

**International Real Estate
at the Speed of Now.**

**Boost Your connections
& Increase Sales**

Jorge L. Guerra, Jr.
2021 NAR Global Liaison





THE SPEED OF NOW.

BE RESOURCEFUL

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HUGE TECHNOLOGY REVOLUTION



WORK

98% OF ALL HOMEBUYERS





Online video accounts for 85% of all online traffic.
65% of people watch videos online every day.
85% of Facebook video is watched without sound.

KNOW THE TREND.

16% COULD NOT FIND.

INTERNATIONAL HOMEBUYER

- **\$386,200 is the Average Price**
- **63% Bought CASH**
- **Condos, SFH, Townhomes & Land**
- **Vacation & Rental Investment**
- **16% Could not find a property**

**2021 Profile of International Homebuyers of
Miami Association of Realtors**

SHOW ME THE MONEY!

INTERNATIONAL HOMEBUYER COMMISSION

\$386,200.00

X 3%

\$11,586.00

**2021 Profile of International Homebuyers of
Miami Association of Realtors**

HOW TO DO INTERNATIONAL



STEP #1 BUILD YOUR NETWORK



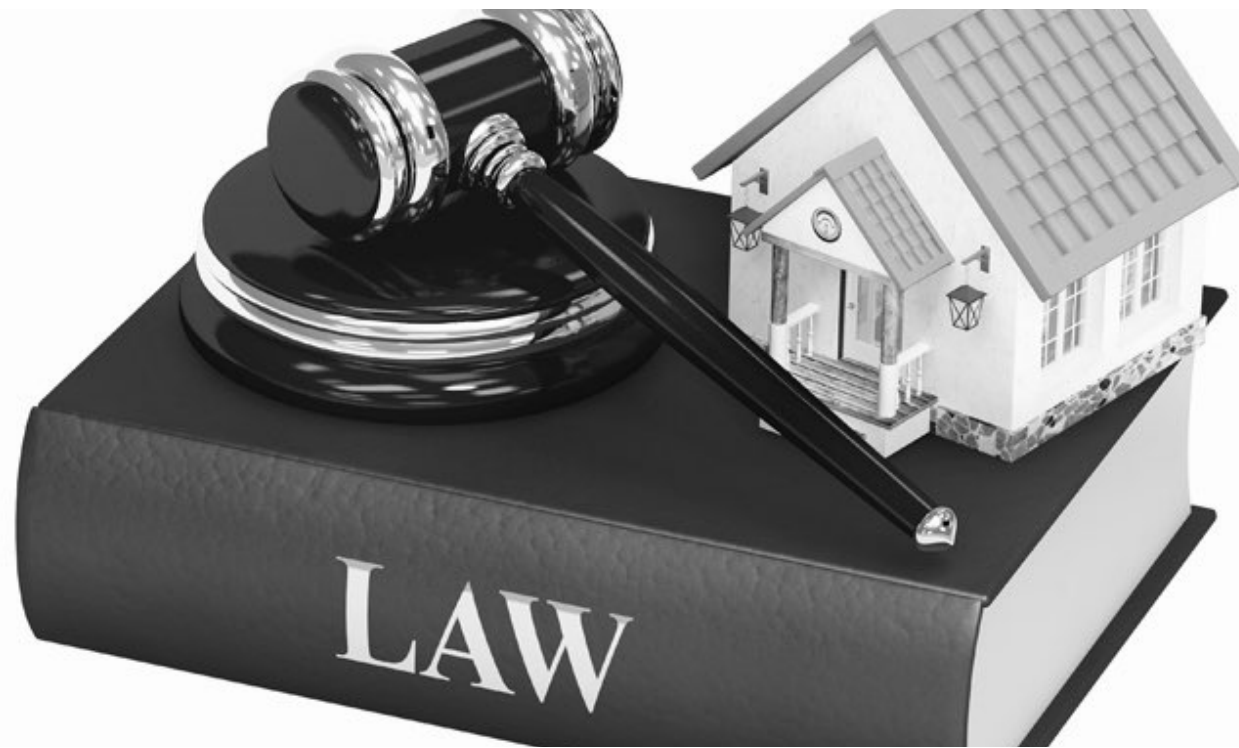
A MIAMI REALTOR

We are well connected.

We have lots of international experience.

We have powerful tools to grow our partnership.

INTERNATIONAL TEAM



Attorney



Mortgage



Accountant



Designer

**85% OF LEADS CAME FROM
PERSONAL CONTACTS, PREVIOUS
CLIENTS & BUSINESS CONTACTS.**

**2021 Profile of International Homebuyers of
Miami Association of Realtors**

IT'S ALL ABOUT RELATIONSHIPS

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🏠 2,260ft² 🛏 3 Beds 💧 2 Baths

For Sale

USD 3,737,758

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Public

Paris 7th, Ile-de-France

🏠 581ft² 🛏 1 Beds

For Sale

📄 USD 1,563,449

SHOWCASED



Public

Paris 16th, Ile-de-France

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paris

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Language



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Select Agents

1

2

3

4

5

→

→I


Alexandre Sangan

Paris, Ile-de-France

English



3

+ Invite to Network


Alexandre Sangan

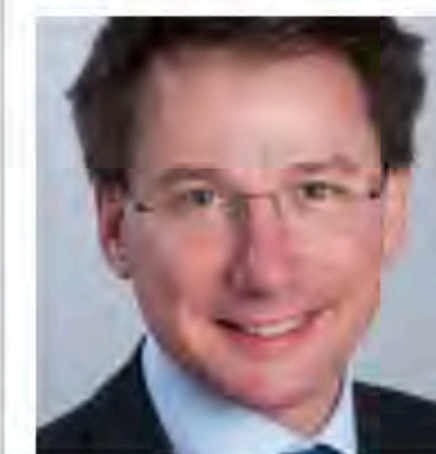
75018 PARIS

French + more



0

+ Invite to Network


Charles Morin

Paris 08, Ile-de-France

French



325

+ Invite to Network


Ingrid DAMOISEAU

Paris, France

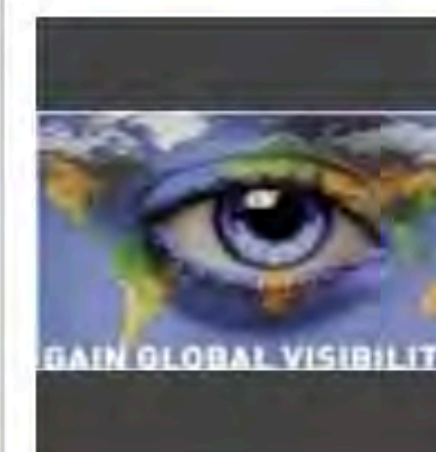
French + more


Patrick Peris

Paris, Ile-de-France

French + more

Luxury an...


Anne Huntley

Paris,

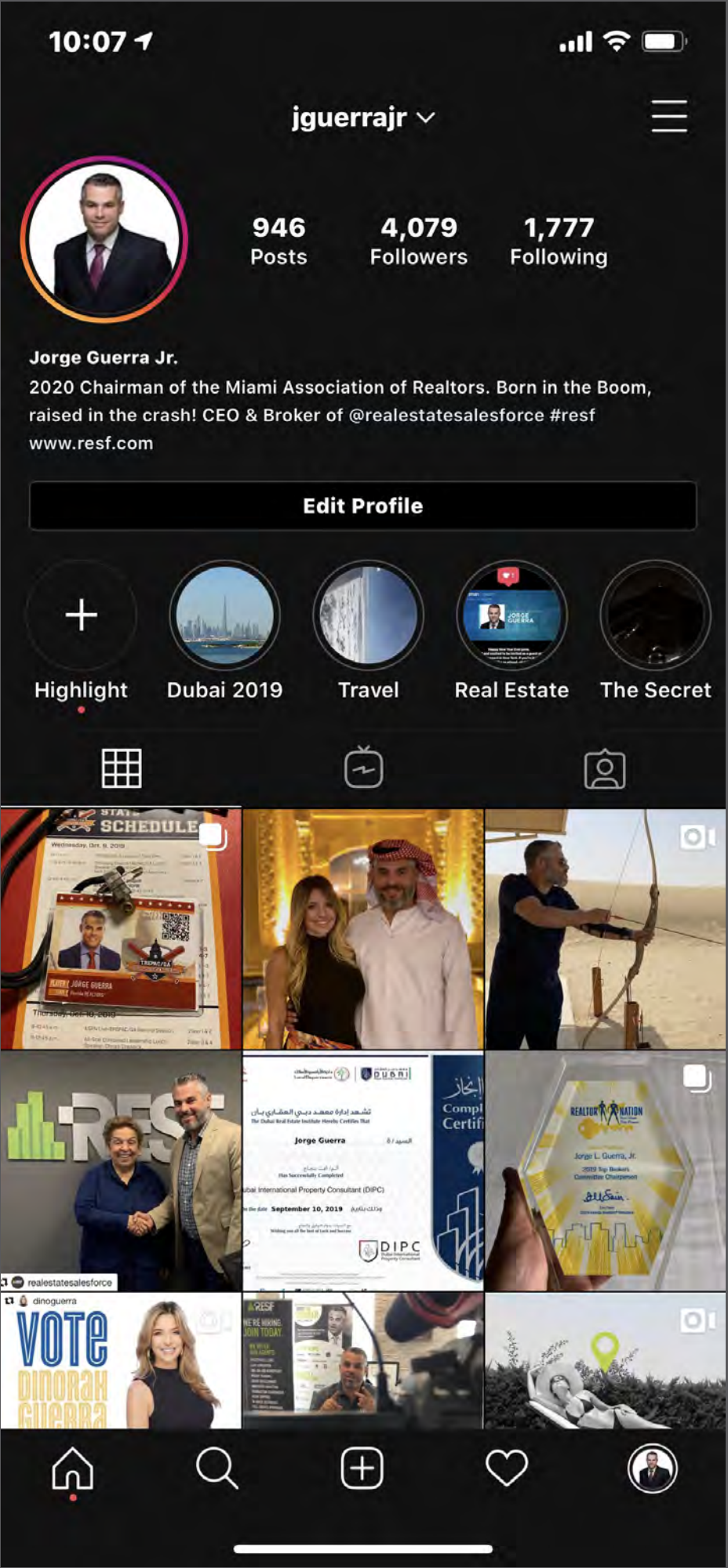
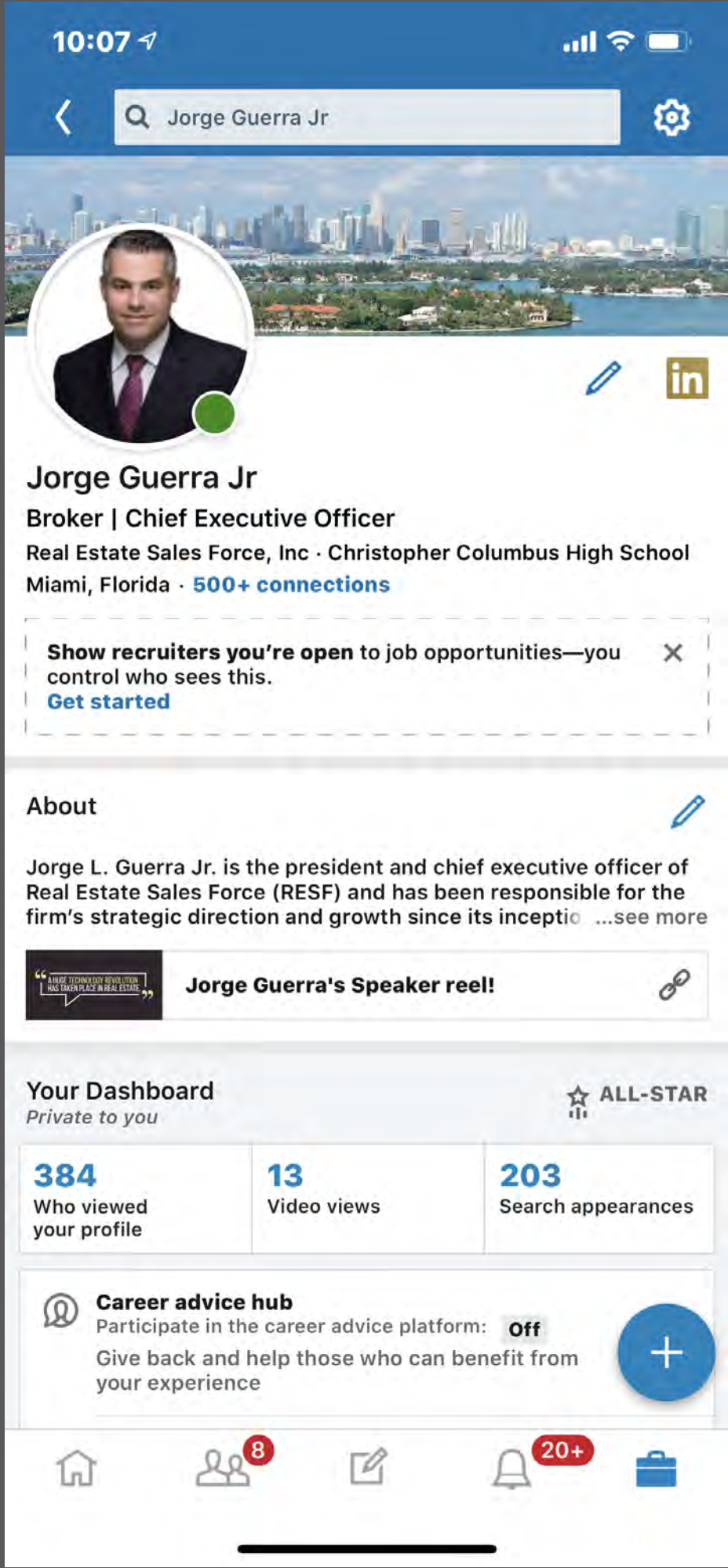
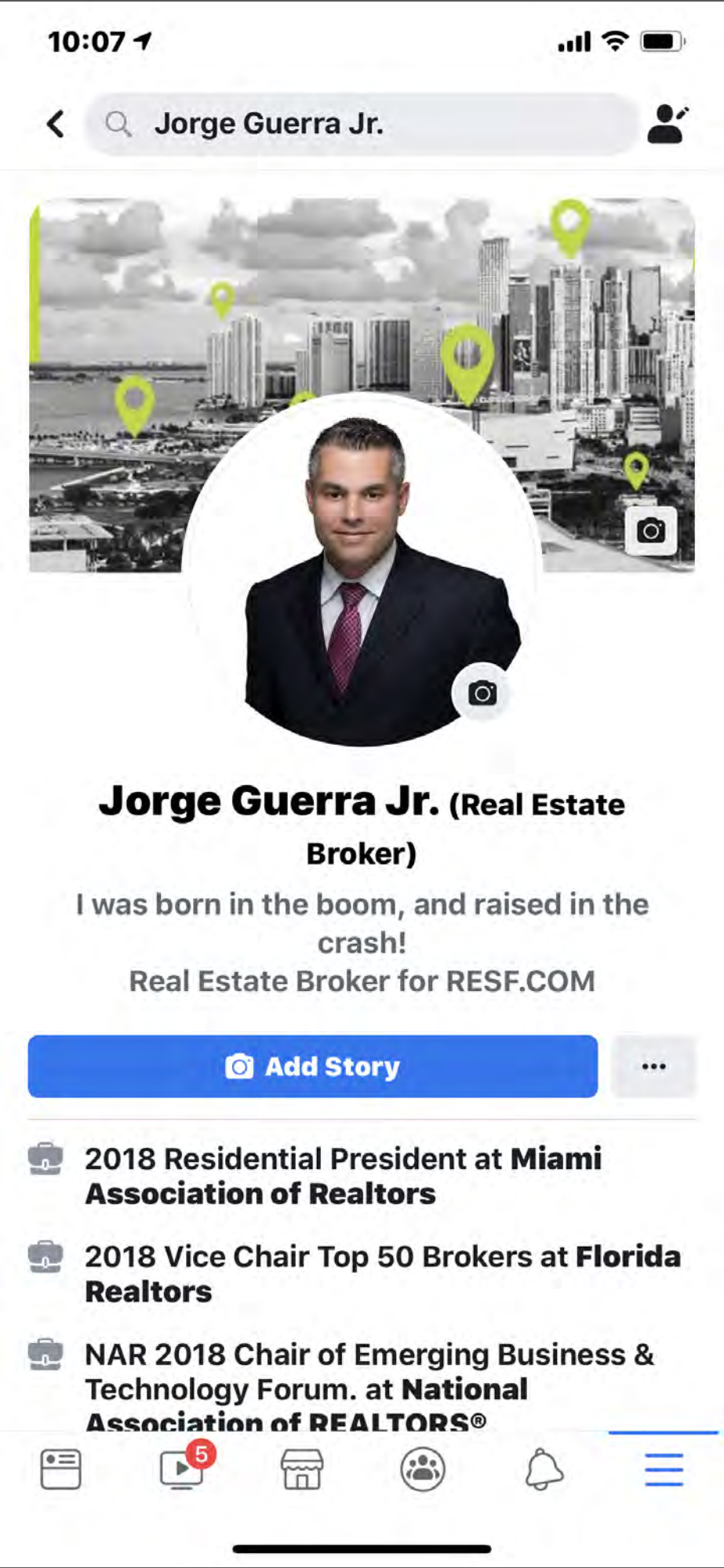
English + more

immobilier + more

ZOOM BOOM



MAINTAINING REALATIONSHIPS



FIND YOUR LEADS


TOOLS





GIVES YOU ACCESS TO:

- OWNER'S COUNTRY
- OWNER'S NAME
- OWNER'S MAILING ADDRESS
- PROPERTY TAXES
- AND SO MUCH MORE....



Southeast Florida MLS - IMAPP
Search Tax Records or MLS Listings

logged in as: 06623

New Search

Tax SearchMLS SearchForeclosure Search

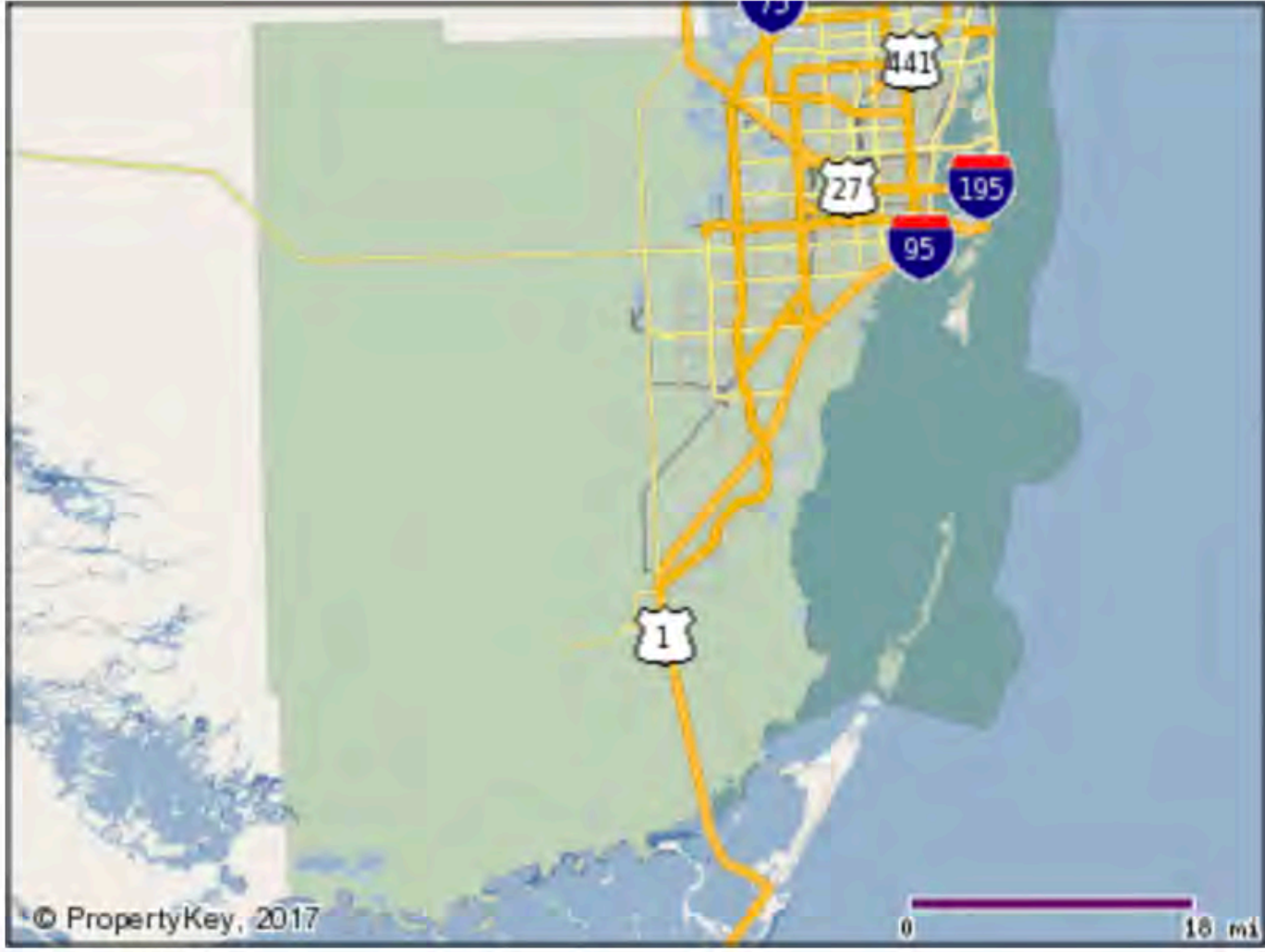
My Saved Searches

Search County Tax Records

Search Area: Miami-Dade County, FL

Search Field	Search Type	Search Value
<input checked="" type="radio"/> and <input type="radio"/> or Owner Country	Equal To	COLOMBIA
<input checked="" type="radio"/> and <input type="radio"/> or Property Address	Contains	
<input checked="" type="radio"/> and <input type="radio"/> or Parcel ID	Starts With	
<input checked="" type="radio"/> and <input type="radio"/> or Subdivision (select)	Equal To	
<input checked="" type="radio"/> and <input type="radio"/> or Property Zip Code	Equal To	
<input checked="" type="radio"/> and <input type="radio"/> or Sale Date	Greater Than or Equal To	
<input checked="" type="radio"/> and <input type="radio"/> or Sale Price	Greater Than or Equal To	
<input checked="" type="radio"/> and <input type="radio"/> or Year Built	Greater Than	
<input checked="" type="radio"/> and <input type="radio"/> or Year Built	Less Than	
<input checked="" type="radio"/> and <input type="radio"/> or Property Use Code (state)	Equal To	

For additional search fields, select the search name from one of the search field select lists.



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Map Search Area:

Complete Map Area

Start Search *

Reset To Default Fields

Clear All Search Fields

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



GIVES YOU ACCESS TO:

OWNER'S COUNTRY

OWNER'S NAME

OWNER'S MAILING ADDRESS

PROPERTY TAXES

AND SO MUCH MORE....

Browsing Search Results 1 - 100 of 236 results

Results 1-100 next >

Results Not Sorted

show 100/page

Select All On This Page

Unselect All On This Page

show all results

1. 1463 NE 175TH ST NORTH MIAMI BEACH, FL 33162-1356 Owner(s): MENDEZ ANA MARIA Last Sale: \$160,000 on 09/19/2012	PID # 07-2208-007-0380 Market Value: \$164,558 Assessed Value: \$138,221 Waterfront: No Covered Parking: No	Bedrooms: 5 Bathrooms: 2 Stories: 1 No Pool: Living Area: 1,150 sf Total Area: 1,818 sf Year Built: 1953 Land Area: 5,700 sf
2. No Address Listed Owner(s): CORREA MARIA CRISTINA Last Sale: \$80,000 on 02/01/1995	PID # 30-7935-001-0035 Market Value: \$35,000 Assessed Value: \$35,000 Waterfront: No Covered Parking: No	Bedrooms: 0 Bathrooms: 0 Stories: 0 No Pool: Living Area: 0 sf Total Area: 0 sf Year Built: 0 Land Area: 435,600 sf
3. 19900 E COUNTRY CLUB DR #1110 AVENTURA, FL 33180-3334 Owner(s): LOPEZ RODRIGO BOTERO PALACIOS FEDERICO Last Sale: \$690,000 on 02/01/2007	PID # 28-1235-089-1320 Market Value: \$361,862 Assessed Value: \$361,862 Waterfront: No Covered Parking: No	Bedrooms: 2 Bathrooms: 2 Stories: 0 No Pool: Living Area: 1,312 sf Total Area: 1,312 sf Year Built: 2007 Land Area:
4. No Address Listed Owner(s): POSADA JORGE H Last Sale: \$45,000 on 01/01/1996	PID # 30-7935-001-0050 Market Value: \$17,500 Assessed Value: \$17,500 Waterfront: No Covered Parking: No	Bedrooms: 0 Bathrooms: 0 Stories: 0 No Pool: Living Area: 0 sf Total Area: 0 sf Year Built: 0 Land Area: 217,800 sf
5. 41 SE 5TH ST #905 MIAMI, FL 33131-2538 Owner(s): VEGA BENITO JAVIER MARTINEZ JUL JACQUELINE DAZA Last Sale: \$303,000 on 08/06/2008	PID # 01-4138-133-0870 Market Value: \$227,707 Assessed Value: \$227,707 Waterfront: Yes Covered Parking: No	Bedrooms: 1 Bathrooms: 1.5 Stories: 0 Pool: Living Area: 981 sf Total Area: 981 sf Year Built: 2006 Land Area:
6. 11620 SW 243RD ST HOMESTEAD, FL 33032-4631 Owner(s): SANCHEZ CLAUDIO F QUINTANA MERCEDES Y CABRERA Last Sale: \$175,000 on 04/30/2012	PID # 30-6019-009-0470 Market Value: \$225,888 Assessed Value: \$172,848 Waterfront: No Covered Parking: GARAGE, FINISHED	Bedrooms: 4 Bathrooms: 2.5 Stories: 2 No Pool: Living Area: 2,226 sf Total Area: 3,182 sf Year Built: 2010 Land Area: 4,500 sf
7. 1800 N BAYSHORE DR #2307 MIAMI, FL 33132-3228 Owner(s): RUE DE PASSY LLC Last Sale: \$394,000 on 04/07/2008	PID # 01-3231-063-2300 Market Value: \$459,924 Assessed Value: \$435,180 Waterfront: No Covered Parking: No	Bedrooms: 2 Bathrooms: 2 Stories: 0 No Pool: Living Area: 1,222 sf Total Area: 1,222 sf Year Built: 2007 Land Area:
8. 5300 PASEO BLVD #1111 DORAL, FL Owner(s): INVERJAL LLC Last Sale: \$425,800 on 12/01/2016	PID # 35-3022-034-1800 Market Value: \$343,800 Assessed Value: \$343,800 Waterfront: No Covered Parking: No	Bedrooms: 2 Bathrooms: 2 Stories: 0 No Pool: Living Area: 1,103 sf Total Area: 1,103 sf Year Built: 2016 Land Area:
9. 21055 YACHT CLUB DR #1405 AVENTURA, FL 33180 Owner(s): BERMO CORP Last Sale: \$306,000 on 10/01/2002	PID # 28-1235-083-1300 Market Value: \$530,019 Assessed Value: \$530,019 Waterfront: No Covered Parking: No	Bedrooms: 3 Bathrooms: 2 Stories: 0 No Pool: Living Area: 1,872 sf Total Area: 1,872 sf Year Built: 2002 Land Area:
10. 750 NE 64TH ST #B409 MIAMI, FL 33138-6402 Owner(s): BERCOVICH SHAI Last Sale: \$95,000 on 08/10/2011	PID # 01-3218-071-0480 Market Value: \$196,095 Assessed Value: \$136,587 Waterfront: No Covered Parking: No	Bedrooms: 2 Bathrooms: 2 Stories: 0 No Pool: Living Area: 990 sf Total Area: 990 sf Year Built: 1972 Land Area:
11. 9890 HAMMOCKS BLVD #104-56 MIAMI, FL 33196-1573 Owner(s): CASTRO EDWIN JULIAN BARRERO DE Last Sale: \$148,000 on 12/17/2013	PID # 30-5904-052-0640 Market Value: \$161,481 Assessed Value: \$150,828 Waterfront: No Covered Parking: No	Bedrooms: 3 Bathrooms: 3.5 Stories: 0 No Pool: Living Area: 1,364 sf Total Area: 1,364 sf Year Built: 1989 Land Area:

Browse Results

☒ Spreadsheet

☐ View On Map

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☐ Save This Search

☐ Print This Page

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OWNER'S NAME

OWNER'S MAILING ADDRESS

PROPERTY TAXES

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Southeast Florida MLS - IMAPP

Miami-Dade County Tax Report - 888 BISCAYNE BLVD APT 1909, MIAMI, FL 33132-1511

logged in as: 0662364[log

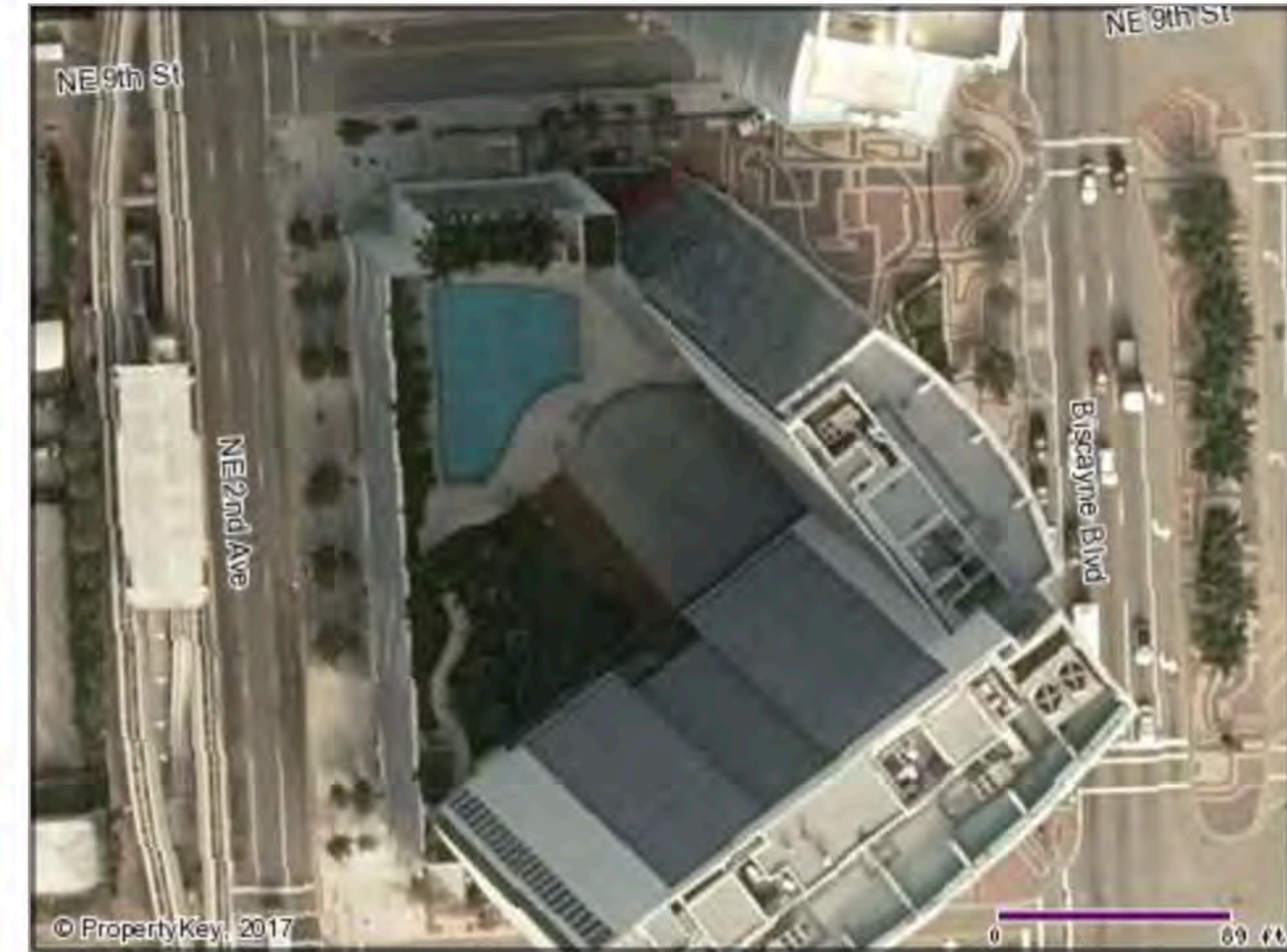
New Search

Search Results

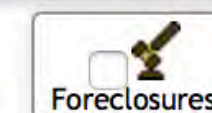
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PROPERTY INFORMATION

PID # 01-3231-068-3500 [↗](#)
Property Type: Multi-Unit
Property Address:
888 BISCAYNE BLVD APT 1909
MIAMI, FL 33132-1511
Current Owner:
GABRIEL MORALES HERNANDEZ
Tax Mailing Address:
CARRERA 1 # 69-69 APTO 401
BOGOTA,
COLOMBIA
Use Code: 000
Total Land Area:
0 acres / 0 sf
Land Areas:
1. RESIDENTIAL TOTAL VALUE :
CONDOMINIUM - RESIDENTIAL (0407)
Zoning: 6401/COMMERCIAL
Waterfront: No
Subdivision:
MARINABLU CONDO
Census Tract/Block: 003702 / 4000
Tw: 53 / **Rng:** 42 / **Sec:** 31
Block: / **Lot:**
Latitude: 25.782486
Longitude: -80.190067
Legal Description:
MARINABLU CONDO UNIT 1909 UNDIV 0.002086139%
INT IN COMMON ELEMENTS OFF REC 26234-3186



Active Expired Pending Closed Cancelled



VALUE INFORMATION

	2013	2014	2015	2016	2017 *
Building Value:	\$0	\$0	\$0	\$0	
Land Value:	\$0	\$0	\$0	\$0	\$0
Just Market Value:	\$368,230	\$368,230	\$368,230	\$416,100	\$416,100
Percent Change:	- n/a -	0%	0%	13%	0%
Total Assessed Value:	\$311,575	\$342,732	\$368,230	\$405,053	\$416,100
Homestead Exemption:	NO	NO	NO	NO	NO
Total Exemptions:		\$0	\$0	\$0	\$0
Taxable Value:	\$311,575	\$342,732	\$368,230	\$405,053	\$416,100
Millage Rate:	23.1295	-n/a-	-n/a-	-n/a-	-n/a-
Total Tax Amount:	\$7,658.51	\$8,139.85	\$8,359.99 ⚠	\$9,111.03	-n/a-

⚠ This property has been reported as delinquent in paying property taxes starting in 2015. We recommend checking with the [county tax collector](#) to verify the current status.

Taxing District(s): 0101 - MIAMI (DDA)

*Preliminary Values Collected From Florida DOR Preliminary NAL files, June-July 2017

[Link To County Tax Collector](#) [↗](#)

SALES INFORMATION

Deed Type: WARRANTY DEED
Sale Date: 07/31/2008
Recorded Date:
Price: \$423,800
Document #: Bk 26521/Pg 318 [↗](#)
Qualifiers: Q1

Property Tax

[Find Comparables](#)

[Residential MLS Stats](#)

[Demographics](#)

[Bing Maps](#)

[Google Driving Directions](#)

[Google Maps](#)

[RPR/Property Details](#)

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[identify](#)

[save map: S | M | L | XL](#)

Show Report Sections

☒ Owner Name

☒ Small Map [↕](#)

☒ Property Value

☐ Value Trend Chart

☒ Sales History

☒ Show Mortgage Details

☒ Building Information

☒ Area Schools

☒ Show School Insights

☒ Flood Zone Info



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- AND SO MUCH MORE...

Summary | History | Charts | Refined Value | Comp Analysis | Neighborhood

1262 Andalusia Ave, Coral Gables, FL 33134 | [Find new address →](#)

OFF MARKET

• Sold Date: 5/8/2008, Public Record

AVM [i](#)

\$1,142,000

Last AVM Update:
10/3/2017

[View Details →](#)

[Refine](#)

Change the
AVM estimate
for this property.

Your Comp Analysis

\$1,200,000

Last Edited:
7/18/2016

[Edit →](#)

Basic Facts [i](#)

4 Bedrooms 4 Bathrooms

Home Type:
Single Family Residence

Living Area: **3,116 sq ft**

Est. Value / sq ft: **\$366**

Owner: **Jorge L Guerra Jr**

AVM Est. Range: **\$833,660 – \$1,450,340**

AVM Confidence: ★☆☆☆☆ [i](#)

↑ AVM Change - Last 1 Month: **\$5,000**

↑ AVM Change - Last 12 Months: **18.95%**

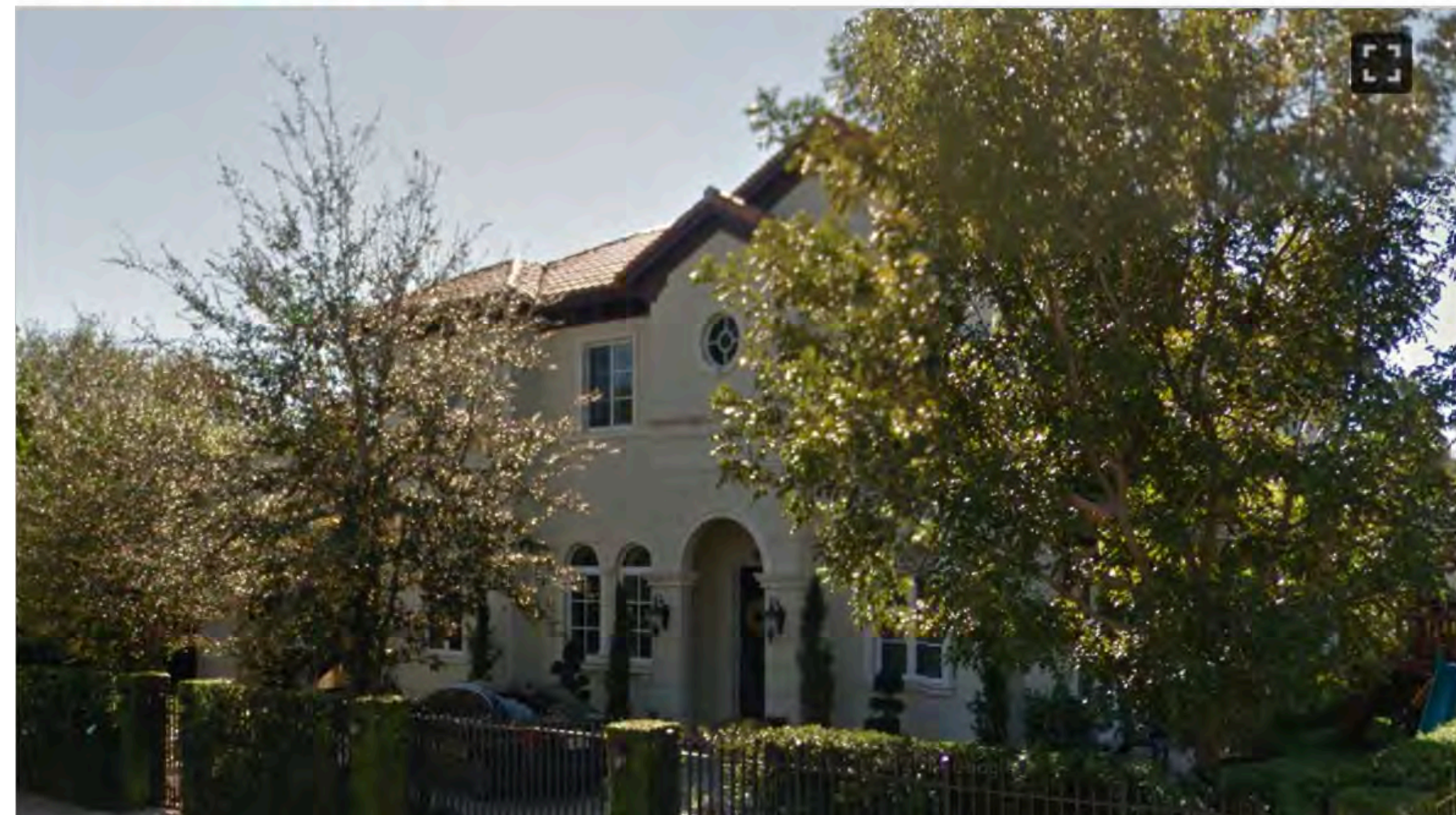
Last Sold Price: **\$82,000** on 5/8/2008

[Using the AVM in Pricing Discussions →](#)

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Analysis for
Investors →](#)

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and RPR
Seminars →](#)

[Street View](#) | [Overhead View](#)



MAPS



MAP LEGEND

Property Type (Icons)

Single Family

HEATMAPS

Heatmaps graphically represent data using a color scheme to indicate variations.

Select an indicator to display

None

HOW THIS NEIGHBORHOOD COMPARES

Miami, FL 33134

[More About this Neighborhood](#)

Median Estimated Home Value

33134 \$499,780

Miami-Dade \$308,500

Florida \$237,000



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1 1262 Andalusia Ave, Coral Gables, FL 33134 | [Change Address →](#)

2 Select a report

Available for a neighborhood —
Available for an address —

- ☒ **P** Property Report [More Details](#) | [Show Sample](#)
- ☐ **S** Seller's Report [More Details](#) | [Show Sample](#)
- ☐ **FI** Property Flyer [More Details](#) | [Show Sample](#)
- ☐ **M** Mini Property Report [More Details](#) | [Show Sample](#)
- ☐ **V** Valuation Workbook [More Details](#) | [Show Sample](#)
- ☐ **A** Market Activity Report [More Details](#) | [Show Sample](#)
- ☐ **N** Neighborhood Report [More Details](#) | [Show Sample](#)
- ☐ **Sc** School Report [More Details](#) | [Show Sample](#)

3 Personalize your report

☐ Include Recipient Name:

Enter name

Message:

Type message here

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4 Delivery method

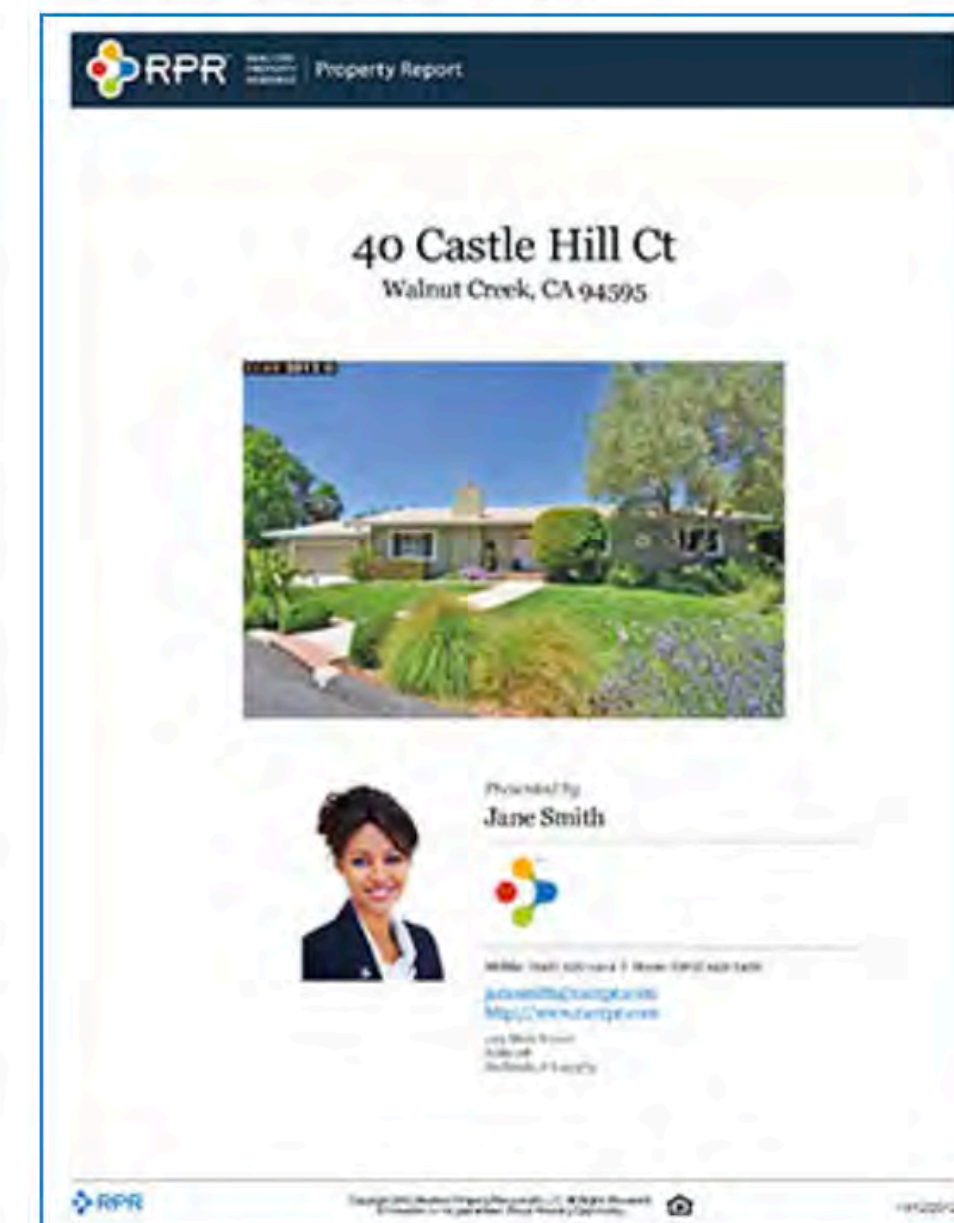
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- ☒ Brokerage Name
- ☒ Office Name
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Jorge Luis Guerra Jr.
Coral Gables
814 Ponce de Leon Blvd., Suite 502



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Available for an address —

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- ☐ **N** Neighborhood Report [More Details](#) | [Show Sample](#)
- ☐ **Sc** School Report [More Details](#) | [Show Sample](#)

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Enter name

Message:

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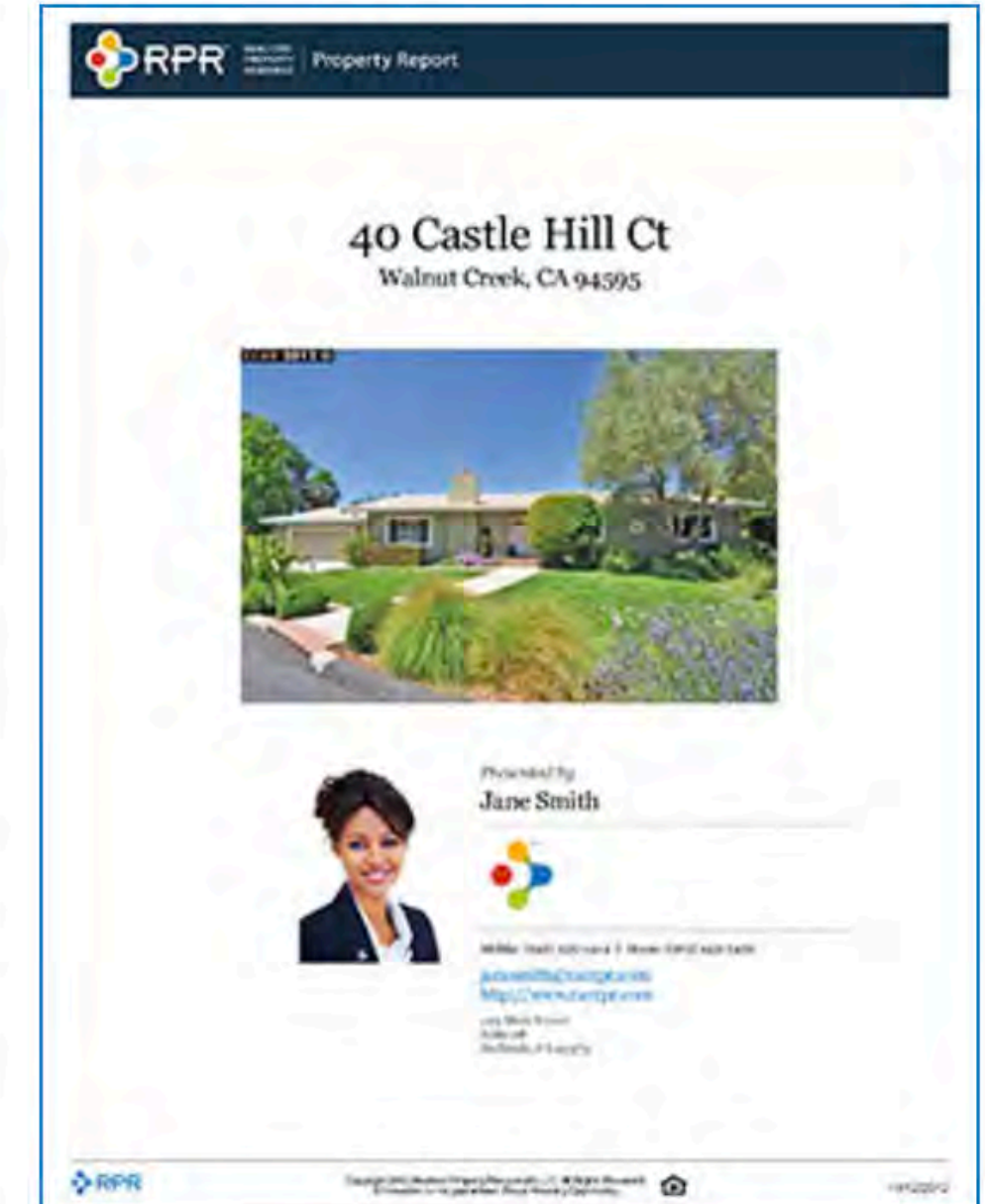
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- ☒ Email
- ☒ Broker Logo
- ☒ Brokerage Name
- ☒ Office Name
- ☒ Office Address

General Report Preferences

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Jorge Luis Guerra Jr.
Coral Gables
814 Ponce de Leon Blvd., Suite
502

SELLER'S REPORT
1262 Andalusia Ave, Coral Gables, FL 33134



Presented by
Jorge Luis Guerra Jr.
Florida Real Estate License: 0062064



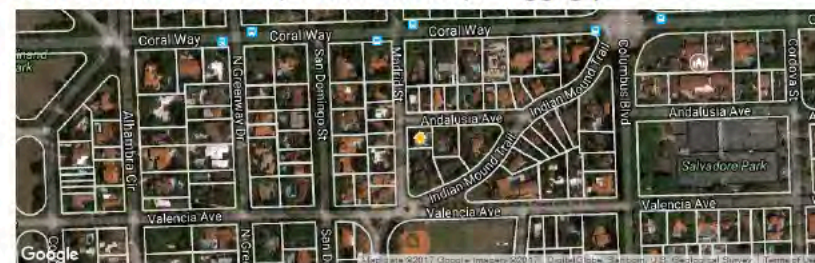
Work: (305) 396-9009 | Mobile: (305) 725-2828 | Fax: (305) 402-0395
j@resf.com

Real Estate Sales Force
814 Ponce de Leon Blvd., Suite 503
Coral Gables, FL 33134

RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

1262 Andalusia Ave, Coral Gables, FL 33134



Legend: Subject Property

State Data: 5/9/2008
Public Record

Current Estimated Value

\$1,142,000

Last AVM Update: 10/3/2017

AVM Est. Range: \$833,660 - \$1,450,340

AVM Confidence: ★☆☆☆☆

AVM Change - Last 1 Month: \$5,000

AVM Change - Last 12 Months: 18.95%

Your Comp Analysis

\$1,200,000

Last Edited: 7/18/2016

\$385 Price per Sq. Ft.

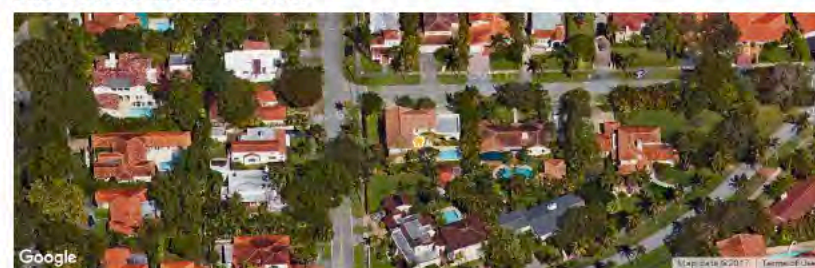
Your Comp Analysis Range

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RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Extended Home Facts



Legend: Subject Property

Exterior Details

Lot Size - Square Feet: 8000 sq ft
Lot Size - Acres: 0.184 ac

Location Details

Zoning: 0100 SINGLE FAM GENERAL
Walkability Score (out of 5): Overall: 3.2 | Amenity: 3.2 | Lifestyle: 3.8

Other Details

Effective Year Built: 2010
Pool Size: 1
Patio: 700
Fence: 180

Schools (based on location)

Middle School: Ponce de Leon Middle School
High School: Coral Gables Senior High School
School District: Miami-Dade County School District

Home Energy Consumption

Estimated monthly energy costs for this property and the state, calculated using home data and a physics-based model.

Energy Scores range from 0 to 100 and are an indicator of a property's energy efficiency and utility costs. A home with a high score should have reasonably low energy use compared to a home with a low score, which may not be as energy efficient as it could be. Please note that the actual condition of any particular home is not a factor in the estimate. Data Source: Trendr HomeRPM
Update Frequency: Monthly

This Property Local Average

Average Monthly Cost: \$173 \$157

Energy Score: 42 (out of 100) 49 (out of 100)

Monthly Breakdown
55% Cooling
11% Water Heating
11% Lighting
9% Kitchen
9% Electronics
4% Laundry
9% Other

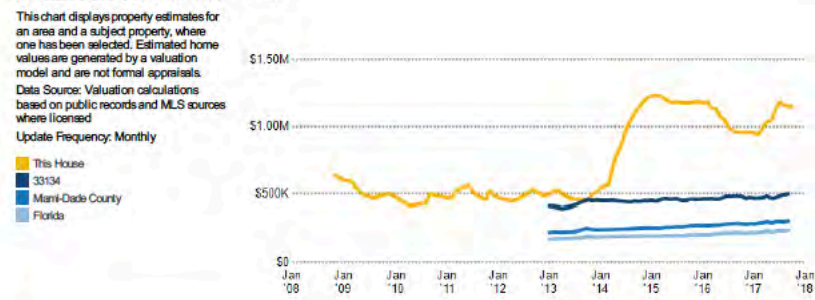


RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Property History

Median Estimated Home Value



Sales History

Sale Date	Sales Amount	Price per sq. ft.	Date	Improvements	Land	Total	Tax
08/2008	\$82,000	\$26	2016	—	—	\$750,326	\$13,625
07/2003	\$420,000	\$135	2015	—	—	\$745,111	\$13,786
05/1999	\$180,000	\$59	2014	—	—	\$725,189	\$13,872
			2013	—	—	\$728,274	\$13,733
			2012	—	—	\$716,101	\$13,433
			2011	—	—	\$686,201	\$13,248
			2010	—	—	\$180,690	—
			2009	—	—	\$277,970	—
			2008	—	—	\$372,733	—
			2007	—	—	\$414,428	—

Legal Description

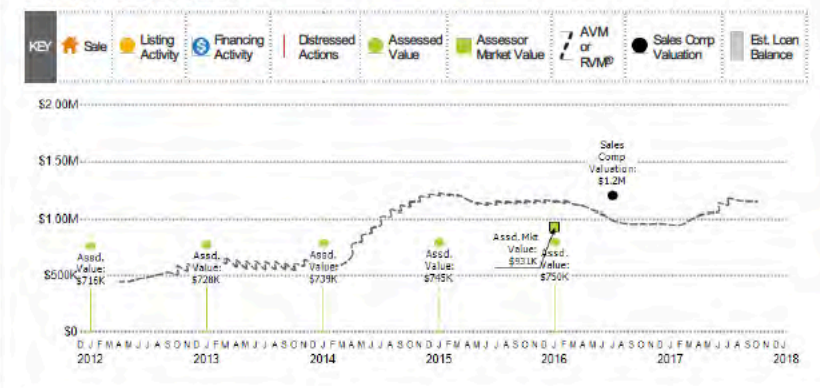
APN: 05-4118-002-0130 Tax ID: — Zoning: 0100 SINGLE FAM GENERAL
Census Tract: 33060001 0204027
Abbreviated Description: BLK 2 1262-130 CORAL GABLES SEC 2 PREV PL PB 25-1A MORT LOTS 1 & 2 BLK 2 LOT SIZE 100 X 80 OR 1805-1703 0599 1/17879-3205 COC 23368-2509 04 City/Municipality/Township: Coral Gables, FL 33134

RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Sales and Financing Activity

This chart shows a property's sales and financing history. It can be used to compare the value of the property as seen by public records, such as deeds and tax records, with the estimated home value. Actions taken against the owner, such as the issuance of a Notice of Default, are noted. Sales activity, such as listing date and price reductions, are highlighted.



Data Source: Public records and proprietary data; listing data from on- and off-market listings sources

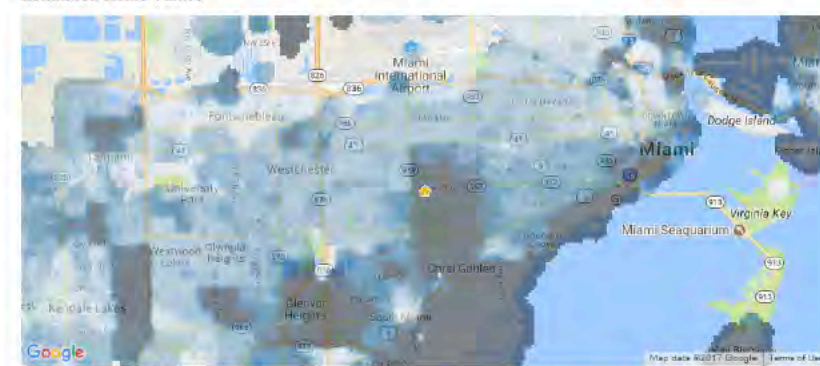
Update Frequency: Valuations are updated twice monthly; actions on the home, such as listing activity or distressed property notices, are updated daily as made available from public records sources

RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Market Activity for 33134

Estimated Home Values



Market Snapshot

Computed with Last From: October 29, 2016 to: October 29, 2017

Median Est. Home Value: \$500K Up 3.2%
Median Est. Listing Price: \$560K Up 3.7%
Median Days in RPR: 97 Up -
Sales Volume: 32 Down -44.8%

RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Market Activity

This chart summarizes market activity by listing status for various time periods.

Data Source: Public records and proprietary data; listing data from on- and off-market listings sources

Update Frequency: Monthly

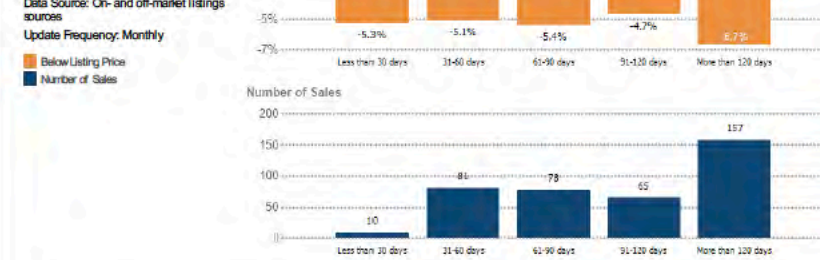


Listing Price vs. Sales Price

This chart displays the average percentage difference between the listing and selling price, compared by length of time properties were for sale in this market.

Data Source: On- and off-market listings sources

Update Frequency: Monthly



RESF Seller's Report

1262 Andalusia Ave, Coral Gables, FL 33134

Average Price Adjustments

This chart displays the average percentage adjustment from the original list price, compared by length of time properties have been for sale in this market.

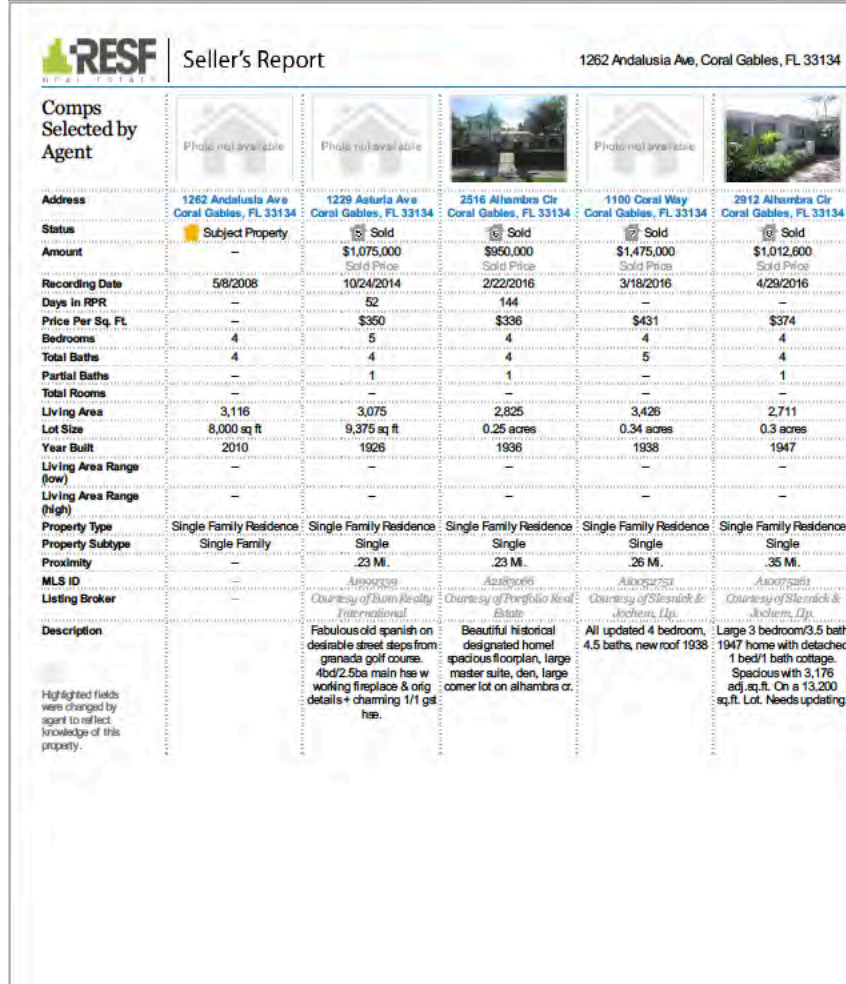
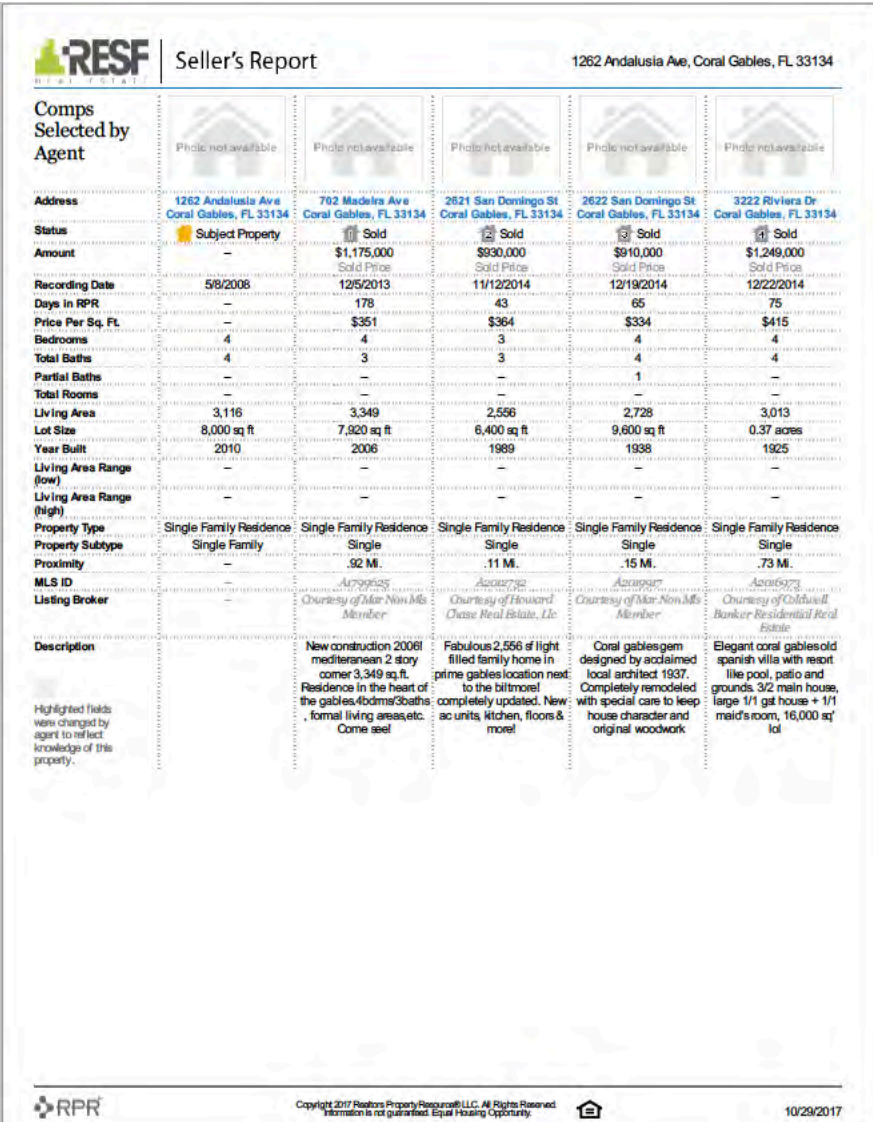
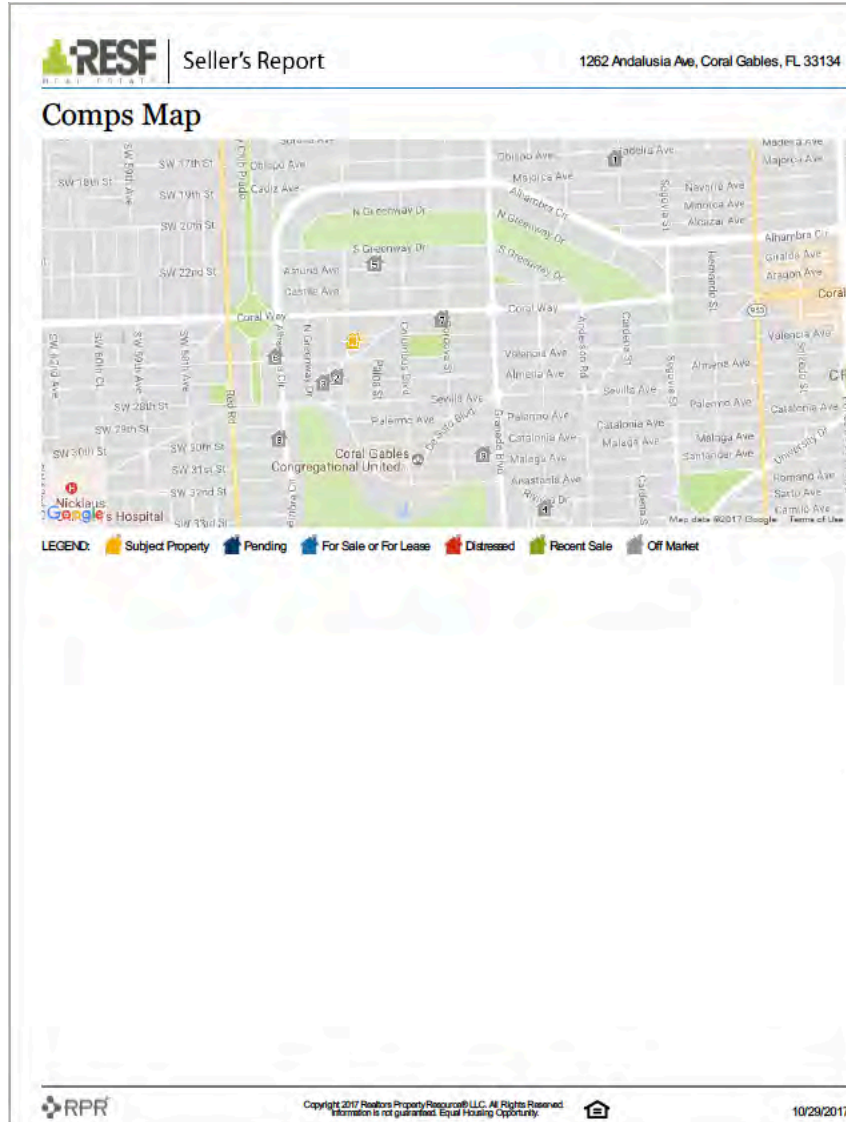
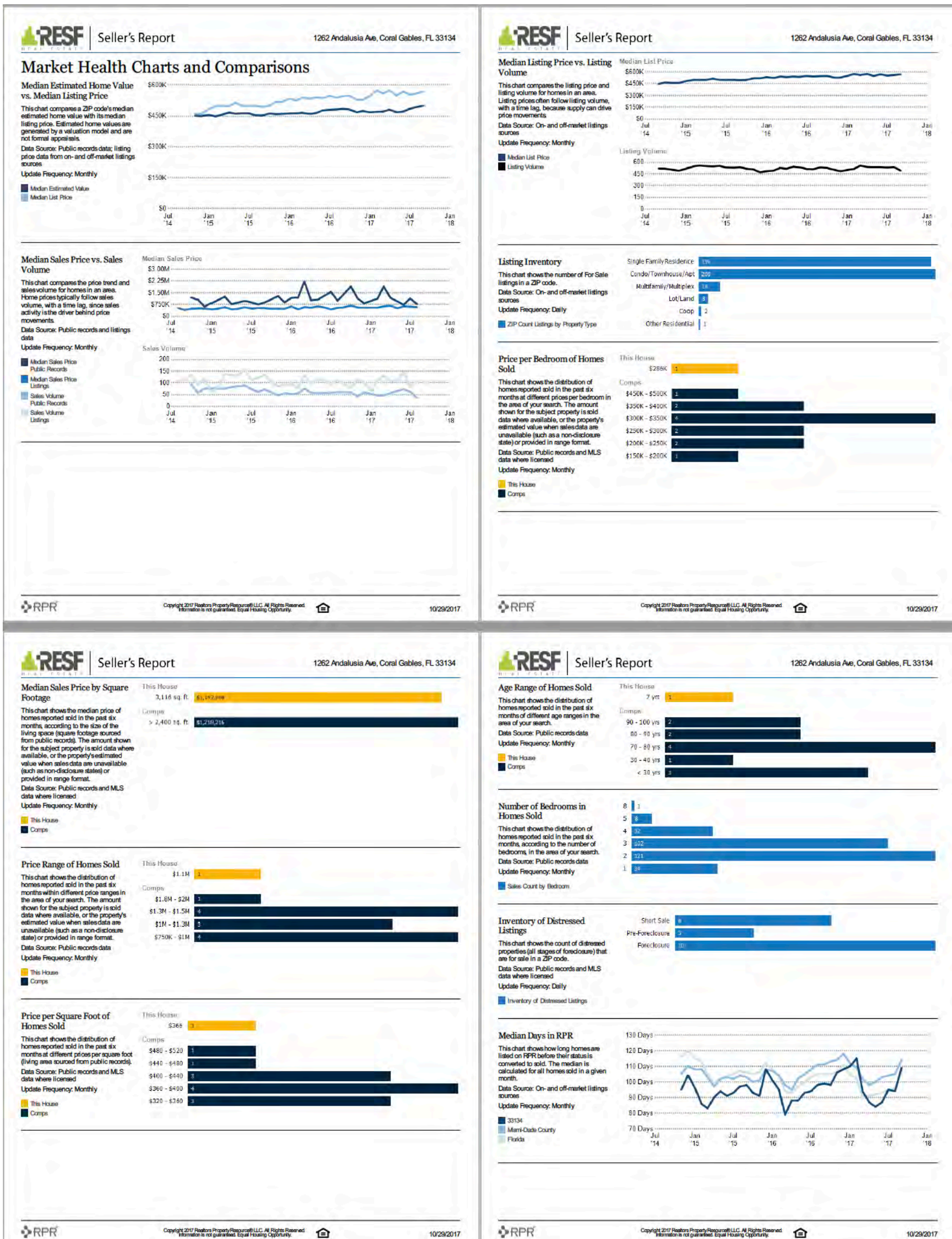
Data Source: On- and off-market listings sources

Update Frequency: Monthly



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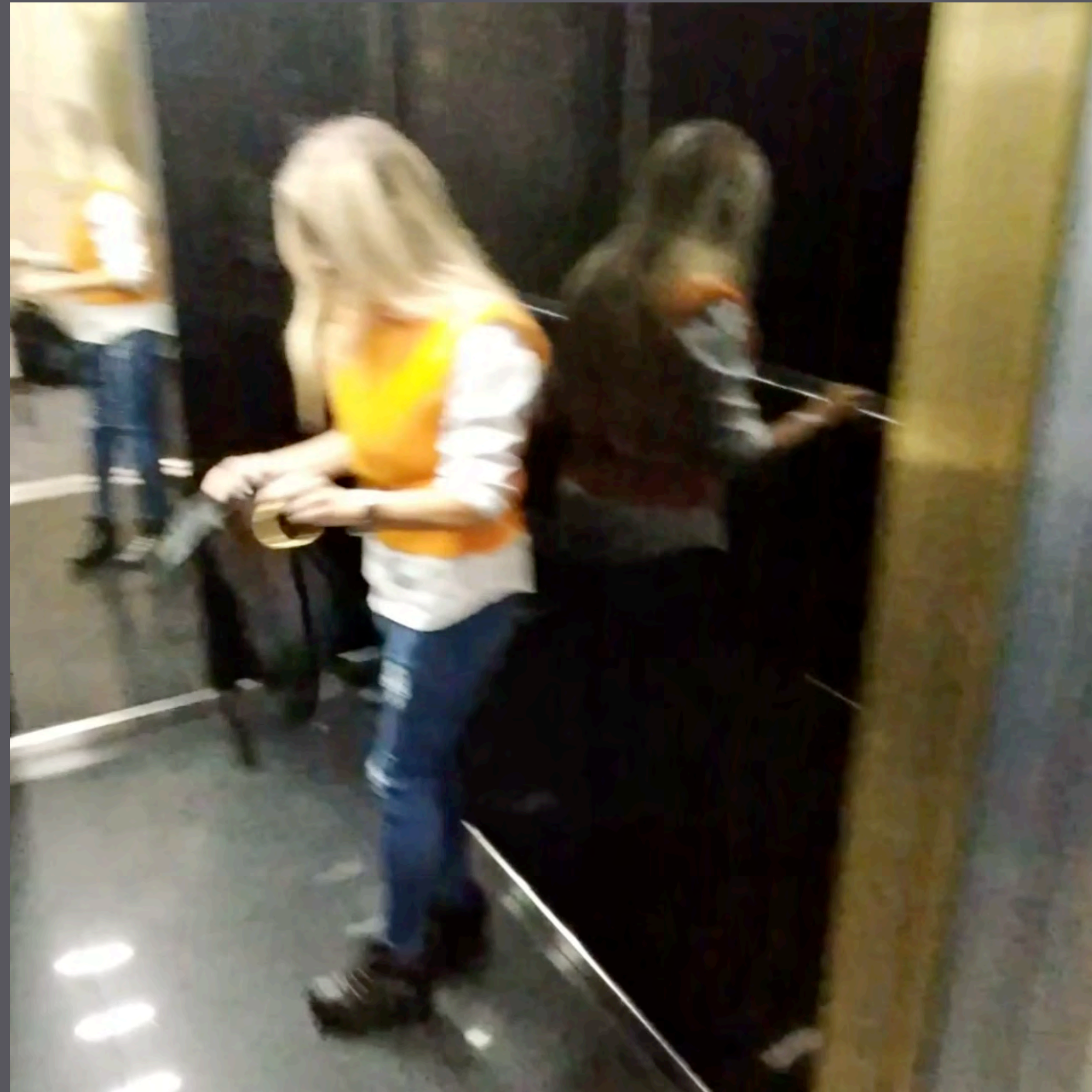
GOOGLE GLASSES 2013



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REFERRAL CONTRACT FORM

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shall be deemed to endorse, sponsor, or participate in any 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): _____

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