

Florida Realtors® 2025 President  
Tim Weisheyer

# 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*





# About US

**Maria Grulich, Vice President of Commercial  
Real Estate and Global Business**



*M*



# Purpose

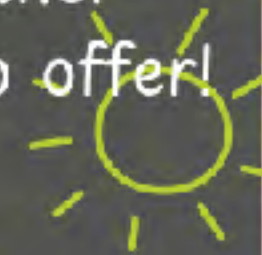
"Purpose is the star that turns dreams into reality, lighting the path even in darkness."



Connecting members to opportunities!



Learn what other countries have to offer!



Referrals



Showcase  
Florida





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







TRREB

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# Buying and Selling

[Buying & Selling Intelligence](#)

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[Market Outlook Digital Digest](#)

[Find A REALTOR®](#)

[Market Data](#)

[How To Access TRREB Applications](#)

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



NAR



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ASSOCIATION OF  
REALTORS®

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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).





# FLORIDA REALTORS

CE CONSUMERS ABOUT US MEMBERSHIP

TOOLS & RESEARCH ▾

LAW & ETHICS ▾

EDUCATION ▾

EVENTS ▾

NEWS & MEDIA ▾

ADV

Home > Tools & Research > International Real Estate Profile

## 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





by Login | My Tools |  English |  UK |  Canada

HOME | CONSUMERS | EDUCATION | MLS | MEMBER SERVICES | SERVICES | NEWS & STATS | CONDOS | COMMERCIAL | GLOBAL | ADVOCACY | LEGAL | AFFILIATES | BROWARD | JTHS | YPN

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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

PROFILE of

### International Homebuyer Transactions

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.



*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





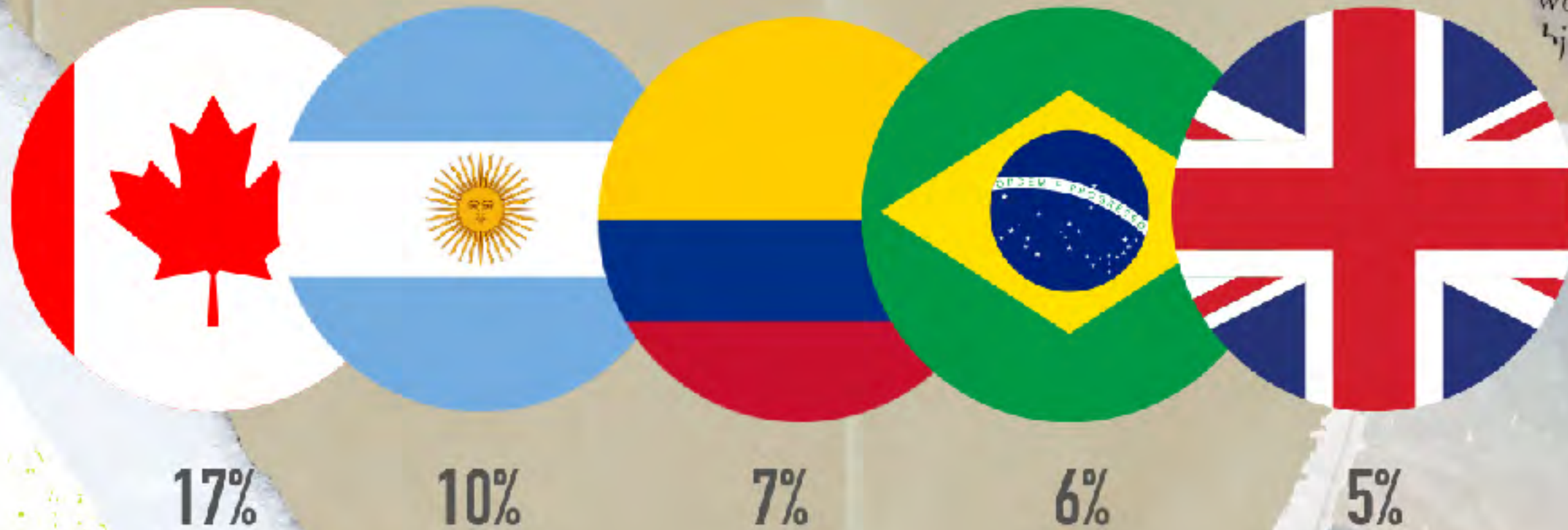
# KNOW Your Market **Florida**





# Stats

## TOP BUYER COUNTRIES BY SALES



the law  
is equal to the  
words, th  
bject ar  
ere



# Stats

## TOP BUYER COUNTRIES BY VOLUME



1.3b



695m



608m



317m



307m



the law  
is equal to the  
words, th  
bject ar  
ere



# 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

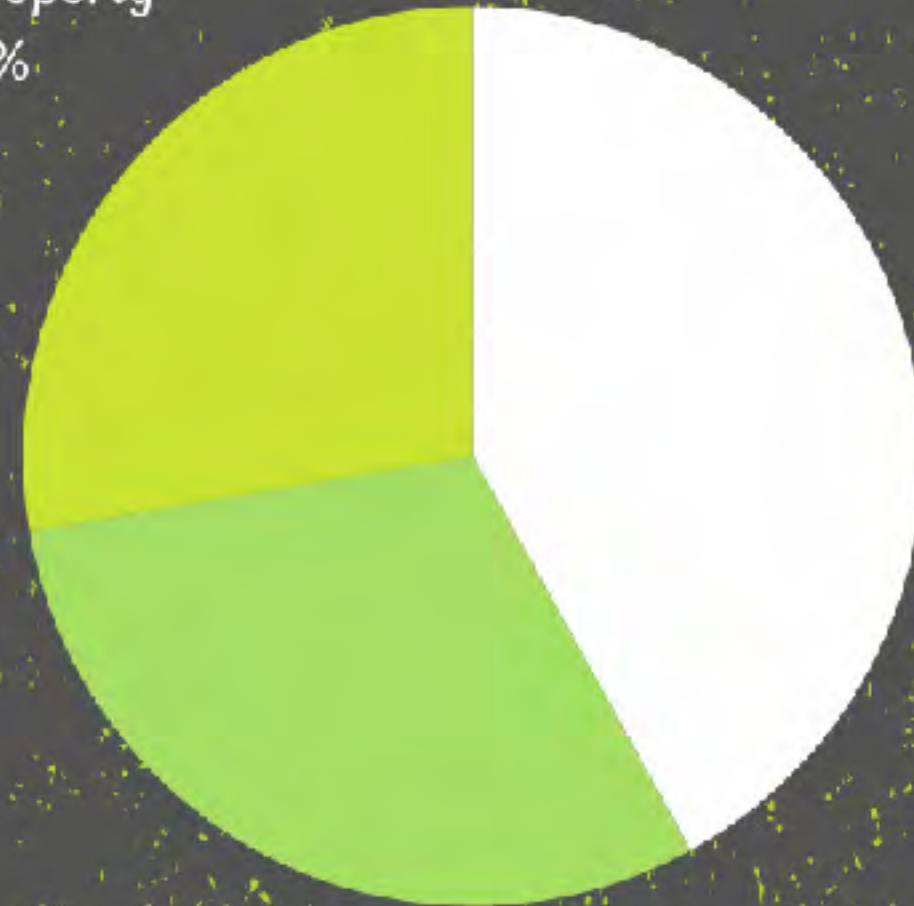
Could not find property to  
purchase

2024 Profile of International Residential  
Transactions in Florida

Cost of Property  
27.7%

Condo Fees  
42%

Could Not Find Property to Purchase  
30.4%





# Stats

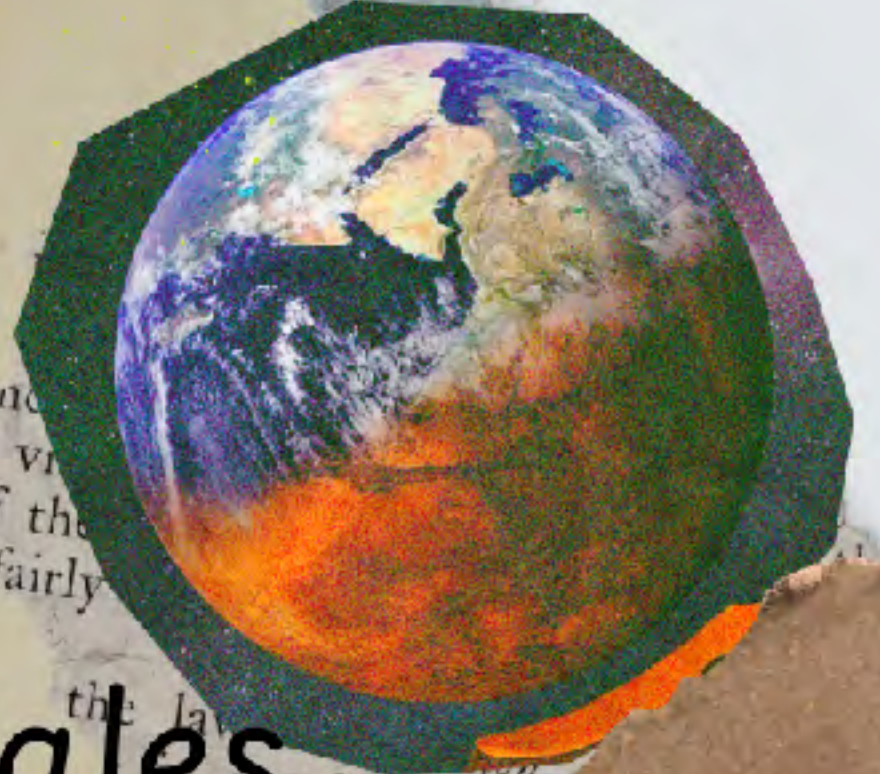
\$7.1.Billion International Sales

49%

\$3,470,000,000

÷ 100,000

= \$34,700





# 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





BE VISABLE







# Real Estate Sales Force (RESF.COM)

@resf · 4.76K subscribers · 4.3K videos

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

[resf.com](#) and 4 more links

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15978 SW 276th St, Homestead, FL 33031

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

29 views · 6 days ago



10830 NE 10th Ct, Miami, FL 33161

62 views · 2 weeks ago



7480 Johnson St, Hollywood, FL 33024

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**

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

305.392.1497 (office)  
305.725.2828 (cell)

j@resf.com  
resf.com



**FloridaRealtors®**  
The Voice for Real Estate® in Florida



**Florida Realtors® 2025 Vice President**

**Jorge L. Guerra, Jr.**  
**CRS, C2EX**

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Orlando, FL 32822

407.438.1400 (office)  
305.725.2828 (cell)

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

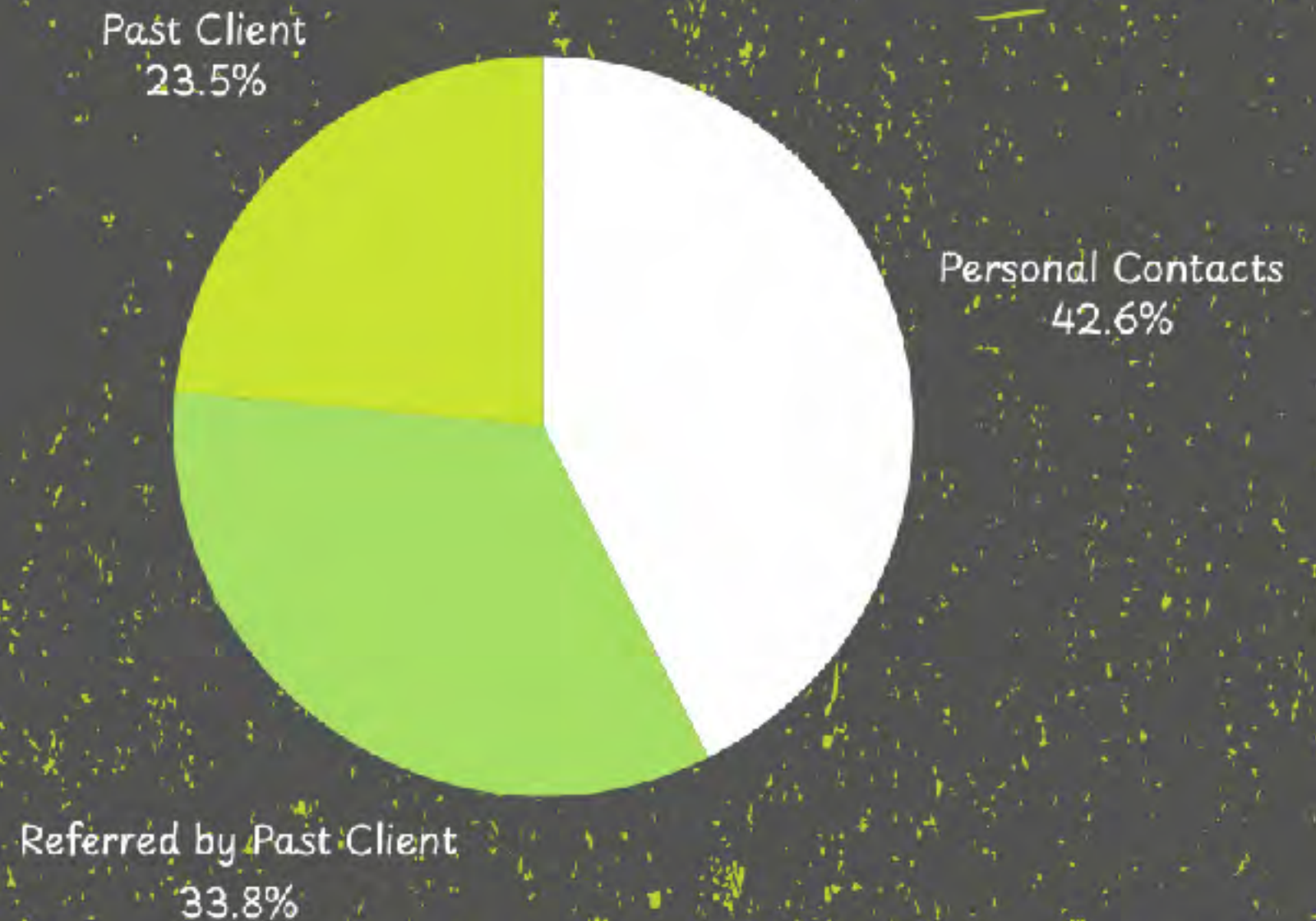
WHERE WE FOUND 68% OF OUR CLIENTS

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

A stylized, handwritten signature in black ink, consisting of several loops and flourishes.



FACEBOOK







**Maria Grulich**

1.6K friends • 389 mutual



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About

Friends

Photos

Videos

Check-ins

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*ITS ALL ABOUT  
RELATIONSHIPS*



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

December 12, 2024 · 🌟



*M*



# ZOOM BOOM





# FACE TO FACE





FIND YOUR LEADS

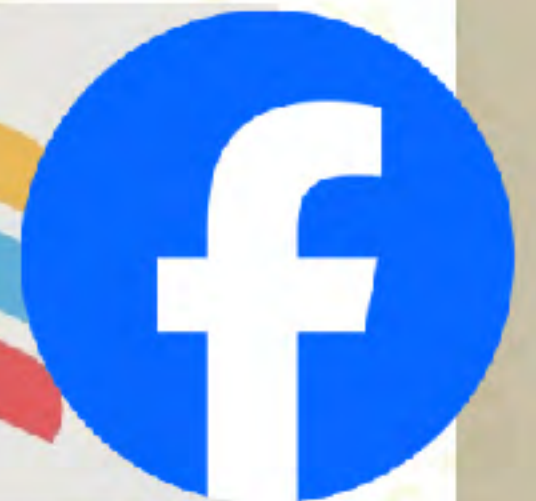




TOOLS

YOU GO

THE SMALL THINGS MAKE ALL THE  
DIFFERENCE



CRM/FACEBOOK





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        |

Start Search

Save Template

Reset Defaults

Clear All Fields

My Saved Searches

You have no saved searches yet.

Suggested Searches

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

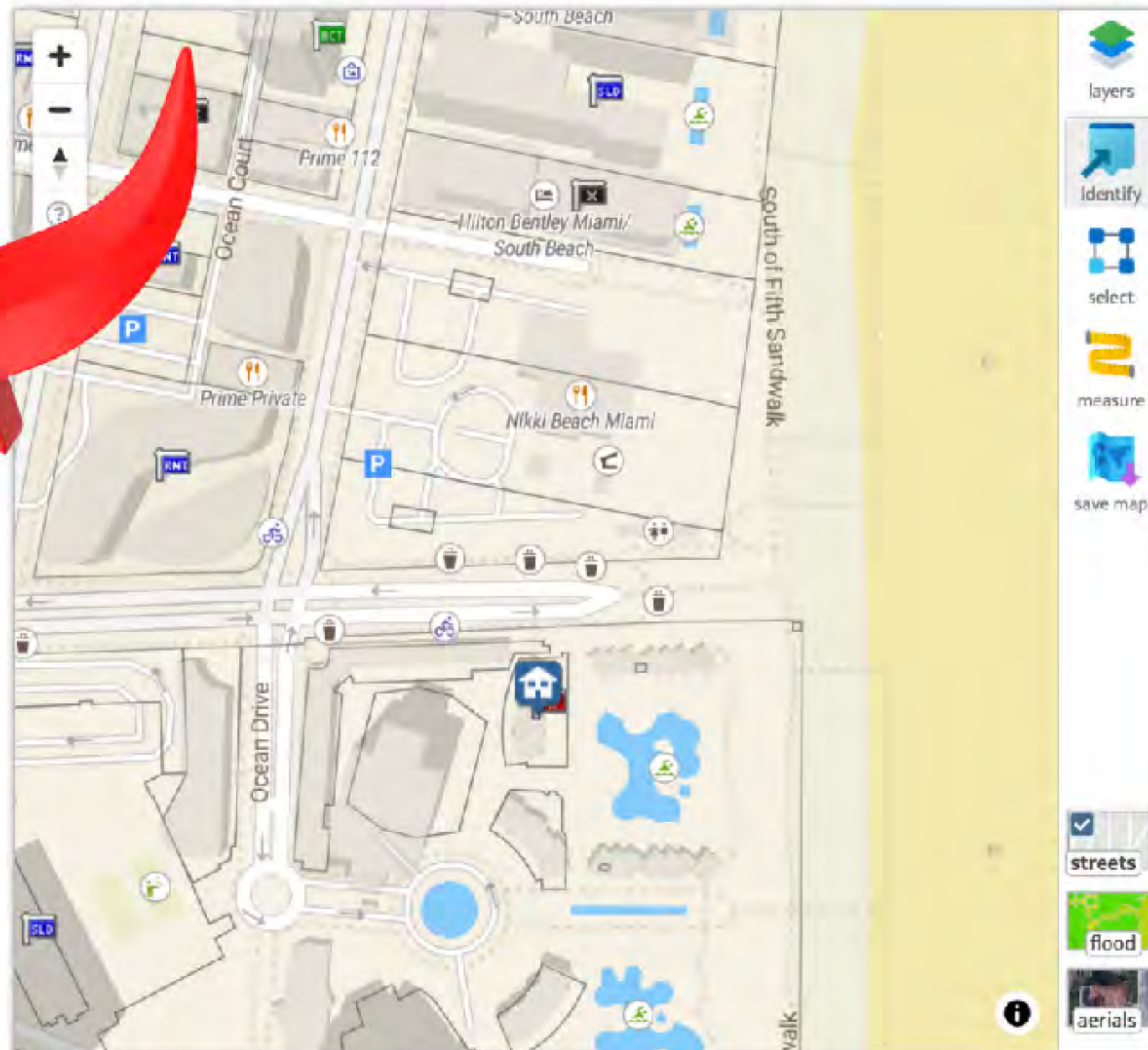
**Census Tract/Block:** 004500 / 5004

**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





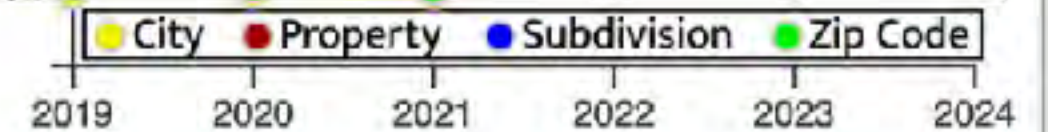
## VALUE INFORMATION

|                       | <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.

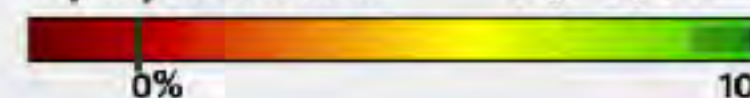
Taxing District(s): 0200 - MIAMI BEACH



**Estimated Current Value:**

**\$7,729,104\***

**Equity Estimate: \$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



34 Photos

1 2 3 4 5 ... 34

■ 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 Confidence ⓘ

★★★★★

AVM Month Change

↓ \$122,000

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 by Sq Ft

Zoning





Customize

### Customize

[Reset](#) X

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



Cover Page



Custom Pages



Notes



Photos

#### Cover Page 1/1

☒ Report Cover[Edit Cover](#) →

#### 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 #0602064

Work (305) 396-9009 | Mobile (305) 725-2828

(305) 402-0395

jgarcia.com



**Coral Gables**

874 Ponce De Leon Blvd., Suite 503

Coral Gables, FL 33134



[illegible][illegible]



603 S Pointe Dr, #17NW, Fort Lauderdale, FL 33309  
 954-366-8888

## April 2025 Active Listings

Miami Beach, FL 33139  
 Single Family • Condo/Co-Ownership/Apt.

This general advertisement may constitute an offer to sell or an offer to lease, depending on the jurisdiction, of the property described herein. It is not intended to be an offer to sell or an offer to lease in any jurisdiction where such offer is prohibited by law. No representation is made by this advertisement as to the accuracy or completeness of the information contained herein. The information is for informational purposes only and should not be relied upon for any purpose. The information is for informational purposes only and should not be relied upon for any purpose.

**Median List Price - \$545,000**  
 6.1% (April 2024 to April 2025)



Median List Price  
 \$400K  
\$450K  
\$500K  
\$550K  
\$600K  
\$650K  
\$700K  
\$750K  
\$800K  
\$850K  
\$900K  
\$950K  
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**50 S POINTE TWN8 LLC Commission**

**\$7,743,093.00**





# AT THE SPEED OF NOW





# GOOGLE GLASSES





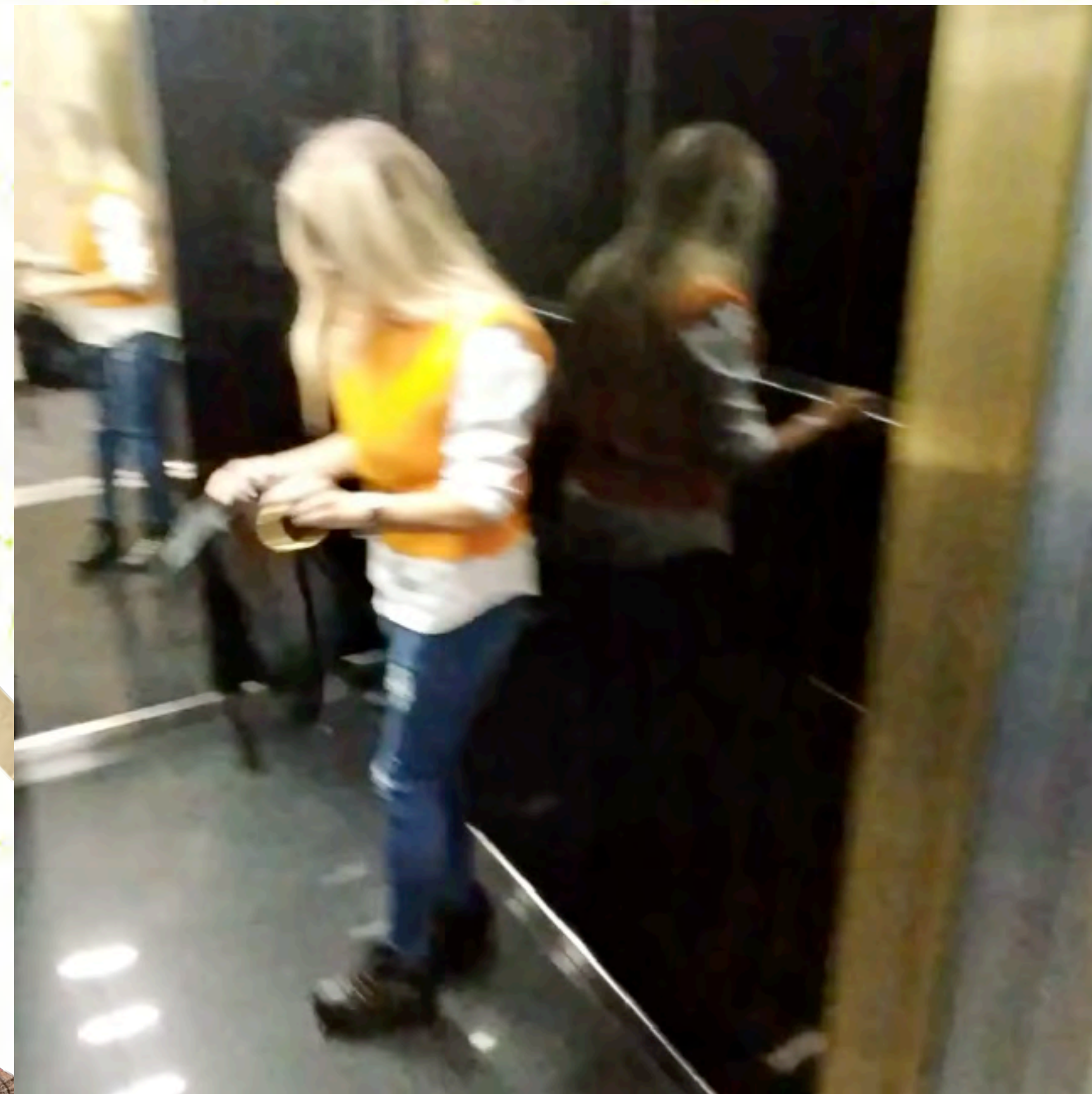
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2021

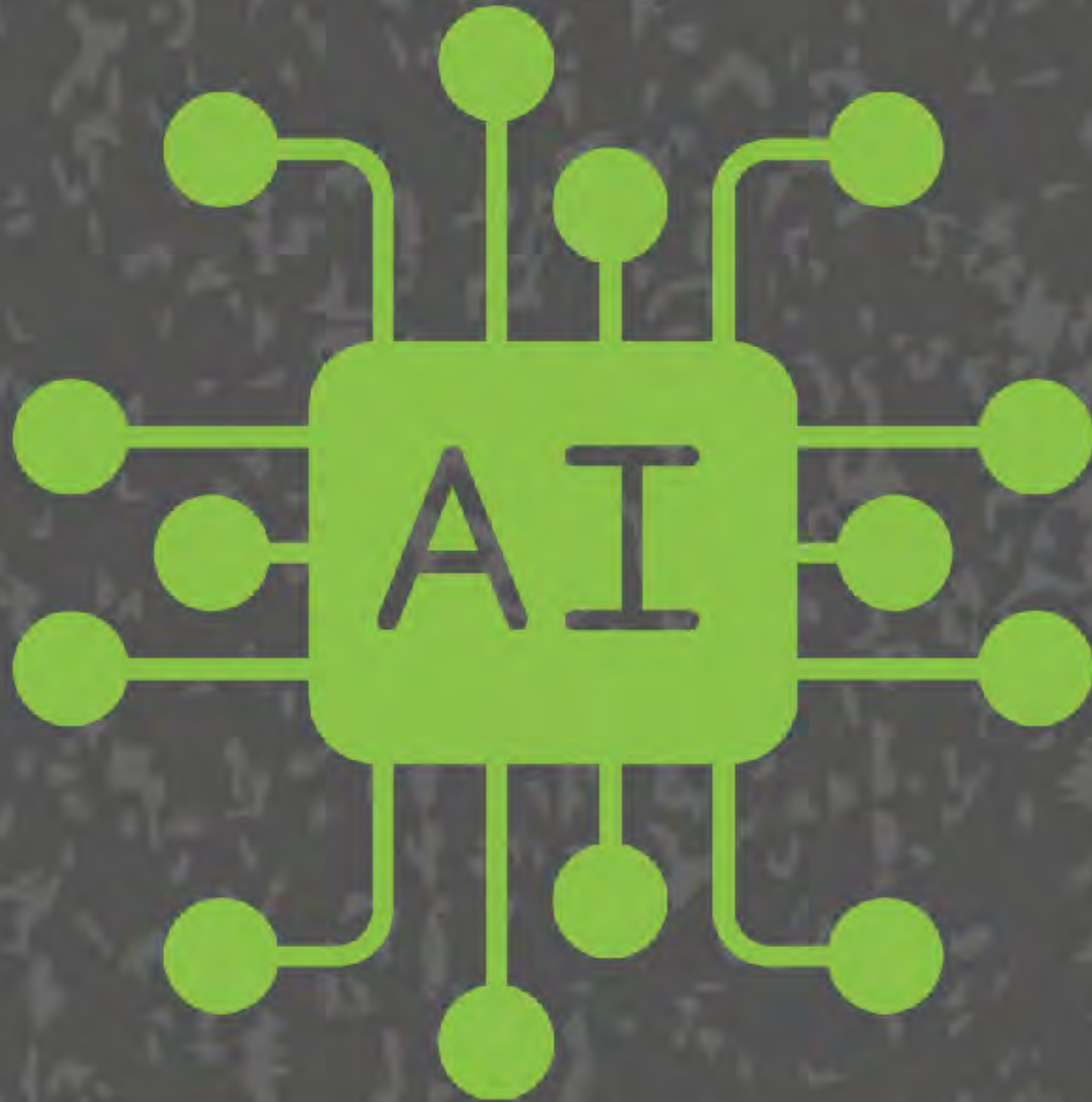


FACEBOOK





AI



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



# Augmented Reality





# Augmented Reality





*360 Video*

**MUSE LUXURY**  
**VR 360**  
**OPEN HOUSE**

**#1 APP Store Dec 2021**





# 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: \_\_\_\_\_



Thank you!



*Jorge Guerra Jr  
Vice-President of  
Florida Realtors*



*Maria Grulich, Vice President of Commercial Real  
Estate and Global Business*

