

Global Opportunities

Presented By:

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District 4 Southernmost Conference | Key West

Thursday July 9, 2026



FloridaRealtors[®]

The Voice for Real Estate[®] in Florida

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2026 FLORIDA REALTORS[®]



Florida Realtors® Global

Florida Realtors supports local associations and their members — assisting associations newer to Global and boosting and expanding the activities of those currently involved.

Trade Missions and Expos continue to deliver **success, engagement and opportunities.**

New: **“Know Before You Go”** one-hour workshops.

Valuable **“Member Notebook”** for each trip – great resource before, during and after the trip.



Local Associations



Trade Missions & Expos



Know Before You Go

Why is Global so important?

Because we are FLORIDA!

Florida: #1 Destination of U.S. Foreign Buyers for 17th Consecutive Year!

Share of Top 10 States to Total Foreign Buyer Purchases										
Year	FL	CA	TX	NY	AZ	HI	NC	MI	NJ	IL
2009	23%	13%	11%	2%	7%	1%	3%	1%	1%	4%
2010	22%	12%	8%	4%	11%	2%	2%	2%	2%	1%
2011	31%	12%	9%	3%	6%	2%	2%	1%	3%	3%
2012	26%	11%	7%	4%	7%	2%	2%	3%	1%	3%
2013	23%	17%	9%	3%	9%	2%	1%	2%	2%	2%
2014	23%	14%	12%	3%	6%	2%	2%	2%	3%	3%
2015	21%	16%	8%	3%	5%	2%	2%	2%	3%	3%
2016	22%	15%	10%	4%	4%	1%	3%	2%	4%	4%
2017	22%	12%	12%	3%	4%	2%	3%	2%	4%	3%
2018	19%	14%	9%	5%	5%	0%	3%	3%	4%	3%
2019	20%	12%	10%	3%	5%	1%	3%	2%	4%	3%
2020	22%	15%	9%	5%	3%	1%	3%	2%	4%	3%
2021	21%	16%	9%	4%	5%	0%	3%	3%	4%	3%
2022	24%	11%	8%	4%	7%	1%	4%	1%	3%	3%
2023	23%	12%	12%	3%	4%	0%	4%	1%	2%	4%
2024	20%	11%	13%	4%	5%	2%	4%	2%	4%	3%
2025	21%	15%	10%	7%	5%	3%	3%	3%	3%	3%

Top 10 list is based on the most recent year.

Source: NAR Profile of International Transactions in US Residential Real Estate. The NAR survey covers the 12-month period from April of the past year to March of the current year. The Florida and MIAMI International Survey cover the 12-month period from August of the past year to July of the current year.

Know Your Markets

Florida's Top 5 International Buyers by Dollar Volume

1. Canada **\$1.9 B**

2. Colombia **\$925 M**

3. Brazil **\$762 M**

4. Argentina **\$627 M**

5. Mexico **\$489 M**

Florida's Top 10 Buyer Countries by Sales

Percentages = share of all international sales in Florida

1. Canada **18%**

2. Colombia **10%**

3. Brazil **7%**

4. Argentina **6%**

5. United Kingdom **5%**

6. Mexico **3%**

7. Germany **3%**

8. Venezuela **3%**

9. Peru **2%**

10. Ecuador **2%**

2025

PROFILE of

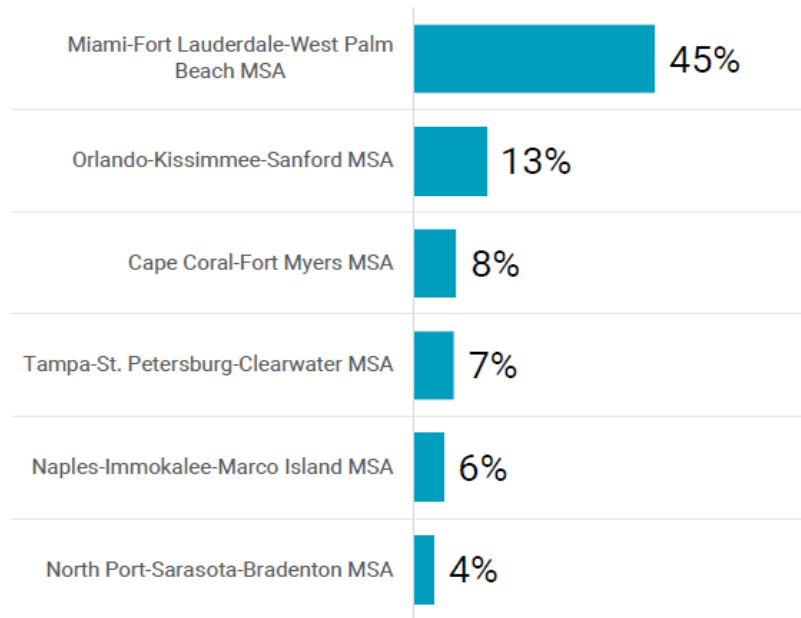
International Homebuyer Transactions

of MIAMI Association of REALTORS® Members

January 2026

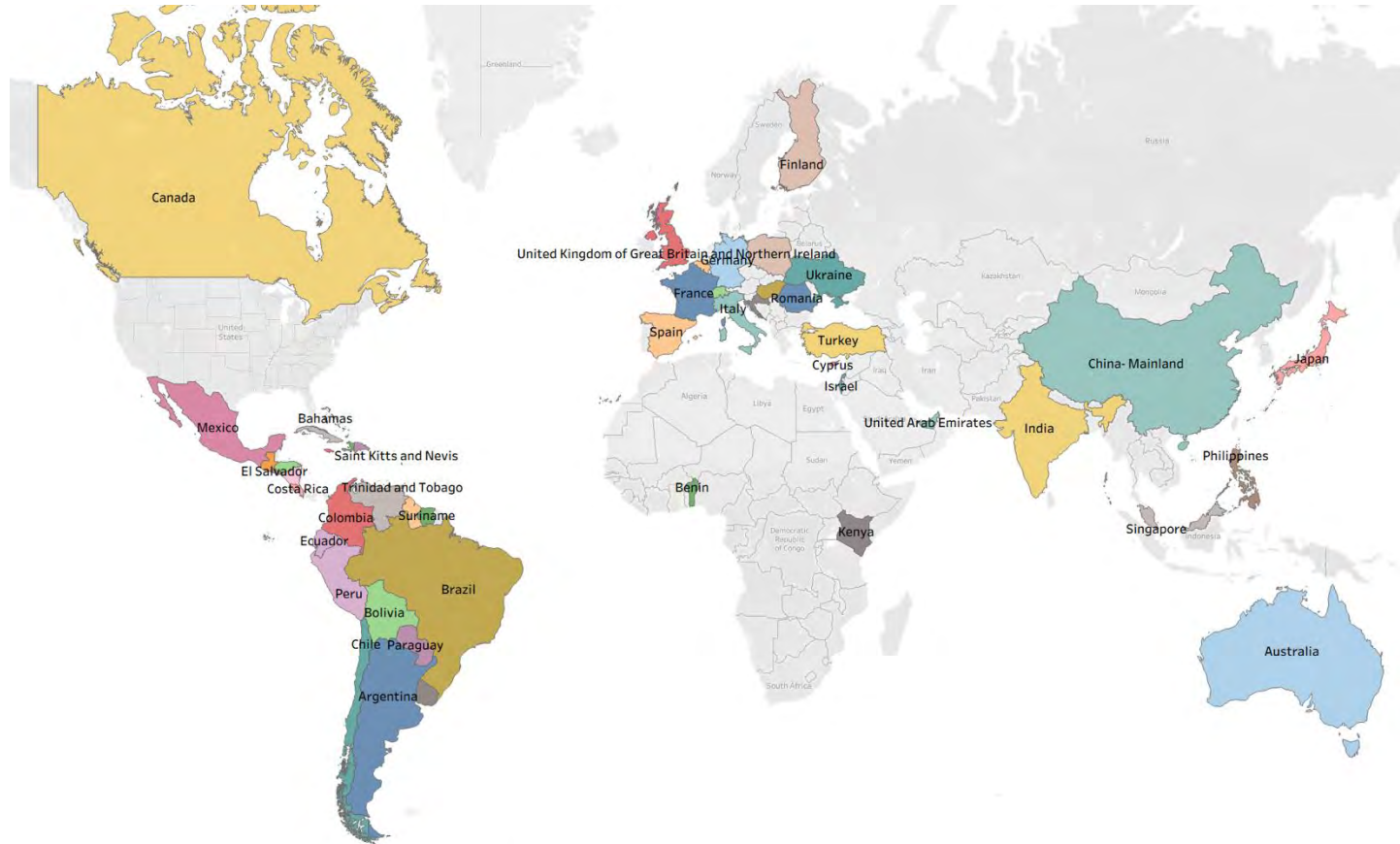


Nearly Half of International Purchases are in South Florida



Source: FLORIDA REALTORS® International Study, 2025

MIAMI Global Buyers Come from 55 Countries



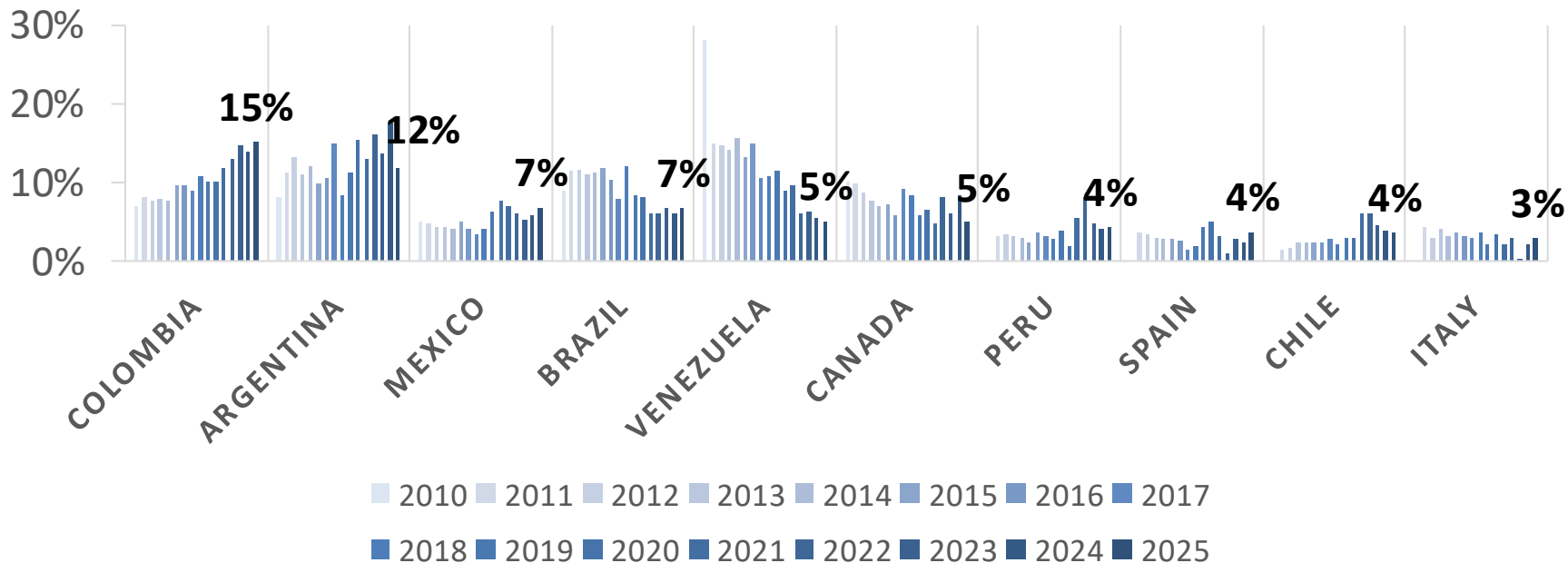
82 Countries Buy Miami New Construction



Abkhazia	Egypt	Nicaragua
Andorra	El Salvador	Nigeria
Argentina	France	Pakistan
Armenia	Germany	Panama
Australia	Grand Cayman	Paraguay
Austria	Greece	Peru
Azerbaijan	Guatemala	Poland
Bahamas	Haiti	Portugal
Bangladesh	Honduras	Puerto Rico
Barbados	Hungary	Qatar
Belgium	Iceland	Romania
Belize	India	Russia
Bolivia	Ireland	Saudi Arabia
Brazil	Israel	South Africa
Bulgaria	Italy	Spain
Canada	Jamaica	Swaziland
Chile	Japan	Switzerland
China	Kazakhstan	Trinidad and Tobago
Colombia	Kuwait	Turkey
Costa Rica	Latvia	Turks and Caicos
Croatia	Lebanon	Ukraine
Cuba	Lithuania	UAE
Cyprus	Luxembourg	United Kingdom
Czech Republic	Malaysia	Uruguay
Denmark	Mexico	Venezuela
Dominican Republic	Monaco	Vietnam
Dubai	Morocco	
Ecuador	Netherlands	

Colombia is Top Country Purchasing in South Florida

MIAMI REALTORS® TOP FOREIGN BUYERS



*Rank is based on the rank of the most recent year.

MIAMI Top Tier Countries of Origin



**1. Colombia
(15%)**



2. Argentina (12%)



3. Brazil (7%)*



**3. Mexico
(7%)***



4. Canada (5%)**



4. Venezuela (5%)**



7. Peru (4%)



8. Spain (2%)



9. Chile (5%)



10. Italy (3%)



11. Ecuador (3%)



12. Dominican Republic (2%)

MIAMI Tier 2 Countries of Origin



13. Cuba (2.1%)



14. France (2.0%)



15. Turkey
(1.9)



16. Israel
(1.7%)



17. Honduras (1.5%)



18. Puerto Rico (1.5%)



19. El Salvador (1.4%)



20. United Kingdom (1.4%)



21. Uruguay (1.3%)



22. Nicaragua (1.2%)



23. Bolivia (1.2%)

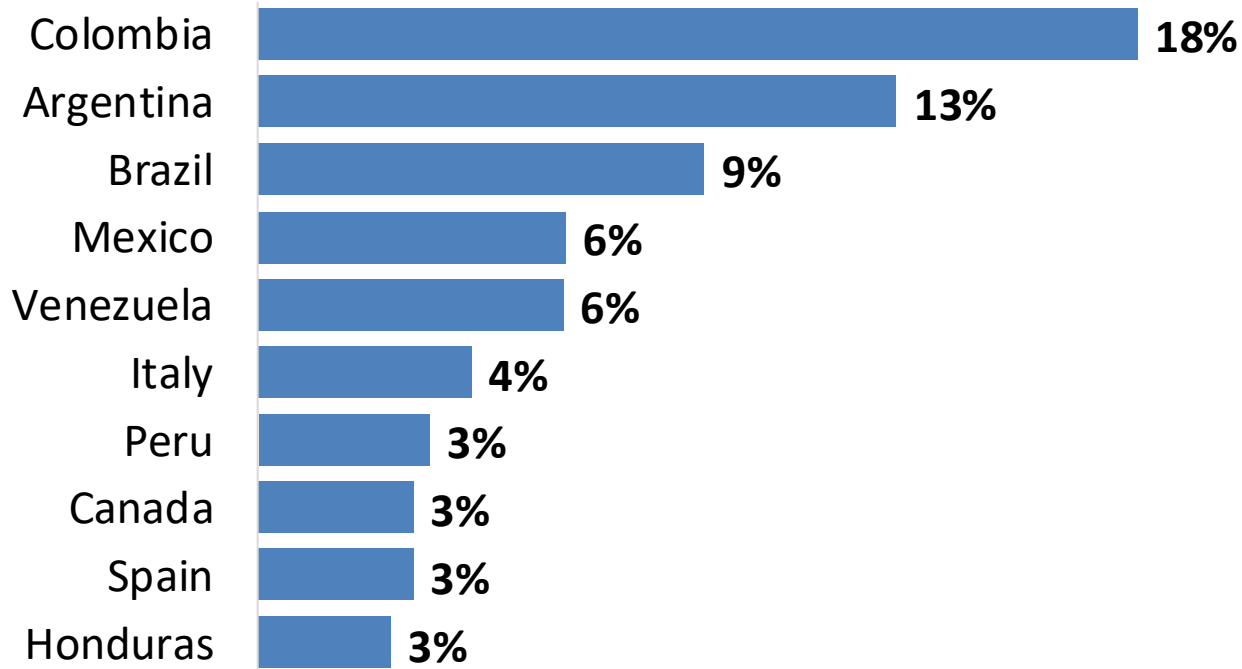


24. India (1.1%)

*Mexico and Brazil essentially tied for 3rd place. Venezuela and Canada essentially tied for 4th place. Rank is based on market share to the tenths digit. "China" includes PROC, Taiwan, and Hong Kong.

Miami-Dade: Latin Americans Top Buyers

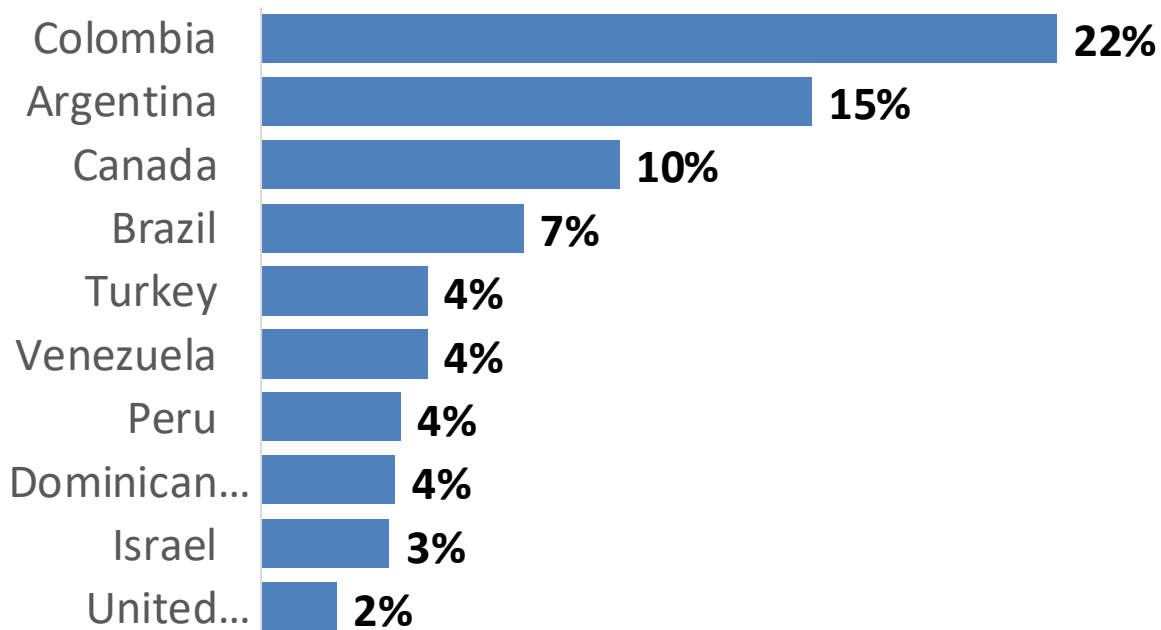
MAJOR FOREIGN BUYERS IN MIAMI-DADE



Other buyers were from Chile, Cuba, Ecuador, Turkey, Dominican Republic, France, Haiti, Nicaragua, Australia, Costa Rica, El Salvador, Puerto Rico, Great Britain, Bahamas, Bolivia, China, Germany, India, Poland, Singapore, Ukraine, United Arab Emirates, United Kingdom

Broward County: Latin Americans and Canadians Were Major Buyers

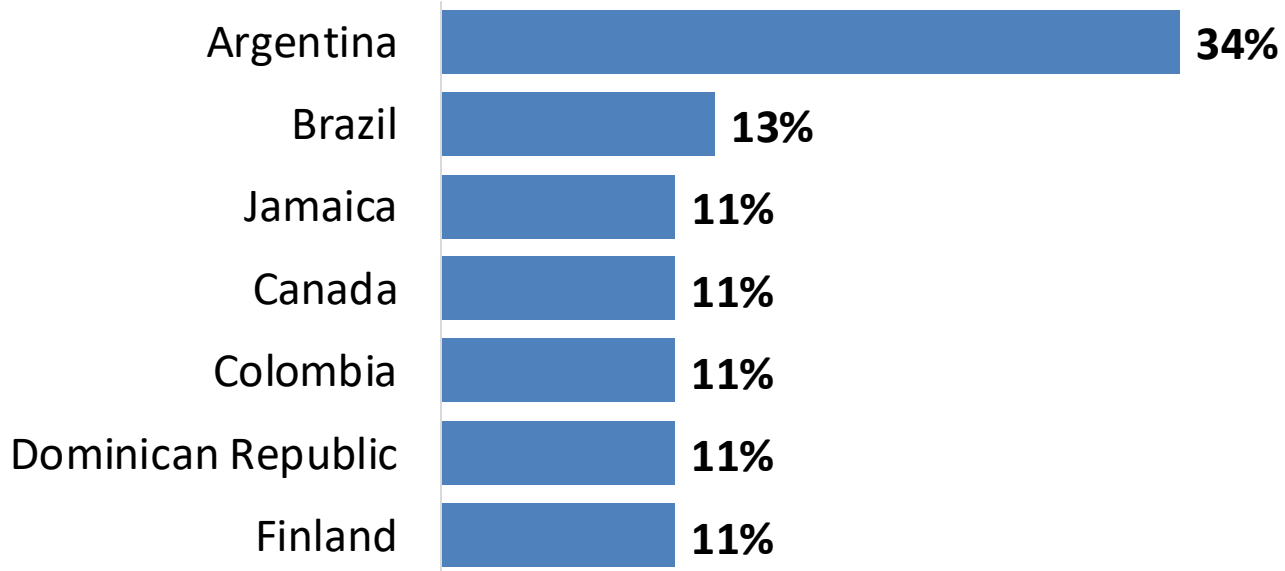
MAJOR FOREIGN BUYERS IN BROWARD



Other buyers were from Chile , Haiti, Spain, Bahamas, Guatemala, Puerto Rico, Bolivia, Chile, Costa Rica, Cuba, Ecuador, India, Jamaica, Mexico, Russia, Ukraine, Great Britain, Uruguay

Palm Beach County: Latin Americans and Canadians Were Major Buyers

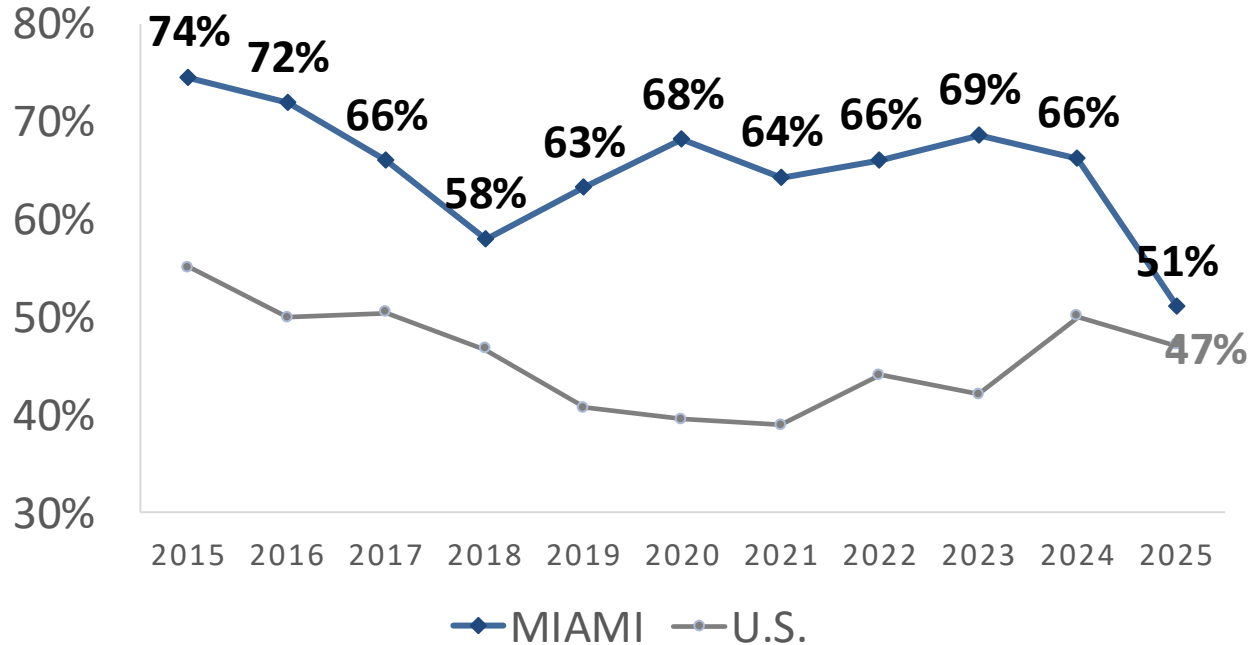
MAJOR FOREIGN BUYERS IN PALM BEACH



51% of MIAMI Foreign Buyers Paid All Cash

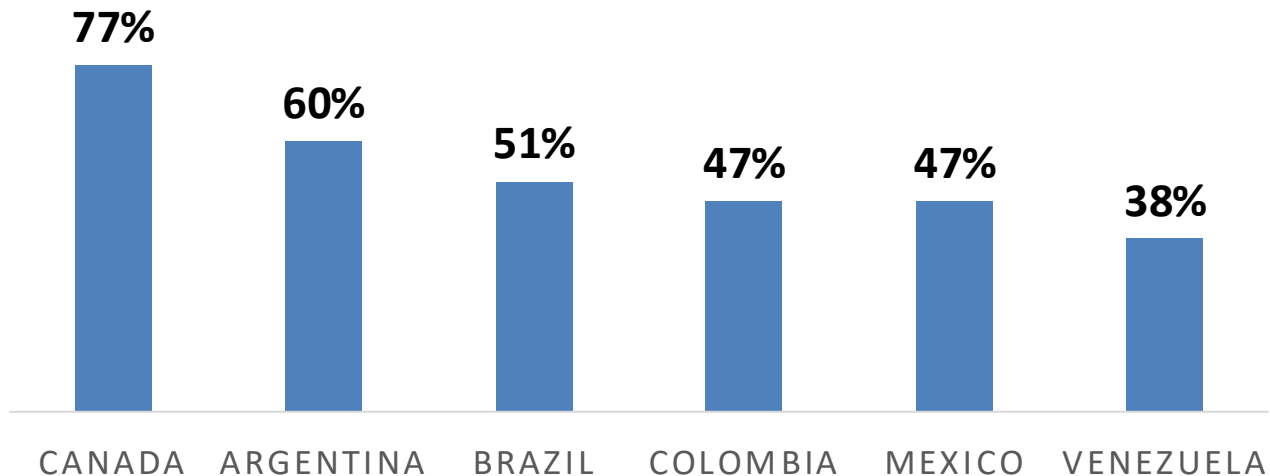
47% Among Foreign Buyers Nationally

ALL-CASH PURCHASES

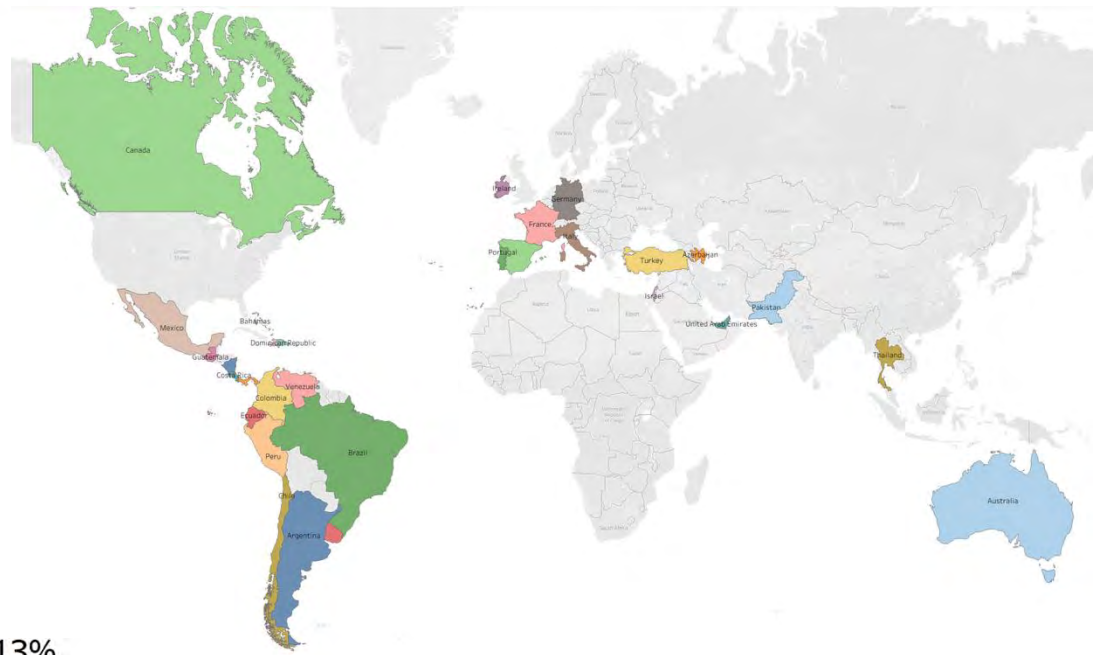
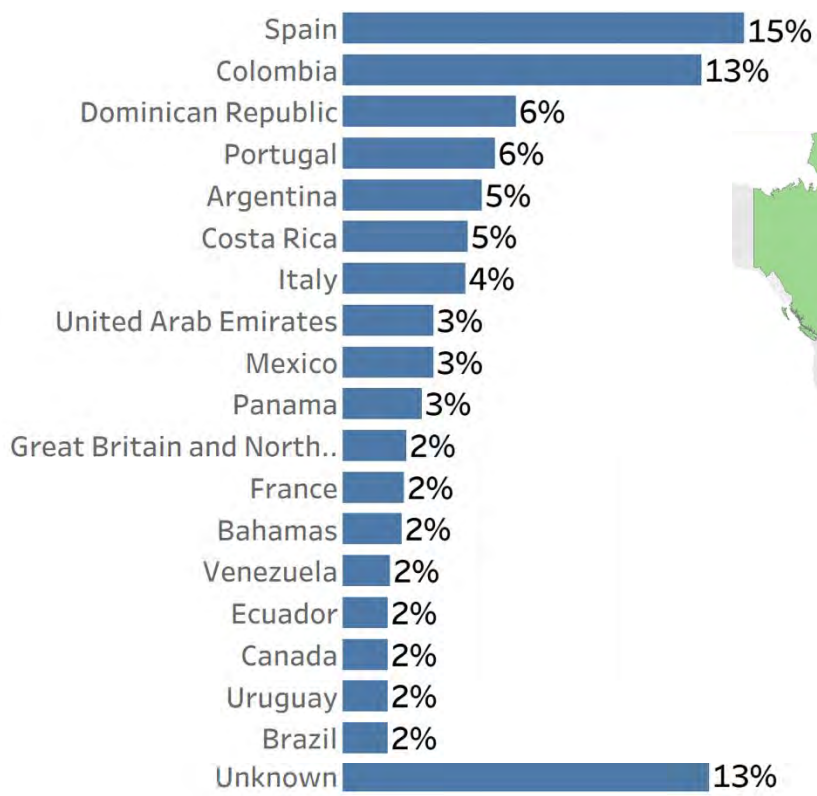


Canadians — Highest Cash Sales Share

ALL-CASH PURCHASES

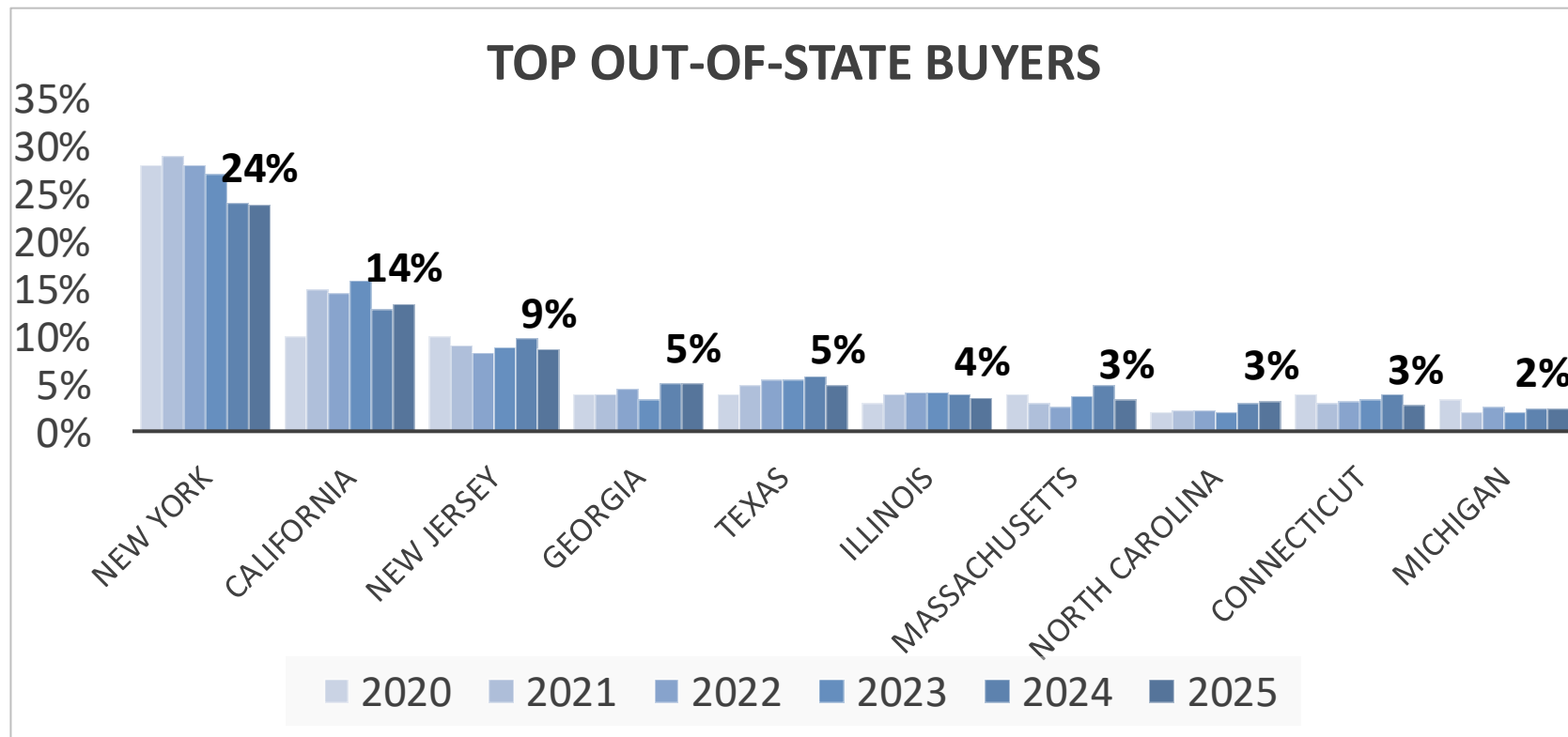


Top Countries Americans in MIAMI Market Area Are Looking to Purchase Property



*Some respondents did not identify the country of interest so there could be more countries in the list.

Miami is No. 1 Destination for New York Buyers for 6th Consecutive Year!



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Settings



Language : English



العربية – Arabic

中文(简体) – Chinese (Simplified)

中文(繁體) – Chinese (Traditional)

English – English

Français (Canada) – French
(Canada)

Français (France) – French
(France)

Deutsch – German

עברית – Hebrew

Italiano – Italian



Currency: \$



Units of measure: m²



INTRAMATRIX

RPR - Sharing

Florida Realtors
MLS Advantage

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GLOBAL REFERRAL



Contact: Click on the chat icon (bottom right corner)
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The iMLS



Contact Info: support@crexi.com or call 888.273.0423

MIAMI members will get an exclusive 35% discount to CREXi's PRO membership. A CREXi PRO membership allows brokers and agents alike to leverage CREXi's powerful technology and tools to drive more qualified leads to their listings, market to buyers and tenants, and close deals up to 6x faster

IntraMatrix

INTRAMATRIX

The POWER of MIAMI's SEFMLS

Contact Info: 646-882-6260
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-All listings are time stamped so you know how recent they are
-Create a free lead generation tool for your website

MIAMI REALTORS[®]

International Referral Network



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BRAZIL
BULGARIA
CAMBODIA
CANADA
CAYMAN ISLANDS
CHILE
CHINA
COLOMBIA
COSTA RICA
CZECH REPUBLIC
DENMARK
DOMINICAN REPUBLIC
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Miami TOP RANKINGS



Miami Top 100

Miami In the RANKINGS



#1
World's Leading Lifestyle
Destination

Source: World Travel Awards, 2023



Miami In the RANKINGS



#4
Highest Number of
Ultra Wealthy Individuals
in the World

Source: Altrata, 2025

Miami In the RANKINGS



#1
All-Cash Market
in the U.S.

Source: Redfin, 2026



Global Opportunities

For you and your members

Maria Grulich | mariag@floridarealtors.org

Vice President of Commercial and Global Real Estate, Florida Realtors



Upcoming Opportunities

August Convention & Expo

August 18–22, 2026 · Orlando, FL

Red “R” & Global Mixer

Tue, Aug 18 · 5:00–6:30 PM

Trade Expo

Wed–Thu, Aug 19–20

Global Gala — A Night of Global Excellence

Thu, Aug 20 · 7:00–11:00 PM

Tribute to CEO Teresa Kinney, Miami Realtors

Diversity Committee Meeting

Fri, Aug 21 · 10:00–11:00 AM

Commercial Alliance Committee Meeting

Fri, Aug 21 · 4:00–5:30 PM

Global Business Committee Meeting

Sat, Aug 22 · 12:30–2:30 PM

Global Business Exchange

Sat, Aug 22 · 2:30–4:00 PM

International Trade Missions

Global expos & conferences

Brazil CiMi 360 / CILA

August 26–28, 2026

Rio de Janeiro, Brazil

A Place in the Sun, Birmingham

September 18–20, 2026

Birmingham, United Kingdom

A Place in the Sun, Ireland

October 10–11, 2026

Dublin, Ireland

Toronto Global Forum

October 21–23, 2026

Toronto, Canada

Nova Scotia Day & NSAR Property Tours

November 20–21, 2026

Nova Scotia, Canada

Looking Ahead: Potential 2027 Global Opportunities

2027 Dates Currently Announced

Dates announced by event organizers — for planning awareness only

Banff Western Connection

Jan. 28–30, 2027

Banff, Alberta, Canada

MIPIM, Cannes

Mar. 16–19, 2027

Cannes, France

A Place in the Sun, London

Apr. 16–18, 2027

London, UK

REALTOR® QUEST, Toronto

May 19–20, 2027

Toronto, Canada

FIABCI World Real Estate Congress, Toronto

May 24–28, 2027

Toronto, Canada

Dates and events are for planning purposes only and do not indicate confirmed Florida Realtors participation. TBD dates will be updated as announced.

Looking Ahead: Potential 2027 Global Opportunities

2027 Dates To Be Announced

Recurring global events — dates to follow as organizers confirm

- **IEFA LATAM Forum, Argentina**
March TBD
- **Inmocionate, Spain**
June TBD
- **Conference of Montreal**
June TBD
- **ICSC Florida / Orlando**
August TBD
- **A Place in the Sun, Birmingham**
September TBD
- **A Place in the Sun, Dublin**
October TBD
- **Toronto Global Forum**
October TBD
- **SEUS/Japan Conference**
October TBD
- **Miami World Strategic Forum**
November TBD
- **Nova Scotia Day & NSAR Property Tours**
November TBD
- **ICSC New York**
December TBD
- **Conference of Paris**
December TBD
- **CILA Congress**
Date TBD
- **CIMI360**
Date TBD

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More Information?

Let's keep the conversation going.

Thank you!

Maria Grulich

Vice President of Commercial and Global Real Estate

Florida Realtors®

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