

FLORIDA

WHERE BUSINESSES INVEST, GROW, THRIVE

#1
STATE IN NEW HIGH-TECH BUSINESSES

5.5% CORPORATE INCOME TAX & ZERO PERSONAL OR STATE INCOME TAX

#1
STATE FOR HIGHER EDUCATION + TOP PRODUCER OF STEM GRADUATES

15TH LARGEST ECONOMY IN THE WORLD

#1
NET TECH EMPLOYMENT IN THE SOUTHEAST

2ND LARGEST TRADE ZONE NETWORK IN THE U.S.

21 COMMERCIAL AIRPORTS
3 SPACEPORTS
14 DEEPWATER SEAPORTS
120K+ MILES OF ROADWAYS
2,700+ MILES OF FREIGHT RAIL

3.6 MILLION ACTIVE BUSINESSES, INCLUDING 71,425 FOREIGN CORPORATIONS

#1
STATE FOR NEW BUSINESS FORMATION

6TH LARGEST EXPORT STATE IN THE U.S., WITH FLORIDA-ORIGIN EXPORTS OF

3RD LARGEST WORKFORCE IN THE U.S. **10+ MILLION**

4TH BEST TAX CLIMATE IN THE U.S.

Jet, Set and Close



**Mastering International Real
Estate Through Travel**



About Jorge

My Motivation

Sometimes there are things in life that move you. Here are mine!

Jorge Guerra Jr.
Vice President of Florida Realtors





My Motivation

Jet, Set and Close
BE RESOURCEFUL
BE VISABLE

HOW TO DO INTERNATIONAL
ITS ALL ABOUT RELATIONSHIPS

FIND YOUR LEADS
AT THE SPEED OF NOW



BE RESOURCEFUL





Toronto Regional
Real Estate Board

Buying and Selling



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.The average home price in 2025 is forecast to reach roughly \$1,147,000, up 2.6% year-over-year

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Florida has been ranked as the top U.S. destination for international real estate buyers for 16 consecutive years, according to the National Association of REALTORS® (NAR).



INTERNATIONAL REAL ESTATE PROFILE



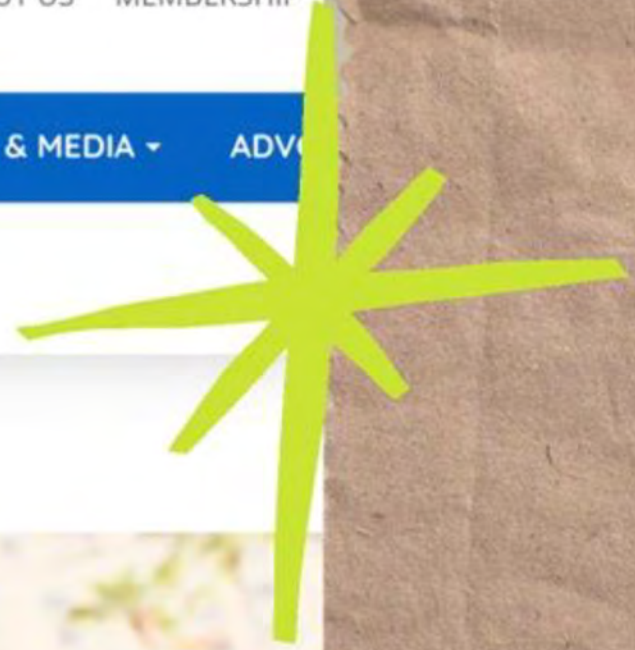
JGI/Daniel Grill | Getty Images

UPDATED ON FEBRUARY 19, 2025

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What International Buyers Are Looking for in the Florida Market

Over 3.2 million Canadians visited during the year—a 20% increase





MIAMI REALTORS

My Login My Data English



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- CONDOS
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- GLOBAL**
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MIAMI Global

The MIAMI International Council and International Referral Network is a shining achievement in MIAMI REALTORS® distinguished 105-year history. The award-winning Council is the largest and most successful local global council in the world, boasting 283+ partnerships worldwide!



2024 | International Homebuyer Transactions
PROFILE of | of MIAMI Association of REALTORS® Members



Global Partners

MIAMI is honored to have partnerships with more than 279 global real estate organizations. These alliances create business opportunities for...



South Florida, encompassing Miami-Dade, Broward, and Palm Beach counties, accounted for 44% of Florida's international sales.

LEARN BEFORE

YOU GO

THE SMALL THINGS MAKE ALL THE DIFFERENCE



KNOW THE CULTURE



DRESS APPROPRIATE



CULTURE CONSIDERATIONS



Must Read!



Named "One of the Best Business
How-To Books of 2006" by *Library Journal*

KISS, BOW, OR SHAKE HANDS

The Bestselling Guide to Doing
Business in More Than 60 Countries

- CULTURAL OVERVIEWS
- TIPS FOR DOING BUSINESS
- KNOW BEFORE YOU GO
- NEGOTIATING STRATEGIES
- PROTOCOL



2ND EDITION

Completely revised and updated with new sections
TERRI MORRISON AND WAYNE A. CONAWAY
with a Preface by Hans H.B. Koehler, Former Director, Wharton Export Network



KNOW Your Market

Florida



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Stats

TOP BUYER COUNTRIES BY SALES



17%



10%



7%



6%



5%



Stats

TOP BUYER COUNTRIES BY SALES



18%



14%



8%



6%



6%



5%

KNOW Your Market

Miami



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Stats

Florida's median sale price

2024 \$469,000

2023 \$416,000

13% \$53,000



Stats

1. Condo
2. Single Family Home
3. Townhome
4. Land



Stats

1. Vacation Home
2. Rental Investment
3. Both (Airbnb)



TOP THREE REASONS

Reasons Client Did Not Purchase!

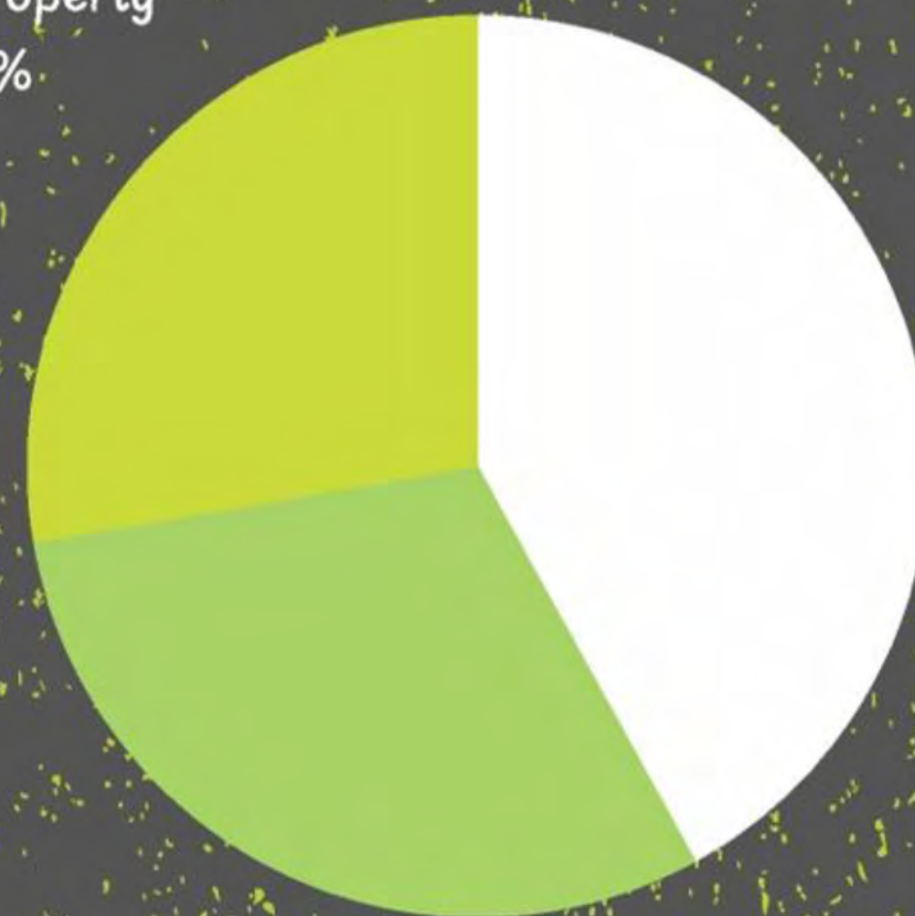
Cost of property

Condo fees

Could not find property to purchase

2024 Profile of International Residential Transactions in Florida

Cost of Property
27.7%



Condo Fees
42%

Could Not Find Property to Purchase
30.4%

AT THE SPEED OF NOW



HUGE TECHNOLOGY REVOLUTION !

98%

of all
homebuyers
start their
search online.



The first showing
happens online!

NEXT GENERATION



WORK

NEXT GENERATION



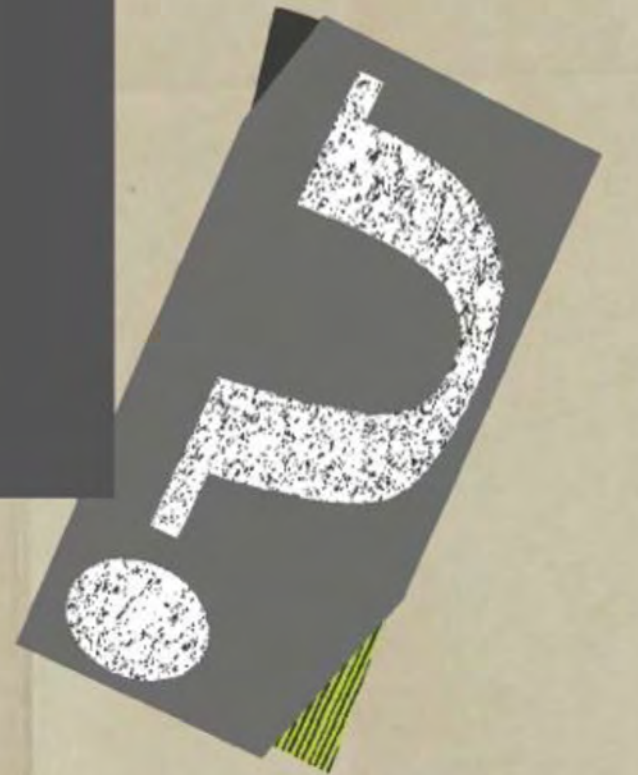
ONLINE VIDEO ACCOUNTS FOR 82% OF ONLINE TRAFFIC

91% WATCH VIDEOS EVERYDAY

85% WATCH VIDEOS ON IG AND FACEBOOK WITHOUT AUDIO

KNOW THE TREND

30% COULD NOT FIND A PROERTY



BE VISABLE





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Real Estate Sales Force is over 450 agents strong and growing in South Florida. RESF ag...more

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137 views · 2 days ago



1 Grove Isle #A504 Coral Gables, FL 33133

56 views · 4 days ago



429 Hendricks Isle, Fort Lauderdale, FL 33301

39 views · 6 days ago



10370 SW 174th Ter, Miami, FL 33157

48 views · 6 days ago



14201 N Kendall Drive #411D Miami, FL 33186

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62 views · 2 weeks ago



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38 views · 2 weeks ago



Cafe for Sale in North Miami Beach

32 views · 2 weeks ago







HOW TO DO INTERNATIONAL



OPPORTUNITIES

- Trade Missions - Inbound & Outbound
- Expos - Globally, in state out of state
- Mixers & Business Exchanges
- Meetings & Workshops



CONNECT

- Is your name on it?
- Email?
- Phone?
- Where are you located?
- Physical or Electronic?



Jorge L. Guerra, Jr.
CRS, C2EX

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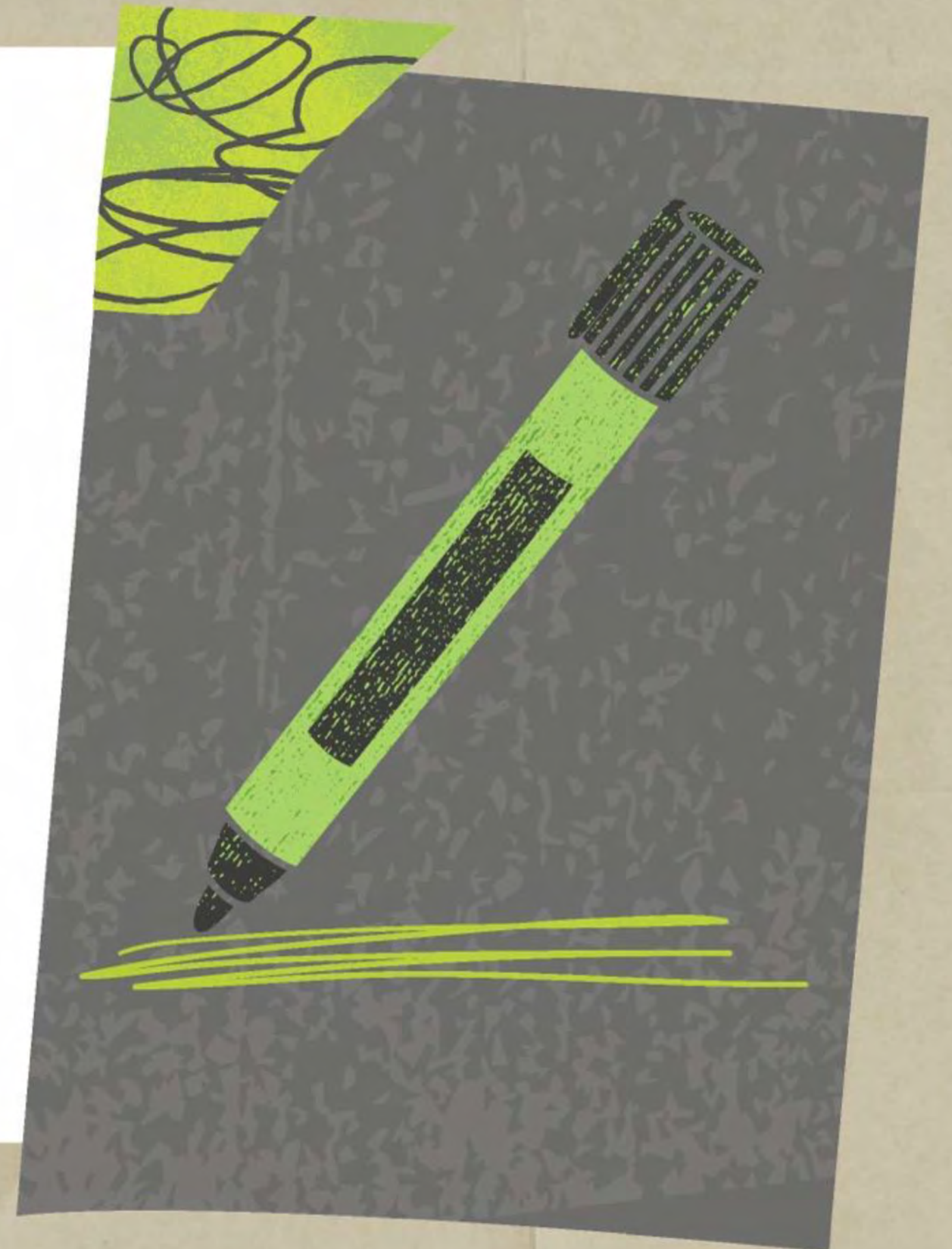
jorgeg@floridarealtors.org
floridarealtors.org

BUILD
YOUR
NETWORK



FIND A FLORIDA REALTOR

- WE ARE WELL CONNECTED.
- WE HAVE LOTS OF INTERNATIONAL EXPERIENCE.
- WE HAVE POWERFUL TOOLS TO GROW OUR PARTNERSHIP.



MY INTERNATIONAL TEAM



ATTORNEY



LENDER



ACCOUNTANT



INTERIOR DESIGNER

ITS ALL ABOUT RELATIONSHIPS



TOP LEAD SOURCES

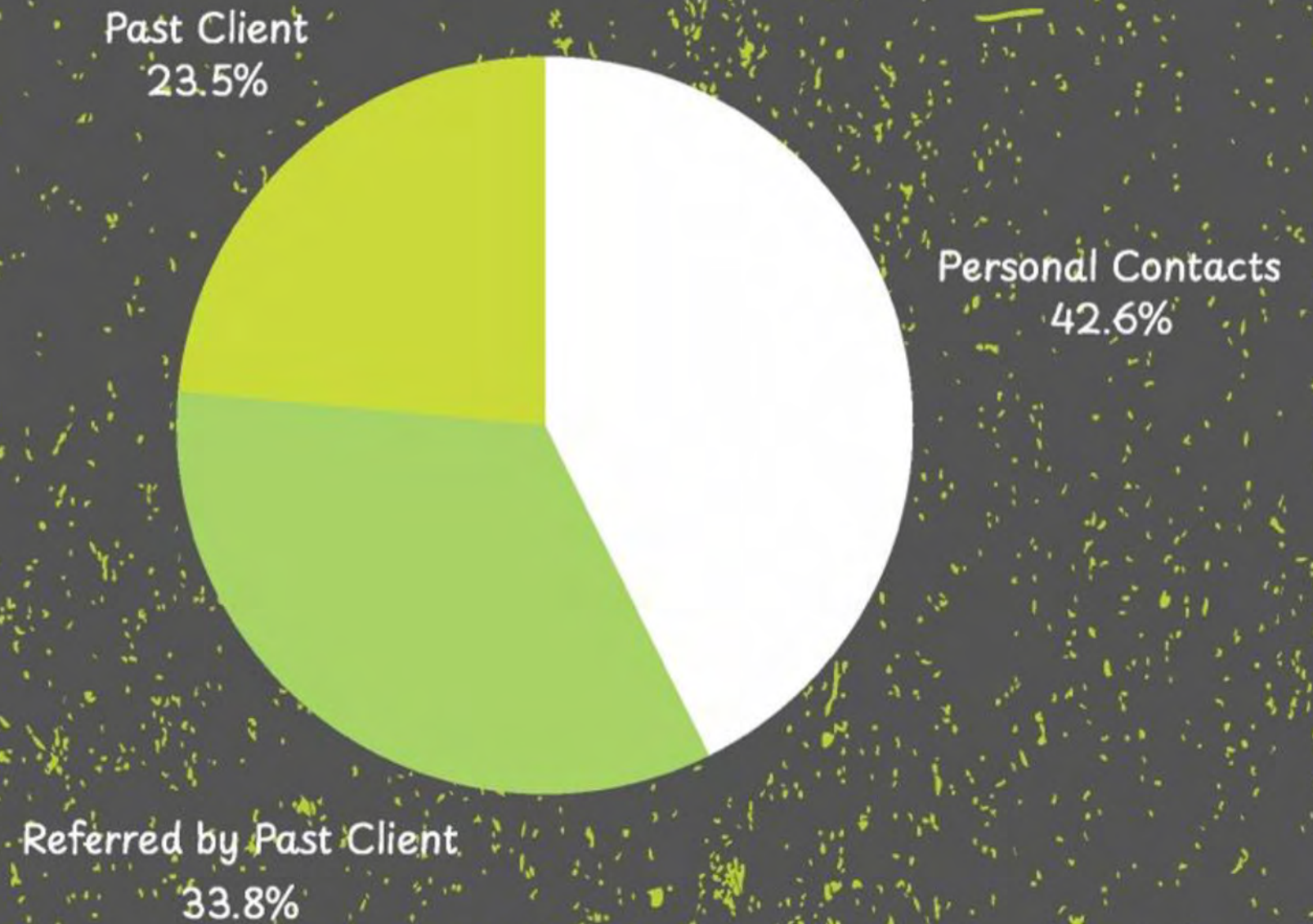
WHERE WE FOUND 68% OF OUR CLIENTS

Personal Contacts

Past Clients

Referrals from our past clients

2024 Profile of International Residential Transactions in Florida



ITS ALL ABOUT RELATIONSHIPS

Relationships are critical real estate businesses succeed by building strong connections. Trust and communication are key, nurturing environments where innovation and success thrive. Like Earth's transformation, developing business relationships requires patience and adaptability.



CRM



FACEBOOK



Maria Grulich

1.6K friends · 389 mutual



Posts About Friends Photos Videos Check-ins More

*ITS ALL ABOUT
RELATIONSHIPS*



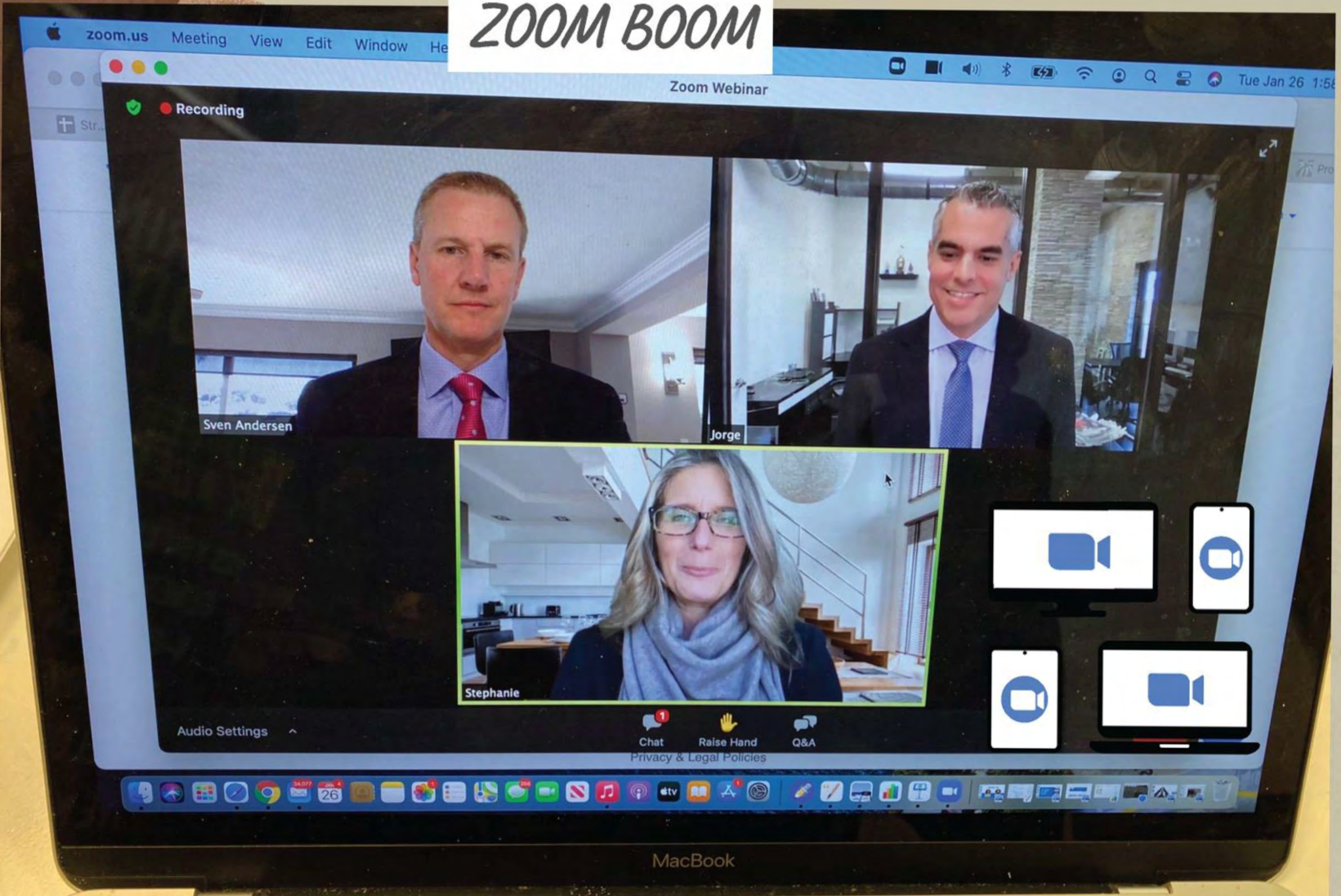
Lori Cashi-Haught is with Maria Grulich and 6 others.

December 12, 2024 · 🌐

WORLD STRATEGIC FORUM
CRM



ZOOM BOOM



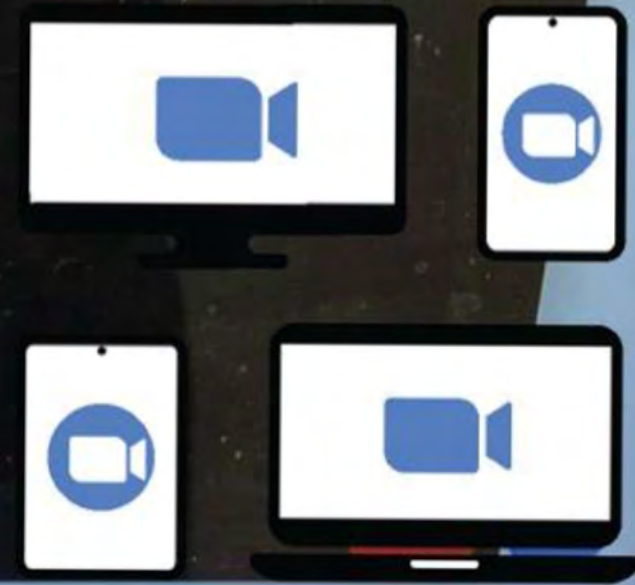
Sven Andersen

Jorge

Stephanie

Audio Settings ^

Chat ¹ Raise Hand Q&A
Privacy & Legal Policies



MacBook

FACE TO FACE



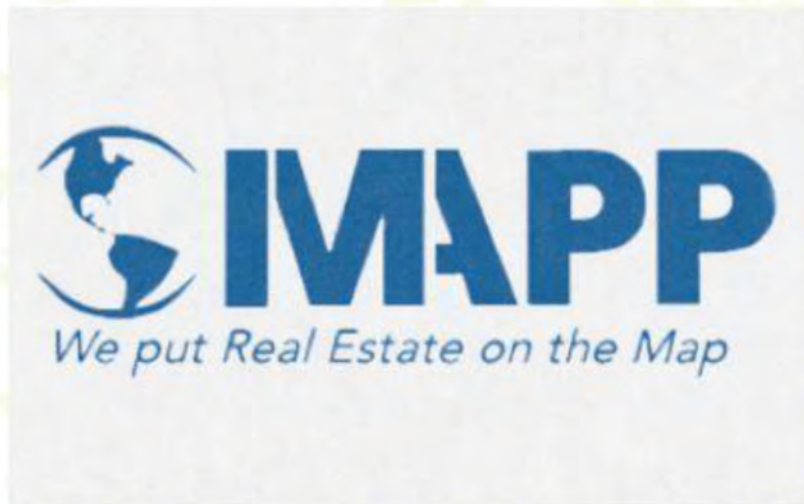
FIND YOUR LEADS



TOOLS

YOU GO

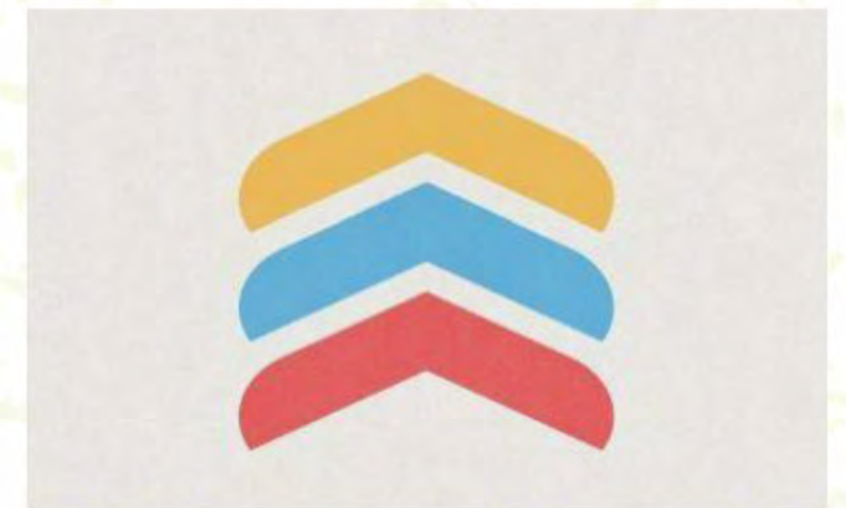
THE SMALL THINGS MAKE ALL THE DIFFERENCE



KNOW THE CULTURE



DRESS APPROPRIATE



CRM/FACEBOOK





IMAPP - Miami REALTORS®

Search Tax Records or MLS Listings

search



066236...

sign out

Tax Search **MLS Search** Foreclosure Search

Search Field

Search Type

Search

Property Location	Is Within	Miami-Dade County, FL
Owner Country	Equal To	CANADA
Property Address	Contains	
Parcel ID	Starts With	
Subdivision Name	Equal To	
Property Zip Code	Equal To	
Sale Date	Greater Than or Equal To	
Sale Price	Greater Than or Equal To	
Building Area	Greater Than or Equal To	
Year Built	Greater Than	
Property Use Code (state)	Is One Of	Select options



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- Save Template
- Reset Defaults
- Clear All Fields



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You have no saved searches yet.

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- Rental Residential Properties in Value Range
- Foreign Owners within Value Range
- Recent Sales
Find Properties Sold In Last Month
- Miami New Listings

Search Area Reference Map



Click Map To Refine The Included Search Area

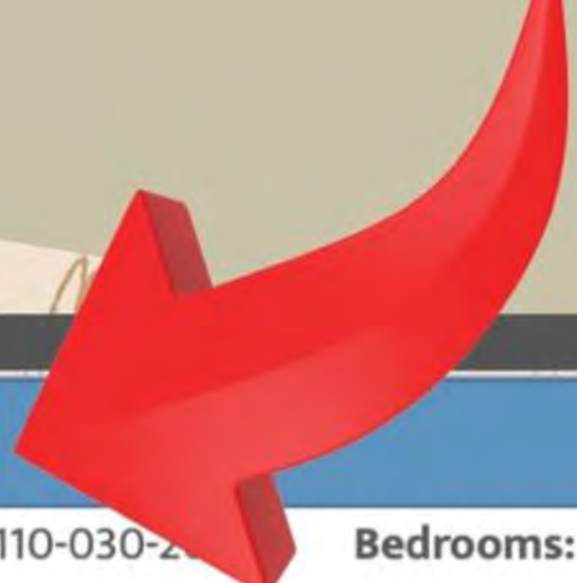
Usage Tip







Changing the search area may alter existing search criteria. After changing search area, review search criteria before performing a search.

Results 1-25

of 3143 results

Results Not Sorted



1.	255 NE 1ST ST MIAMI, FL 33132-2503	PID 01-0110-030-2	Bedrooms: 0	Living Area: 257,712 sf	Stories: 1	
	<input type="checkbox"/> Owner(s): BAYFRONT PARTNERS US LIMITED PARTNERSHIP	Market Value: \$26,350,000	Bathrooms: 0	Total Area: 257,712 sf	Waterfront: No	
		Assessed Value: \$21,766,250	Year Built: 1973	Land Area: 37,500 sf	Pool: No	
		Last Sale: \$25,000,000 on 11/01/2021		Covered Parking: No		
2.	219 E FLAGLER ST MIAMI, FL 33131	PID 01-0111-080-1110	Bedrooms: 0	Living Area: 43,657 sf	Stories: 6	
	<input type="checkbox"/> Owner(s): EAST FLAGLER BUILDING LLC	Market Value: \$5,700,000	Bathrooms: 0	Total Area: 43,657 sf	Waterfront: No	
		Assessed Value: \$5,082,000	Year Built: 1984	Land Area: 7,000 sf	Pool: No	
		Last Sale: \$9,000,000 on 06/08/2015		Covered Parking: No		
3.	226 E FLAGLER ST MIAMI, FL 33131-1326	PID 01-0112-000-2012	Bedrooms: 0	Living Area: 8,157 sf	Stories: 1	
	<input type="checkbox"/> Owner(s): EAST FLAGER HOLDINGS LLC	Market Value: \$3,362,557	Bathrooms: 0	Total Area: 8,157 sf	Waterfront: No	
		Assessed Value: \$2,394,234	Year Built: 1926	Land Area: 4,209 sf	Pool: No	
		Last Sale: \$4,500,000 on 06/22/2015		Covered Parking: No		
4.	60 NW 79TH ST MIAMI, FL 33150-3092	PID 01-3112-092-0090	Bedrooms: 1	Living Area: 462 sf	Stories: 0	
	<input type="checkbox"/> Owner(s): BELZIL CLAUDE GAGNE FRANCOISE	Market Value: \$47,581	Bathrooms: 1	Total Area: 462 sf	Waterfront: No	
		Assessed Value: \$46,581	Year Built: 1959	Land Area:	Pool: No	
		Last Sale: \$14,000 on 12/01/2006		Covered Parking: No		
5.	60 NW 79TH ST #11A MIAMI, FL 33150-5002	PID 01-3112-092-0130	Bedrooms: 1	Living Area: 462 sf	Stories: 0	
	<input type="checkbox"/> Owner(s): ROBERGE PAUL ANDRE	Market Value: \$47,581	Bathrooms: 1	Total Area: 462 sf	Waterfront: No	
		Assessed Value: \$47,581	Year Built: 1959	Land Area:	Pool: No	
		Last Sale: \$100 on 04/06/2022		Covered Parking: No		
6.	60 NW 79TH ST #22 MIAMI, FL 33150-3056	PID 01-3112-092-0220	Bedrooms: 1	Living Area: 462 sf	Stories: 0	



PROPERTY INFORMATION

PID # 02-4203-340-0070 [↗](#)

Property Type: Multi-Unit

Property Address:
50 S POINTE DR # TWN7
MIAMI BEACH, FL 33139-4767

Current Owner:
50 S POINTE TWN7 LLC

Tax Mailing Address:
20 STRATHEDEN RD
TORONTO ONTARIO, M4N 1E3
CANADA

Property Use:
04 / CONDO/TOWNHOUSE

Land Use:
RESIDENTIAL - TOTAL VALUE : CONDOMINIUM -
RESIDENTIAL (0407)

Zoning: 3004/MULTI-FAMILY

Lot Size: 0 acres / 0 sf

Waterfront: No

Development Name: CONTINUUM IN SOUTH
BEACH

Subdivision: CONTINUUM ON SOUTH
BEACH CONDO

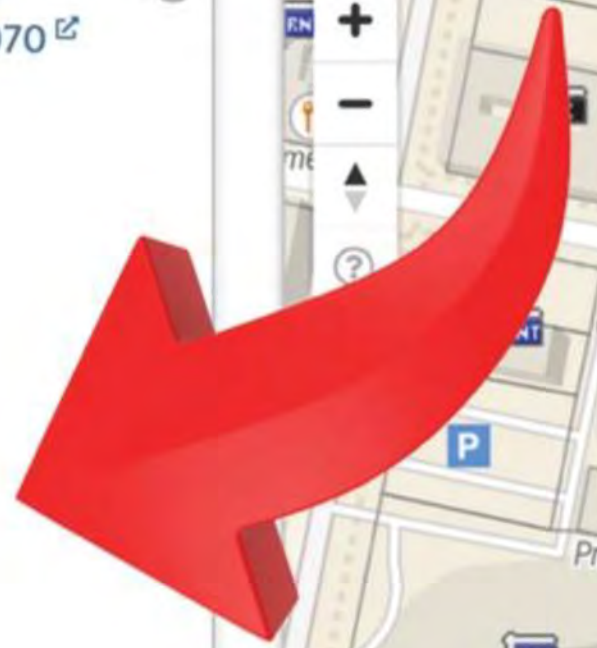
Census Tract/Block: 004500 / 5004

Twn: 54 **Rng:** 42 **Sec:** 03

Block: **Lot:**

Coordinates: 25.768(lat) -80.1325(lon)

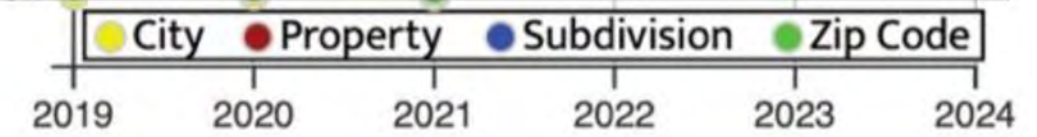
Legal Description:
CONTINUUM ON SOUTH BEACH CONDO THE NORTH
TOWER UNIT TOWNHOUSE 7 UNDIV 0.7330169% INT IN
COMMON ELEMENTS OFF REC 26131-1961



VALUE INFORMATION

	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
Building Value:	\$0	\$0	\$0	\$0
Land Value:	\$0	\$0	\$0	\$0
Just Market Value:	<u>\$4,488,750</u>	\$4,488,750	\$5,162,062	<u>\$7,743,093</u>
Percent Change:	- n/a -	0%	15%	50%
Total Assessed Value:	\$4,488,750	\$4,488,750	\$5,162,062	\$5,236,000
Homestead Exemption:	NO	NO	NO	NO
Total Exemptions:	\$0	\$0	\$0	\$0
Taxable Value:	\$4,488,750	\$4,488,750	\$5,162,062	\$5,236,000
Total Tax Amount:	\$86,900.41	\$86,669.25	\$96,991.54	\$115,738.12

2020 Value \$4,488,750.00
 2023 Value \$7,743,093.00
Increase: \$3,254,343.00

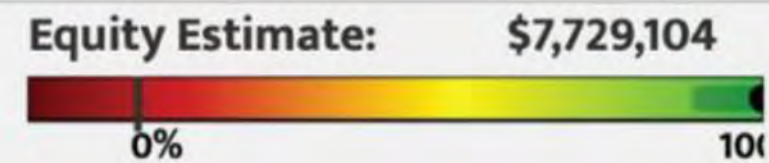


! This property has been reported as delinquent in paying property taxes starting in 2024. We recommend checking with the [county tax collector](#) to verify the current status.

Taxing District(s): 0200 - MIAMI BEACH



Estimated Current Value: \$7,729,104*



*Estimate of potential property value and equity amounts are based on proprietary computational models.

[Link To County Tax Collector](#)



📍 50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

📖 Save

🖨️ Print

📄 Create Report

Property Information

Property Information

Map/Location

Market Trends

Refined Value

CMA

Neighborhood

My Updates

🖼️ PHOTOS

📍 STREET

🌐 SATELLITE

🕒 HISTORICAL



■ Closed / For Sale • Sold Date: 6/7/2021, MLS Listing A10703083: 7/8/2019

Closed Price

\$5,600,000

↓ 27.27% below list price \$7.7M

Closed Date
6/7/2021

Listing ID
A10703083



4 Beds



5 Baths



2,779 Sq Ft



2008

AVM ⓘ

\$7,647,000

AVM Updated
5/10/2025

[View Details](#)

AVM Estimated Range ⓘ

\$6.58M

\$8.72M

AVM Month Change

↓ \$122,000

AVM Confidence ⓘ

★★★★☆

AVM Year Change

↓ 6.03%

Basic Facts

Type
Condo/Townhouse/Apt.

Price to Est. Value
73%

Land Use
Condominium Unit (Residential)

Days in RPR
700

Owner Name
50S POINTE TWN7 LLC

APN/TaxID
02-4203-340-0070

Price hv SqFt

700000

34 Photos













1 2 3 4 5 ... 34



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Customize reports to rearrange sections or add/remove elements within a section.

- Cover Page** 1/1 
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- Property Summary** 5/6 
- Property Information** 8/19 
- Maps** 0/2 
- Photos** 34/57 
- Market Trends** 4/12 
- Neighborhood** 0/5 
- Schools** 0/1 
- Market Activity** 1/6 
- Pricing Summary** 0/5 
- CMA** 3/4 
- Refined Value** 0/5 


Seller for 50 S Pointe Dr, #TWN7 [Edit](#)

Seller

 Seller Report

50 S Pointe Dr, #TWN7
Miami Beach, FL 33139



 **Jorge Luis Guerra Jr.**
CRS
Florida Real Estate License #0662364
Work (305) 396-9009 | Mobile (305) 725-2828
(305) 402-0395
j@resf.com

 **Coral Gables**
814 Ponce De Leon Blvd., Suite 503
Coral Gables, FL 33134



RESF Seller Report
50 S Pointe Dr, #TWN7
Miami Beach, FL 33139



Jorge Luis Guerra Jr.
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Florida Real Estate License #94623364
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Cell (305) 402-0395
jlg@resf.com


RESF
Coral Gables
314 Florida Dr Lash Blvd., Suite 103
Coral Gables, FL 33134

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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

Photos

Listing Photos



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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

Market Trends

Market Trends for Miami Beach, FL 33139
Single Family + Condo/Townhouse/Apt

April 2025


Market Type

Key Details

Months of Inventory	16.71	93.6%	91	\$545,000
↓ 1.46% MoM	↑ 1.2% MoM	↑ 2% MoM	↑ 0.96% MoM	

April 2025 Median Estimated Property Value
Single Family + Condo/Townhouse/Apt

Median Estimated Value: \$436,090
Last Month Change: +0%
12 Month Change: -0.9%



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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

Property Information

Property Facts

Name	Public Facts	Listing Facts	Agent Refinements
Property Type	Condo/Townhouse/Apt	Condo/Townhouse/Apt	-
Property Subtype	Condominium Unit (Residential)	Townhouse	-
Bedrooms	4	4	-
Total Baths	5	5	-
Full Baths	4	4	-
Partial Baths	1	1	-
Living Area (sq ft)	2,779	2,779	-
Building Area (sq ft)	2,779	2,779	-
Lot Size	-	-	-
Garage (spaces)	0	0	-
Year Built	2008	2008	-
Heating	-	Central Heat	-
Cooling	-	Central Cooling	-
Construction	-	Con Construction	-
Number of Units	0	-	-
Number of Stories	-	4	-

Interior Features

LISTING


Cooling	Central Cooling	Dining	Formal Dining
Floor	Marble Flooring, Wood Floors	Heating	Central Heat
Pet	None		

PUBLIC

Adjusted Area	2779 sq ft	Total Area	2779 sq ft
---------------	------------	------------	------------

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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139



Closed / For Sale - Sold Date: 5/7/2025, M2 Listing: 410703083, 7/6/2014

Closed Price
\$5,600,000
Closed Date: 5/7/2025 | Listing ID: 410703083

AVM
\$7,647,000
AVM Updated: 5/13/2025

AVM Estimated Range
\$6.58M - \$8.72M


AVM Month Change: \$122,000
AVM Year Change: 6.03%

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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

Photos

Listing Photos




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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139


April 2025 Active Listings
Miami Beach, FL 33139
Single Family + Condo/Townhouse/Apt

Median List Price - \$545,000
↓ 0.9% Month-over Month



April 2025 Sold Listings
Miami Beach, FL 33139
Single Family + Condo/Townhouse/Apt

Median Sold Price - \$545,000
↑ 0.9% Month-over Month



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RESF Seller Report
50 S Pointe Dr, #TWN7, Miami Beach, FL 33139

Exterior Features

LISTING

Construction	Con Construction	Parking	2 Or More Spaces, Parking Assigned, Valet Parking
View	Direct Ocean		

PUBLIC

Neighborhood Code: 1000

Homeowner Association

Dues	\$1,328	Payments Per Year	12
------	---------	-------------------	----

Legal Description

Parcel Number	02 4203 040-0070	County	Miami Dade County
Zoning	3004MULTI-FAMILY	City/Municipality/Township	MIAMI BEACH
Entirety Tract	120800040 003004	Carrier Route	CO02
Abbreviated Description	5057 02 CITY/MUNI/TWP MIAMI BEACH SEC/TWNING/NEA SEC 03 TWN 340 BNG 42E CONDOMINIUM IN SOUTH BEACH CONDO THE NORTH TOWER UNIT TOWNHOUSE 7 UNIV 0.7301695 INT IN COMMON ELEMENTS DRY REC 20131 1963	Current Use	Townhouse

Owner Facts

Owner Name (Public)	505 POINTS TOWN LLC	Time Owned	0 5 Yrs
Mailing Address	35 Shoreline Road Ontario, Ca	Verifying	Company/Corporation

Location Details

Subdivision	South Of F70	Area Description	42
Flood Zone	A2		

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AT THE SPEED OF NOW



*My dear friend
I have just received
your letter of the 10th
and am glad to hear
from you. I am well
and hope these few lines
will find you the same.
I am, as ever,
your affectionate friend,
John F. Kennedy*

GOOGLE GLASSES

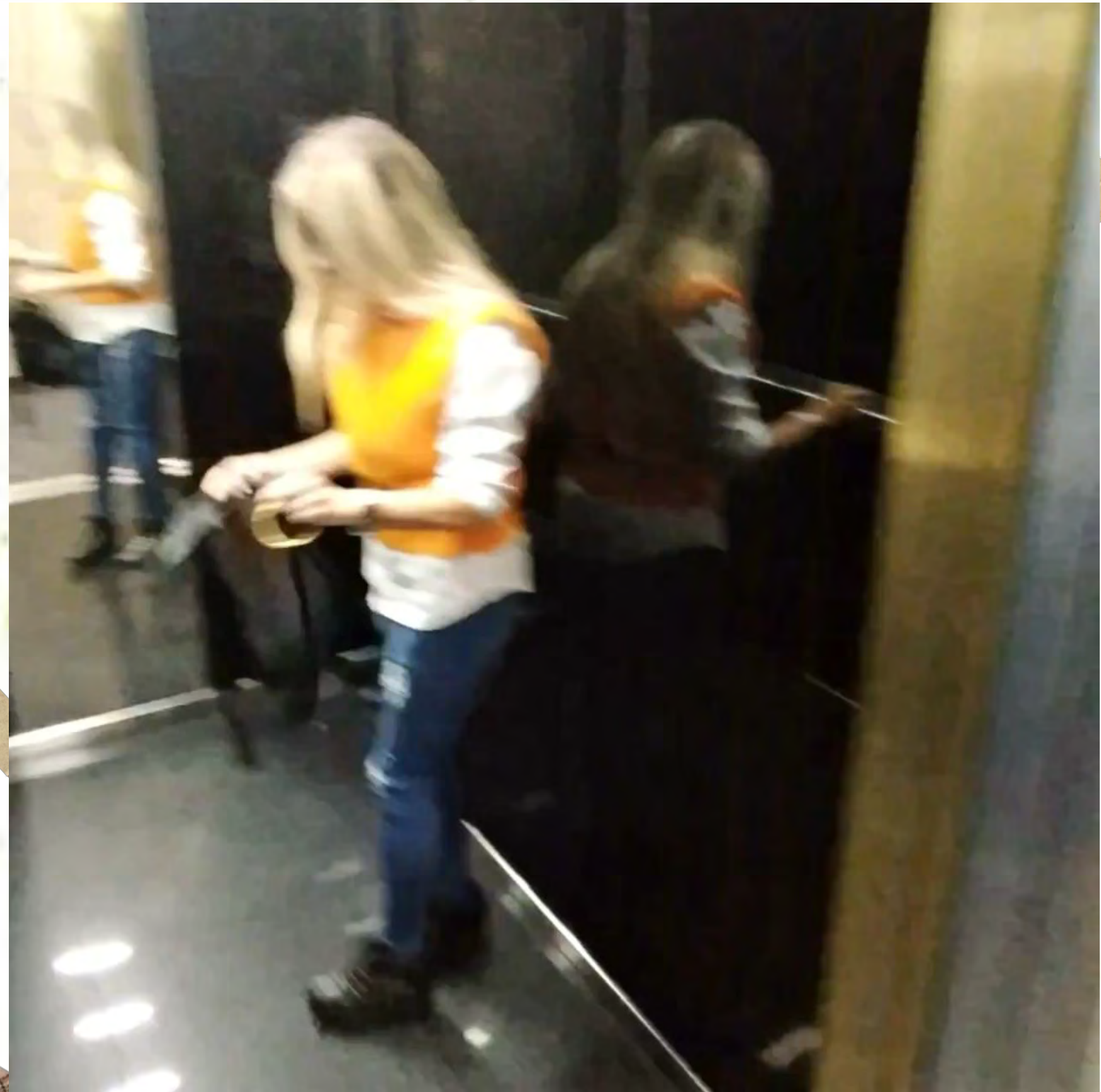


RAYBAN/FACEBOOK

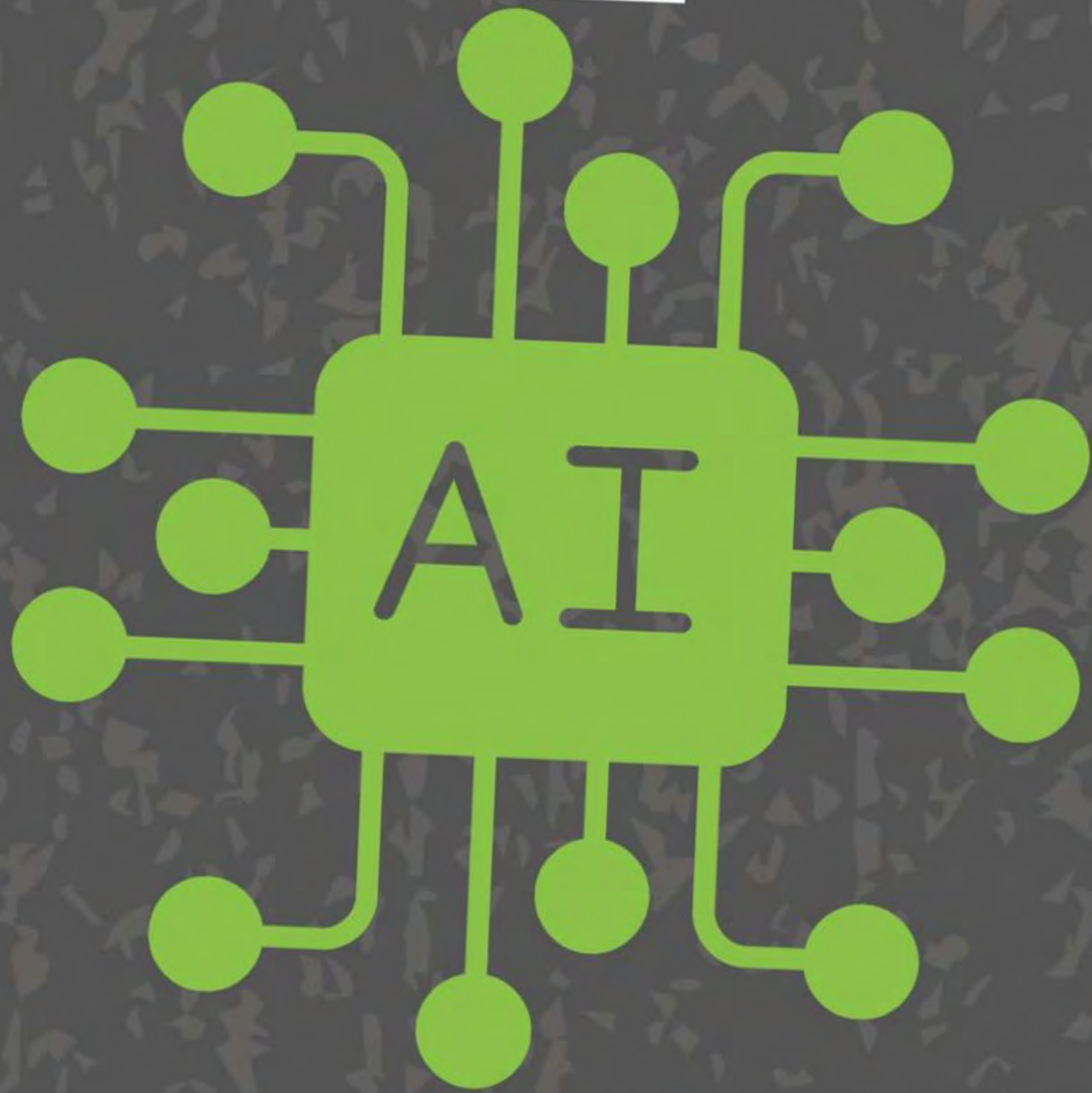


2021

...erwriter and Joint Bookrunner



AI

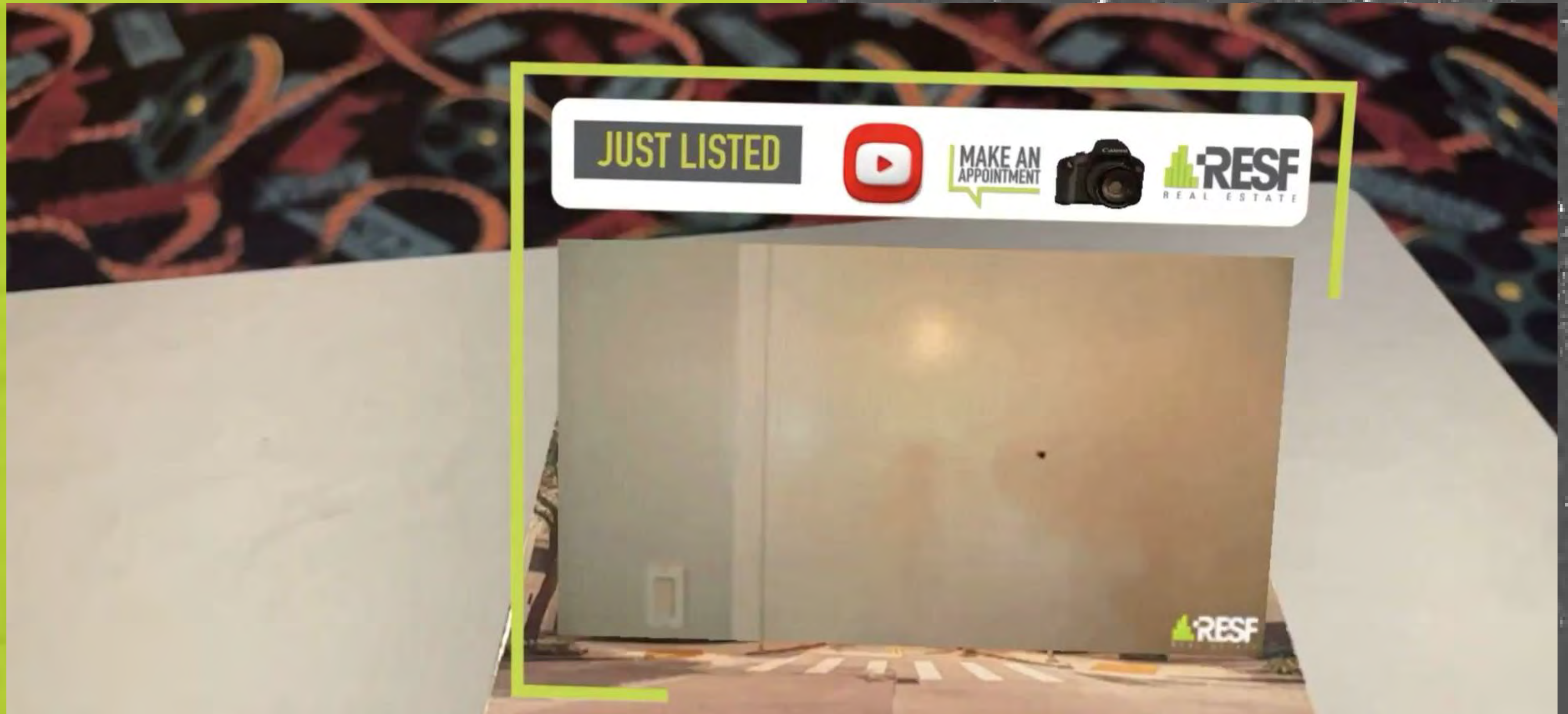


- **Translation**
- **Research**
- **Messaging**
- **Design**
- **Plan**
- **Analyzing**

Augmented Reality



Augmented Reality



360 Video



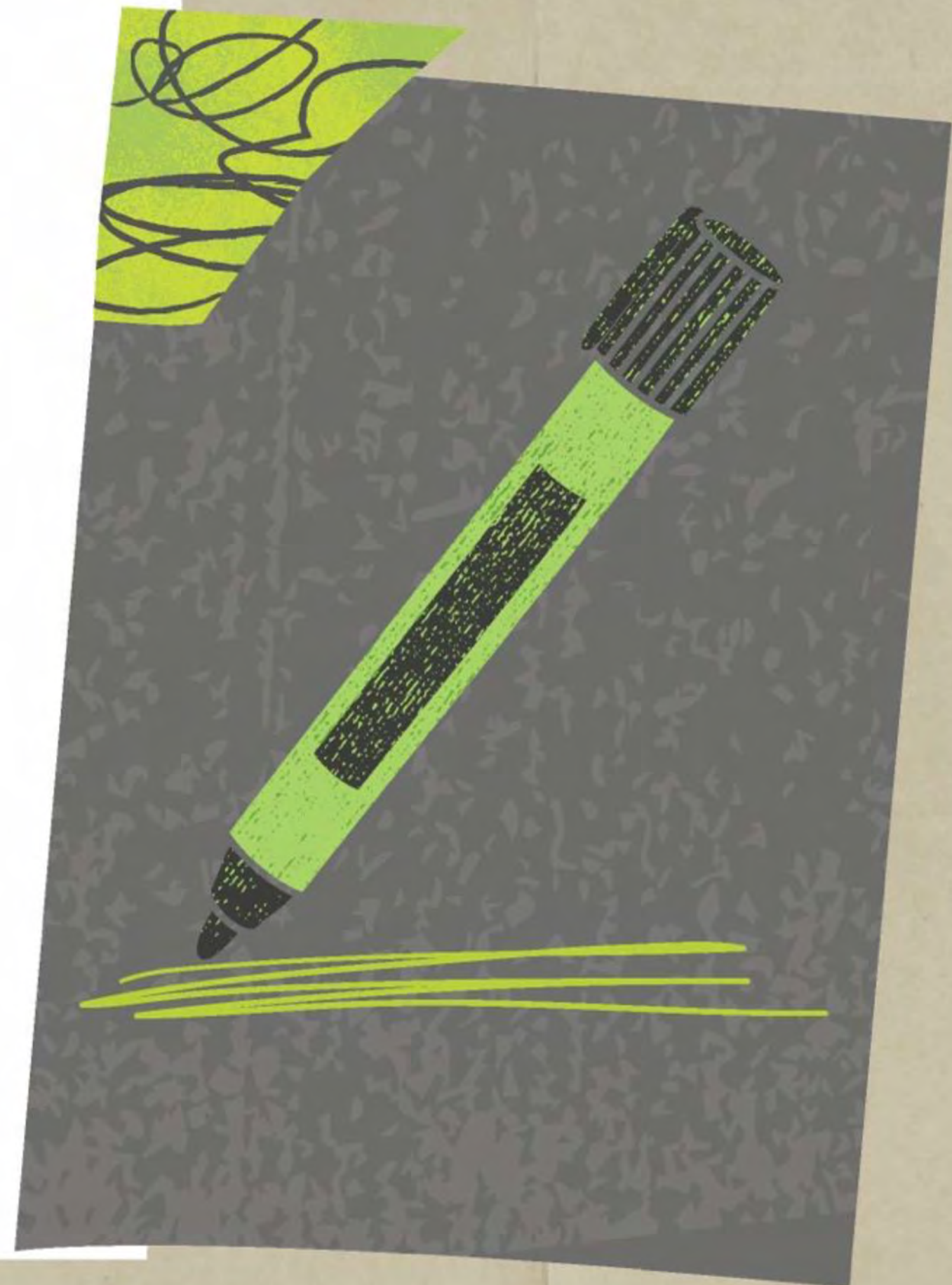
MUSE LUXURY
VR 360
OPEN HOUSE

#1 APP Store Dec 2021



TRAVEL TIPS

- Put a business card in the pocket of your coat or jacket
- Have business cards handy- on plane, train etc.
- What else is close to where you are going to be ?



Make it Official

INTERNATIONAL REALTOR® MEMBER

REFERRAL FORM

DISCLAIMER: In order to assist members, NAR created this sample Referral Form, which should be modified to fit your particular needs. This document is not intended to be and does not constitute legal or professional advice or a substitute for specific legal or professional advice. The user of this document should not use this document without consulting legal counsel. Neither the National Association of REALTORS® nor its International REALTOR® Member program enters into mediation or arbitration processes.

Date of Referral Agreement: _____

Referring (Source) Broker/Agent

NAME: _____

COMPANY: _____

BUSINESS ADDRESS: _____

BUSINESS CITY: _____

STATE/REGION/PROVINCE: _____

POSTAL CODE: _____

COMPANY COUNTRY: _____

E-MAIL ADDRESS: _____

WEB SITE: _____

FAX (include country code): _____

PHONE (include country code): _____

Receiving Broker/Agent

NAME: _____

Jet, Set and Close
BE RESOURCEFUL

BE VISABLE

HOW TO DO INTERNATIONAL

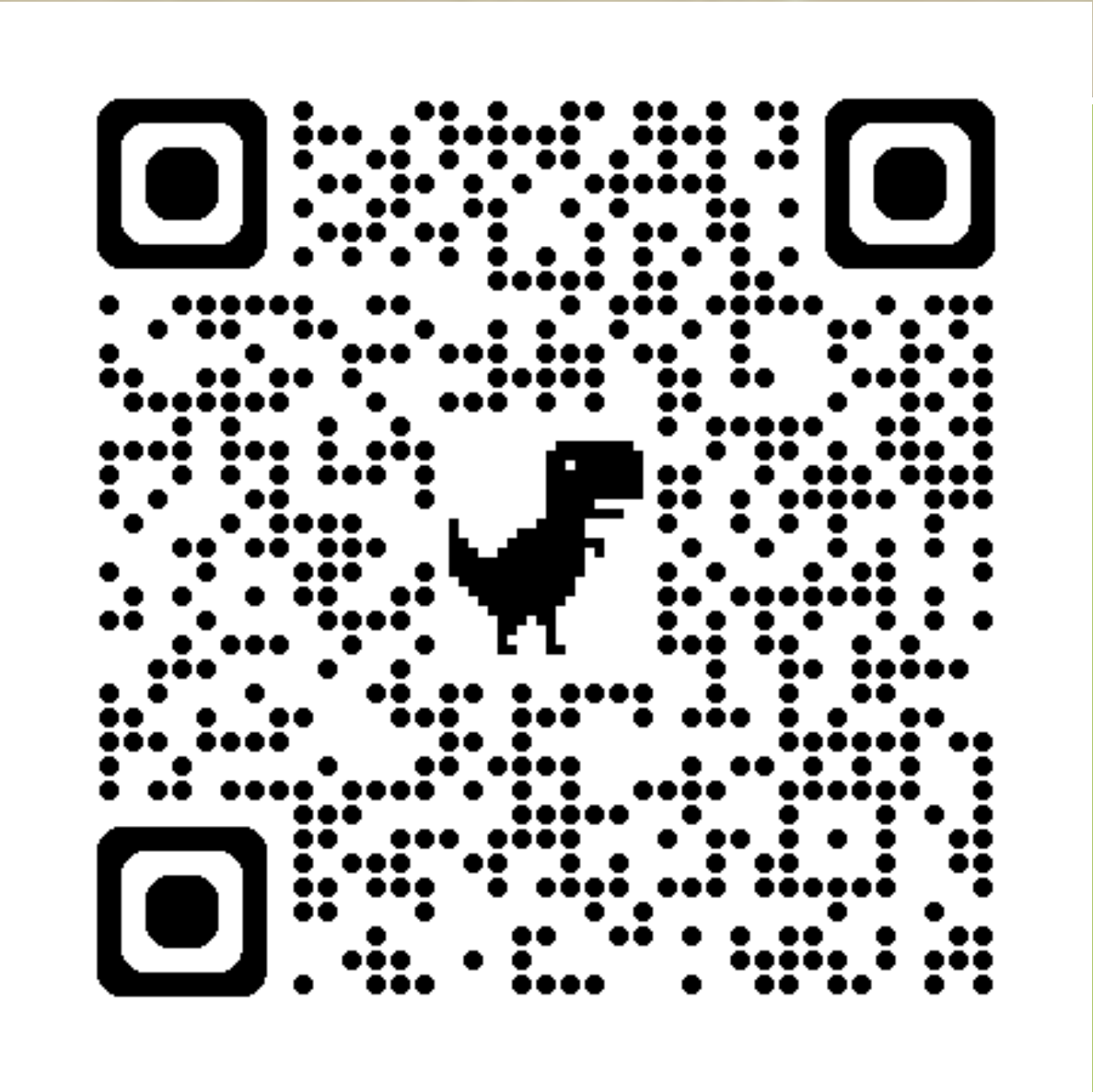
ITS ALL ABOUT RELATIONSHIPS

FIND YOUR LEADS

AT THE SPEED OF NOW



Thank you!



Scan to
Connect