

DEEQUITY

International Buyers Transaction Report

February 2024

Welcome to the dEquity 2023 International Buyers Report

An in-depth exploration of the intricate dynamics within the vibrant real estate landscape of Miami and South Florida

Differentiating itself from conventional analyses, our report delves into specific geographical buyer markets, offering insights into price points, trends, and projections

Miami's real estate market continues its robust trajectory, fueled by the unwavering confidence of international investors. The city has firmly established itself as a premier destination for global capital, attracting influential figures enthusiastic about its potential

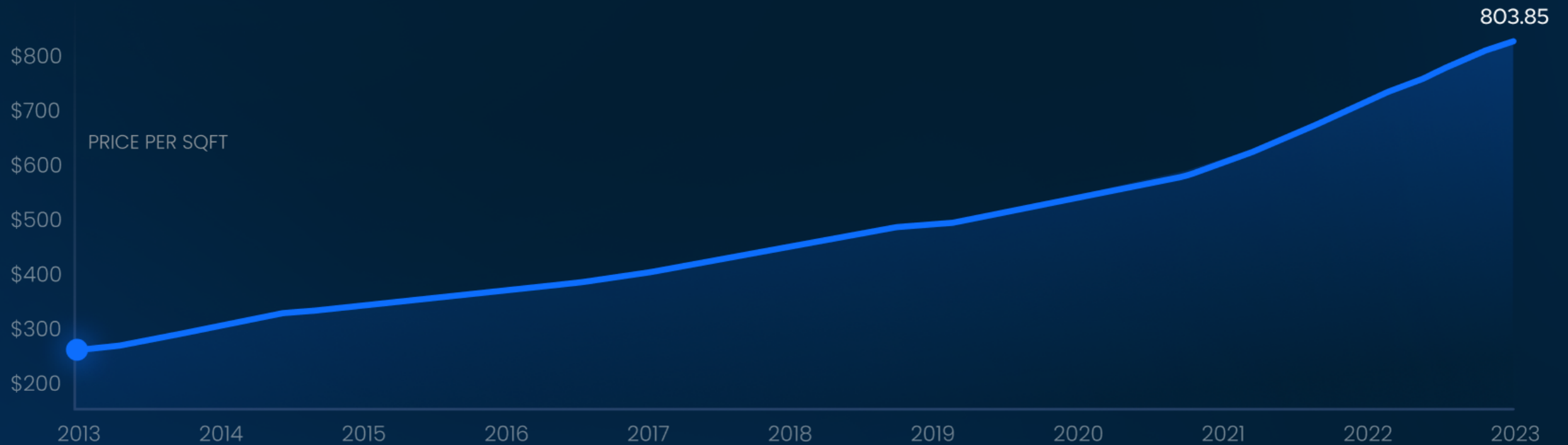
Crafted from data sourced from the MIAMI Association of Realtors, the largest local Realtor® association in the U.S., our report, conducted through an online survey and the dEquity research team with responses from nearly 60,000 real estate professionals, corrects biases and maintains a 2% margin of error

Thank you for trusting in this insightful journey with dEquity

Miami Dade County 188% Performance

Miami real estate appreciated 188.09% over the last ten years, which is an average annual home appreciation rate of 11.16%, putting Miami in the top 10% nationally for real estate appreciation

Existing condo median prices increased 9.48% year-over-year, have increased in 145 of the last 151 months. (12.1 years)*



Source: U.S. Federal Housing Finance Agency

International Buyers Transactions of MIAMI Members During August 2022–July 2023

MIAMI Foreign Buyers Stats

\$5.1 Billion

Dollar sales volume

66%

Share of all – cash purchases

67%

Fraction of foreign buyers who resided abroad

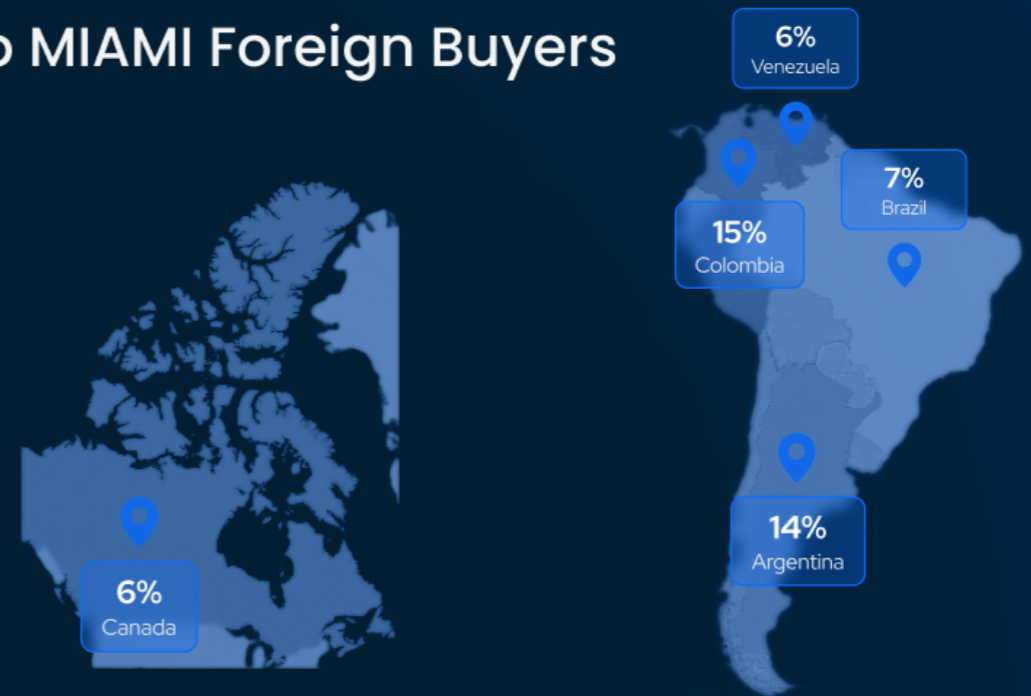
18%

Foreign buyer share to MIAMI dollar sales volume

\$482,700

Foreign buyer median purchase price

Top MIAMI Foreign Buyers



Top Characteristics

56%

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

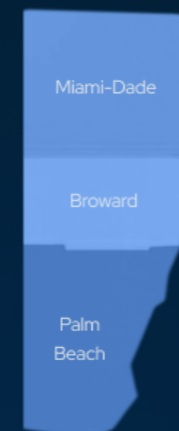
71%

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

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

Top Destinations



\$3.67 Billion

Miami-Dade

\$1.07 Billion

Broward

\$270 Million

Palm Beach

\$60 Million

Other Florida counties

MIAMI Market: Largest U.S. Foreign Buyers 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

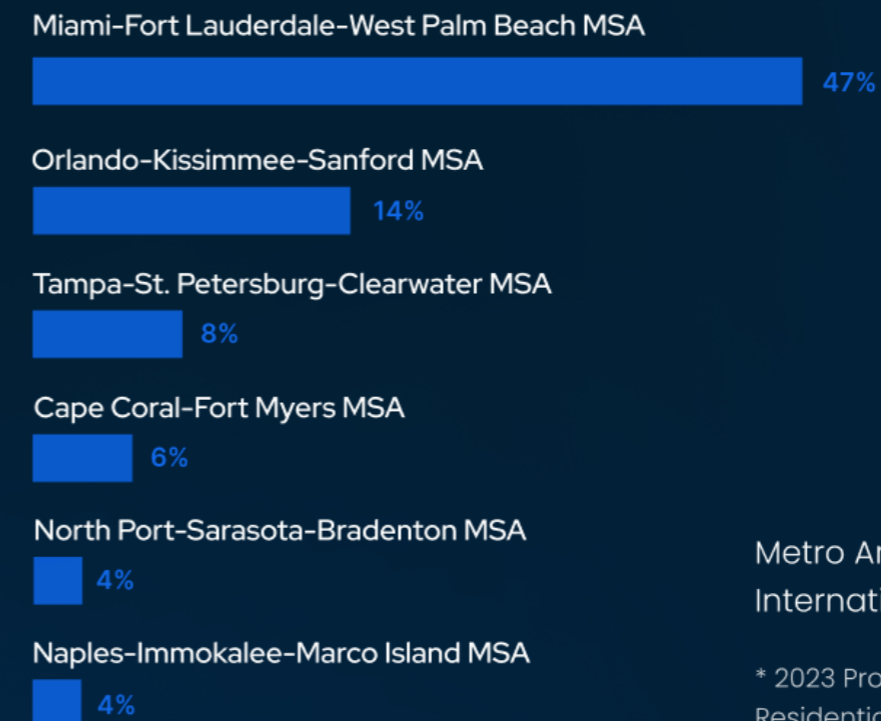
Over this same period, foreign buyers purchased \$5.1 billions of single-family homes, town homes, and condominiums in 6,200 transactions with MIAMI members. Foreign buyers accounted for 18% of MIAMI members' total sales compared to 2% nationally¹ and 6% in Florida

MIAMI FOREIGN BUYERS DOLLAR VOLUME (IN BILLION DOLLARS)



Top 5	Foreign Buyers 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



Southeast Florida Economy and Housing Market

Global Economy

Southeast Florida Economy

Southeast Florida Housing Market

Global Economy

International Travel Rebounds, Dollar Gains Value

During the period April 2022 – March 2023, foreign buyers purchased **\$53.3 billions** worth of single- family, condominium, and town home 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

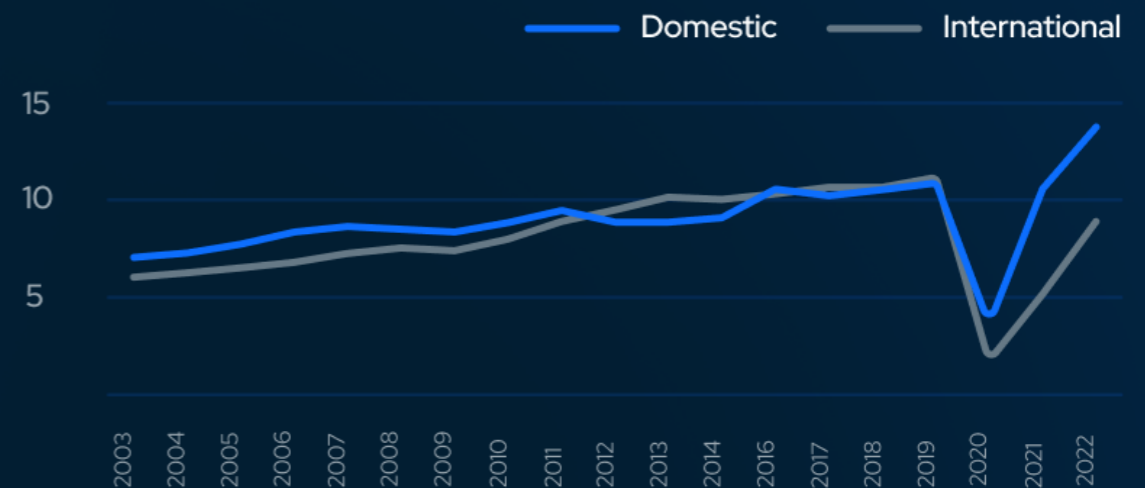
DOLLAR VOLUME OF FOREIGN BUYERS PURCHASES OF U.S. RESIDENTIAL PROPERTIES

Source: National Association of REALTORS®



PASSENGER ARRIVALS AT THE MIAMI INTERNATIONAL AIRPORT (IN MILLIONS)

Source: Bureau of Transportation



AVERAGE ANNUAL PERCENT CHANGE IN THE VALUE OF THE US DOLLAR DURING AUGUST 2022 – JULY 2023

Source: Federal Reserve Board via FRED St. Louis FRB. An increase means that the US dollar strengthened against other currencies



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Foreign Buyers Purchases

Dollar Volume

Origin and Destination

Foreign Buyer Preferences

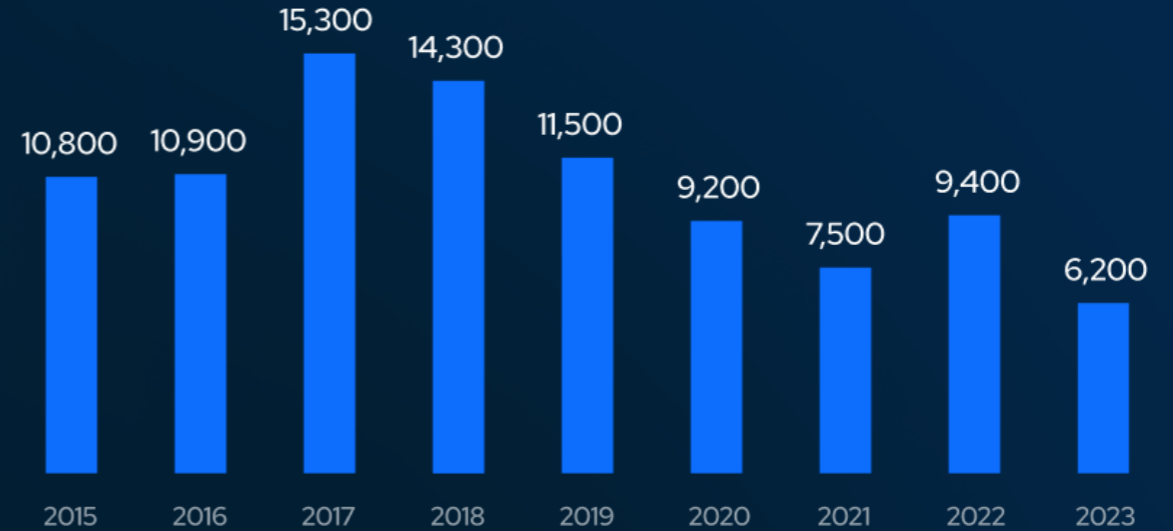
FOREIGN BUYERS DOLLAR VOLUME (IN BILLION DOLLARS)

\$5.1 Billion: MIAMI Foreign Buyers Dollar Sales



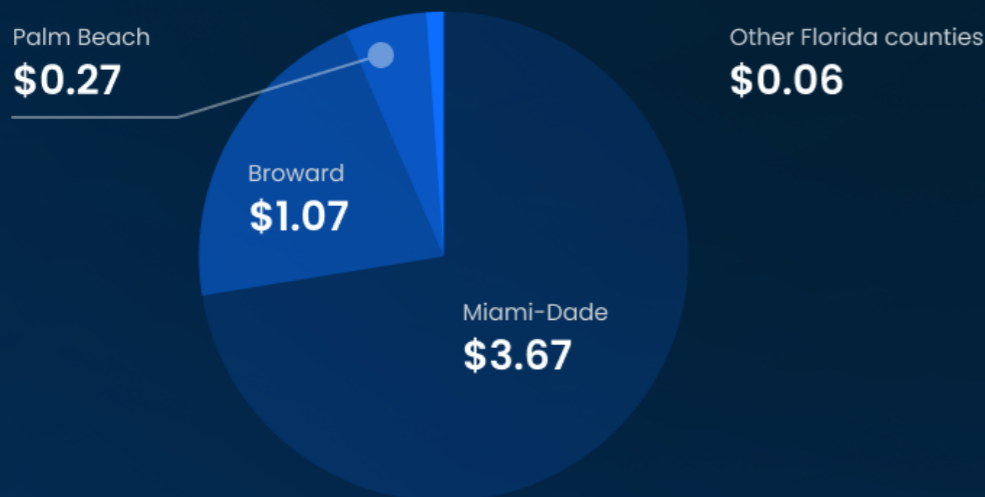
FOREIGN BUYERS PURCHASES

6,200 MIAMI Foreign Buyers Closed Sales



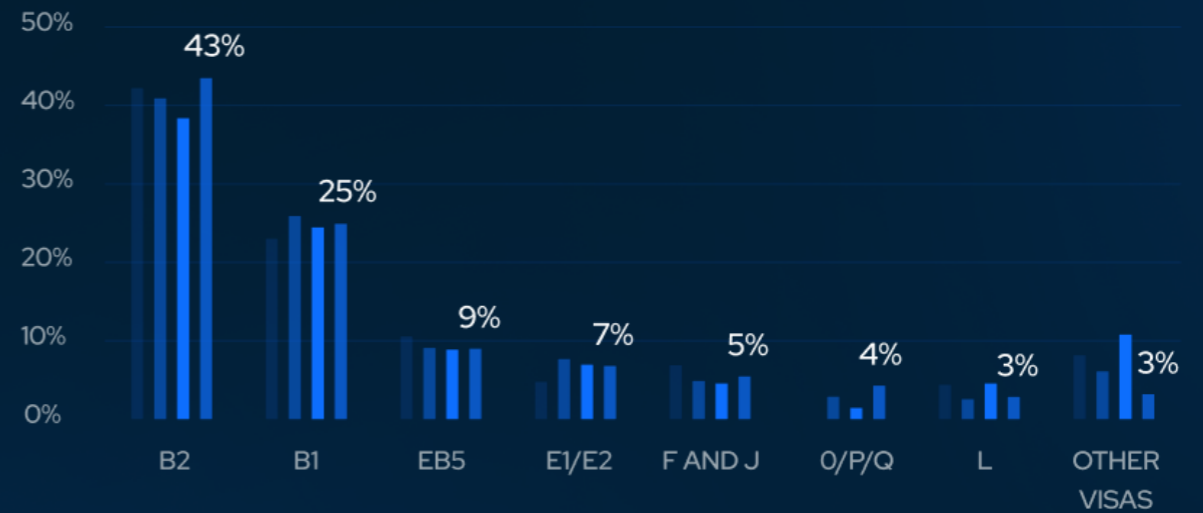
FOREIGN BUYERS PURCHASES BY COUNTY (IN BILLION DOLLARS)

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



FOREIGN BUYERS PURCHASES

6,200 MIAMI Foreign Buyers Closed Sales

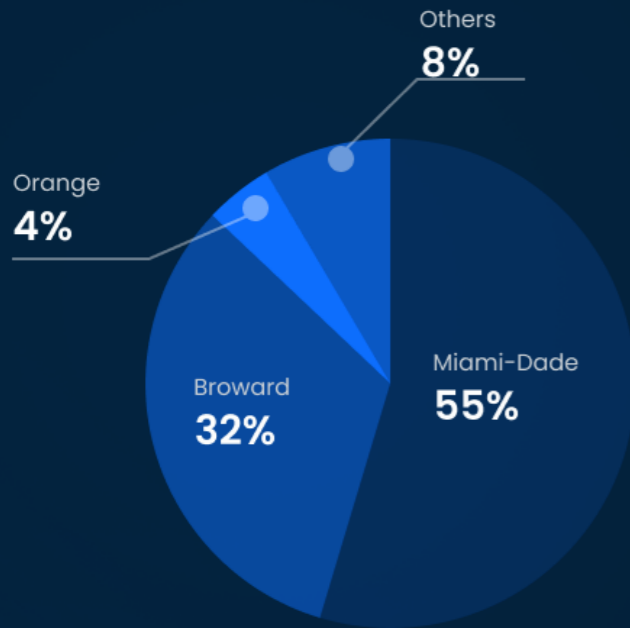


MIAMI Foreign Buyers came from 52 countries

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DESTINATIONS 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

MAJOR FOREIGN BUYERS IN MIAMI-DADE COUNTY

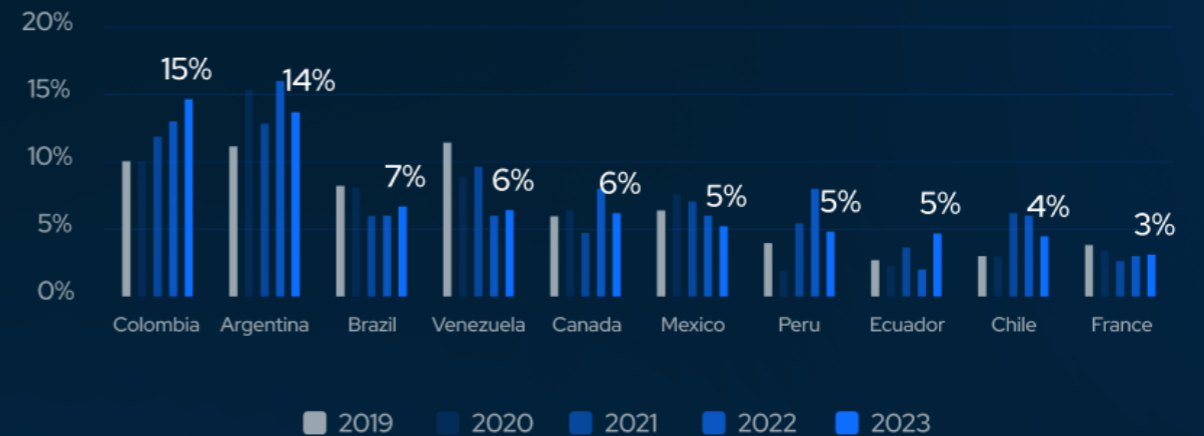
Miami-Dade County: Latin Americans Were Major Buyers



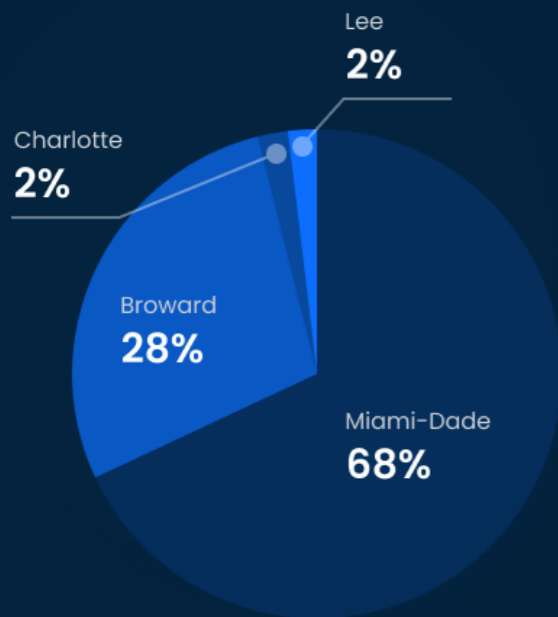
* Other buyers were from Peru, France, Russia, Bolivia, Cuba, Dominican Republic, Honduras, Nicaragua, Uruguay, El Salvador, China, Costa Rica, Greece, Guatemala, Haiti, Lebanon, Poland, Sweden, Australia, Trinidad & Tobago, Turkey

MIAMI REALTORS® TOP FOREIGN BUYERS

MIAMI Top Tier Countries of Origin: Primarily from Latin America

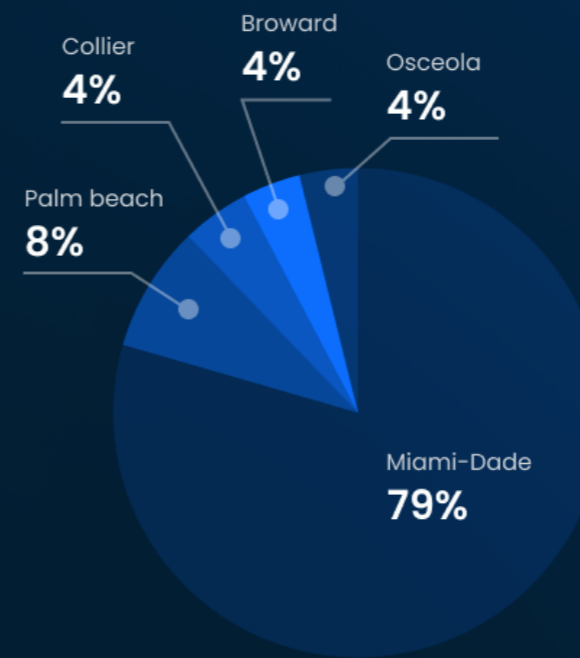


CHARACTERISTICS OF ARGENTINE BUYERS



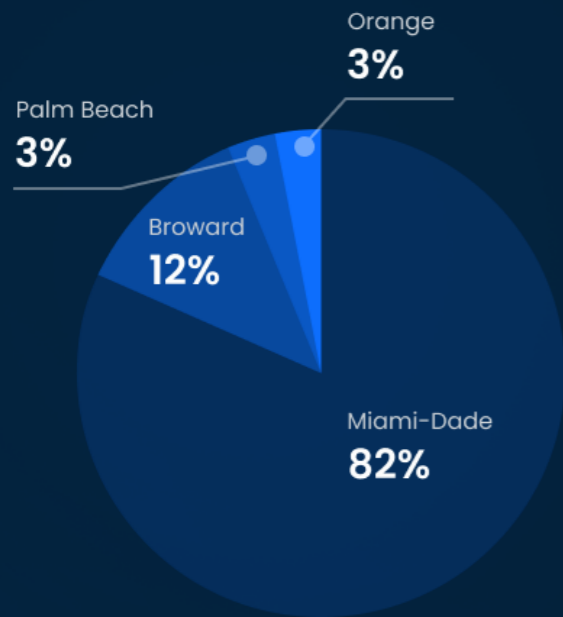
- 14% of MIAMI foreign buyers
- \$366.8 million in purchases
- 77% of buyers resided abroad (Type A)
- 68% purchased in Miami-Dade County
- Median purchase price of \$340,400
- 90% paid all-cash
- 86% intend to use property for rental, vacation home, or both
- 74% purchased condos
- 75% purchased in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

DESTINATIONS OF BRAZILIAN BUYERS



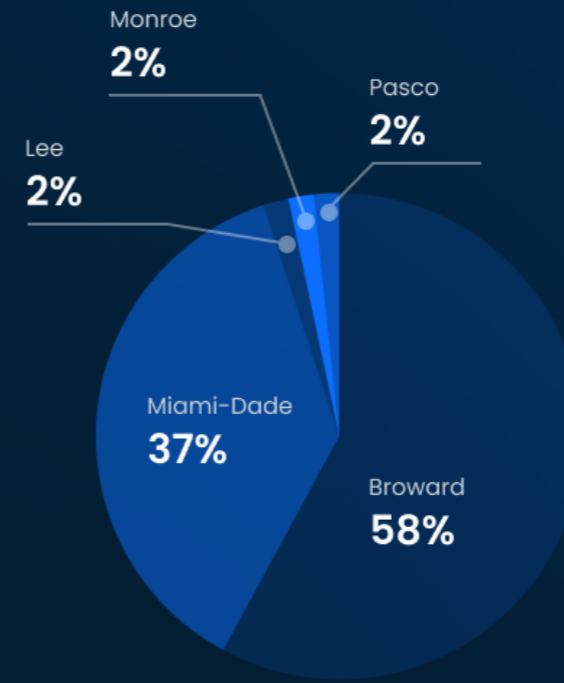
- 7% of MIAMI foreign buyers
- \$701.5 million in purchases
- 82% of buyers resided abroad (Type A)
- 79% purchased in Miami-Dade County
- Median purchase price of \$990,000
- 74% paid all-cash
- 87% intend to use property for rental, vacation home, or both
- 65% purchased condos
- 70% purchased in a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

DESTINATIONS 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 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

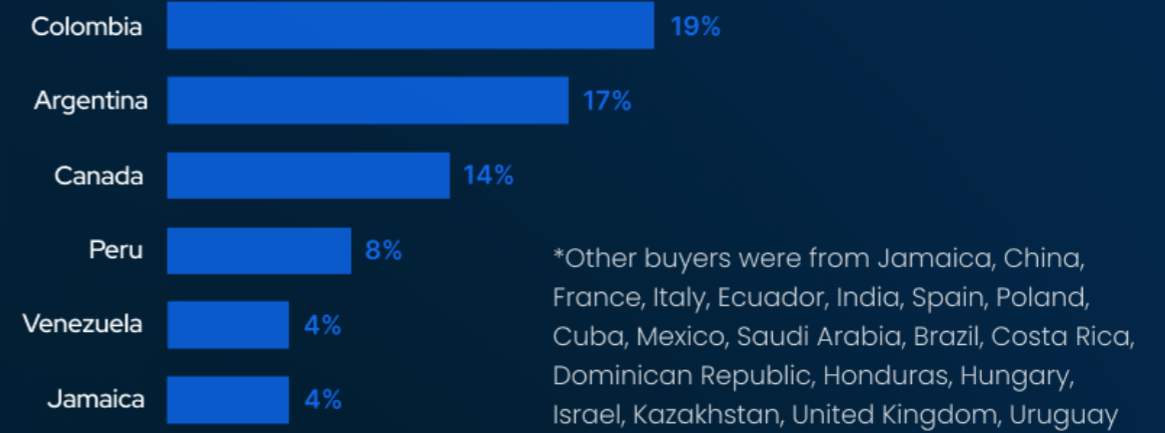
MEDIAN PURCHASE PRICE

Brazilian Buyers – Highest Median Purchase Price



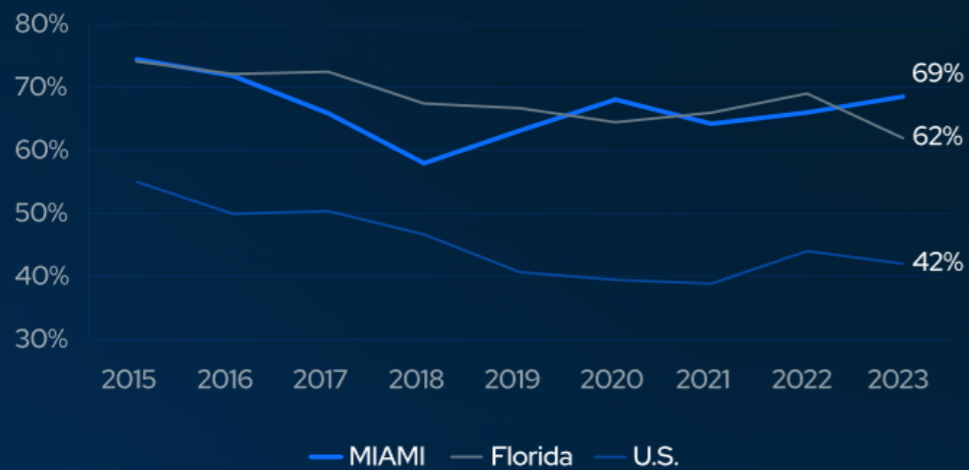
MAJOR FOREIGN BUYERS IN BROWARD COUNTY

Broward County: Latin Americans and Canadians Were Major Buyers



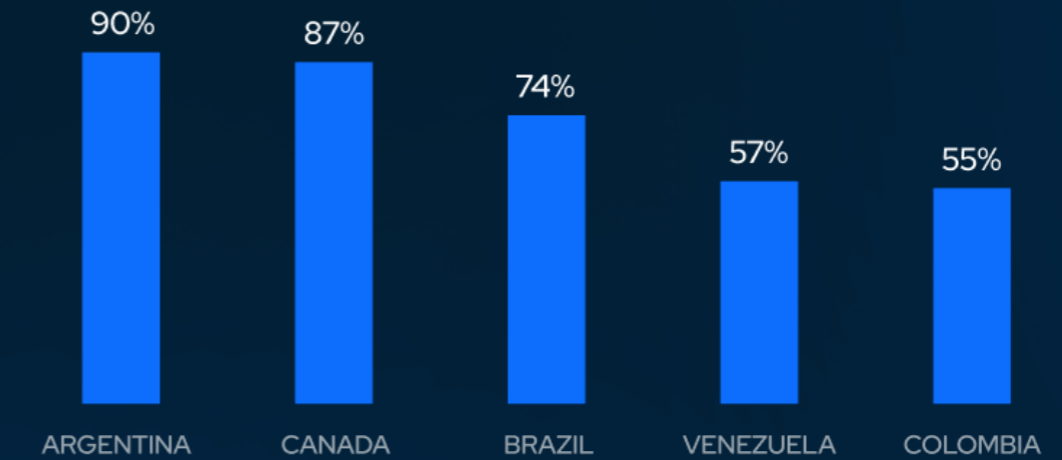
ALL-CASH PURCHASES

69% of MIAMI Foreign Buyers Paid All Cash 42% Among US Foreign Buyers, 62% Among Florida Foreign Buyers



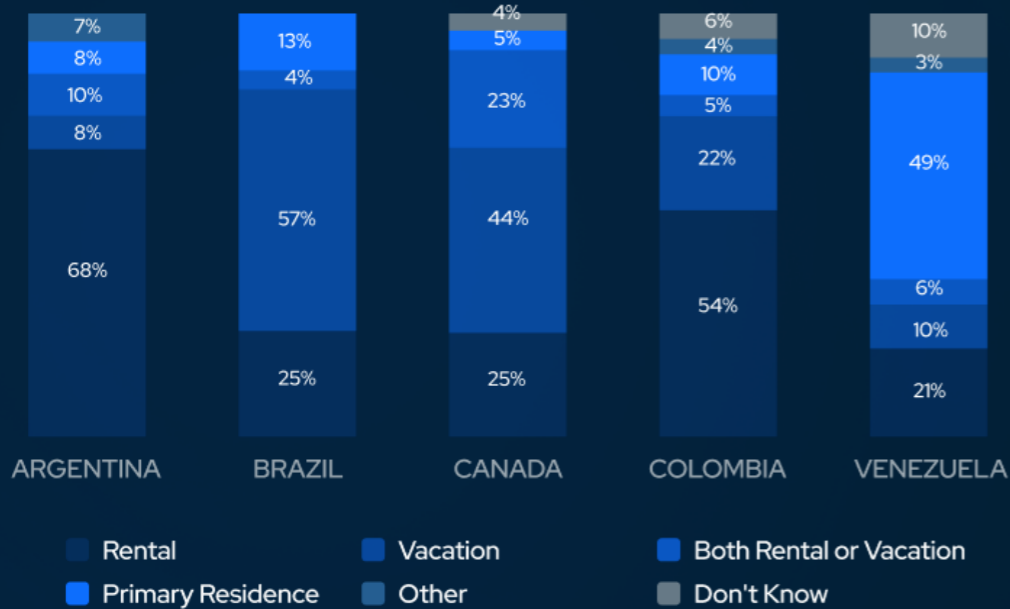
SHARE OF ALL-CASH PURCHASES BY COUNTRY

Argentinians & Canadians — Highest Cash Sales Share



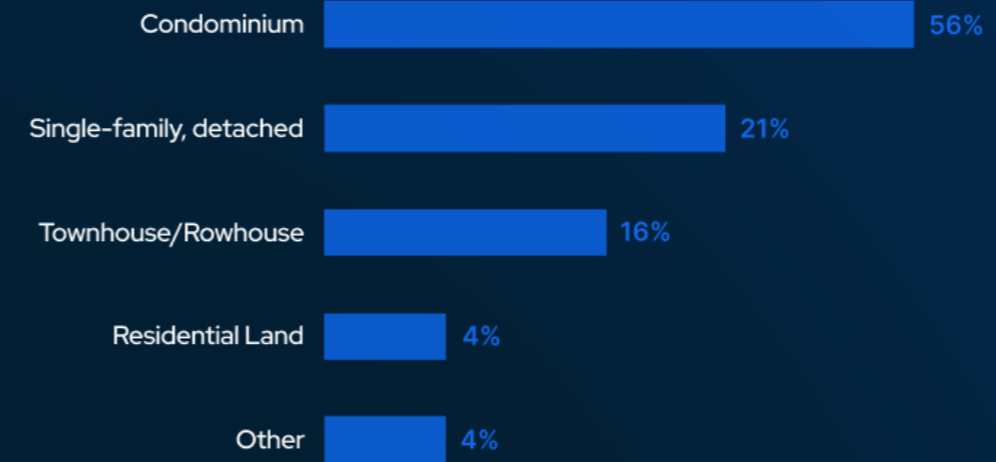
INTENDED USE OF PROPERTY

Argentiniens — Highest Fraction Who Intended to Rent Out Property



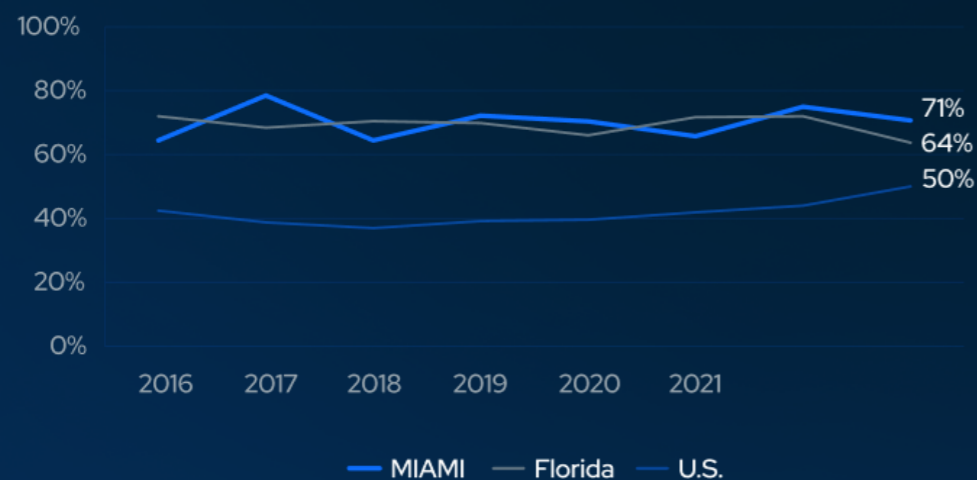
TYPE OF PROPERTY

56% of Foreign Buyers Purchased Condominiums 15% Among All US Foreign Buyers, 36% Among All Florida Foreign Buyers



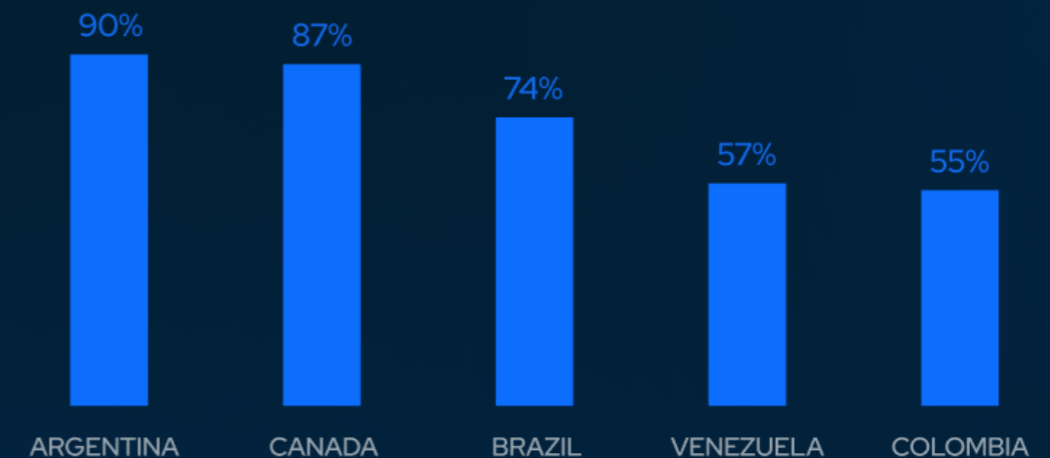
INTENDED FOR VACATION USE OR INVESTMENT RENTAL

71% of Properties Purchased for Vacation or Rental Use 50% Among All US Foreign Buyers, 64% Among Florida Foreign Buyers



SHARE OF ALL-CASH PURCHASES BY COUNTRY

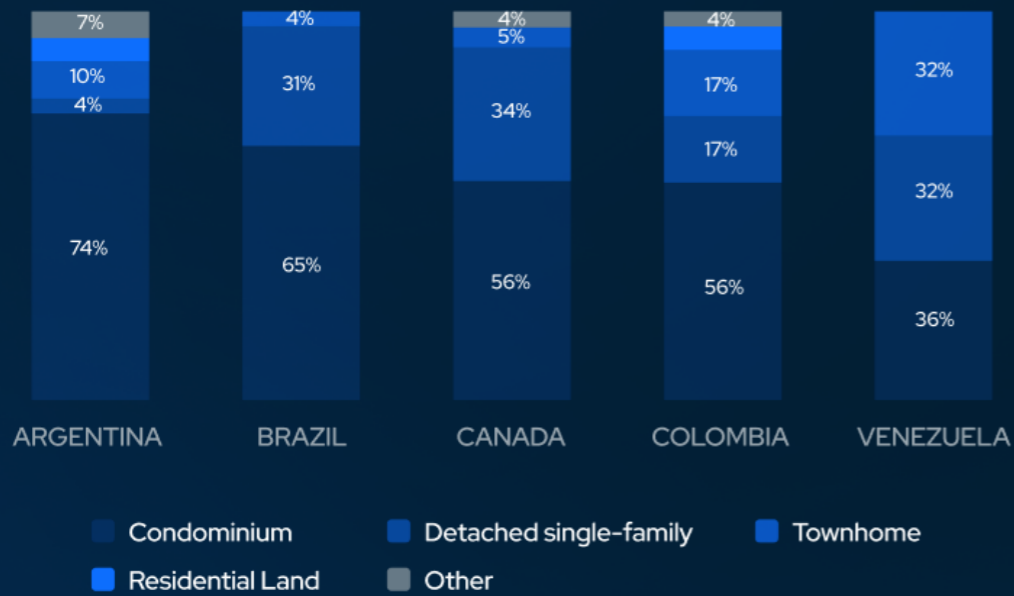
Argentiniens & Canadians — Highest Cash Sales Share



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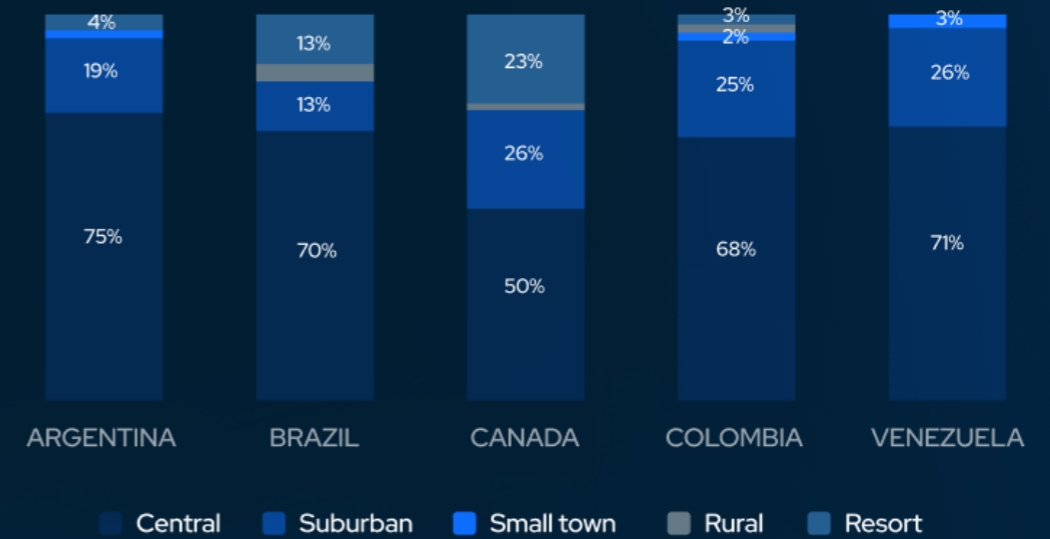
TYPE OF PROPERTY

Argentines — Highest Fraction Who Purchased Condominiums



AREA WHERE MAJOR FOREIGN BUYERS PURCHASED PROPERTY

Argentines — Highest Share of Buyers in a Central City





Working with International Clients

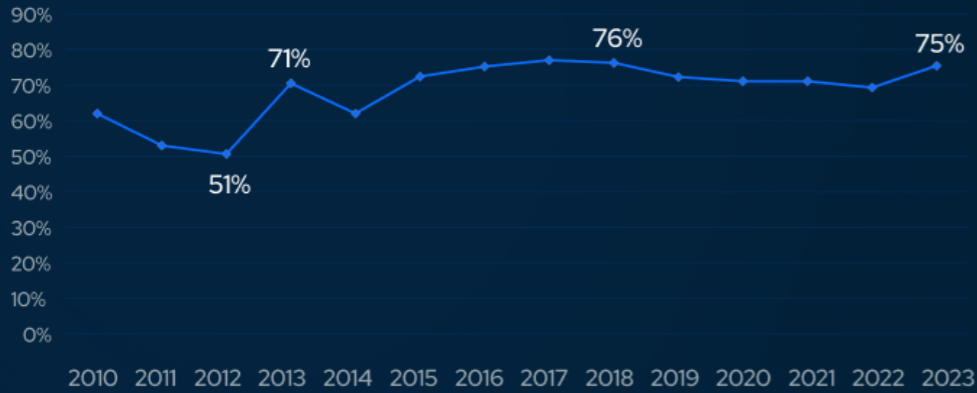
Factors Affecting the Decision to Purchase

Leads and Referrals

Customer Interaction

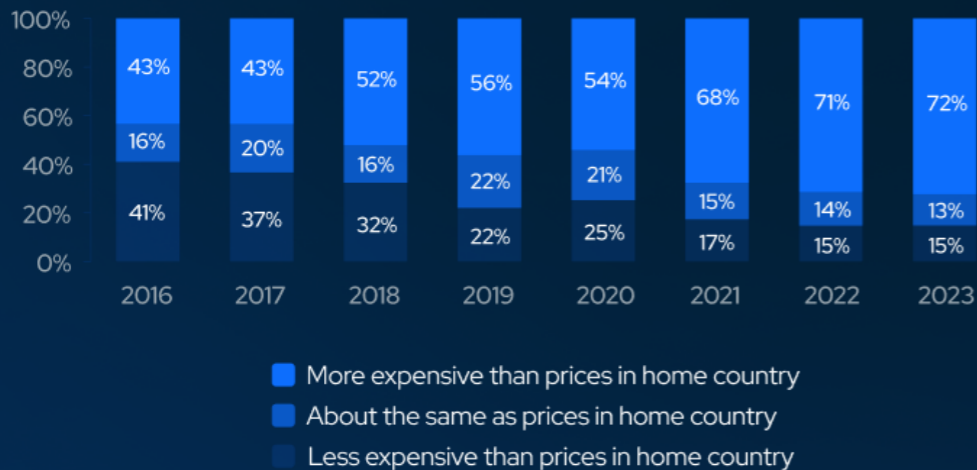
PERCENT OF RESPONDENTS WHO REPORTED THEY HAD ANY CUSTOMER WHO DECIDED NOT TO PURCHASE A PROPERTY

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



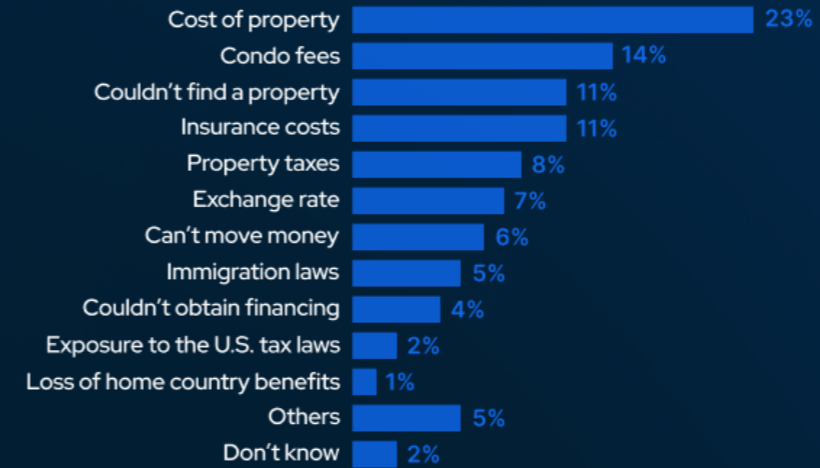
HOW INTERNATIONAL CUSTOMERS VIEWED U.S. HOME PRICES

Rising Share of MIAMI International Customers View Florida Home Prices as More Expensive than in Home Country



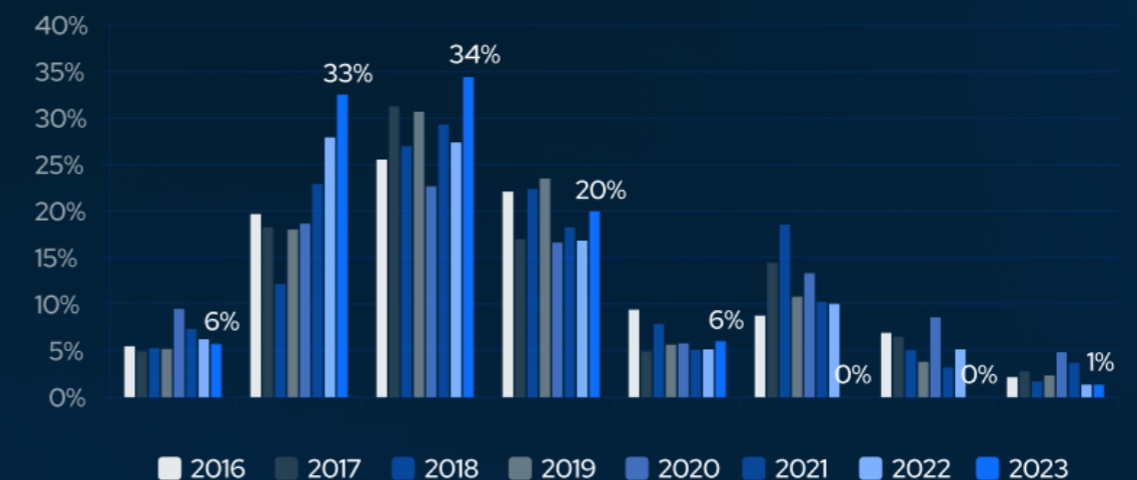
REASONS CUSTOMERS DECIDED NOT TO PURCHASE PROPERTY

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



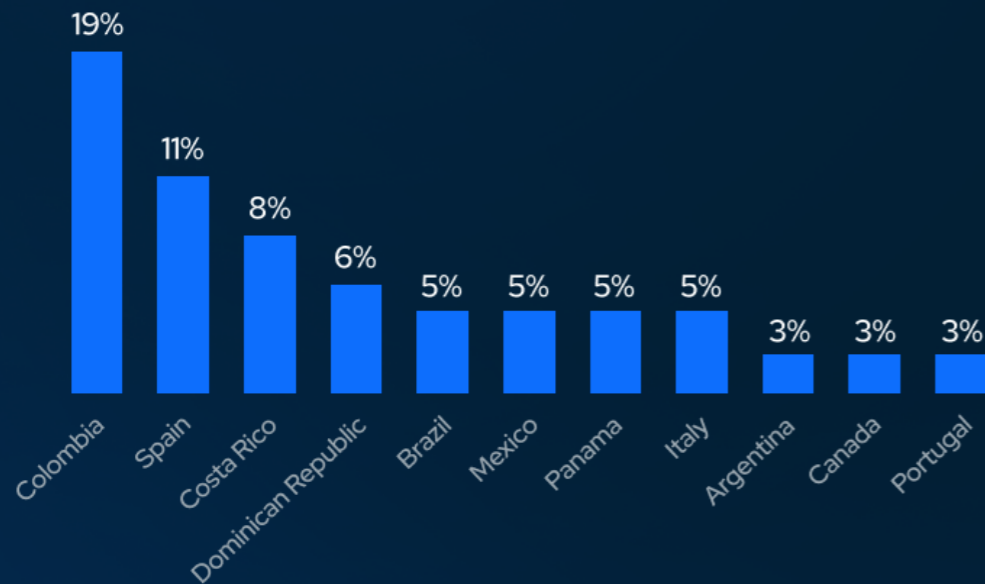
NUMBER OF TIMES BUYERS VISITED FLORIDA BEFORE MAKING A PURCHASE

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



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TOP COUNTRIES LOOKING TO PURCHASE PROPERTY IN MIAMI MARKET



77% OF FOREIGN BUYERS LEADS OR REFERRALS WERE FROM NETWORKING

- 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.)

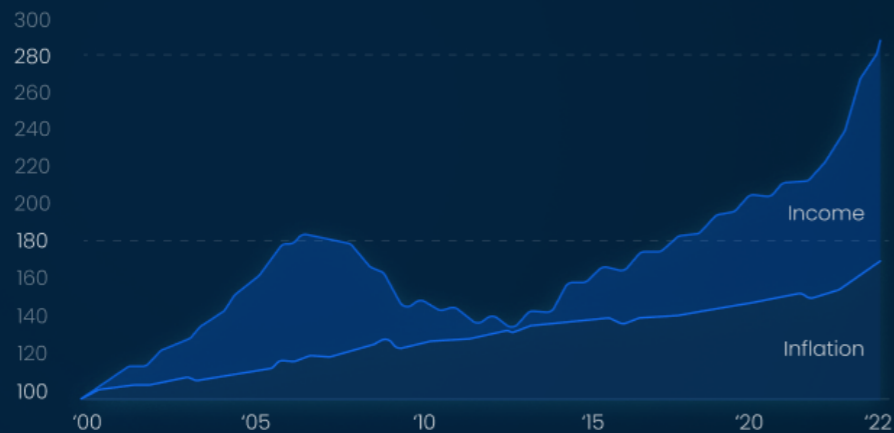
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Appendix: Foreign Buyers Trends
in the United States and in Florida

Real estate income and inflation

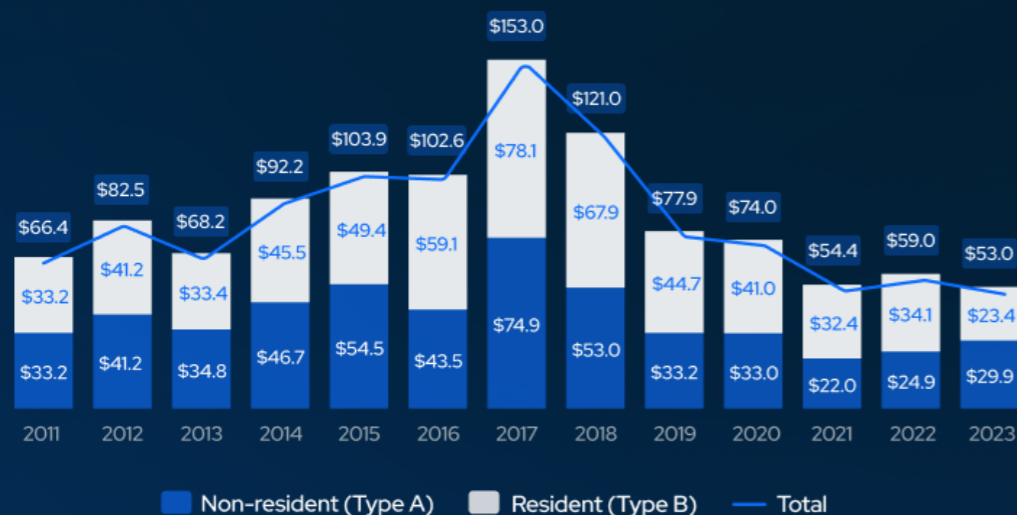
U.S. property prices and income have historically outpaced inflation, making real estate an attractive investment option

Combining rental real estate and Web3 technology, we have created an innovative product that helps hedge against inflation and potentially grow your capital



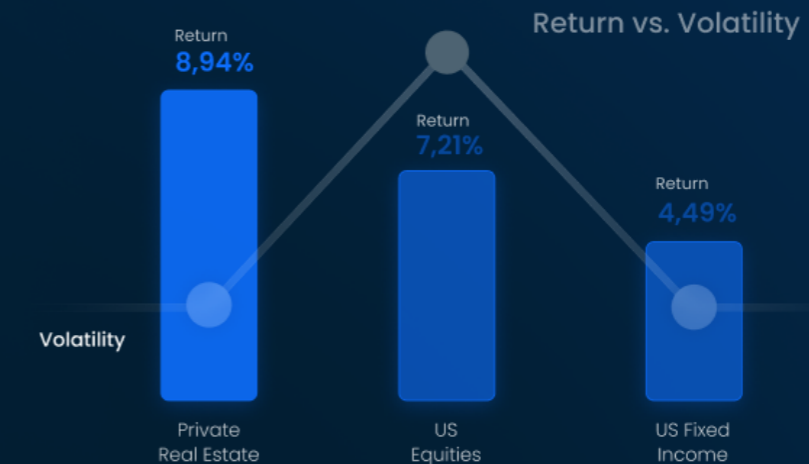
\$53 BILLION: FOREIGN BUYERS PURCHASES IN THE U.S. IN 2023

Dollar Volume of Existing-Home Purchases by Foreign Buyers (Billion Dollars)



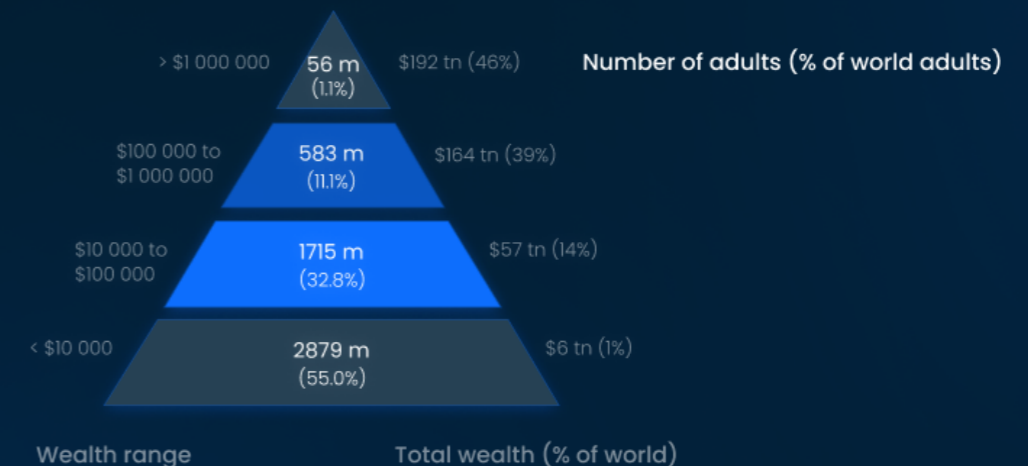
WHY INVEST IN PRIVATE REAL ESTATE?

Private real estate, especially in fractional ownership structure, can provide great portfolio diversification, low public market correlation, less volatility, an inflation hedge, cash flow and long-term appreciation over time



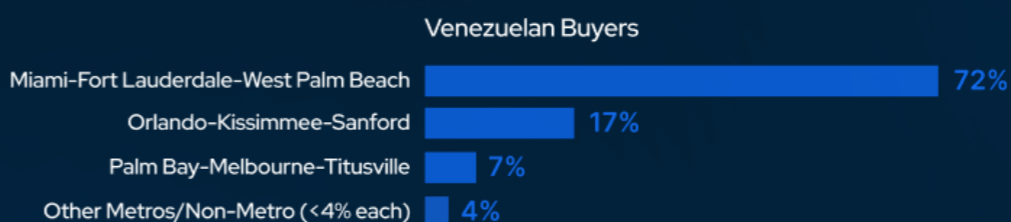
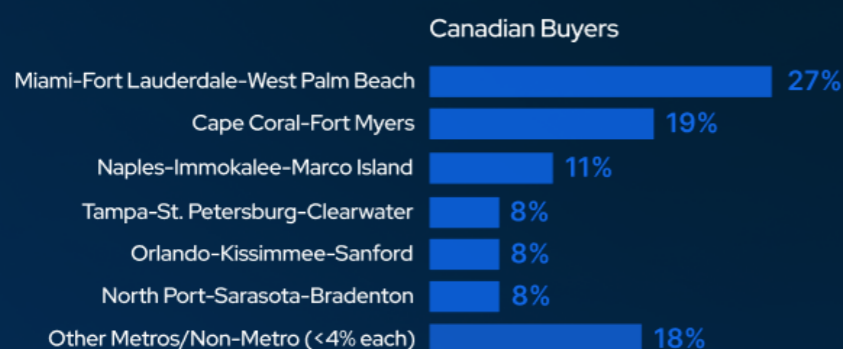
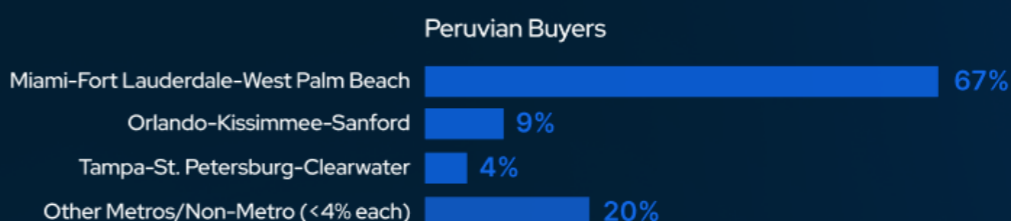
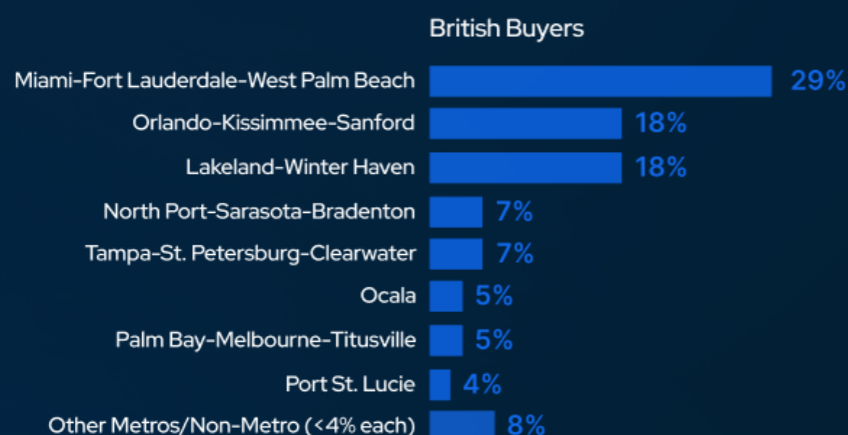
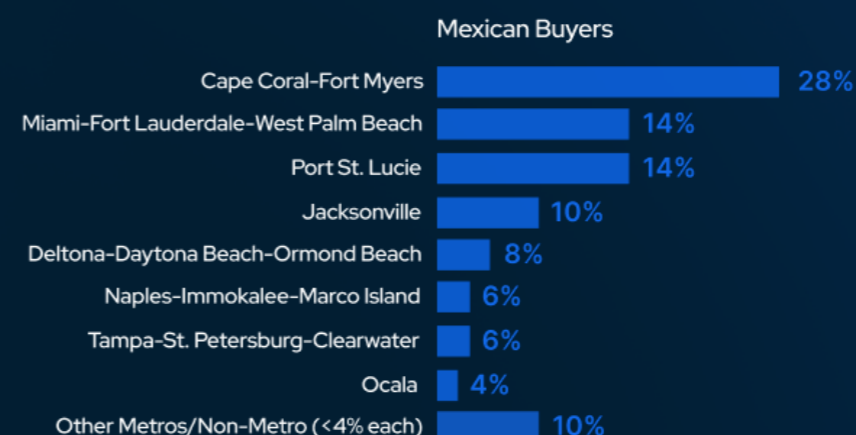
MASS AFFLUENT INVESTORS (\$10-\$100K) WITH A GLOBAL TOTAL WEALTH \$57 TN

Demand for passive and alternative strategies has been growing over the years, and this trend will continue. Alternatives AUM will more than double in 2016-2025 from \$10 trillion to \$21 trillion



Miami-Ft. Lauderdale:

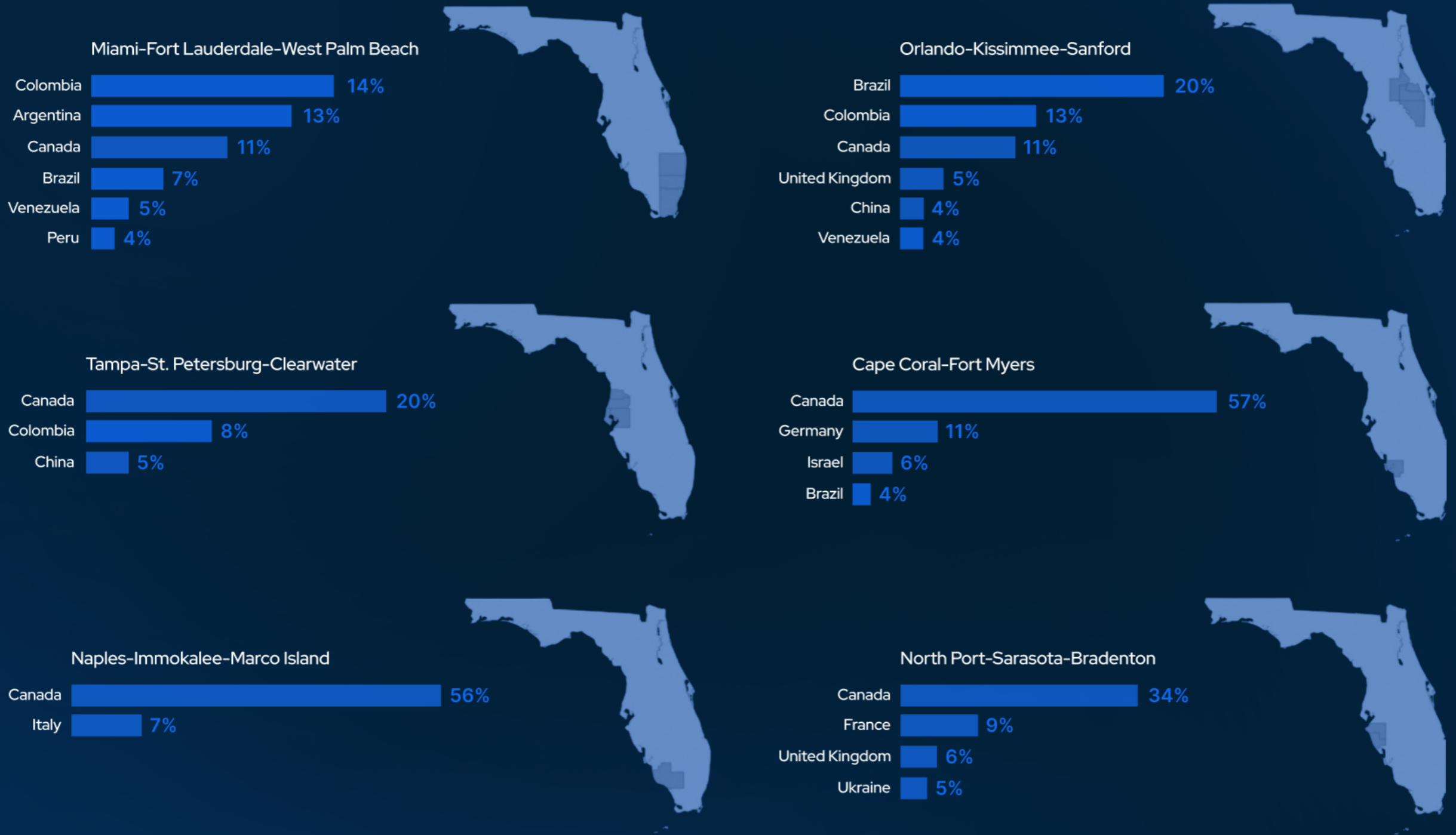
#1 Destination of Florida's Top International Buyers



*Major Destination Metros by Buyers Country

Major Buyer Countries in Florida Metro Areas

Countries with at least a 4% share of international sales in each metro area



In conclusion, the dEquity 2023 Miami International Buyers Real Estate Report serves as a testament to our unwavering commitment to providing invaluable insights into the nuanced dynamics of the real estate landscape. Crafted in collaboration with the esteemed MIAMI Association of Realtors (MIAMI), this report is the culmination of meticulous analysis and exhaustive market research, offering a comprehensive examination of international residential transactions.

Our dedication to providing accurate and pertinent information is highlighted through the meticulous data gathered during the survey period from August 9 to September 25, with responses from 2,277 MIAMI members. The 2023 survey specifically delves into the international residential transactions of MIAMI members from August 2022 to July 2023, providing a holistic view of trends and patterns over the past 12 months.

As a formidable presence in the real estate landscape, dEquity takes pride in synergizing our expertise with the unparalleled reach and influence of MIAMI—the largest local Realtor® association in the U.S. and the second largest globally, serving nearly 60,000 real estate professionals across South Florida. This collaborative effort not only fortifies the credibility of our findings but also underscores our unwavering dedication to delivering actionable insights.

In the dynamic sphere of global real estate, dEquity remains steadfast in our commitment to providing clients and customers with unparalleled data and strategic guidance. Our gratitude extends to the MIAMI Association of Realtors for their indispensable contribution to this report.

Your trust in dEquity as your partner in navigating the intricate realm of international real estate is deeply appreciated.

Best Regards,
Team dEquity

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contact@dEquity.io

