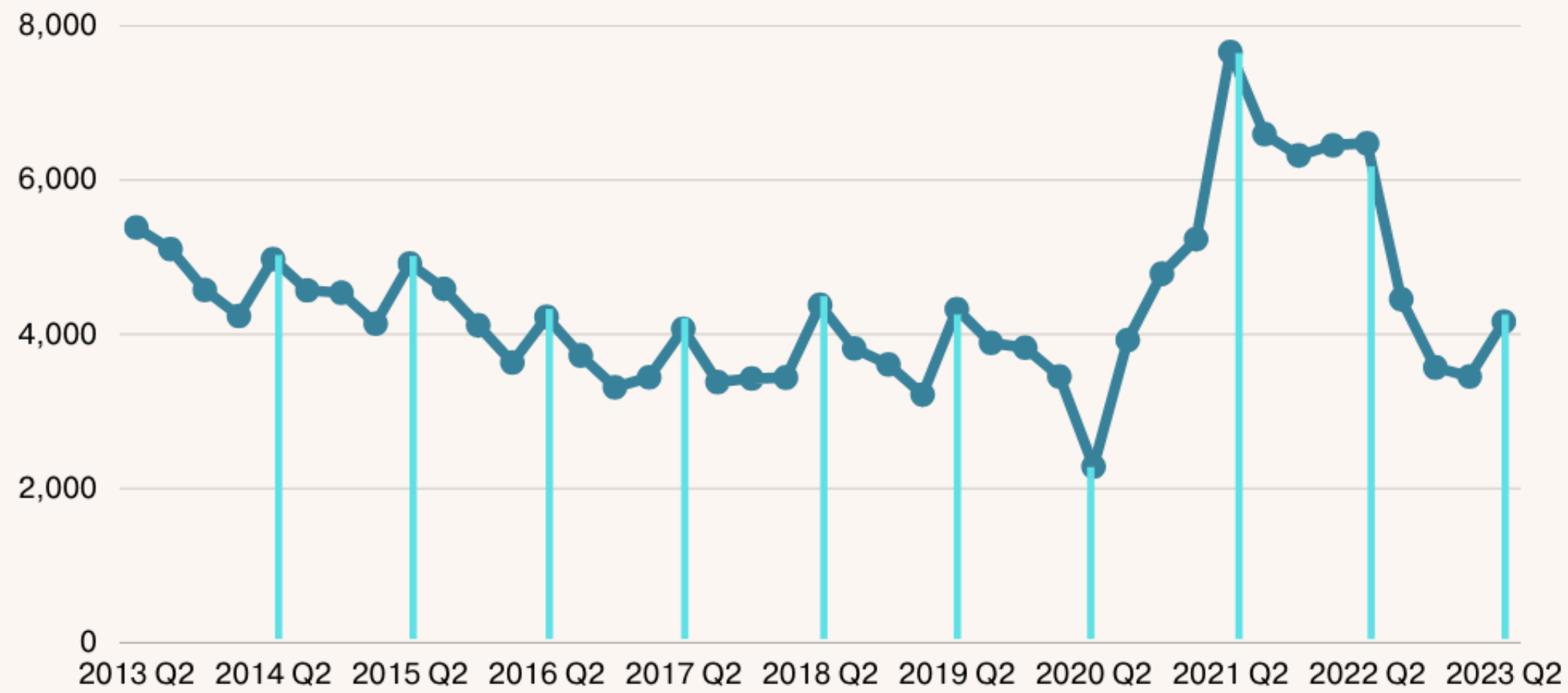


- **+13%** change YOY
- **+70%** change vs 2019

Aug 2023: \$620,393
Aug 2022: \$550,000
Aug 2019: \$365,000

Transaction Volume Dropped Less Than Inventory Vs. Pre Covid 2019

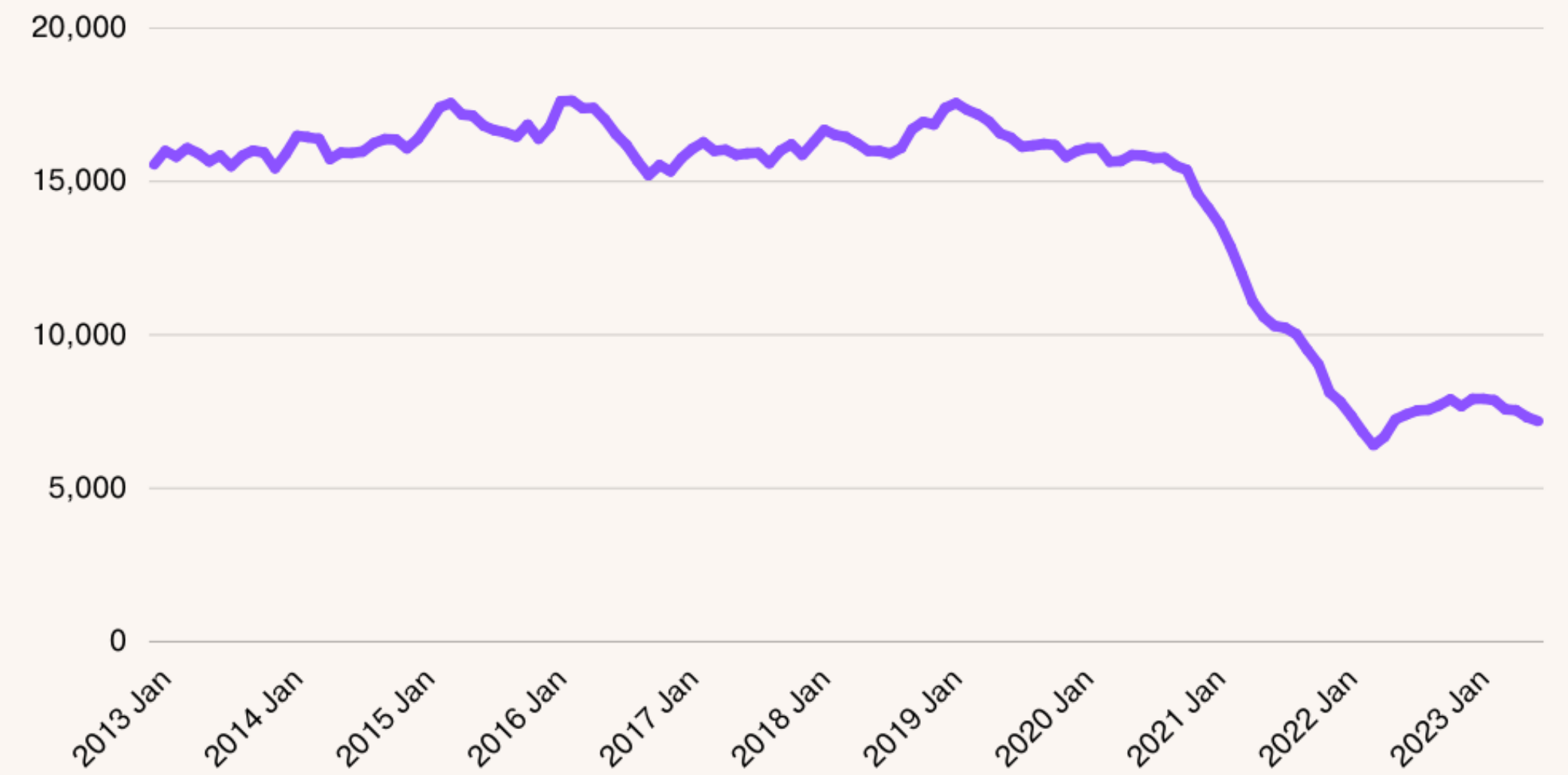
Miami Dade Condos quarterly sales volume through Q2 2023



● **-36%** vs Q2 2022
 ● **-4%** vs Q2 2019

Total Q2 2023: 4,165
Total Q2 2022: 6,480
Total Q2 2019: 4,328

Miami Dade Condos Active Listings through July 31, 2023

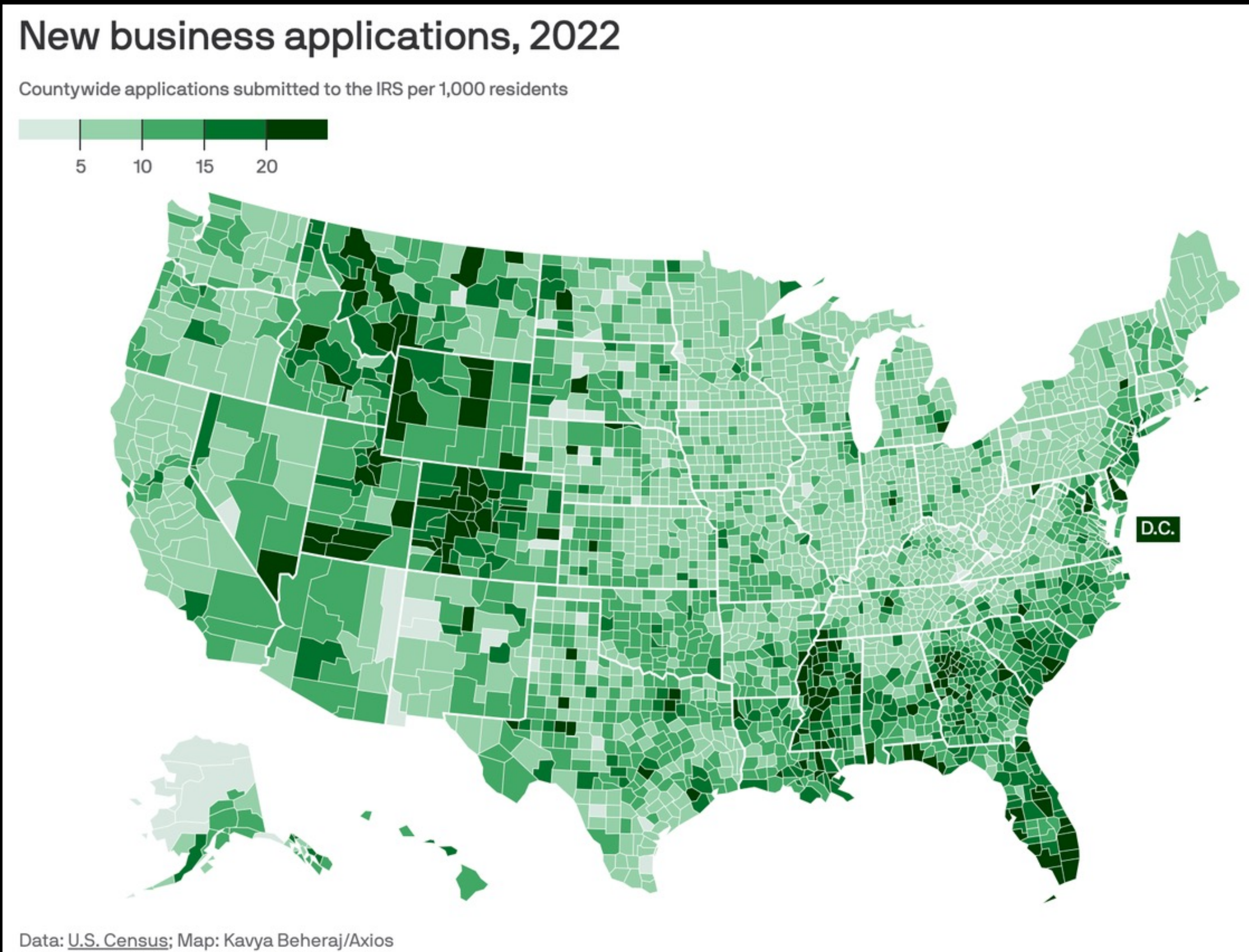


● **-3%** change YOY
 ● **-56%** change vs 2019

Total June 2023: 7,189
Total June 2022: 7,403
Total June 2019: 16,432

3. #LongMiami & South Florida

Miami & South East Leading Nation in New Business Applications



* Miami leads the nation in new business applications per 1,000 residents

* In 2022, Miami had 40.9 new business applications per 1,000 residents

* Second place in 2022 went to Atlanta, with 31.3 applications per 1,000 residents, and third place went to Orlando with 28.7

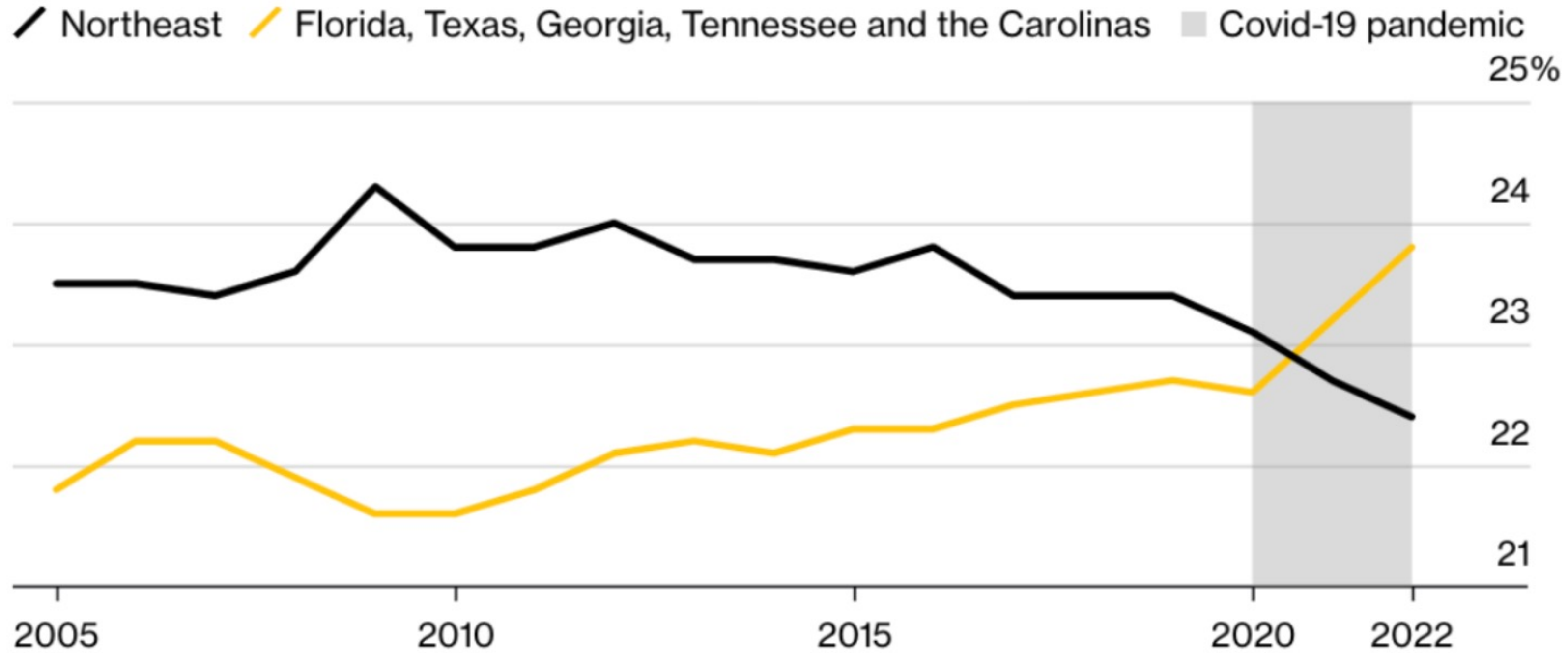
* Nationwide, 5 Million new business applications were filed in 2022, coming out to 15.1 per every resident

Data compiled by [Axios.com](#), using Census and IRS data

Shift in Economic Center of Gravity & How This Benefits Florida

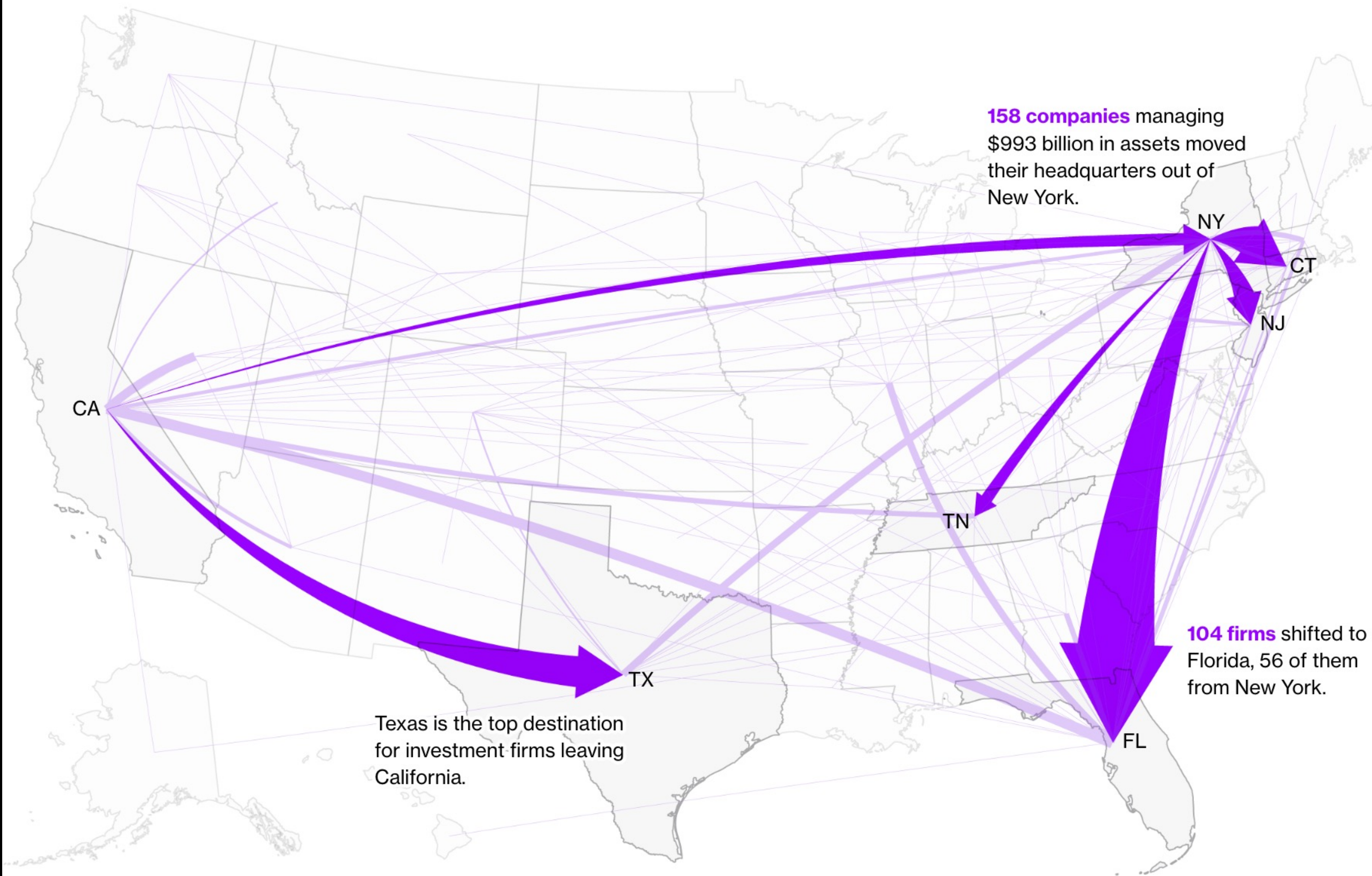
US South Economic Power on the Rise

Six fast-growing Southern states saw their aggregated share of national GDP soar above New York and the rest of the Northeast during the pandemic



Investment Firms Are Moving to the Sun Belt

Headquarters relocations from Q1 2020 through Q1 2023



AUM MIGRATION

- * From Q1 2020 through Q1 2023
- * Both CA and NY lost close to \$1 Trillion in assets, according to corporate filings.
- * And how remarkable is this:
"Connecticut, the hedge fund hub that's long appealed to firms wanting to stay close to New York without being in the city, has now fallen behind Florida in assets under management."
- * The ramifications are staggering, both the negative and the positive.

CONCLUSION & FUTURE PREDICTION: FOLLOW THE MONEY TO MIAMI

We are in the early stages of a major shift.

Positive momentum is building in South Florida, while negative momentum is building in our feeder jurisdictions.

The wealth & talent migration has just begun as work / life continues to reshape around the internet & post Covid realities.

It behooves one to align with the wealth & talent that will continue to flow to Miami.