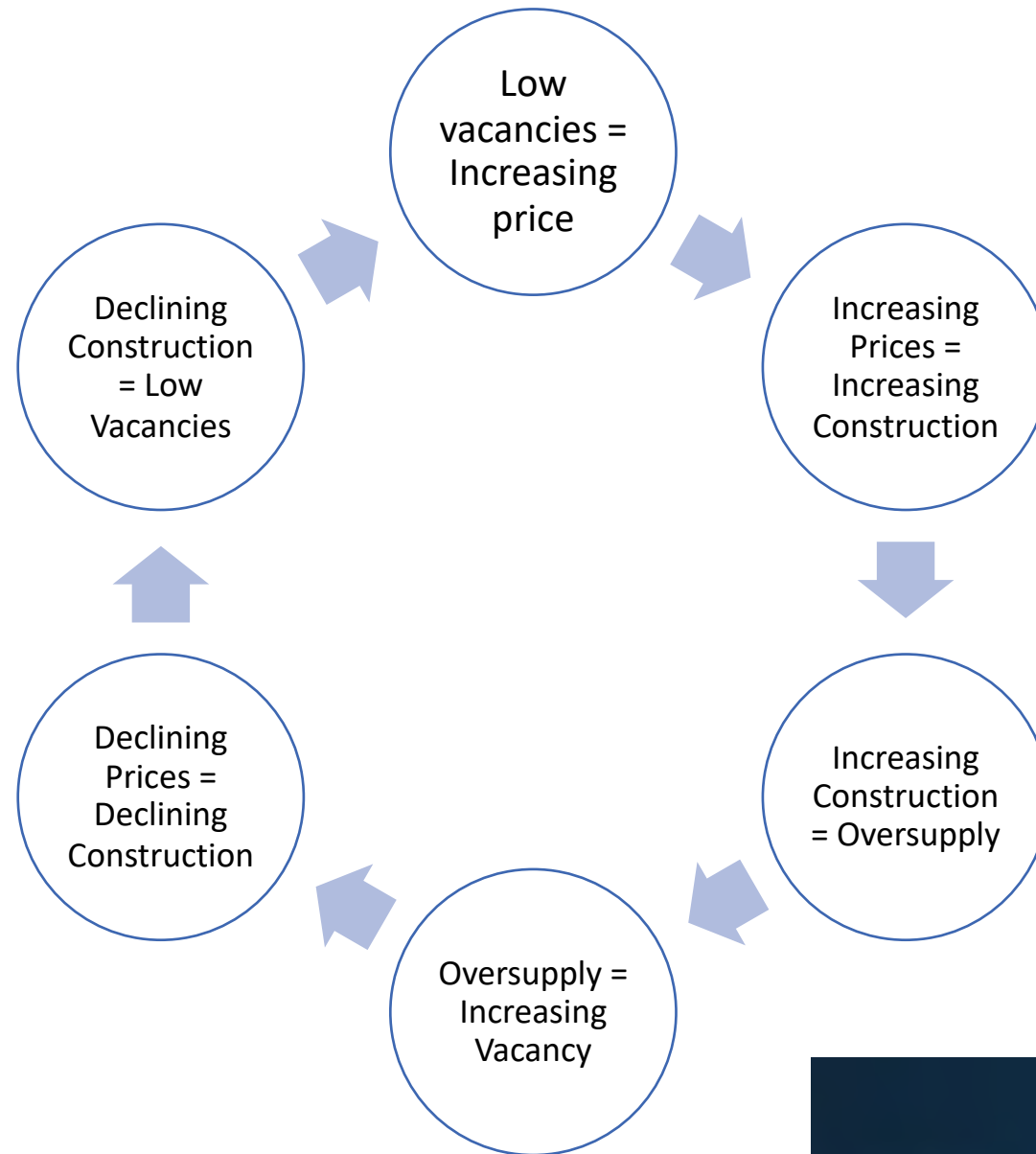


International Investors & the South Florida Market

Real Estate Cycles



The US does not have a “Golden Visa” Program

EB-5 Visa Program

Petition Filing Date	Minimum Investment Amount	Targeted Employment Area Investment Amount	High-Employment Area Investment Amount
Before 3/15/2022	\$1,000,000	\$500,000	\$1,000,000
On or After 3/15/2022	\$1,050,000	\$800,000 (includes infrastructure projects)	N/A

Investors should engage a Team

- ✓ Florida Attorney specializing in Immigration
 - ✓ Florida Real Estate Attorney
- ✓ CPA or Accountant with experience with Foreign Nationals
 - ✓ Commercial Real Estate Agent

What makes an agent “Commercial”?



Industrial

Advantages of Industrial:

Low maintenance

High demand

Very limited supply

Most important features are loading and warehouse capacity.

Industrial Land (43,560 sq ft of land) now trading near \$2-3 million per acre.

Prices range from:

\$150-\$170 psf low end

\$280-\$300 psf high end

Industrial



\$4,650,000 @\$200 psf
23,136 sq ft



\$400,000 @\$300 psf
1,328 sq ft

Office

Why invest in Office?

Market changes bring opportunities

Strength in the Suburbs

Higher staffing and maintenance.

Most lease office buildings include taxes, maintenance and insurance within the Leases



Listed at \$3,995,000

11,214 sq ft. (+/- \$350psf)

Single Tenant office

Retail

Stable income

Low management

Good financing and liquidity

Income from business tenants

Limited supply of properties for sale

Key: demographics & reinvest to remain fresh, competitive.

Grocery Stores & Experiential.

Retail



Retail Condo
Listed \$1,200,000
2,100 Sq Ft

Retail center
Listed at \$8,750,000
6,000 sf ft building, 15,000 sq ft land

Multi-Family

Miami historically has been a transient city. Recently Miami has had the highest percentage of renters to owners on any major metropolitan market.

Stable Income

Good financing and liquidity ***market conditions changing

Income tax benefits

Management intensive

Multi-Family



Offered at \$3,000,000
8-unit apartment building



Offered at \$13,000,000
45-unit building

Hospitality

Hospitality went through a low cycle during covid, many traded during the low period.

We are in an upcycle, limited supply.

Sold by “keys” or price per hotel room, based on revenue.



Listed at \$15,000,000
69 rooms keys

Single Tenant Net Leased

CAP RATES 2022	Miami first six months of 2022
Multi-Family – Top Markets	4.0%
Office – Urban Core Class A	5.3%
Industrial – Airport Area	3.6%
Retail – Neighborhood/Suburbs	5.0%

Net Leased



Listed \$6,665,000

NOI \$283,224

Cap Rate 4.25



Listed at \$5,627,907

Orlando FL

15-year lease



MIAMI Commercial President

Michael Hinton, CCIM

Sr Associate | Investment Sales

Apex Capital Realty

michael@apexcapitalrealty.com

305-970-0262



BAD TIMES ARE WHEN FORTUNES ARE MADE

Industrialist Andrew Carnegie once said,
“problems are only opportunities in work clothes”.