

2023

PROFILE of

International Homebuyer Transactions

of Miami Association of REALTORS' Members

November 2023



International Homebuyer Transactions of MIAMI Members During August 2022-July 2023

MIAMI Foreign Buyer Stats

\$5.1 Billion

Dollar sales volume

18%

Foreign buyer share to MIAMI dollar sales volume

67%

Fraction of foreign buyers who resided abroad

\$482,700

Foreign buyer median purchase price

66%

Share of all-cash purchases

Top Destinations



Miami-Dade : \$3.67 Billion

Broward : \$1.07 Billion

Palm Beach: \$270 Million

Other Florida counties: 60 Million

Top MIAMI Foreign Buyers



5. Canada
6%

1. Colombia
15%



4. Venezuela
6%

3. Brazil
7%

2. Argentina
14%

Top Characteristics



71%

Foreign buyers who purchased a property for vacation, rental, or both



56%

Foreign buyers who purchased a condominium



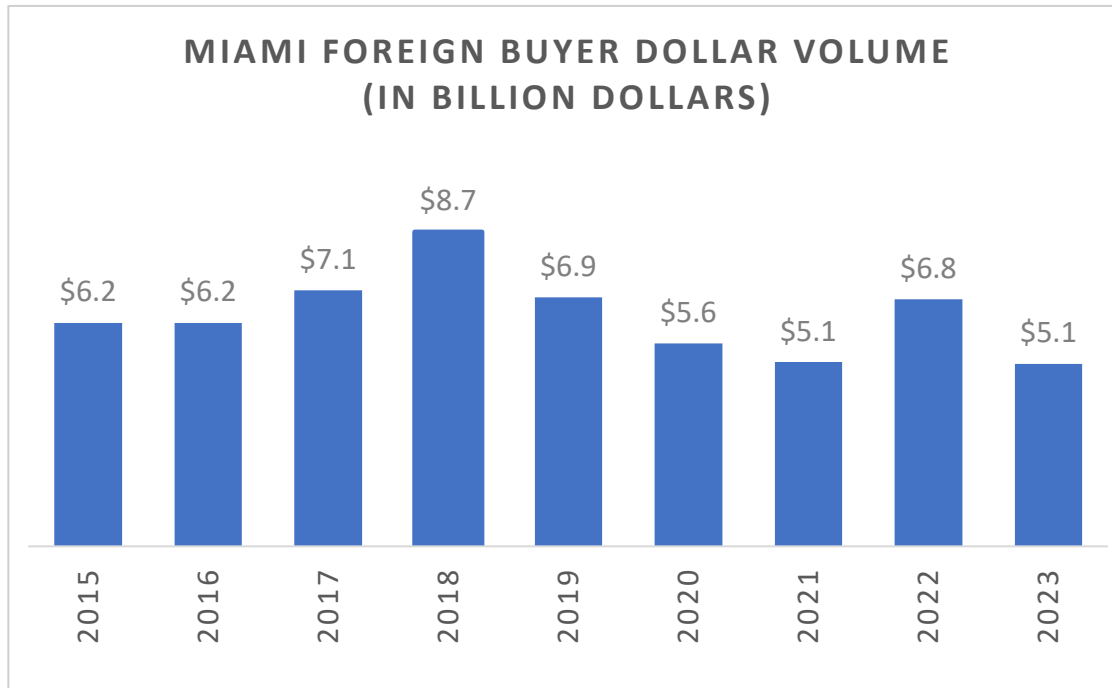
59%

Cost of property, condominium fees, could not buy a property, and insurance as a percent of all reasons why foreign buyers decided not to purchase a property

MIAMI Market: Largest U.S. Foreign Buyer Market

Florida remains as the top destination of foreign buyers across the United States, accounting for 23% of foreign buyer transactions. Within Florida, the Miami-Ft. Lauderdale-West Palm Beach metro area is the largest foreign buyer market, attracting 47% of Florida’s foreign buyers during August 2022— July 2023.

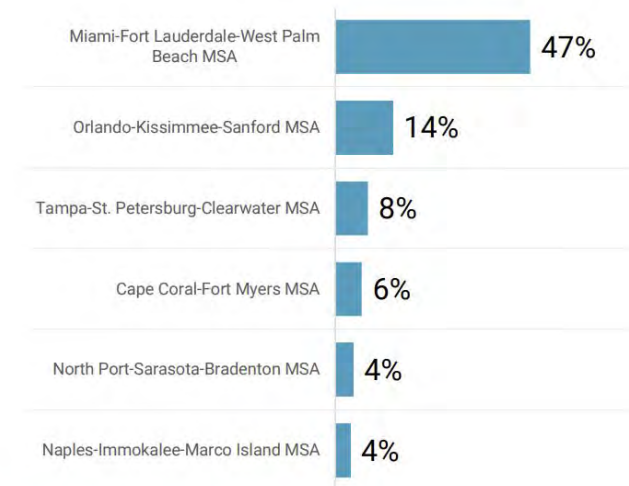
Over this same period, foreign buyers purchased \$5.1 billion of single-family homes, townhomes, and condominiums in 6,200 transactions with MIAMI members. Foreign buyers accounted for 18% of MIAMI members’ total sales volume compared to 2% nationally¹ and 6% in Florida.



Top 5	Foreign Buyer Share	Dollar Sales (\$ Million)
Colombia	14.7%	\$542.2
Argentina	13.7%	\$366.8
Brazil	6.7%	\$701.5
Venezuela	6.4%	\$230.5
Canada	6.2%	\$252.6

Nearly Half of International Purchases Are in South Florida

Metro Area Share of Florida's International Buyers in 2023



2023 Profile of International Residential Transactions in Florida

¹ National data is from a national survey of the National Association of REALTORS® with a reference period of April 2022-March 2023.

SOUTHEAST FLORIDA ECONOMY AND HOUSING MARKET

Global Economy

Southeast Florida Economy

Southeast Florida Housing Market

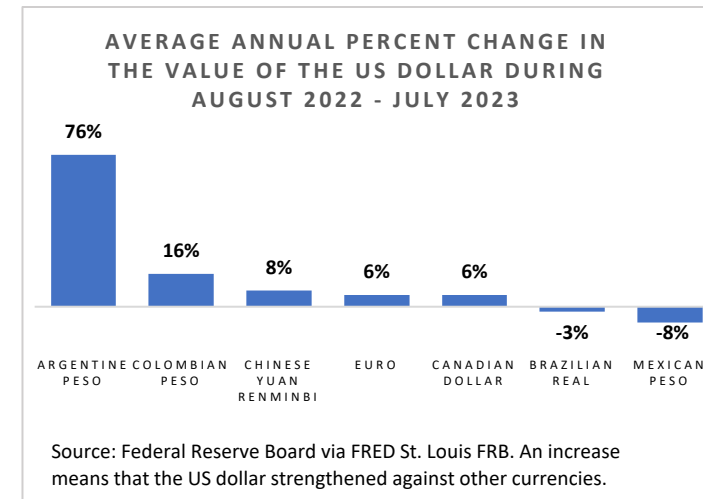
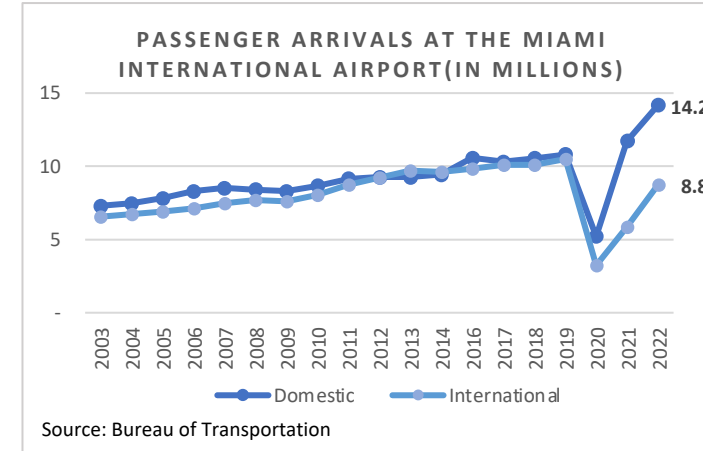
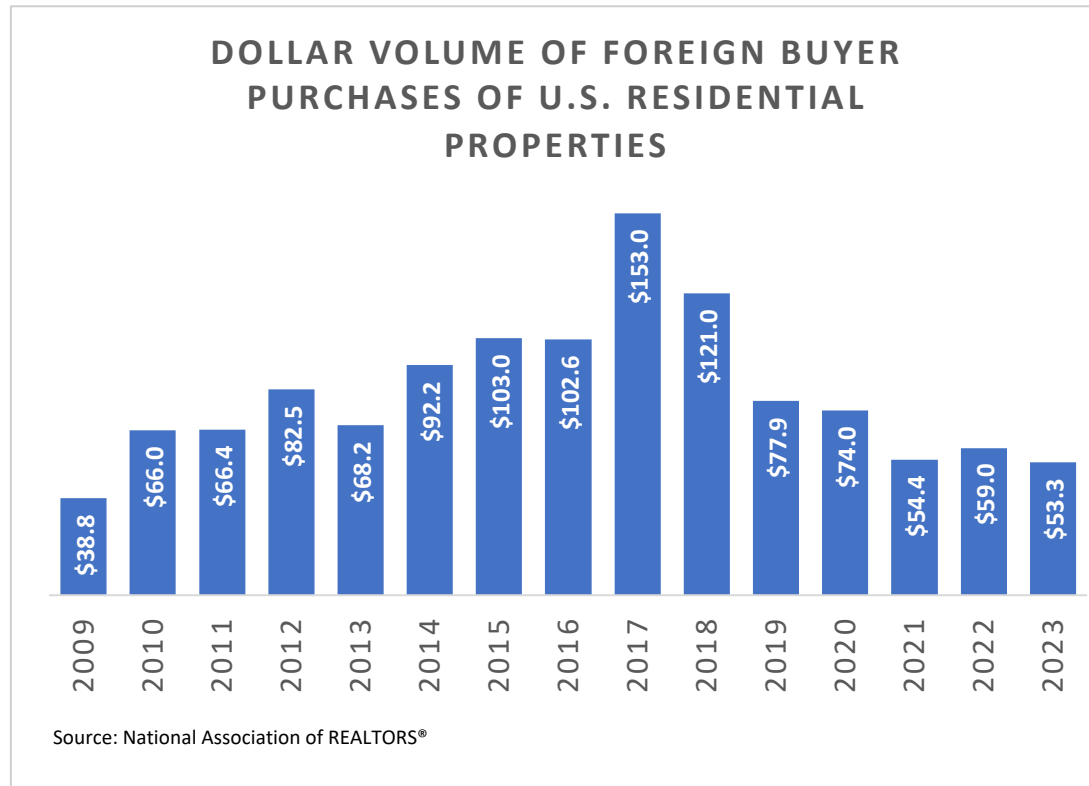


Photo by Irasema McAllister: <https://www.pexels.com/photo/white-boat-on-sea-near-city-buildings-6937301/>

Global Economy

International Travel Rebounds, Dollar Gains Value

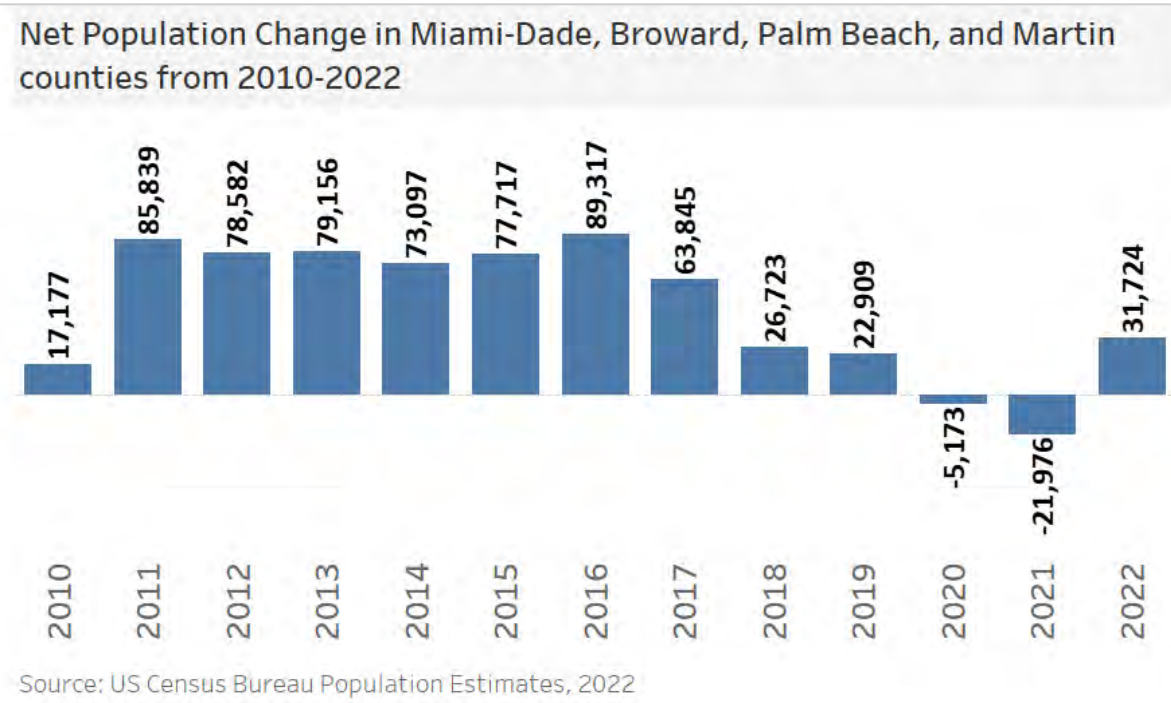
During the period April 2022 – March 2023, foreign buyers purchased \$53.3 billion worth of single-family, condominium, and townhome properties in the United States, according to the National Association of REALTORS®. Sales fell as foreign buyers also faced rising prices brought about by low supply of homes on the market, compounded by a decline in the value of foreign currencies relative to the dollar. Foreign passenger arrivals remained below pre-COVID-19 levels although travel continued to recover, indicated by rising passenger arrivals.



Southeast Florida Economy

Sustained Migration and Strong Job Growth

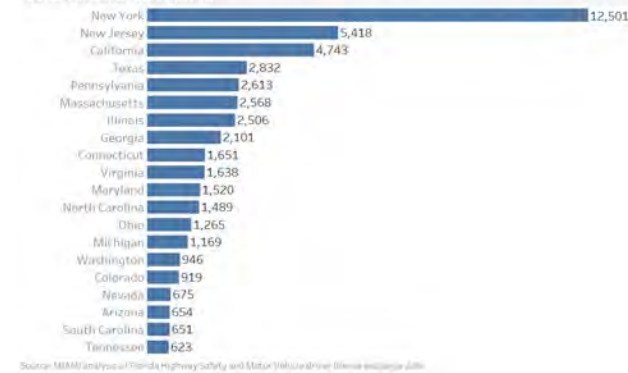
Over the period July 2021 to July 2022, Florida's population rose at the fastest annual rate of 1.9% (0.4% nationally). On average, approximately 1,200 people migrated to Florida (net inflow) from other states and abroad, attracted by a strong economy, a low tax environment, and its tropical climate. The migration from states like New York and California has resulted in a massive income/wealth transfer into Southeast Florida.



Average Annual Adjusted Gross Income of Households (Tax Returns) Who Moved in and Out of South Florida in 2021 In thousand dollars

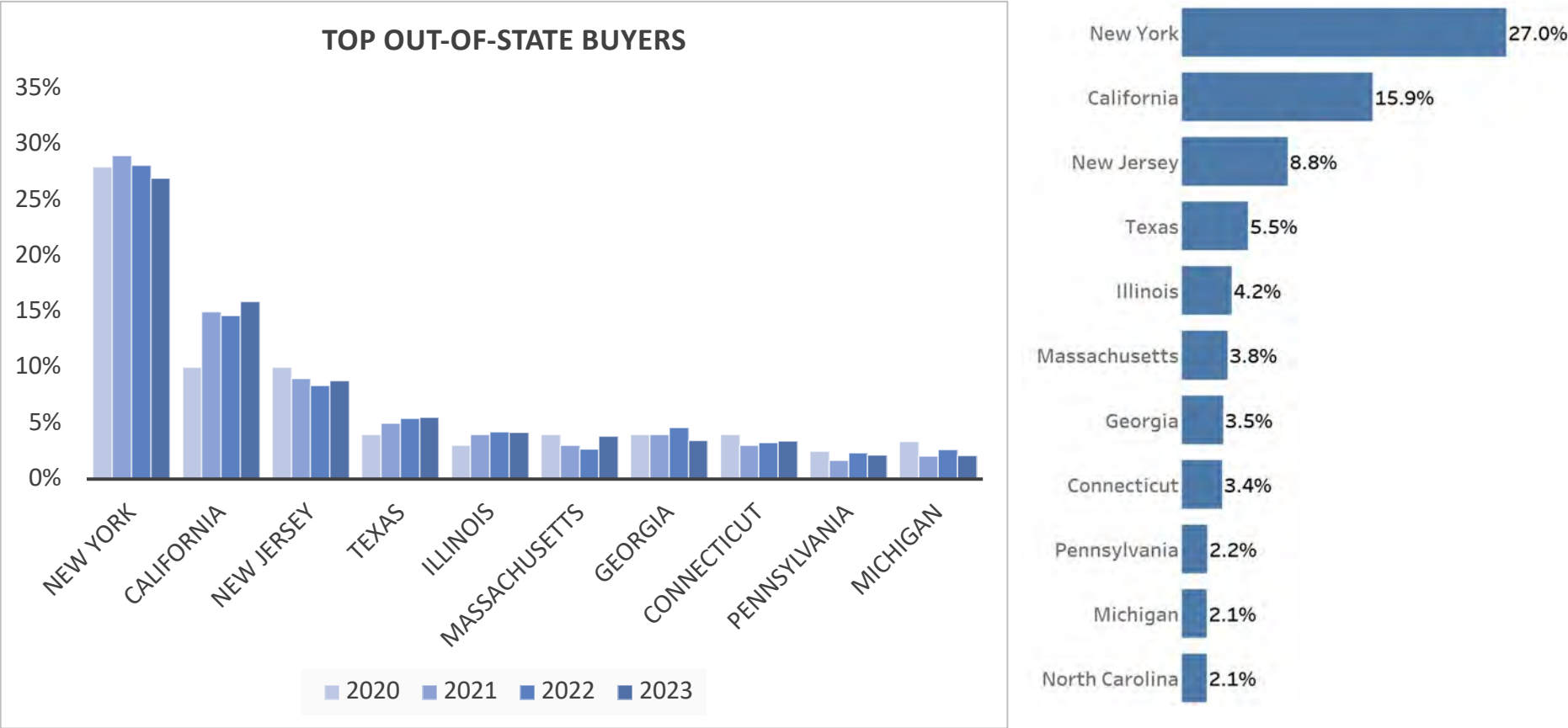


Top Out-of-State Driver License Exchanges in 2023 Q1-Q3 in Miami-Dade, Broward, Palm Beach, and Martin counties



New York is Again Top State of Origin of Out-of-State Buyers

MIAMI members who responded to the 2023 survey reported that New York, California, New Jersey, Texas, and Illinois were the top states of origin of out-of-state buyers during August 2022— July 2023.



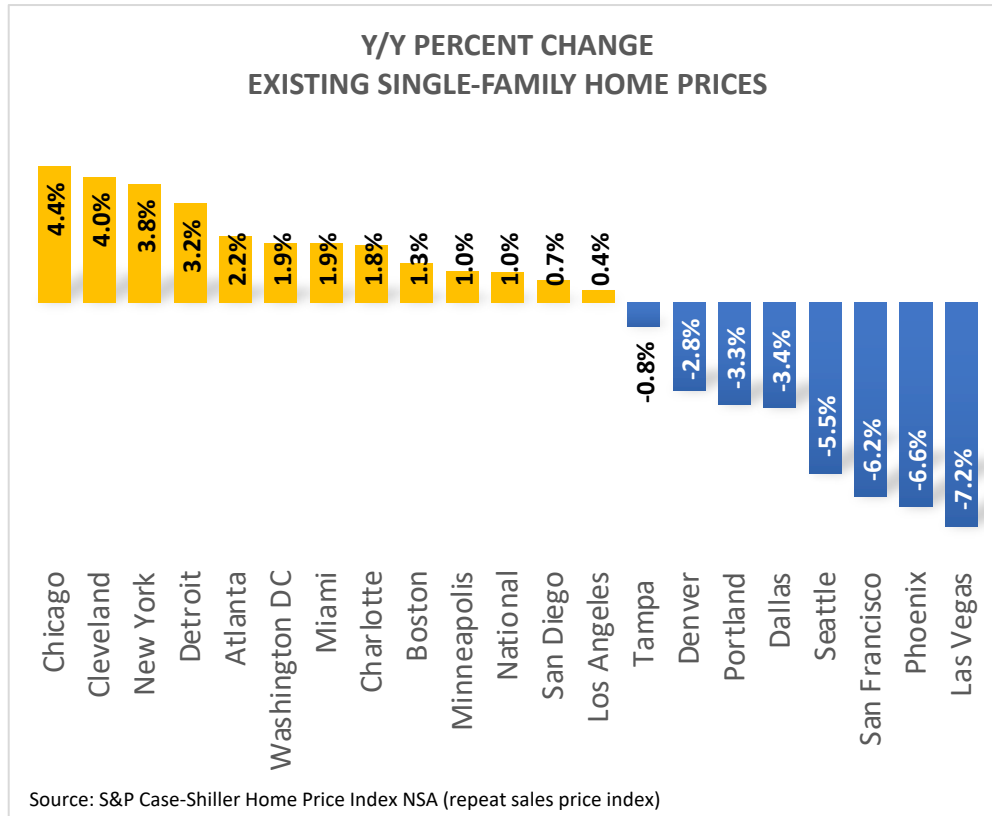
Note: these shares are only indicative of the true percentage distribution of out-of-state buyers because a respondent can only report a state once even if there is more than one buyer from that state.

Southeast Florida Housing Market

Price Appreciation Amid Tight Supply

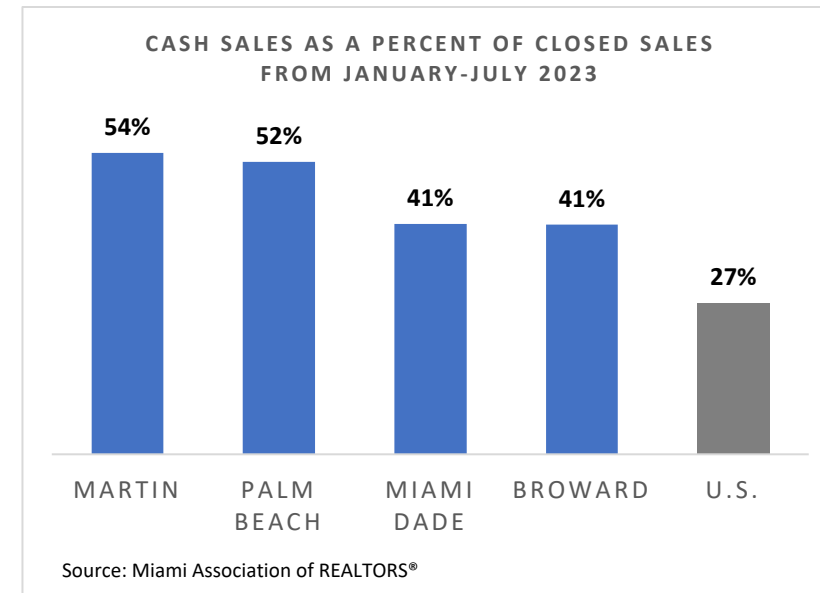
Home prices in Southeast Florida have continued to increase at a robust pace due to tight inventory conditions. In Miami-Dade County, the median existing single-family home sales price rose nearly 11% year-year in July 2023 to \$631,670 while the median condominium/townhome sales price rose 11% to \$420,000. Meanwhile, home prices have declined in markets like Phoenix and Las Vegas.

Southeast Florida's high share of cash buyers has cushioned the impact of higher mortgage rates on the housing market.



SINGLE-FAMILY HOUSING MARKET STATISTICS AS OF JULY 2023					
	YY % Sales (Jan-July)	YY % Price	Months' Supply	Days on Market	YY % Active Listings
U.S.	-22%	1.6%	3.2	20	-16%
Miami-Dade	-20%	10.8%	3.2	24	-23%
Broward	-21%	0.0%	2.8	20	-13%
Palm Beach	-12%	0.0%	2.9	20	-11%
Martin	-1%	8.0%	2.9	22	-4%

Source: Miami Association of REALTORS®



FOREIGN BUYER PURCHASES

Dollar Volume

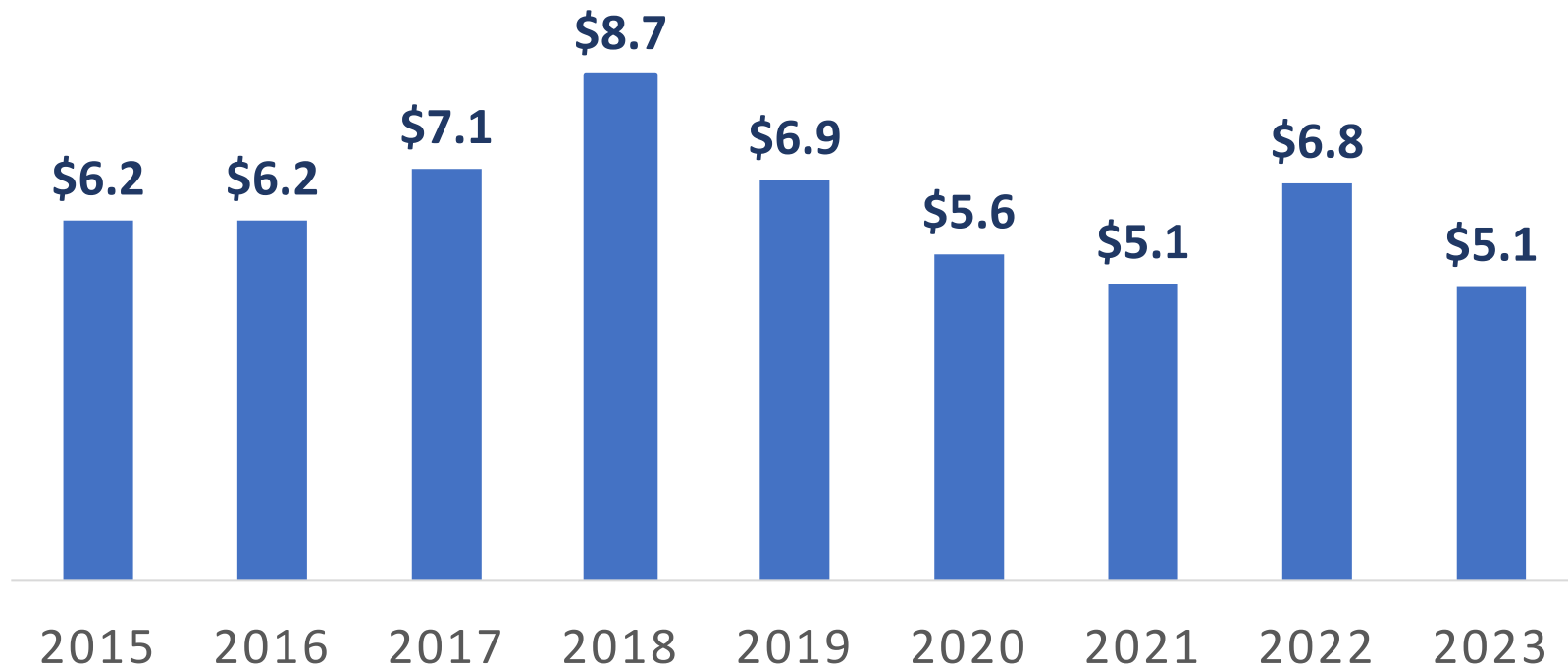
Origin and Destination

Foreign Buyer Preferences



\$5.1 Billion: MIAMI Foreign Buyer Dollar Sales

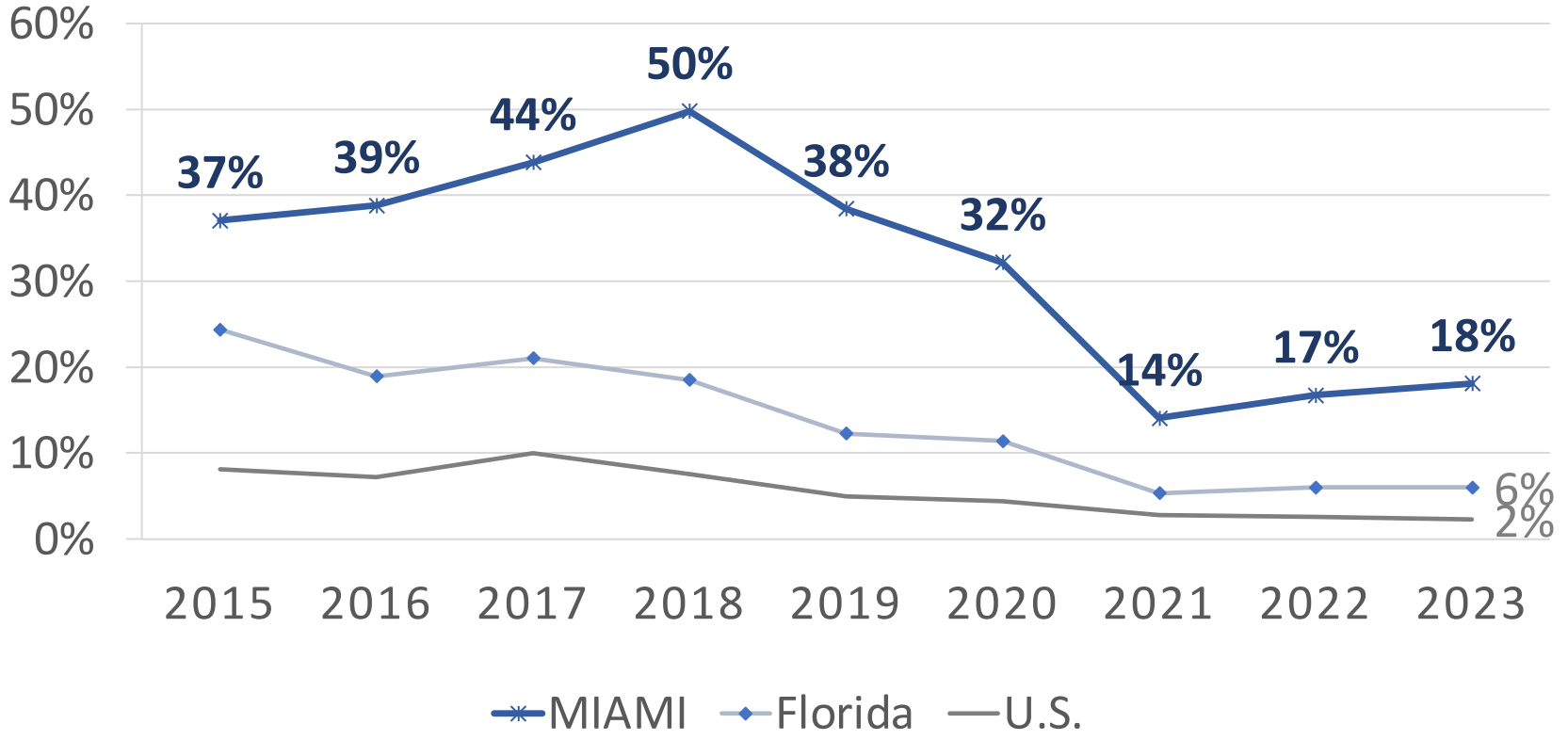
FOREIGN BUYER DOLLAR VOLUME (IN BILLION DOLLARS)



18% MIAMI Foreign Buyer Share by Dollar Volume

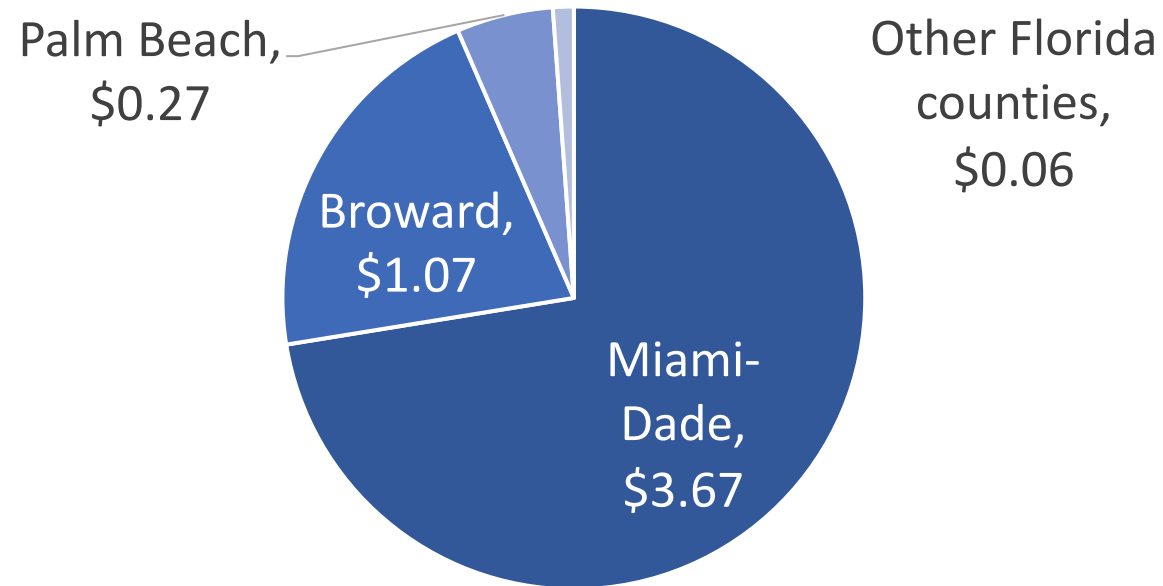
2% of US Foreign Buyers, 6% of Florida Foreign Buyers

FOREIGN BUYER RESIDENTIAL PURCHASES AS A PERCENT OF DOLLAR CLOSED SALES



Miami-Dade County: \$3.67 Billion or 72% of MIAMI foreign buyer sales volume

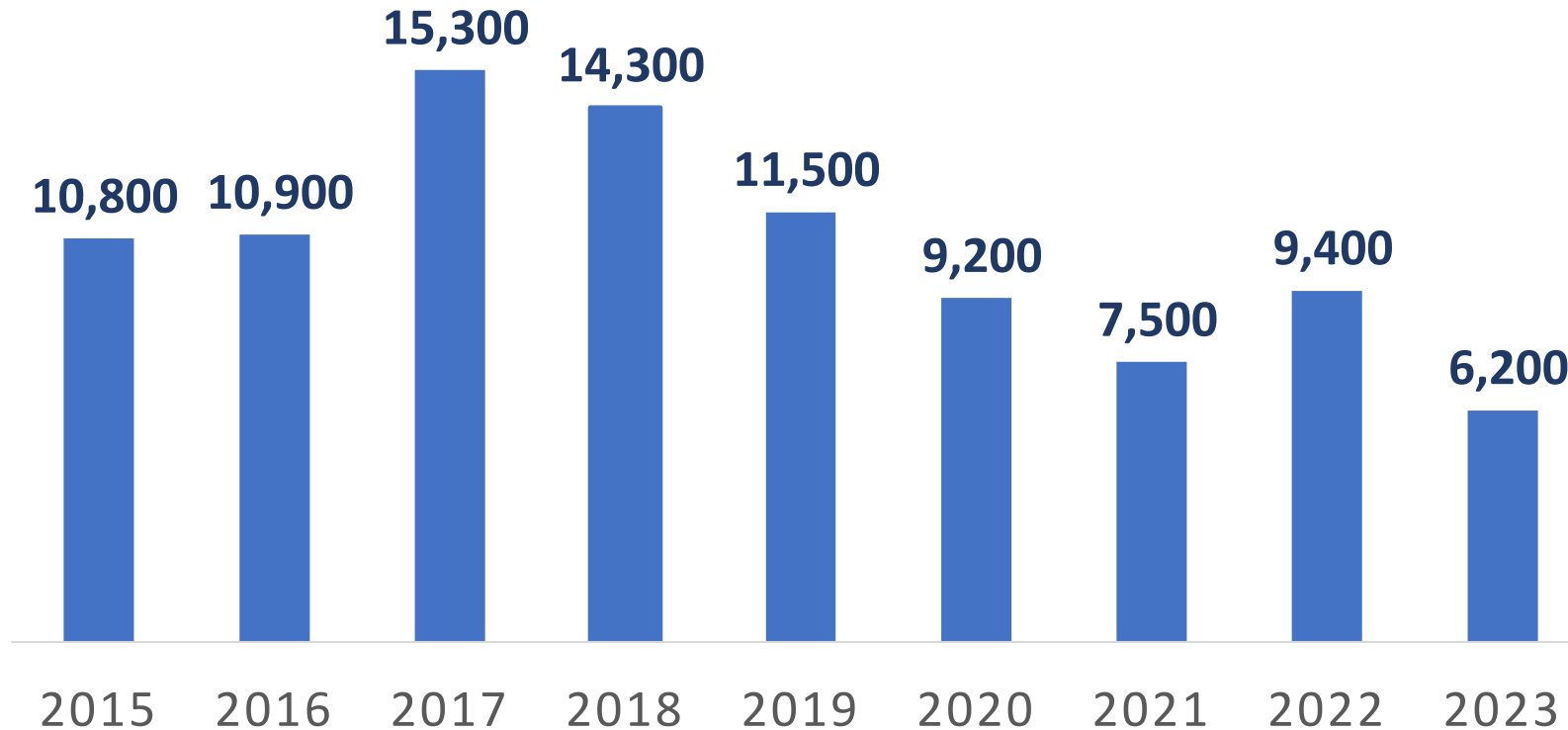
FOREIGN BUYER PURCHASES BY COUNTY (IN BILLION DOLLARS)



**Single-family homes, townhouses, condominiums*

6,200 MIAMI Foreign Buyer Closed Sales

FOREIGN BUYER PURCHASES

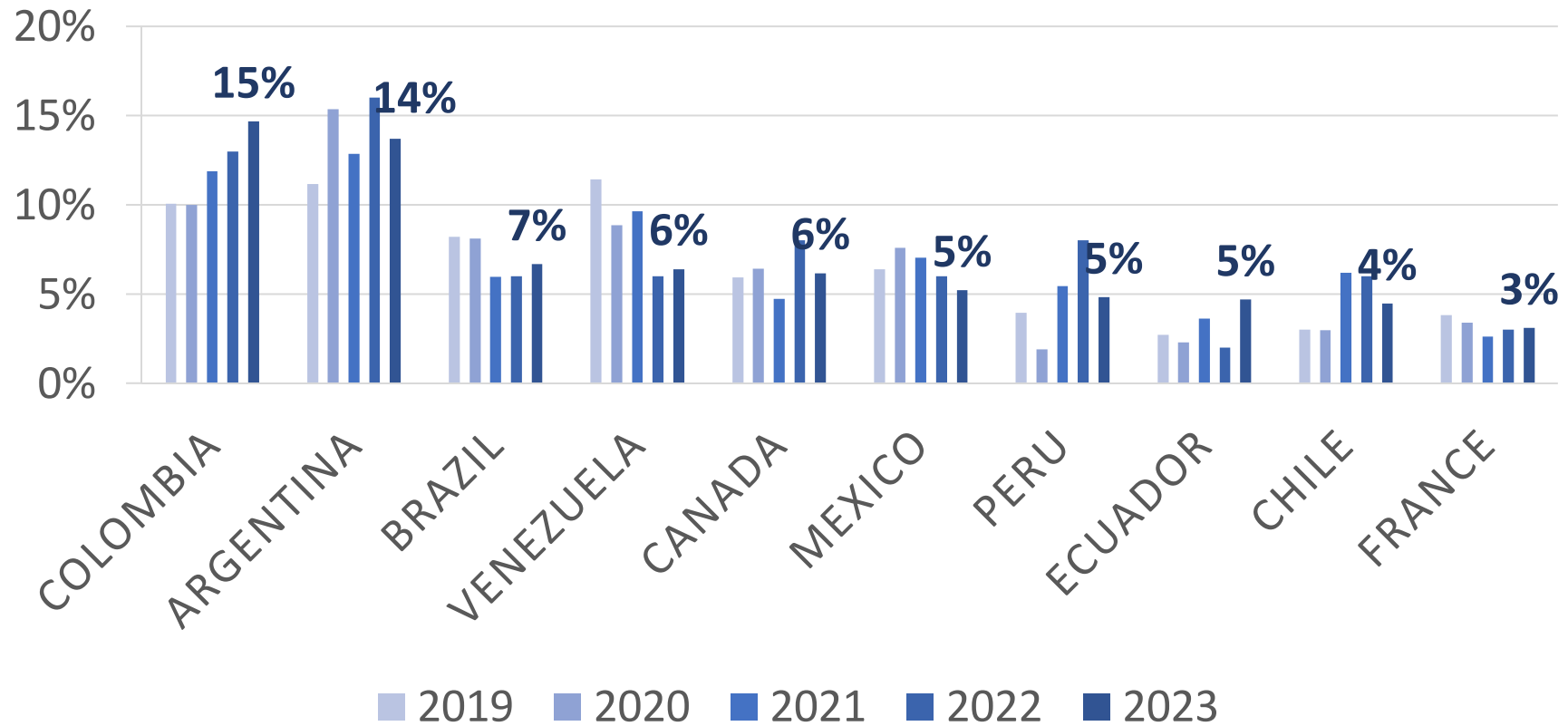


MIAMI Foreign Buyers Came from 52 Countries



MIAMI Top Tier Countries of Origin: Primarily from Latin America

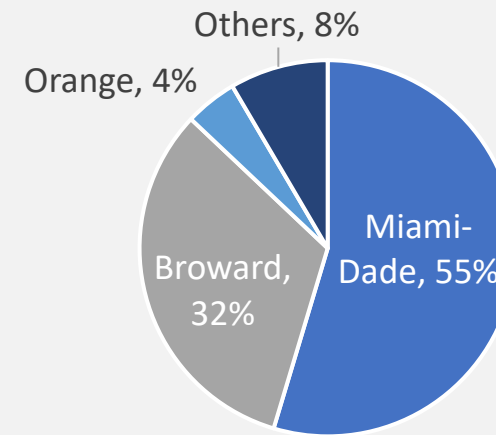
MIAMI REALTORS® TOP FOREIGN BUYERS



Characteristics of Colombian Buyers

- ❖ 15% of MIAMI foreign buyers
- ❖ \$542.2 million in purchases
- ❖ 78% of buyers resided abroad (Type A)
- ❖ 55% purchased in Miami-Dade County
- ❖ Median purchase price of \$446,800
- ❖ 55% paid all-cash
- ❖ 81% intend to use property for rental, vacation home, or both
- ❖ 56% purchased condos
- ❖ 68% purchased in a central city/urban area

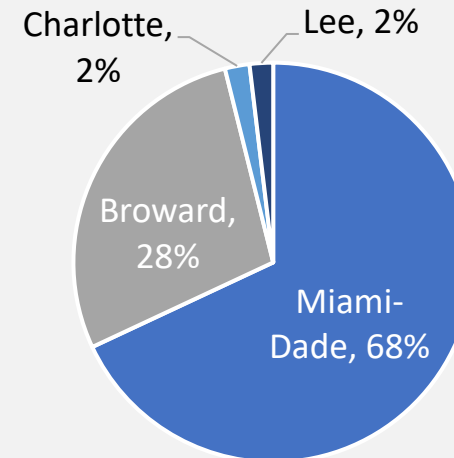
DESTINATIONS OF COLOMBIAN BUYERS



Characteristics of Argentine Buyers

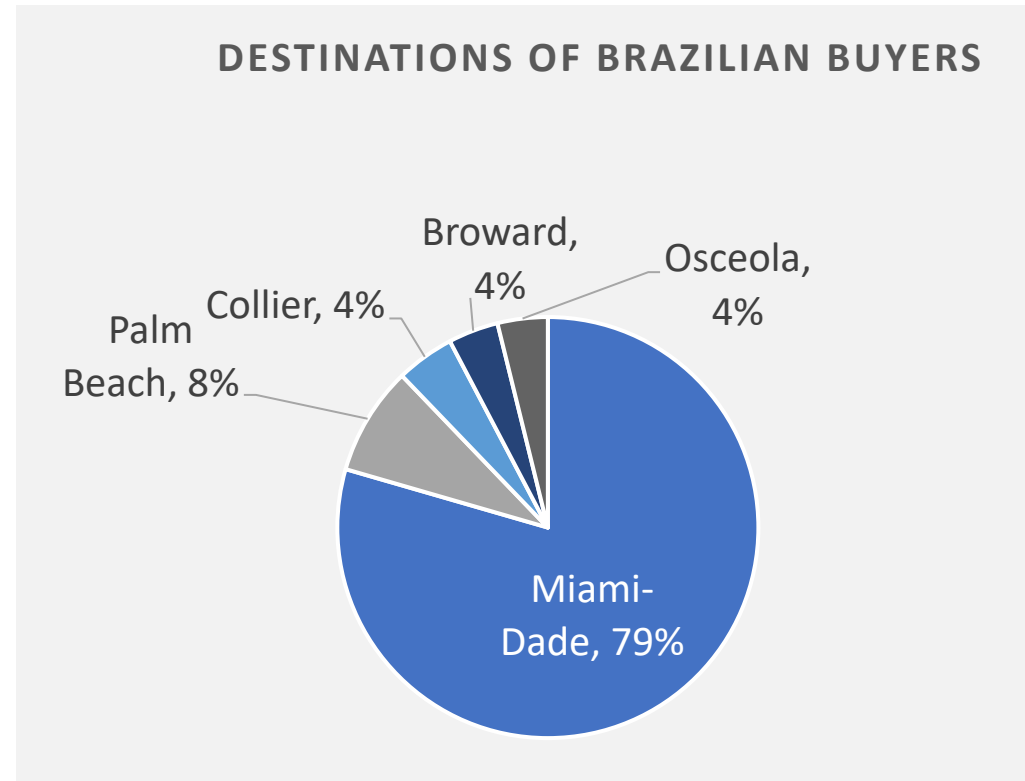
- ❖ 14% of MIAMI foreign buyers
- ❖ \$366.8 million in purchases
- ❖ 77% of buyers resided abroad (Type A)
- ❖ 68% purchased in Miami-Dade County
- ❖ Median purchase price of \$340,400
- ❖ 90% paid all-cash
- ❖ 86% intend to use property for rental, vacation home, or both
- ❖ 74% purchased condos
- ❖ 75% purchased in a central city/urban area

DESTINATIONS OF ARGENTINE BUYERS



Characteristics of Brazilian Buyers

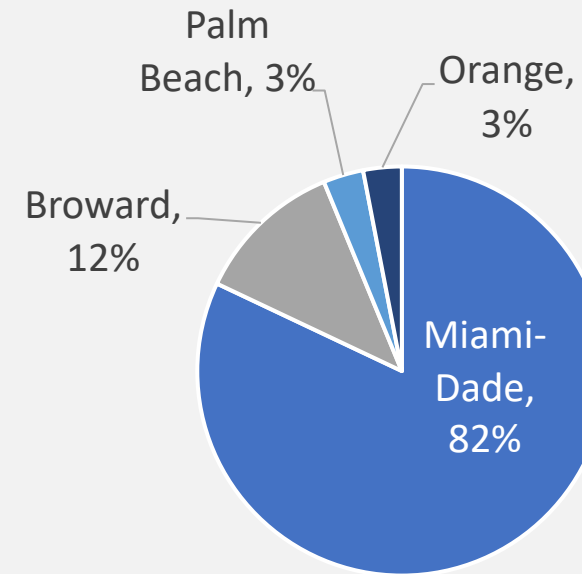
- ❖ 7% of MIAMI foreign buyers
- ❖ \$701.5 million in purchases
- ❖ 82% of buyers resided abroad (Type A)
- ❖ 79% purchased in Miami-Dade County
- ❖ Median purchase price of \$990,000
- ❖ 74% paid all-cash
- ❖ 87% intend to use property for rental, vacation home, or both
- ❖ 65% purchased condos
- ❖ 70% purchased in a central city/urban area



Characteristics of Venezuelan Buyers

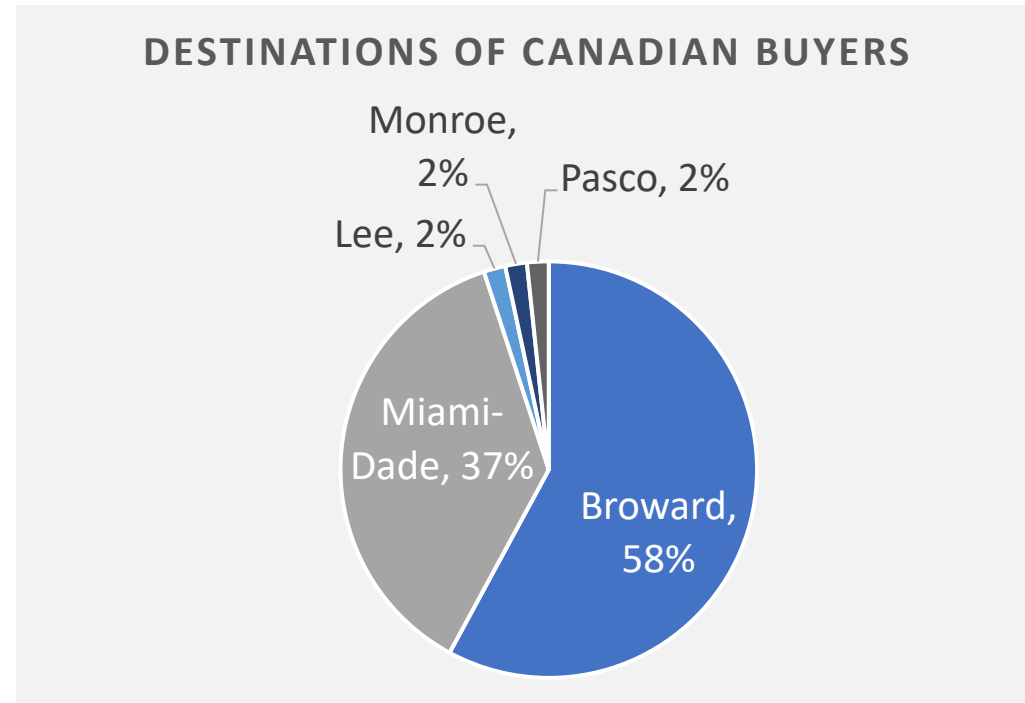
- ❖ 6% of MIAMI foreign buyers
- ❖ \$230.5 million in purchases
- ❖ 49% of buyers resided abroad (Type A)
- ❖ 82% purchased in Miami-Dade County
- ❖ Median purchase price of \$521,500
- ❖ 57% paid all-cash
- ❖ 37% intend to use property for rental, vacation home, or both
- ❖ 36% purchased condos
- ❖ 71% purchased in a central city/urban area

DESTINATIONS OF VENEZUELAN BUYERS



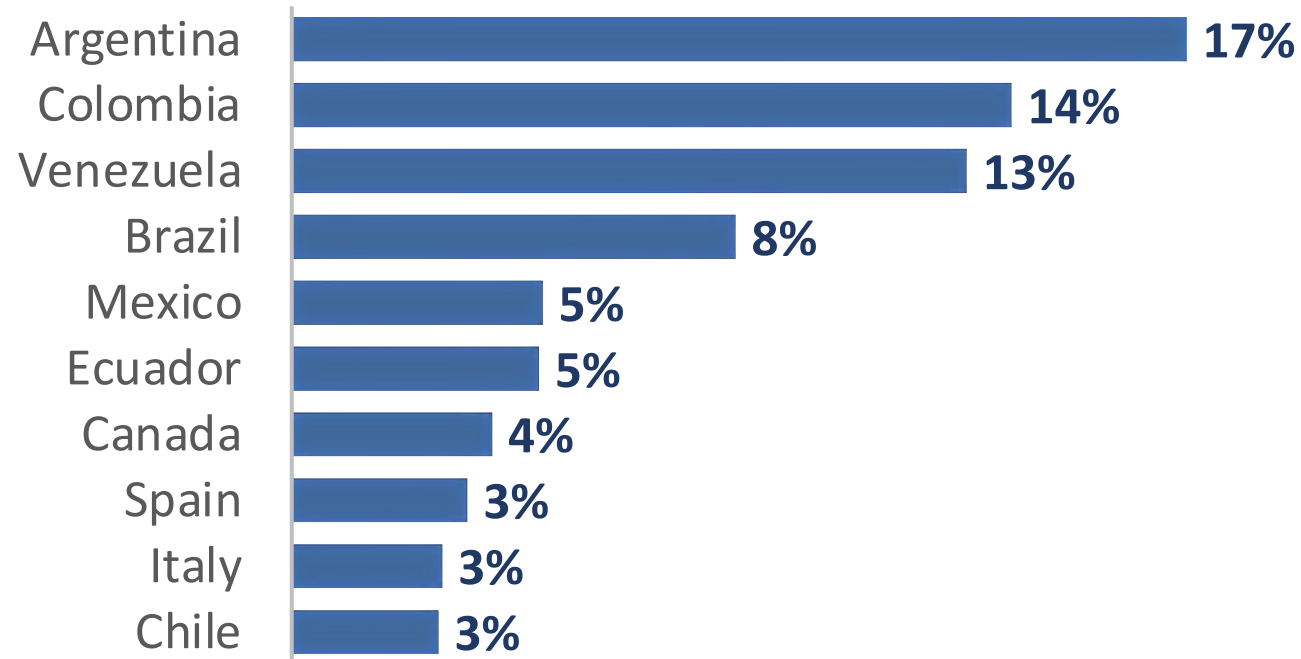
Characteristics of Canadian Buyers

- ❖ 6% of MIAMI foreign buyers
- ❖ \$252.6 million in purchases
- ❖ 73% of buyers resided abroad (Type A)
- ❖ 58% purchased in Miami-Dade County
- ❖ Median purchase price of \$437,700
- ❖ 87% paid all-cash
- ❖ 91% intend to use property for rental, vacation home, or both
- ❖ 56% purchased condos
- ❖ 50% purchased in a central city/urban area



Miami-Dade County: Latin Americans Were Major Buyers

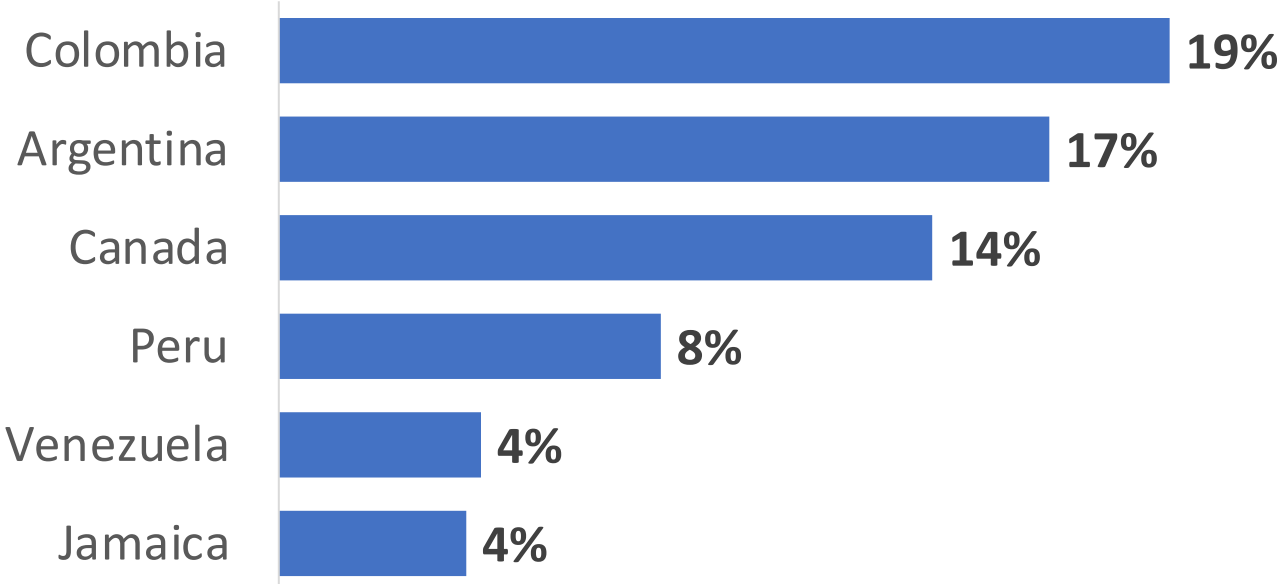
MAJOR FOREIGN BUYERS IN MIAMI-DADE COUNTY



Other buyers were from Peru, France, Russia, Bolivia, Cuba, Dominican Republic, Honduras, Nicaragua, Uruguay, El Salvador, China, Costa Rica, Greece, Guatemala, Haiti, Lebanon, Poland, Sweden, Australia, Trinidad & Tobago, Turkey

Broward County: Latin Americans and Canadians Were Major Buyers

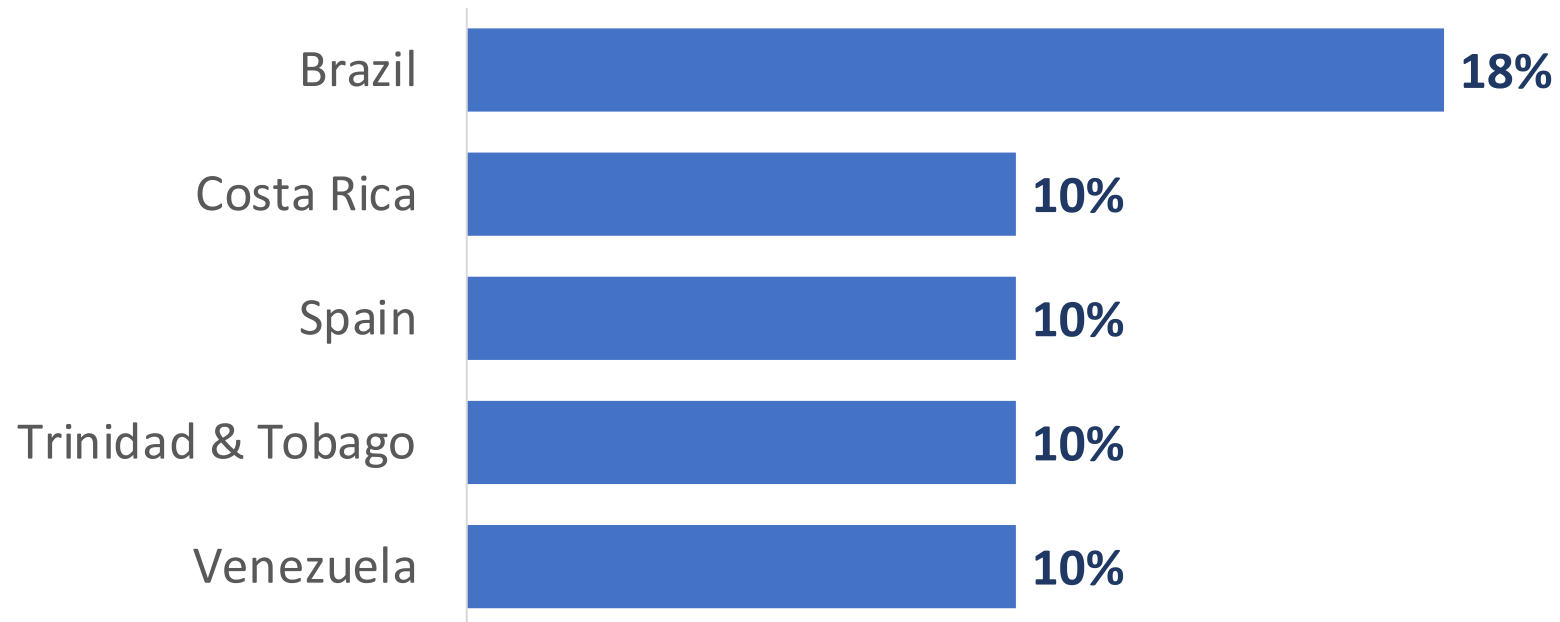
MAJOR FOREIGN BUYERS IN BROWARD COUNTY



Other buyers were from Jamaica, China, France, Italy, Ecuador, India, Spain, Poland, Cuba, Mexico, Saudi Arabia, Brazil, Costa Rica, Dominican Republic, Honduras, Hungary, Israel, Kazakhstan, United Kingdom, Uruguay

Palm Beach County: Latin Americans Were Major Buyers

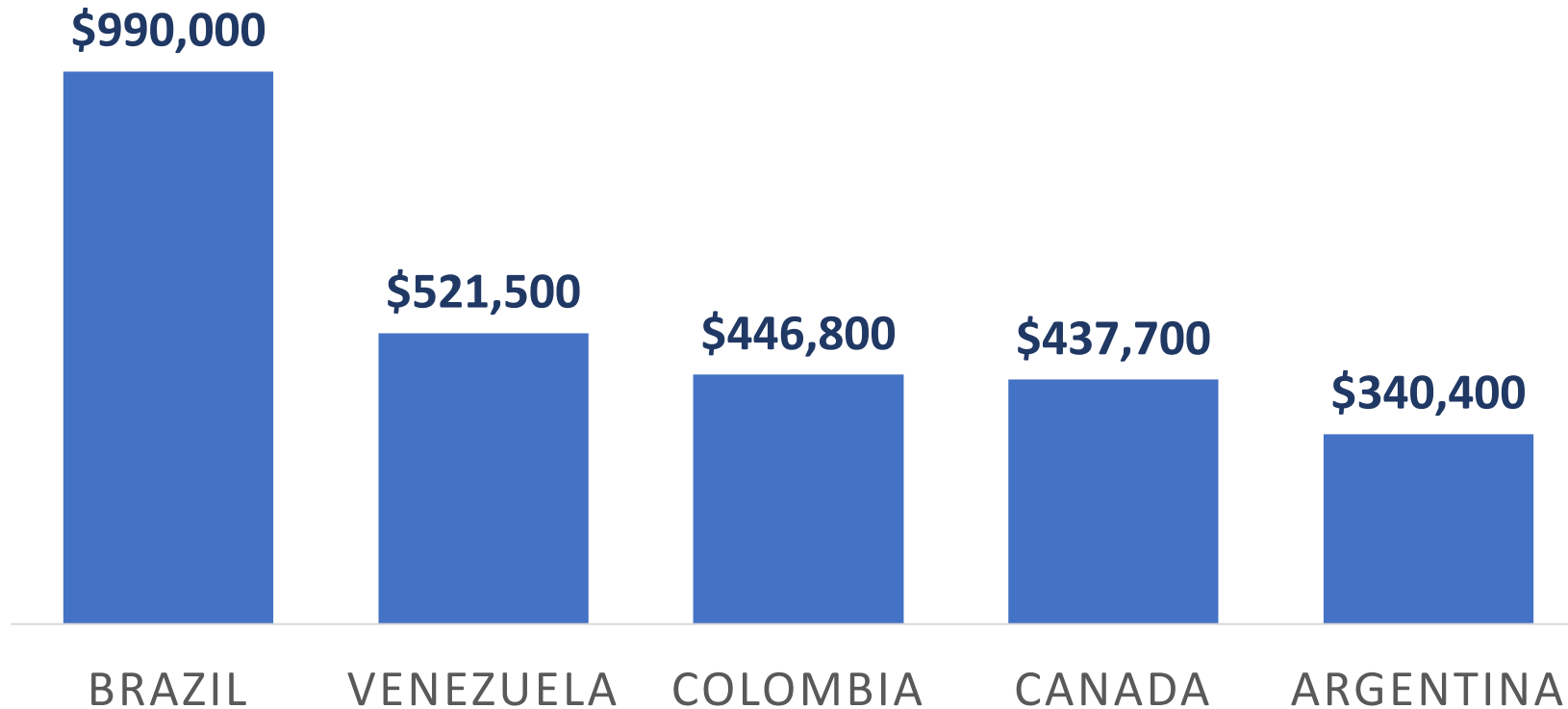
MAJOR FOREIGN BUYERS IN PALM BEACH COUNTY



Other buyers were from Barbados, Colombia, Dominican Republic

Brazilian Buyers– Highest Median Purchase Price

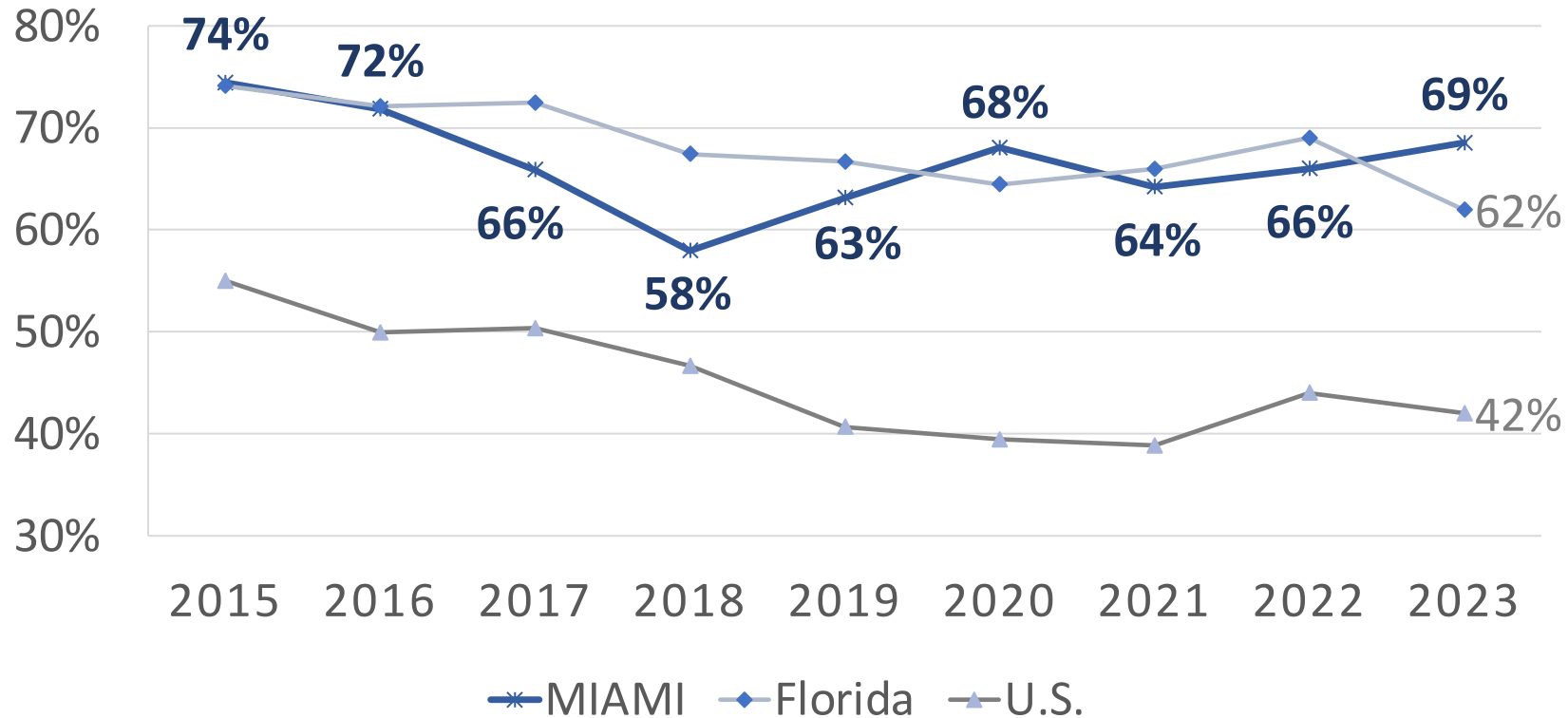
MEDIAN PURCHASE PRICE



69% of MIAMI Foreign Buyers Paid All Cash

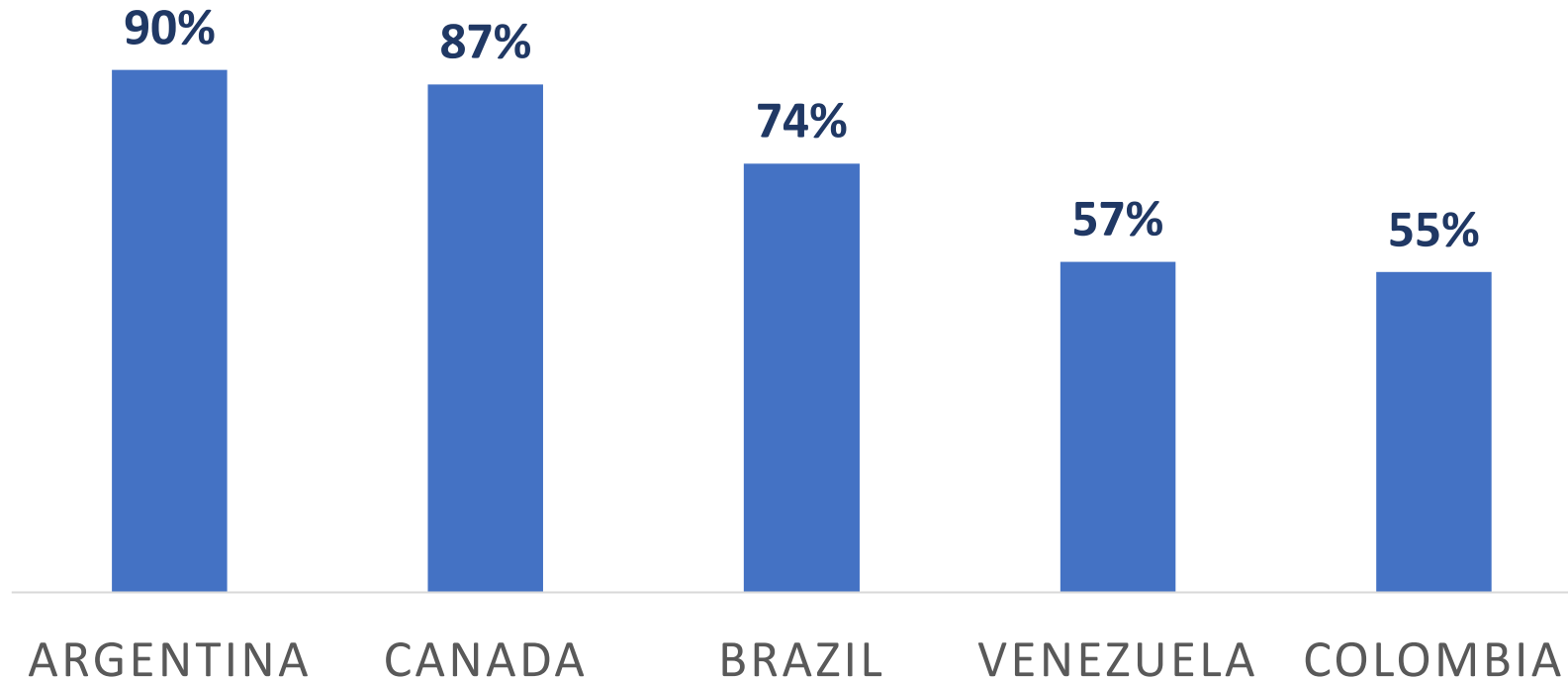
42% Among US Foreign Buyers, 62% Among Florida Foreign Buyers

ALL-CASH PURCHASES



Argentiniens — Highest Cash Sales Share

SHARE OF ALL-CASH PURCHASE BY COUNTRY



WORKING WITH INTERNATIONAL CLIENTS

Factors Affecting the Decision to Purchase

Leads and Referrals

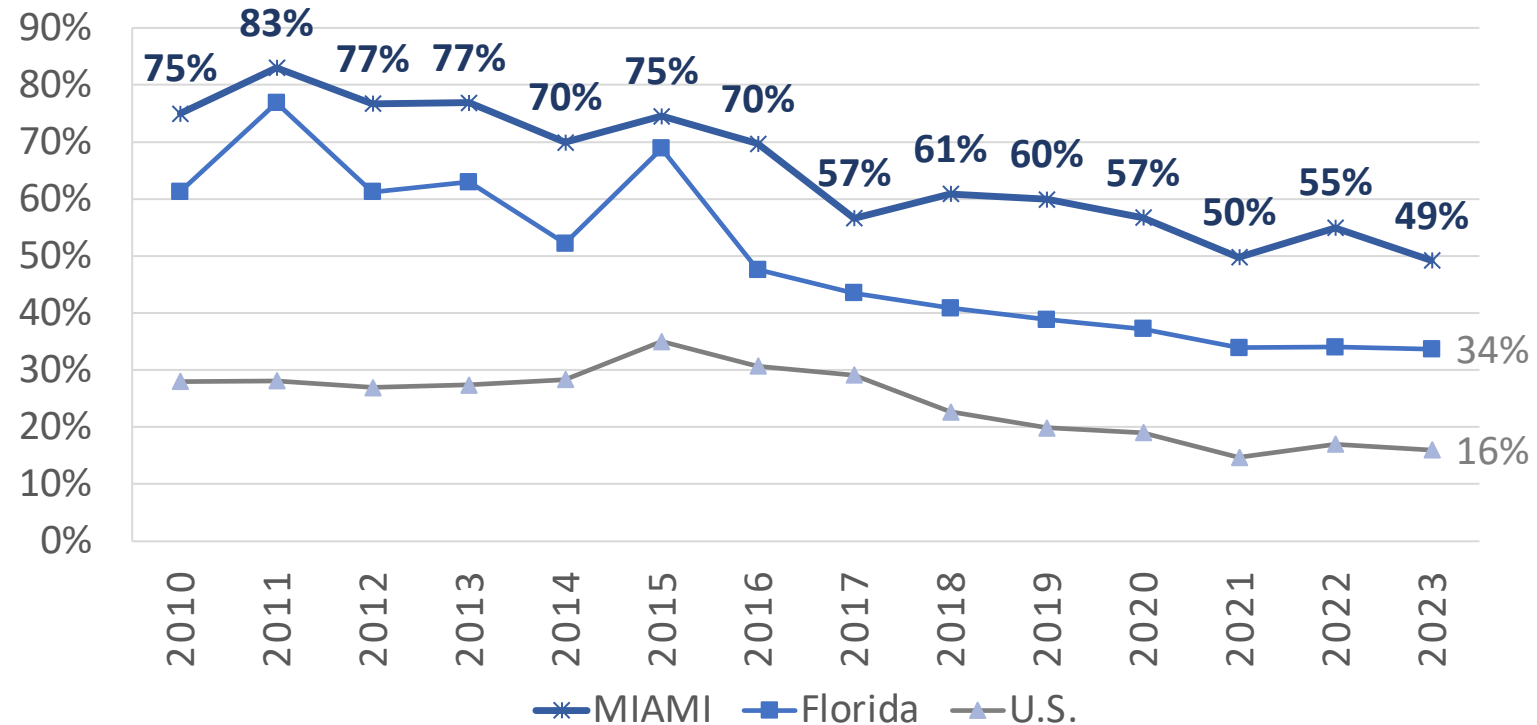
Customer Interaction



49% of MIAMI REALTORS® Had an International Customer*

16% Among All US REALTORS®, 34% Among Florida REALTORS® Members

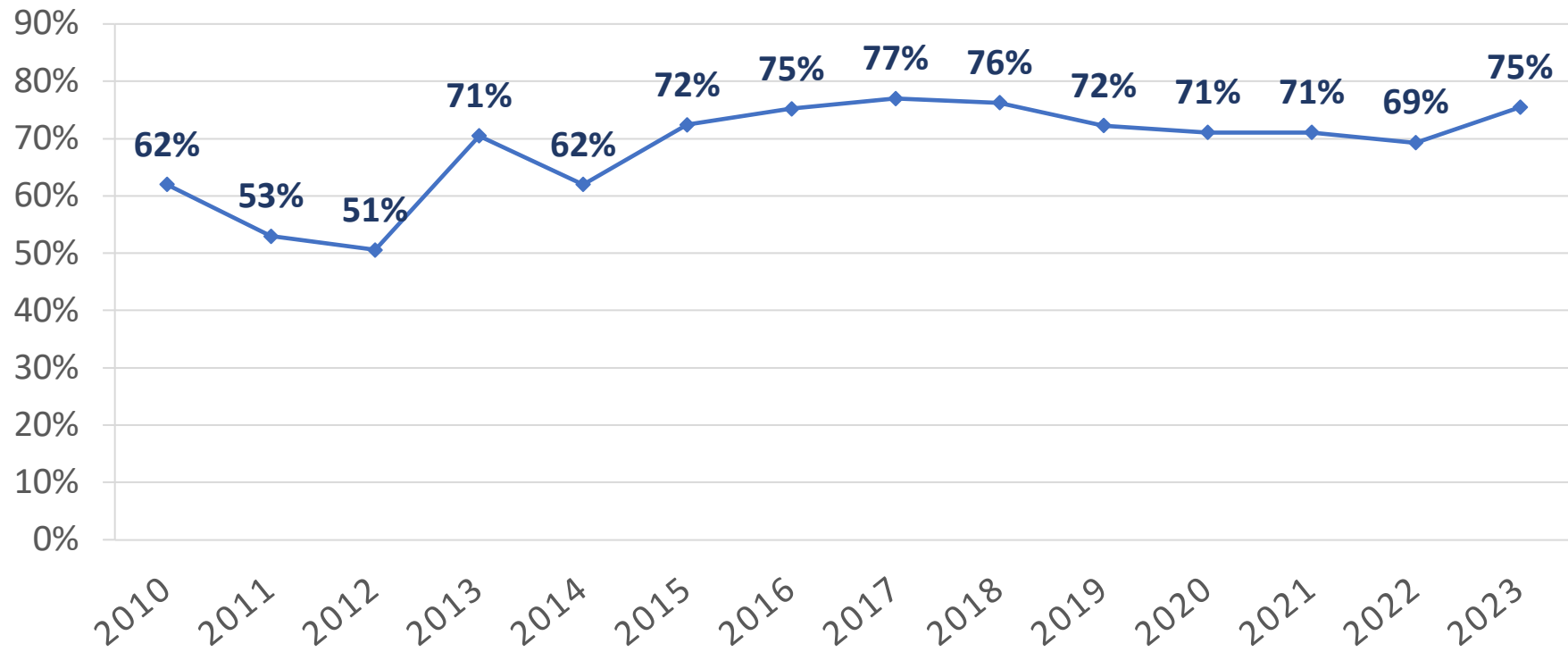
REALTORS® WHO WORKED WITH AN INTERNATIONAL CUSTOMER IN THE PAST 12 MONTHS



*Whether customer purchased property or not

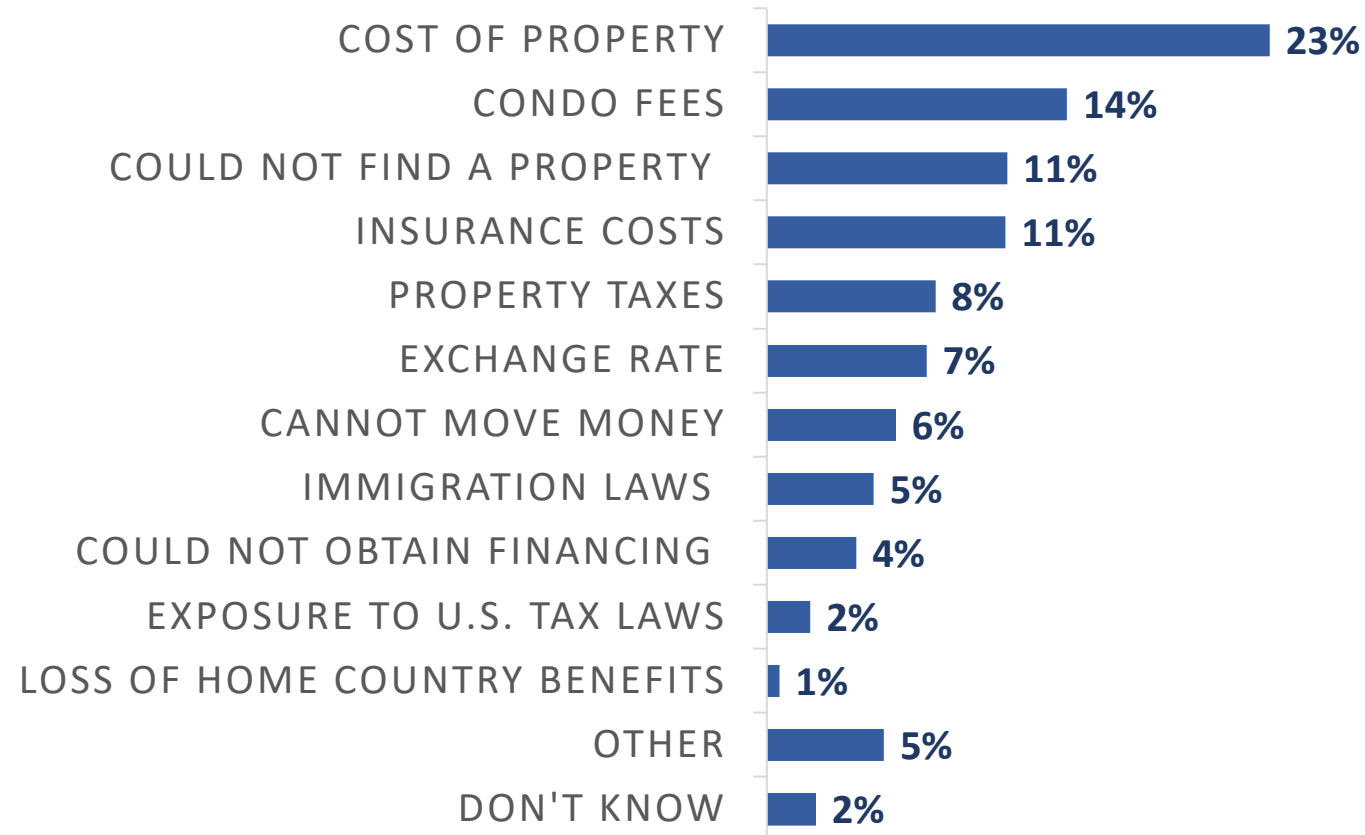
Higher Fraction of MIAMI Respondents Reported an International Customer Who Decided Not to Purchase

PERCENT OF RESPONDENTS WHO REPORTED THEY HAD ANY CUSTOMER WHO DECIDED NOT TO PURCHASE A PROPERTY



Major Reasons Customers Did Not Purchase Property: Cost, Condo Fees, Could Not Find Property, and Insurance

REASONS CUSTOMERS DECIDED NOT TO PURCHASE PROPERTY



77% of Foreign Buyer Leads or Referrals Were from Personal/Previous Contacts



35% were personal contacts (friends, relatives, etc.)



34% were previous customer referrals or previous clients



8% were from a paid internet ad



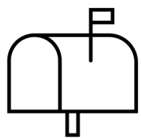
6% were from organic website searches



4% were from business contacts outside the U.S.



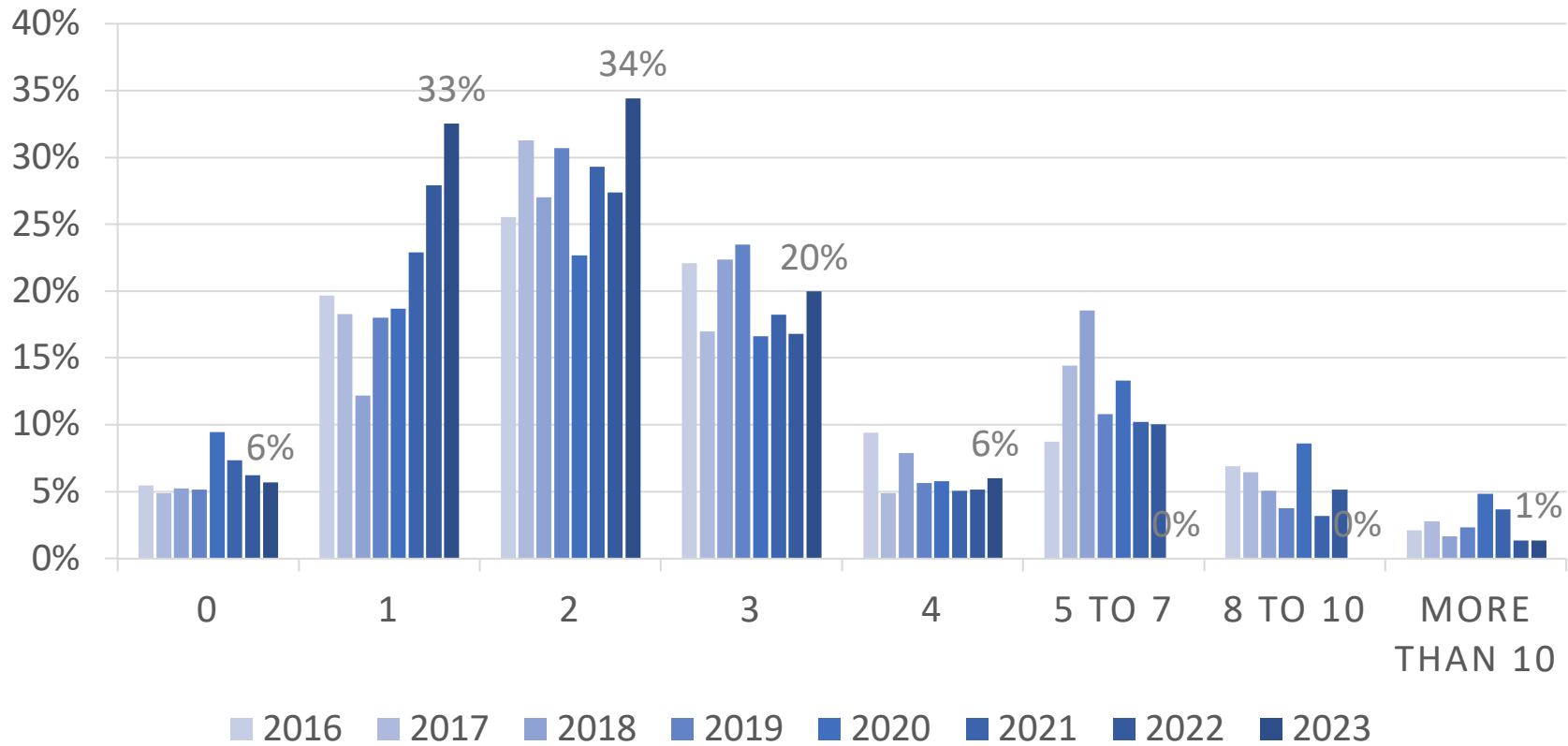
4% were from business contacts in the U.S.



9% were from other methods (e.g. walk-in, etc.)

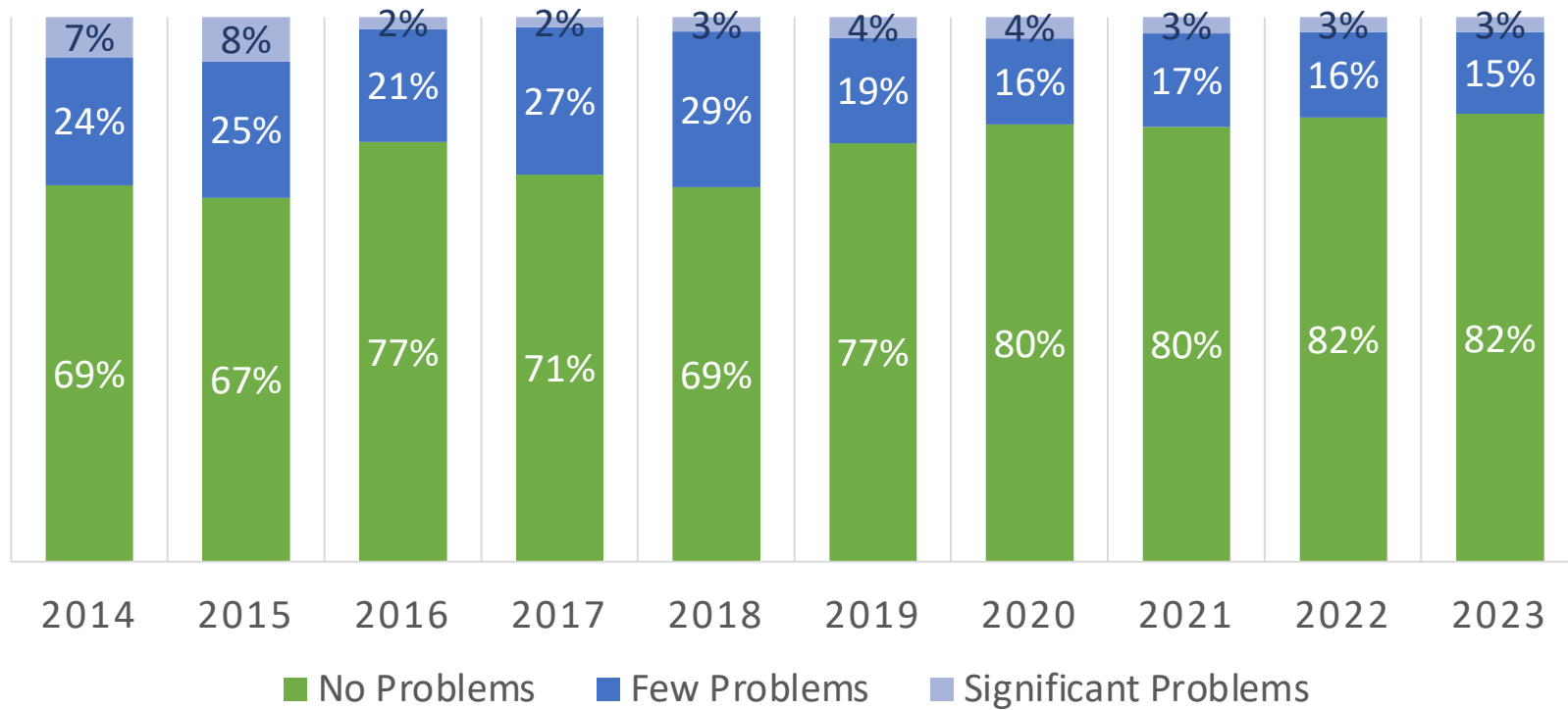
73% of MIAMI Foreign Buyers Visited Florida Only 2 Times or Less Before Purchasing

NUMBER OF TIMES BUYER VISITED FLORIDA BEFORE MAKING A PURCHASE



82% Reported No Problem Working with International Customers*

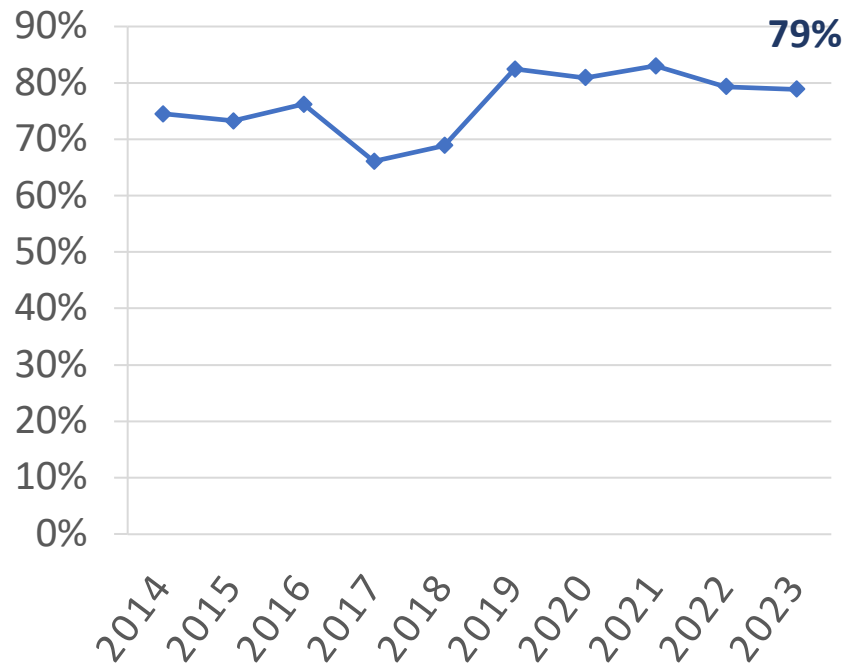
CULTURAL OR LANGUAGE BARRIERS WORKING WITH FOREIGN CUSTOMERS



* Among respondents who worked with an international customer

79% of MIAMI REALTORS® are Fluent in Another Language

PERCENT OF REALTORS® WHO ARE FLUENT IN ANOTHER LANGUAGE



PERCENT OF RESPONDENTS WHO ARE FOREIGN-BORN

