

# 2021

# PROFILE OF INTERNATIONAL RESIDENTIAL TRANSACTIONS IN FLORIDA



FloridaRealtors®  
The Voice for Real Estate® in Florida



NATIONAL  
ASSOCIATION OF  
REALTORS®





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## ABOUT THE REPORT

### Objective of the Report

Since 2005, the National Association of REALTORS® Research Group has conducted an annual survey for Florida REALTORS® to assess international investment trends in U.S. residential real estate, including sales volume, characteristics of foreign buyers, as well as challenges and opportunities inherent in cross-border transactions.

The *2021 Profile of International Residential Transactions in Florida* report presents information from Florida REALTOR® members regarding residential transactions with international clients closed during the 12-month period of August 2020–July 2021. In this report, the year 2021 refers to the this 12-month period, and the year 2020 refers to the period of August 2019–July 2020.

### Who is an International Client?

The term international or foreign client refers to two types of clients:

#### - **Non-resident foreigners (Type A):**

Non-U.S. citizens with permanent residences outside the United States. These clients typically purchase property as an investment and/or for vacation, or visits of less than six months to the United States.

#### - **Resident foreigners (Type B):**

Non-U.S. citizens who are recent immigrants (in the country less than two years at the time of the transaction) or visa holders residing for more than six months in the United States for professional, educational, or other reasons.

### Survey Methodology

Florida REALTORS®, in coordination with the Miami Association of REALTORS®, issued the survey invitation to about 200,000 members. A total of 8,926 members responded to the survey over the survey period of August 10 – September 13, of which 1,466 reported a foreign buyer closed transaction during the reference period. Respondents are asked about the characteristics of the most recent transaction.

To correct for over- or under-response from members from a metropolitan area, the sample distribution of respondents was reweighted by a factor that aligns the sample distribution to the membership distribution across 22 metropolitan areas.

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### Florida REALTORS®

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# 1

# HIGHLIGHTS



## **\$12.3 Billion**

Dollar volume of Florida's existing homes purchased by foreign buyers during August 2020-July 2021, which is 5% of the dollar volume of Florida's existing-home sales (22% decrease from the prior 12-month level of \$15.6 billion)

## **22,500**

Number of existing homes purchased in Florida by foreign buyers, which is 4% of existing-home sales (34% decrease from the prior 12-month period level of 33,900)

## **71%**

Share of foreign buyers whose primary residence is abroad (Type A)

## **Florida's Top 5 Foreign Buyers**

Canada (\$1.8 B)

Argentina (\$0.9 B)

Colombia (\$0.8 B)

Brazil (\$0.7 B)

Venezuela (\$0.4 B)

## **Top Foreign Buyer Destinations**

Miami-Ft. Lauderdale-West Palm Beach (52% of foreign buyers)

Orlando-Kissimmee-Sanford (10%)

Tampa-St. Petersburg-Clearwater (8%)

Cape Coral-Ft. Myers (5%)

North Port-Sarasota-Bradenton (4%)

Naples-Immokalee-Marco Island (4%)

## **\$347,300**

Foreign buyer median purchase price (\$310,400 for all Florida existing homes sold)

**66%**

Foreign buyers who paid all cash (39% among all U.S. foreign buyers)

**72%**

Foreign buyers who intended to use the property for vacation, residential rental, or both uses (42% among all U.S. foreign buyers)

**52%**

Foreign buyers who purchased single-family units (75% among all U.S. foreign buyers)

**89%**

Foreign buyers who visited Florida at least once before making a purchase

**73%**

Foreign buyers who were referrals of personal and business contacts and former clients, or who were former clients

**18%**

Respondents who reported clients (either non-U.S. citizen or U.S. citizen) seeking to purchase property abroad

**42%**

Respondents who speak a language other than English

**70%**

Respondents who reported they “have not had problems” working with foreign buyers



# 2 ECONOMIC ENVIRONMENT

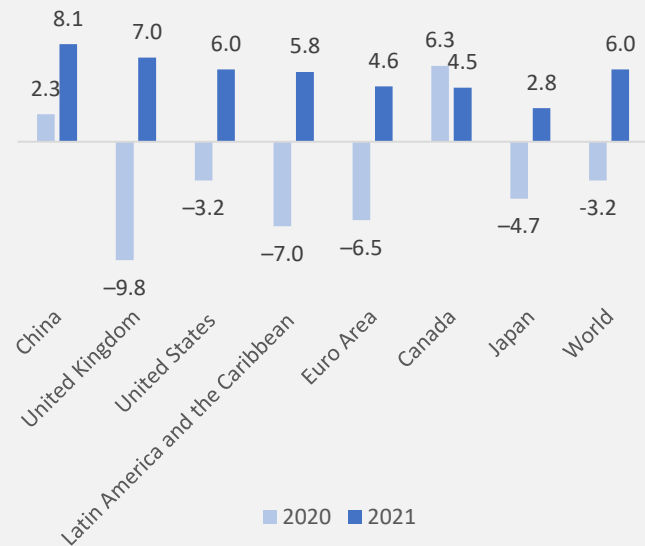


## ECONOMIC ENVIRONMENT

### Global Economic Recovery is Underway

The global economy is now recovering from the short, yet deep, contraction induced by the coronavirus pandemic through massive disruptions in travel and production. The International Monetary Fund projects the world economy to grow 6% in 2021 after contracting 3.2% in 2020. Latin America and the Caribbean, a major region of origin for Florida's foreign buyers, is expected to grow 5.8% on a combined basis. Canada, another major source of foreign buyers, is expected to grow 4.5%. With economic recovery comes more global trade and investment, as well as higher household income. These are important determinants driving foreign buyer purchases of real estate in the United States.

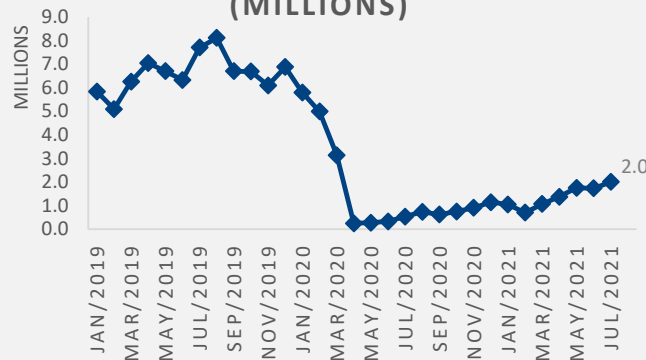
### GLOBAL ECONOMIC GROWTH



### Tourist Arrivals Still Depressed

Tourist arrivals to the United States are rising gingerly but are still decimated due to the travel bans and advisories in many countries regarding inbound and outbound entry and quarantine regulations. During the period August 2020-July 2021, tourist arrivals to the United States totaled 13.8 million, a decline of 83% compared the level during the same period prior to the pandemic in 2019.

### MONTHLY TOURIST ARRIVALS TO THE UNITED STATES (MILLIONS)



### Weaker U.S. Dollar

Due to an expansionary monetary policy that has resulted in low interest rates, the value of the U.S. dollar fell against major currencies during the 12-month period ended July 2021: Canadian dollar (-7%), the Chinese yuan (-8%), euro (-3%), and the British pound (-8%). A weaker dollar makes a home purchase in the United States less expensive in terms of the local currency.

Source: National Travel and Tourism

Tourist Arrivals to the United States				
	August 2018 - July 2019	August 2019 - July 2020	August 2020 - July 2021	% Chg. 2019-2021
From all countries	79,013,166	49,781,687	13,816,326	-83%
From Asia and Oceania	13,631,796	8,082,099	674,903	-95%
From Canada	20,859,946	13,241,539	963,619	-95%
From Latin America	7,238,818	4,257,966	725,373	-90%
From Argentina	861,135	480,743	184,073	-79%
From Brazil	2,164,099	1,274,496	72,756	-97%
From Colombia	974,732	541,941	730,946	-25%
From Venezuela	461,830	227,834	144,159	-69%
From Europe	15,659,222	9,196,637	228,235	-99%

Source: NTOO



## ECONOMIC ENVIRONMENT

### Florida Residential Market Trends

Low mortgage rates and sustained job growth have boosted home sales and home prices. Demand has outpaced supply, leading to stronger price appreciation and buyer competition among all buyers, domestic or international.

During August 2020–July 2021, Florida’s sales of existing single-family homes and condominiums were up 30% from the prior 12-month period. In July, the statewide median sales price for existing single-family homes was \$355,000, up 20.3% from one year ago.

On the supply side of the market, inventory (active listings) remained extremely tight in July. Single-family existing homes continued at a very low 1.2-months’ supply while condo-townhouse inventory was at a 1.8-months’ supply.

#### MEDIAN EXISTING-HOME SALE PRICE (SINGLE-FAMILY AND CONDOS)

Metropolitan Statistical Area	August 2019-July 2020	August 2020-July 2021	% Change
Cape Coral-Fort Myers, FL	\$245,000	\$294,950	20%
Crestview-Fort Walton Beach-Destin, FL	\$315,000	\$381,000	21%
Deltona-Daytona Beach-Ormond Beach, FL	\$230,000	\$266,000	16%
Gainesville, FL	\$224,900	\$245,200	9%
Homosassa Springs, FL	\$170,000	\$205,000	21%
Jacksonville, FL	\$252,000	\$285,000	13%
Lakeland-Winter Haven, FL	\$214,447	\$242,000	13%
Miami-Fort Lauderdale-West Palm Beach, FL	\$300,000	\$350,000	17%
Naples-Immokalee-Marco Island, FL	\$358,000	\$436,000	22%
North Port-Sarasota-Bradenton, FL	\$285,000	\$340,000	19%
Ocala, FL	\$172,000	\$200,745	17%
Orlando-Kissimmee-Sanford, FL	\$267,000	\$301,000	13%
Palm Bay-Melbourne-Titusville, FL	\$240,000	\$272,000	13%
Panama City, FL	\$249,075	\$290,000	16%
Pensacola-Ferry Pass-Brent, FL	\$231,000	\$263,275	14%
Port St. Lucie, FL	\$247,500	\$289,000	17%
Punta Gorda, FL	\$232,000	\$270,000	16%
Sebastian-Vero Beach, FL	\$245,000	\$285,000	16%
Sebring, FL	\$155,000	\$180,000	16%
Tallahassee, FL	\$210,000	\$235,000	12%
Tampa-St. Petersburg-Clearwater, FL	\$240,000	\$280,000	17%
The Villages, FL	\$255,000	\$279,900	10%
Source: Florida Realtors®			

# 3

## FOREIGN BUYERS





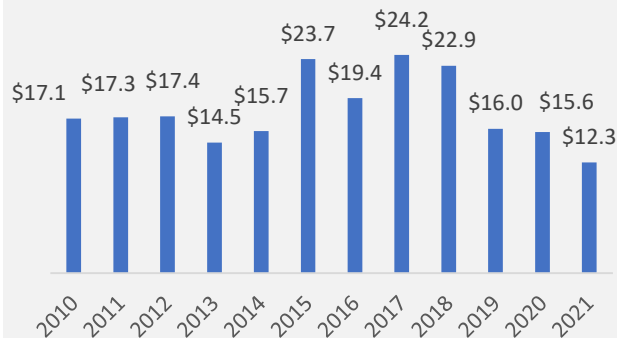
## FOREIGN BUYERS

### Size of Foreign Buyer Transactions

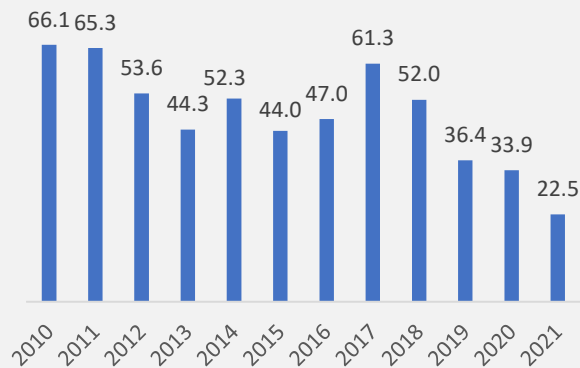
Amid the continuing restrictions on the entry of foreign nationals into the United States and the emergence of the COVID-19 Delta variant, foreign buyer purchases of existing single-family homes and condominiums in Florida decreased to \$12.3 billion, a 22% decline from the previous 12-month level (\$15.6 billion). The number of foreign buyer purchases of existing homes fell 34% to 22,500 homes. Foreign buyers whose primary residence is in another country (Type A) made up 71% of Florida's foreign buyers, a higher share compared to the 42% share of Type A foreign buyers purchasing U.S. real estate.

The foreign buyer share of Florida's total existing home sale dollar volume shrank to 5%, about half of the prior period's share (11%). Foreign buyer purchases accounted for 4% of Florida's existing home sales, about half of the prior period's share (8%). Nationally, foreign buyers accounted for 3% of the dollar volume of existing home sales and 2% of existing home sales, according to NAR's [2021 International Transactions in U.S. Residential Real Estate](#) report.

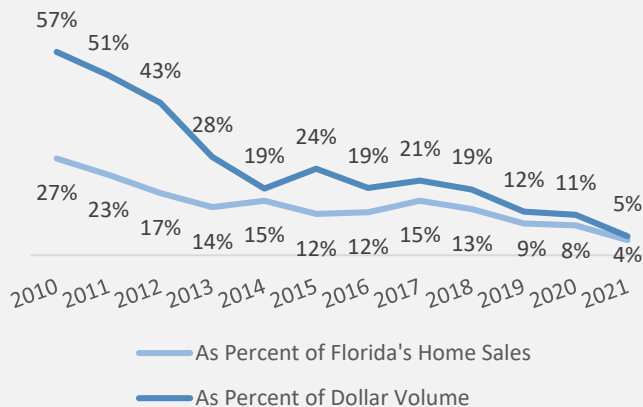
DOLLAR VOLUME OF INTERNATIONAL SALES (BILLIONS)



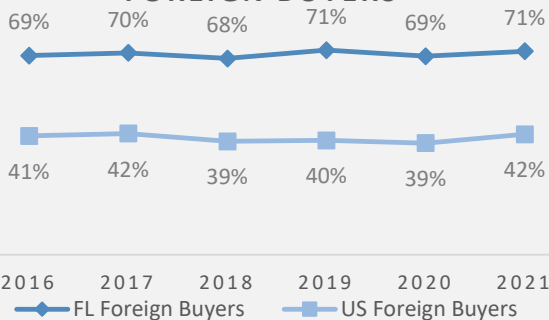
NUMBER OF INTERNATIONAL SALES (THOUSANDS)



FOREIGN BUYER SHARE OF EXISTING HOME SALES



NON-RESIDENT BUYERS (TYPE A) AS A SHARE OF ALL FOREIGN BUYERS



## FOREIGN BUYERS

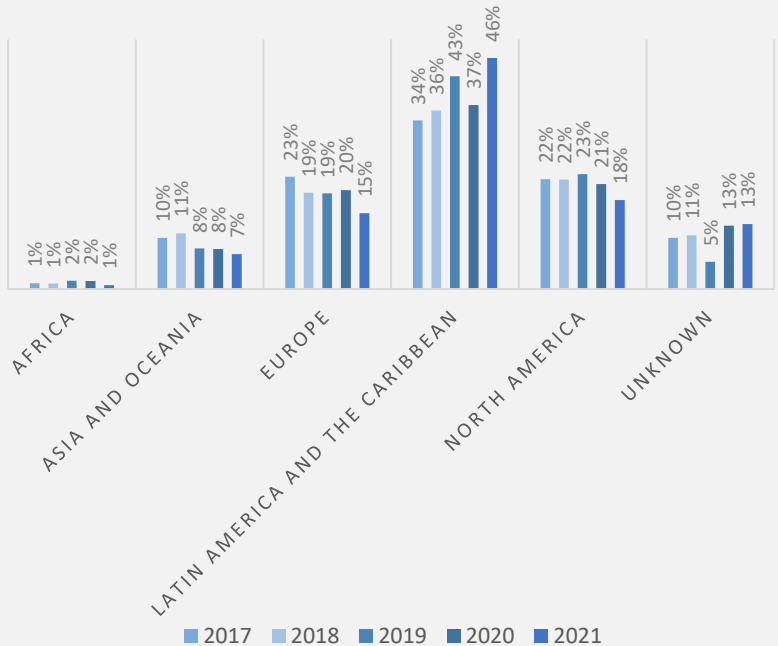
### Origin of Foreign Buyers

Latin American/Caribbean buyers made up the largest fraction of Florida’s buyers, at 46%, followed by Canadians (18%), Europeans (15%), buyers from Asia and Oceania (7%), and lastly Africans (1%). The origin of the buyer was not identified by 13% of the respondents. The share of buyers from Latin America and the Caribbean rose as the share of buyers from other regions declined. Among countries with a share of at least 2%, there was an increase in the share of foreign buyers from Colombia, Argentina, Mexico, Peru, and Chile.

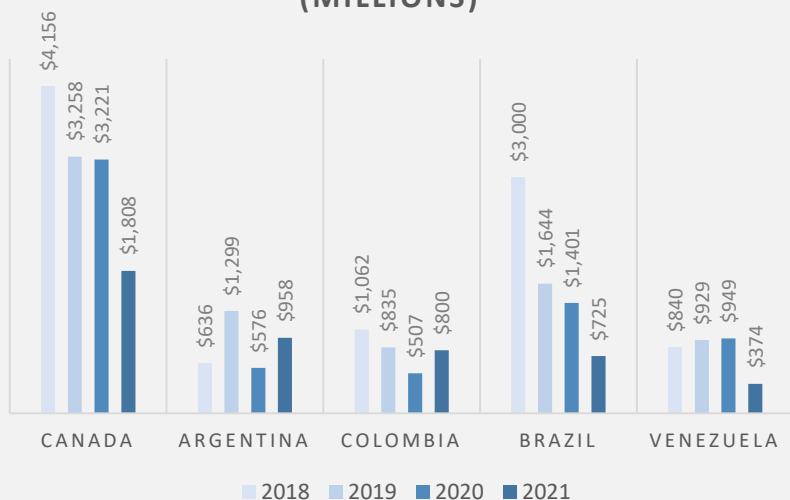
By number of purchases, the top countries of origin were Canada (18%), Colombia (9%), Argentina (7%), Brazil (6%), and Venezuela (5%). These countries placed in five of the top six positions last year, as well (with the UK falling from 5<sup>th</sup> to 8<sup>th</sup> this year)

In terms of dollar volume, Canadians purchased \$1.8 billion of property, a 44% decrease from the prior 12-month period. Other foreign buyers purchased less than \$1 billion of residential real estate in Florida. Among the top five countries, the dollar volume of purchases increased among buyers from Argentina and Colombia and decreased for all other buyers.

REGIONAL ORIGIN OF FOREIGN BUYERS

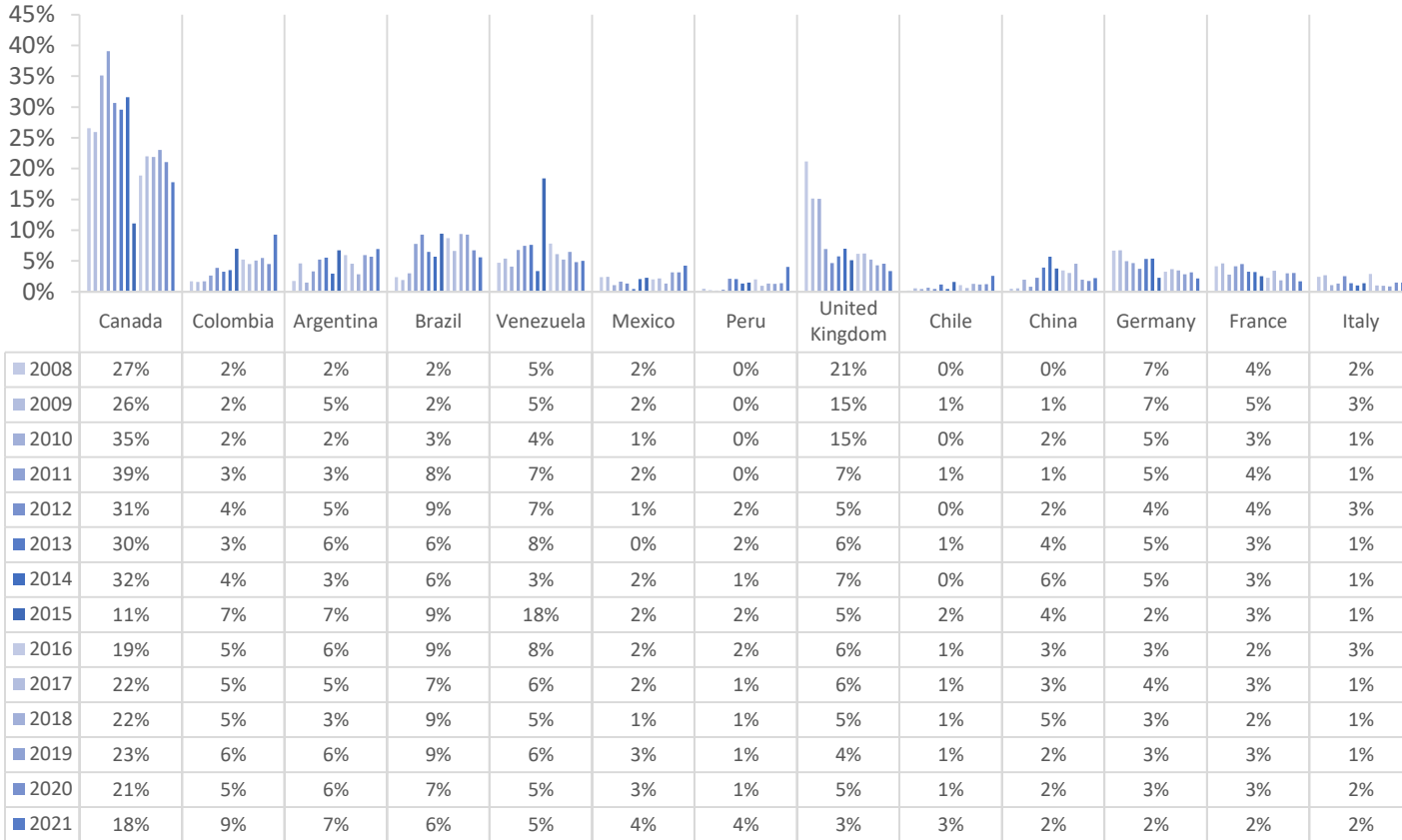


DOLLAR VOLUME OF FOREIGN BUYER PURCHASES OF EXISTING HOMES IN FLORIDA AMONG MAJOR BUYERS (MILLIONS)

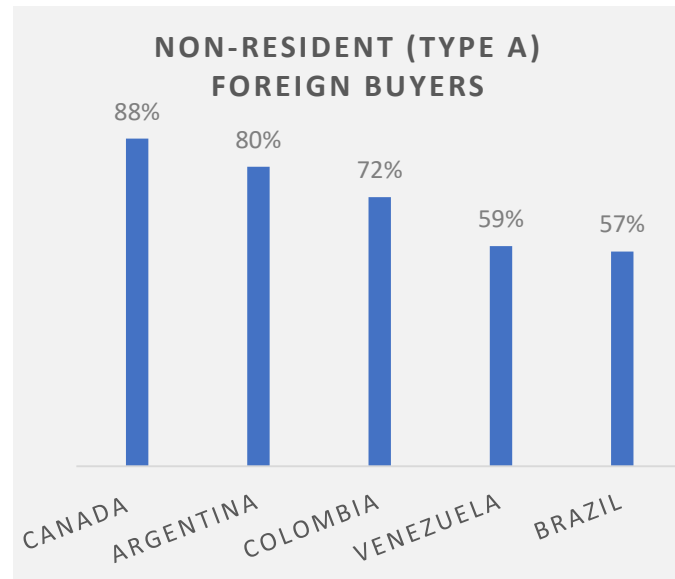




FLORIDA'S MAJOR FOREIGN BUYERS



Foreign buyers whose primary residence is abroad (non-resident or Type A buyers) accounted for at least 80% of Argentine and Canadian buyers. Non-resident buyers tend to make all-cash purchases, and they tend to purchase properties for investment rental or vacation use.



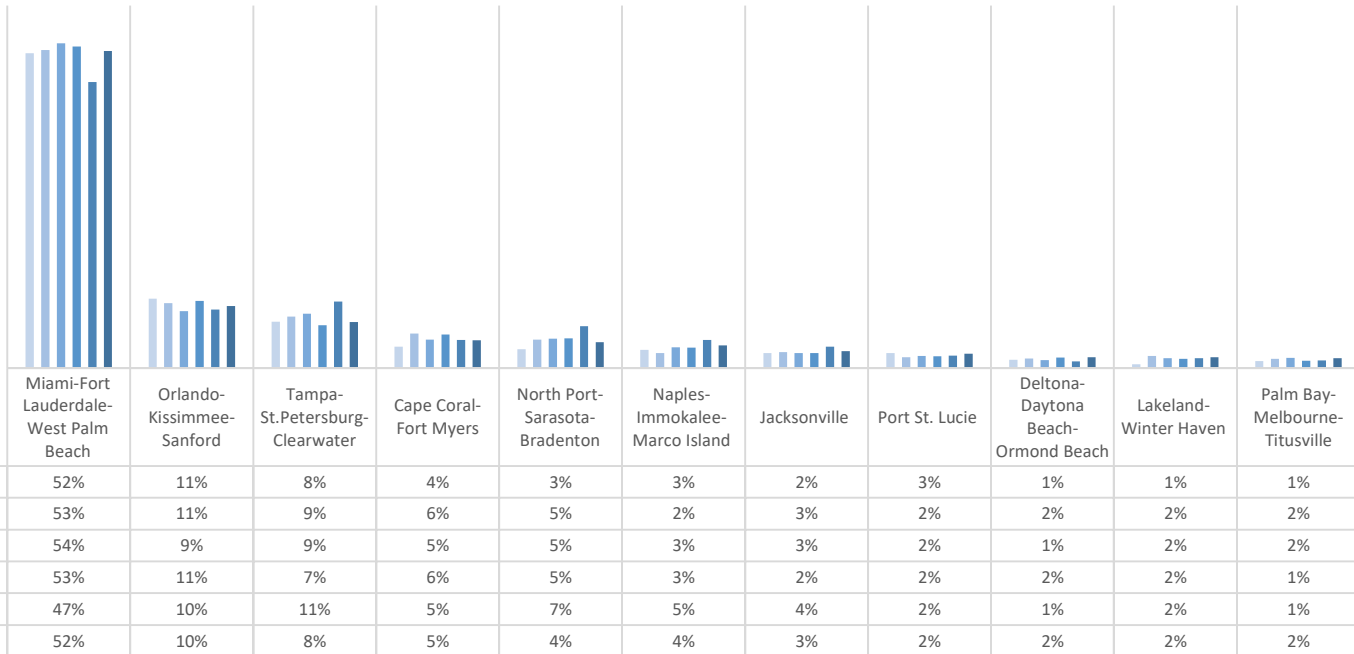
## FOREIGN BUYERS

### Destination of Foreign Buyers

While foreign buyers purchased property across the state, most foreign buyers were concentrated in Miami-Fort Lauderdale-West Palm Beach (52%), Orlando-Kissimmee-Sanford (10%), Tampa-St. Petersburg-Clearwater (8%), Cape Coral-Fort Myers (5%), North Port-Sarasota-Bradenton (4%) and Naples-Immokalee-Marco Island (4%).

The share of Florida’s foreign buyers purchasing in the Miami-Fort Lauderdale-West Palm Beach market rose to 52% due to the relative increase in Latin American/Caribbean foreign buyers. On the other hand, the relative decline in the share of buyers from Canada led to a decrease in the statewide foreign buyer shares of Tampa-St. Petersburg-Clearwater, North Port-Sarasota-Bradenton and Naples-Immokalee-Marco Island.

TOP DESTINATION OF FLORIDA'S FOREIGN BUYERS



Other Florida MSAs had less than a 2% share.



## FOREIGN BUYERS

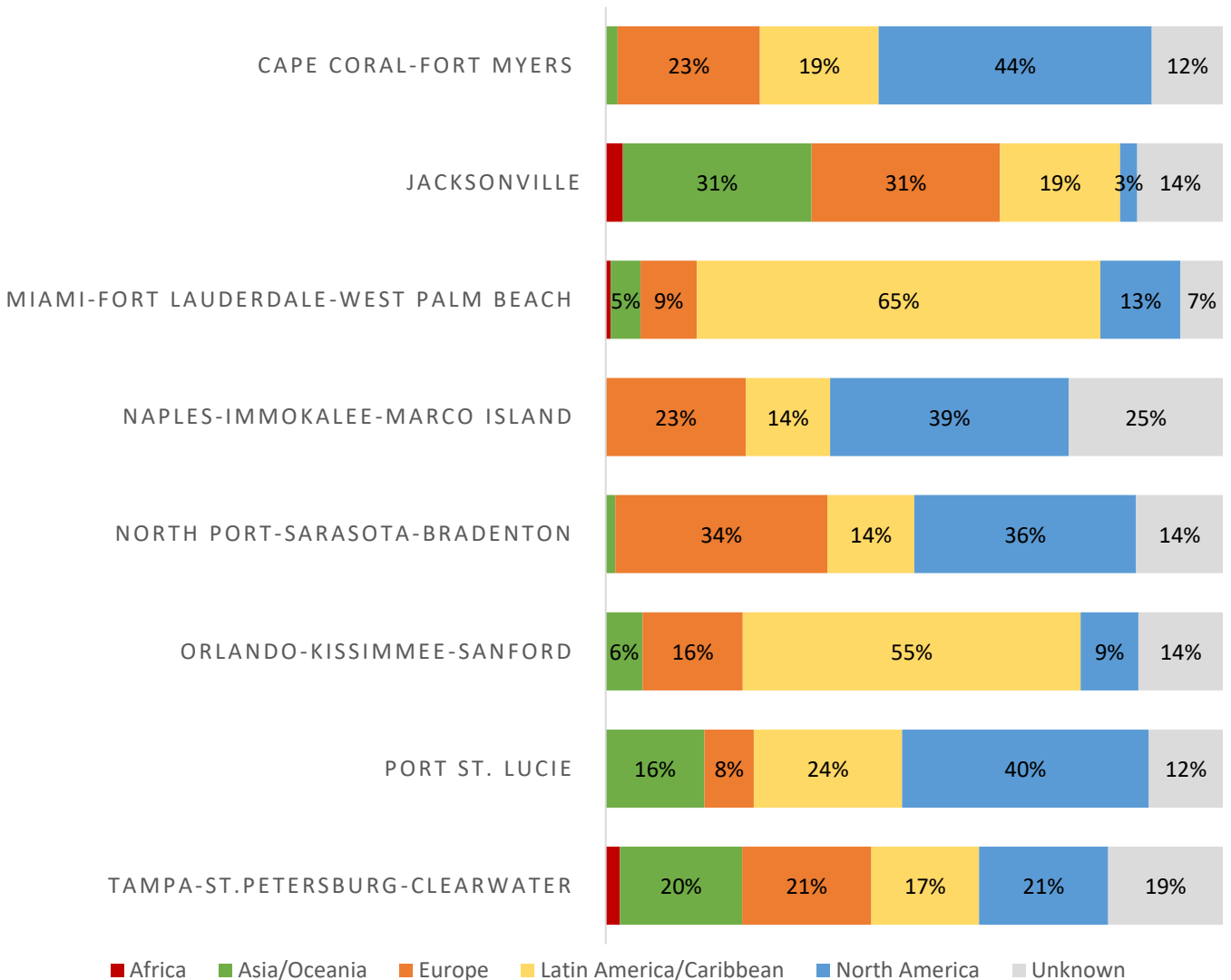
### Destination of Foreign Buyers

At least half of foreign buyers in Miami-Fort Lauderdale-West Palm Beach and Orlando-Kissimmee-Sanford were from Latin American and the Caribbean.

Jacksonville had the highest fraction of Asian buyers relative to the foreign buyers in these markets.

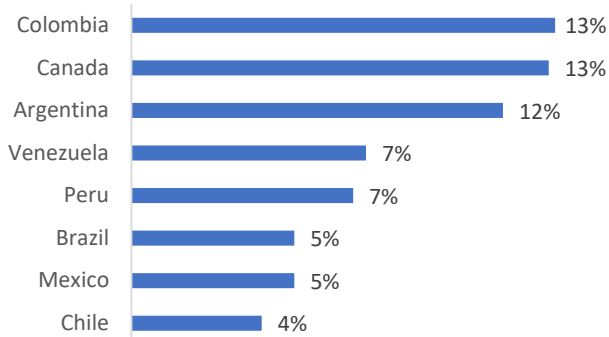
Canadians made up at least a third of foreign buyers in Cape Coral-Fort Myers, Naples-Immokalee-Marco Island, North Port-Sarasota-Bradenton, and Port St. Lucie.

### ORIGIN OF FOREIGN BUYERS IN FLORIDA'S METRO AREAS

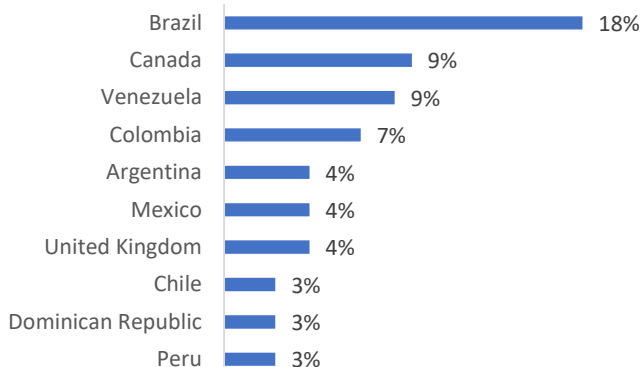


## Major Buyers of Top Florida Destinations

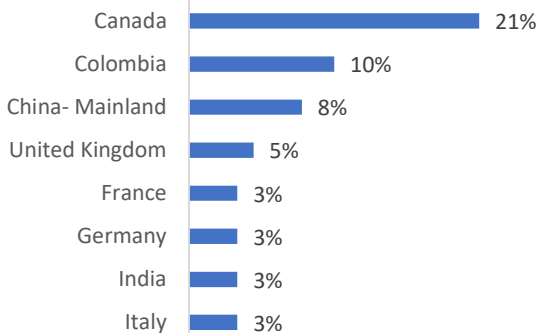
**MAJOR FOREIGN BUYERS IN MIAMI-FORT LAUDERDALE-WEST PALM BEACH**



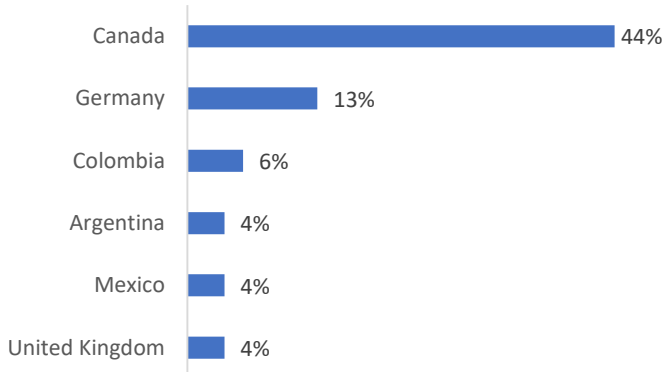
**MAJOR FOREIGN BUYERS IN ORLANDO-KISSIMMEE-SANFORD**



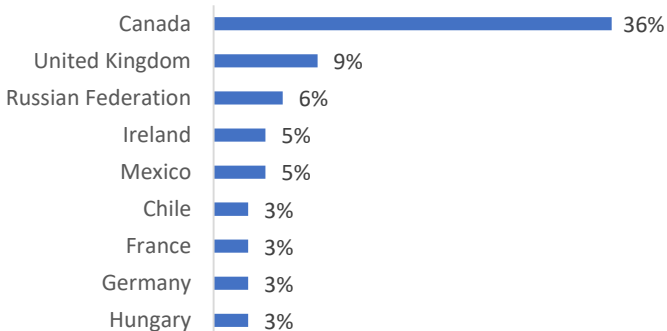
**MAJOR FOREIGN BUYERS IN TAMPA-ST. PETERSBURG-CLEARWATER**



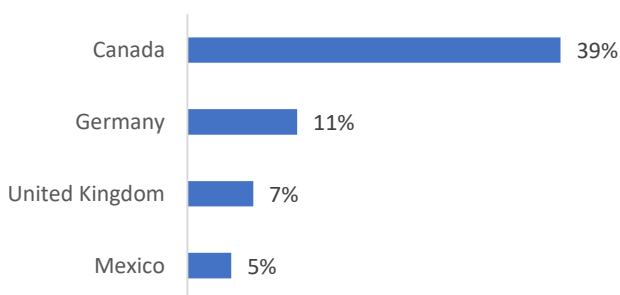
**MAJOR FOREIGN BUYERS IN CAPE CORAL-FORT MYERS**



**MAJOR FOREIGN BUYERS IN NORTH PORT-SARASOTA-BRADENTON**

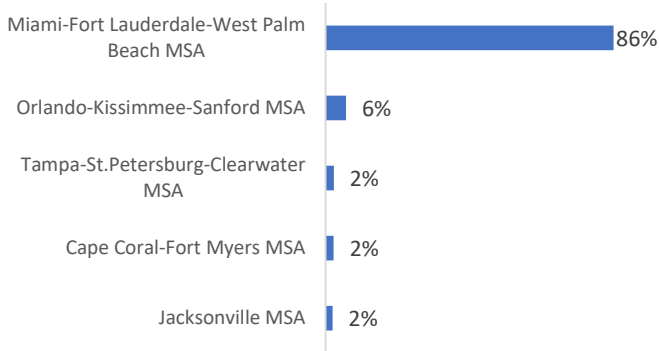


**MAJOR FOREIGN BUYERS IN NAPLES-IMMOKALEE-MARCO ISLAND**

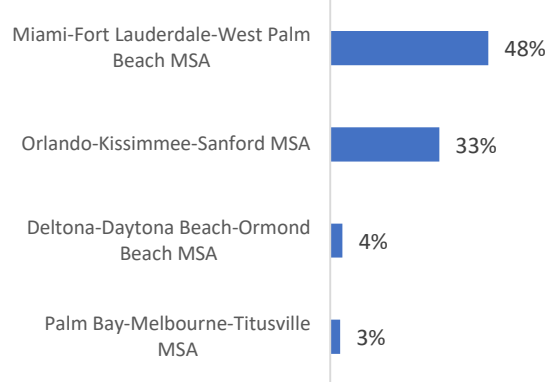


## Destinations of Florida's Top Foreign Buyers

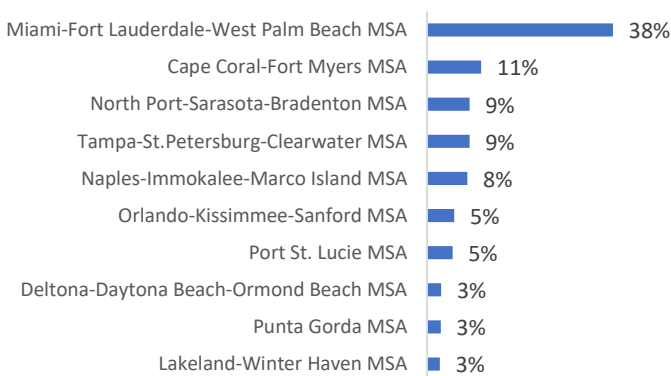
### DESTINATIONS OF ARGENTINE BUYERS



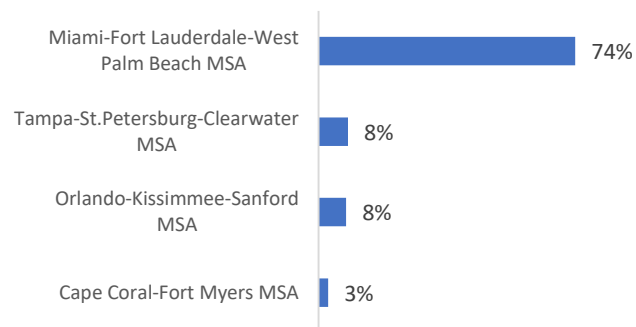
### DESTINATIONS OF BRAZILIAN BUYERS



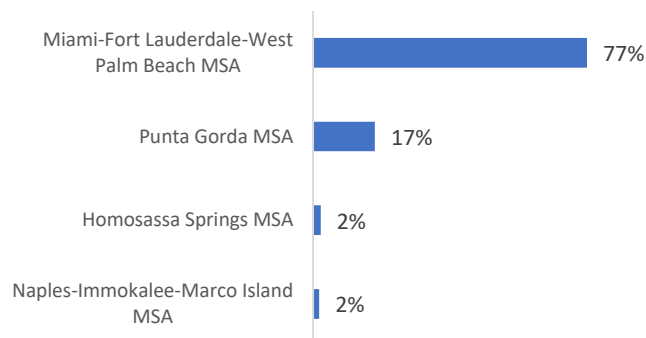
### DESTINATIONS OF CANADIAN BUYERS



### DESTINATIONS OF COLOMBIAN BUYERS



### DESTINATIONS OF VENEZUELAN BUYERS





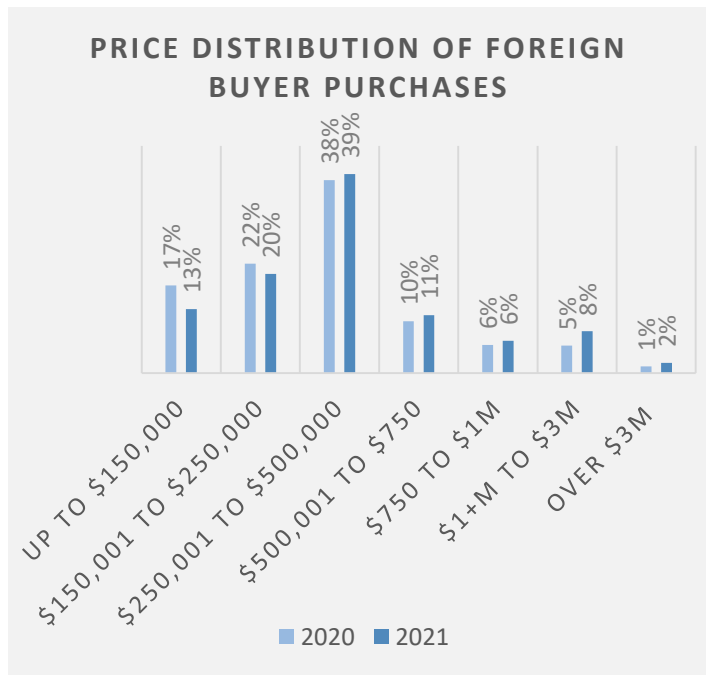
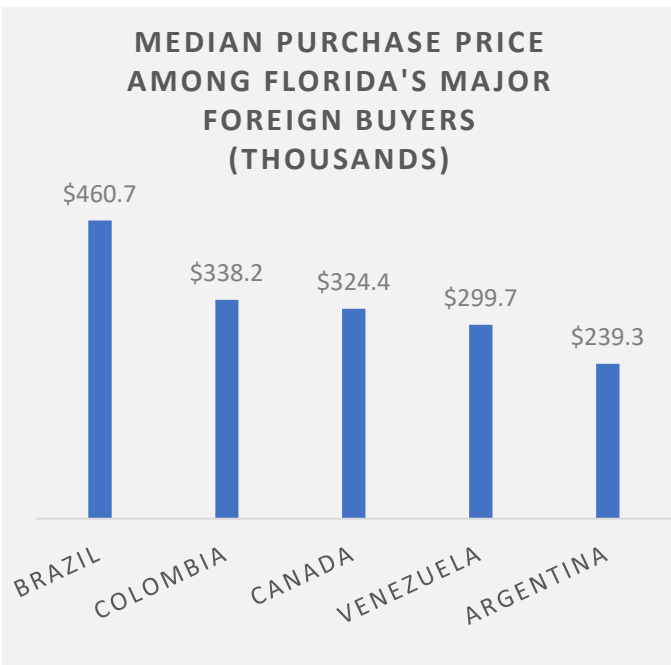
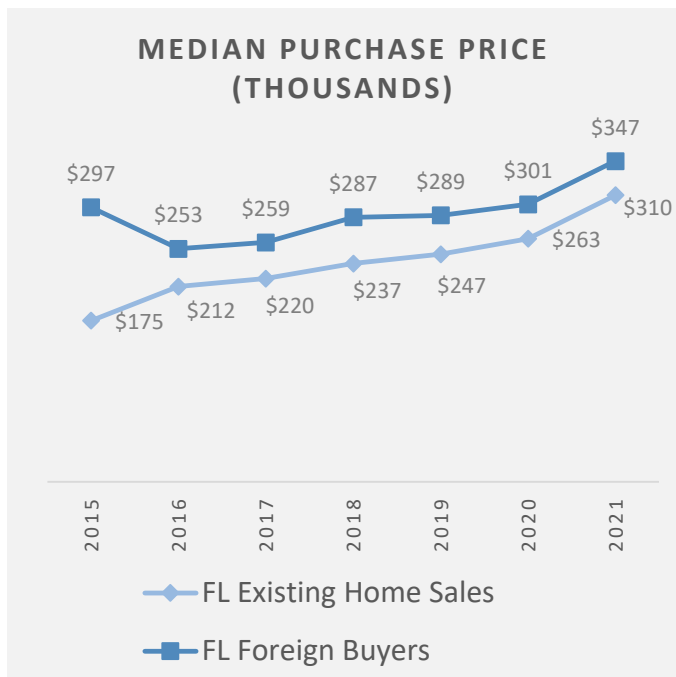
## FOREIGN BUYERS

### Prices

The median purchase price among foreign buyers rose to \$347,300, which is 12% more than the median purchase of all properties sold in Florida.

Ten percent of foreign buyers purchased properties worth over \$1 million, up from 6% in the prior 12-month period.

Among the top five foreign buyers, Brazilians typically purchased the most expensive properties, at \$460,700. Argentine buyers typically purchased the least expensive properties, at \$239,300. While the majority of foreign buyers from these two countries both purchased property in Miami-Fort Lauderdale-West Palm Beach, Brazilians tended to purchase single-family homes for vacation use or primary residence use while Argentine buyers purchased condominiums to rent out. Condominiums are typically less expensive than single-family homes.



## FOREIGN BUYERS

### Financing

Sixty-six percent of Florida's foreign buyers made an all-cash purchase compared to just 39% among all U.S. foreign buyers.

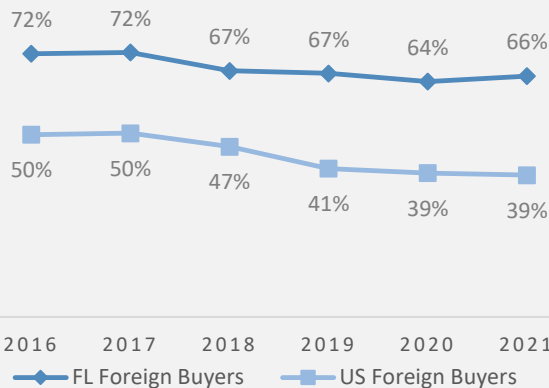
Among the major foreign buyers, Argentines and Canadians were the most likely to make an all-cash purchase, with non-resident (Type A) buyers comprising at least 80% of foreign buyers from these two countries.

### Intended Use of Property

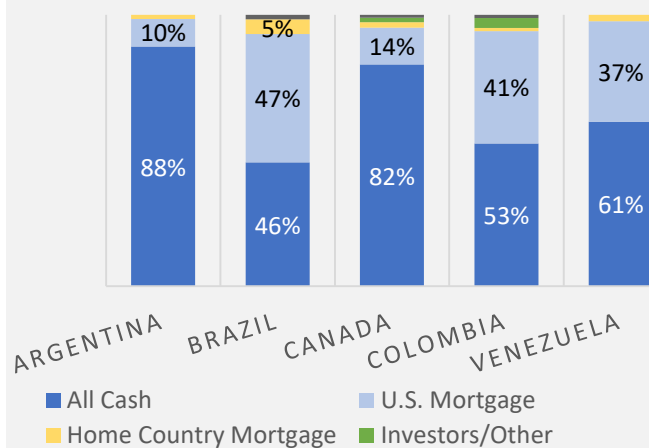
Seventy-two percent of Florida's foreign buyers purchased residential property for vacation, residential rental, or for both uses, a higher share compared to 42% among all U.S. foreign buyers.

Among the major foreign buyers, Canadians were the most likely to use the property as a vacation home only. Most Argentine buyers intended to rent out the property. Brazil and Venezuela had the highest fractions of buyers who intended to use the property as a primary residence.

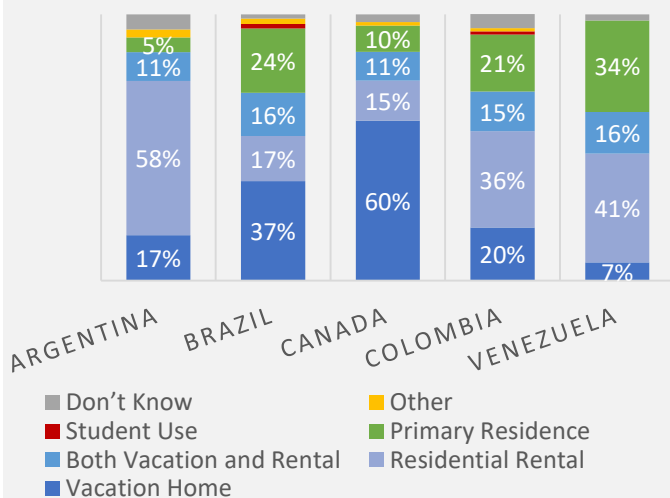
### CASH SALES AS A PERCENT OF FOREIGN BUYER PURCHASES



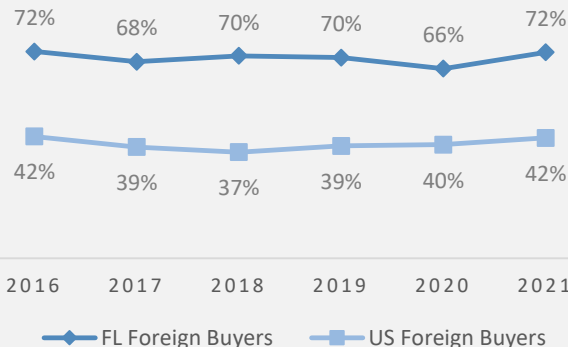
### FINANCING AMONG FLORIDA'S MAJOR FOREIGN BUYERS



### INTENDED USE AMONG FLORIDA'S MAJOR FOREIGN BUYERS



### SHARE OF FOREIGN BUYER PURCHASES FOR INVESTMENT RENTAL OR VACATION USE



## FOREIGN BUYERS

### Type of Property

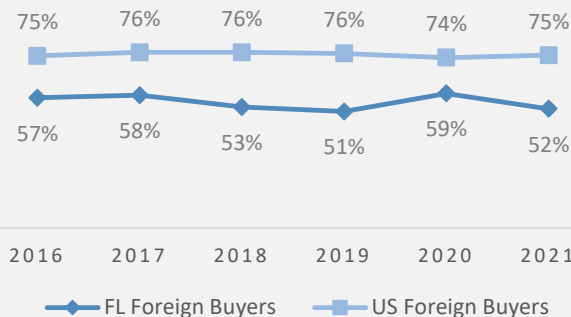
Fifty-two percent of Florida's foreign buyers purchased detached or attached single-family homes, which is lower than the 75% share among all U.S. foreign buyers.

Buyers from Brazil and Canada tended to purchase detached single-family homes. Most Argentine buyers purchased condominiums that they intended to rent out.

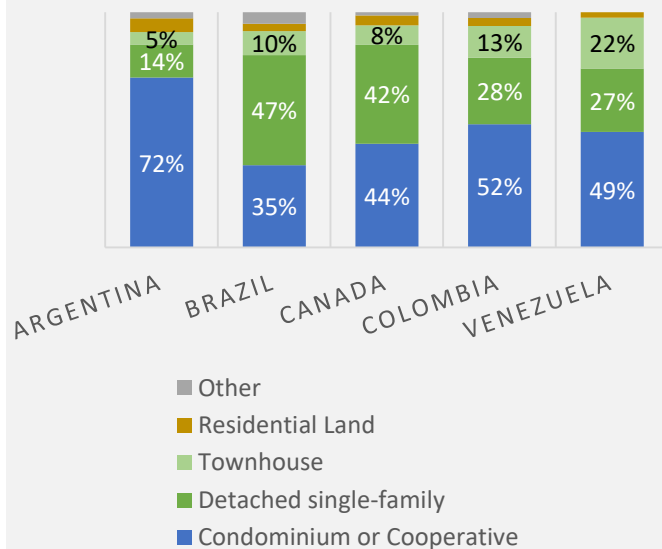
### Location Preference

Forty-three percent of Florida's foreign buyers purchased in a central city/urban area, an increase from 34% in the prior 12-month period. The increase can be explained by the higher share of buyers from Latin America who tend to purchase properties in the Miami metro area. Nationally, 28% of all U.S. foreign buyers purchased property in a central city/urban area.

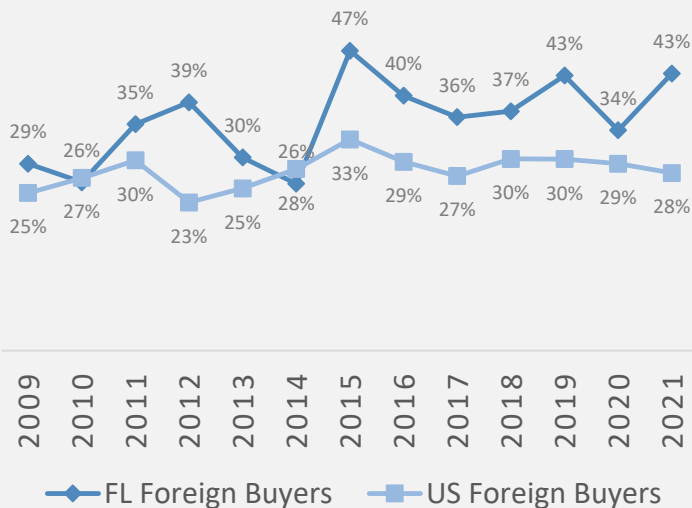
SHARE OF SINGLE-FAMILY (ATTACHED OR DETACHED) HOMES TO TOTAL PURCHASES



RESIDENTIAL PROPERTY PURCHASES OF FLORIDA'S MAJOR FOREIGN BUYERS



SHARE OF FOREIGN BUYERS WHO PURCHASED PROPERTY IN A CENTRAL CITY/URBAN AREA







# 4

# BUSINESS TRENDS



## BUSINESS TRENDS

### International Client Transactions

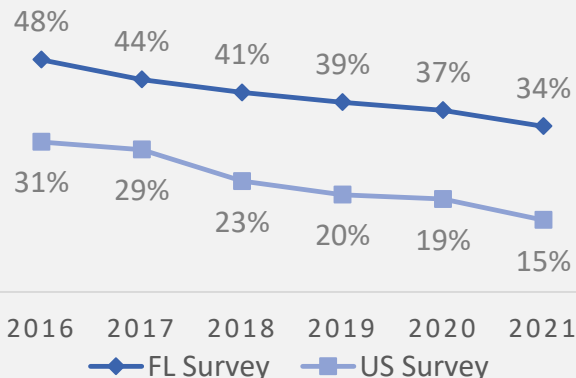
A lower fraction of Florida REALTORS® respondents—34%—worked with an international client compared to 37% last year. Nationally, the fraction of REALTORS® who worked with a foreign client also decreased to 15% (19% last year).

Thirty-four percent of those who worked with an international client reported a decrease in their business that is international in the past year—a decline compared to the prior survey period. Nine percent of respondents reported that they had an international transaction that did not close due to the coronavirus travel bans, essentially unchanged from the prior year’s survey estimate of 10%.

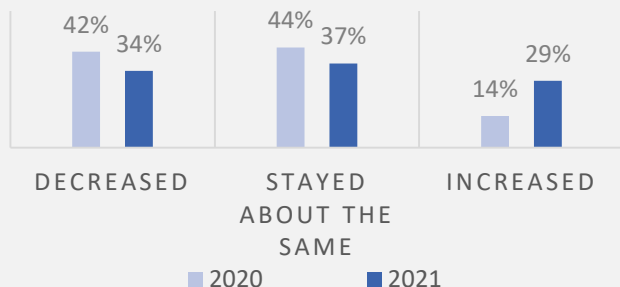
However, over a 5-year period, a higher fraction of respondents—40%—reported a decrease in their international buyer client transactions. This observation is supported by the decline in dollar volume of foreign buyer purchases starting in the 2018 survey period (August 2017–July 2018).

Fifty-two percent of respondents expect their international business transactions to increase in the next 12 months, a significant increase compared to the 35% share in last year’s 2020 survey.

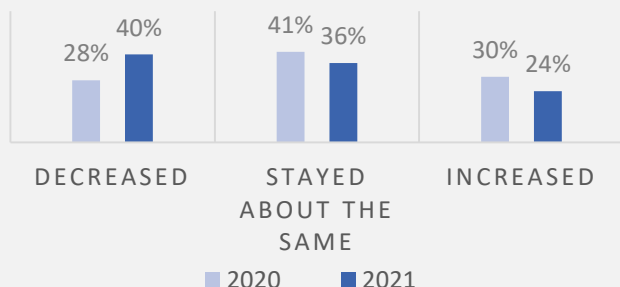
RESPONDENTS WHO HAD AN INTERNATIONAL CLIENT IN THE PAST YEAR



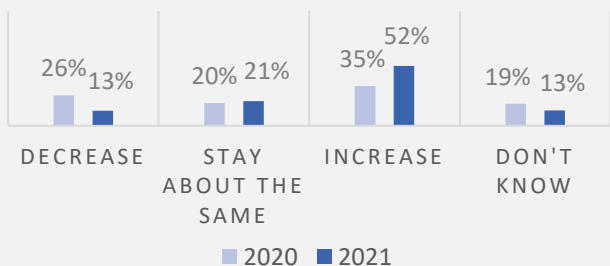
CHANGE IN THE PERCENTAGE OF BUYER CLIENTS WHO ARE INTERNATIONAL IN THE PAST YEAR



CHANGE IN THE PERCENTAGE OF BUYER CLIENTS WHO ARE INTERNATIONAL IN THE PAST FIVE YEARS



OUTLOOK ON INTERNATIONAL BUYER CLIENT TRANSACTIONS IN THE NEXT 12 MONTHS

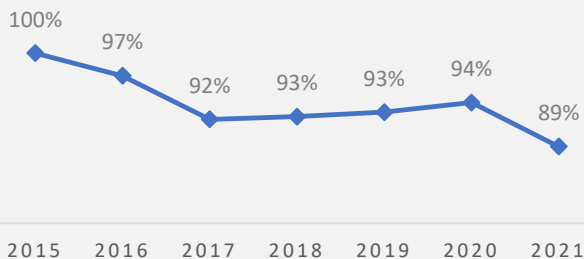


## BUSINESS TRENDS

### Visits to Florida Before a Purchase

Most foreign buyers had visited Florida at least once before making a purchase, according to 89% of respondents, a decline from the prior year's figure of 94% as a result of the travel bans still in place.

PERCENT OF RESPONDENTS WHO REPORTED FOREIGN BUYERS WHO VISITED FLORIDA AT LEAST ONCE BEFORE PURCHASING A PROPERTY

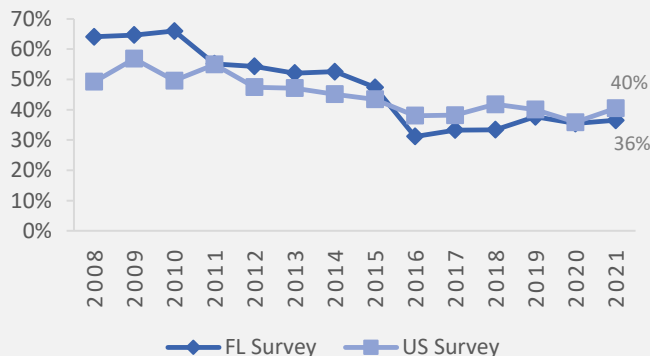


### Reasons Client Did Not Purchase Property

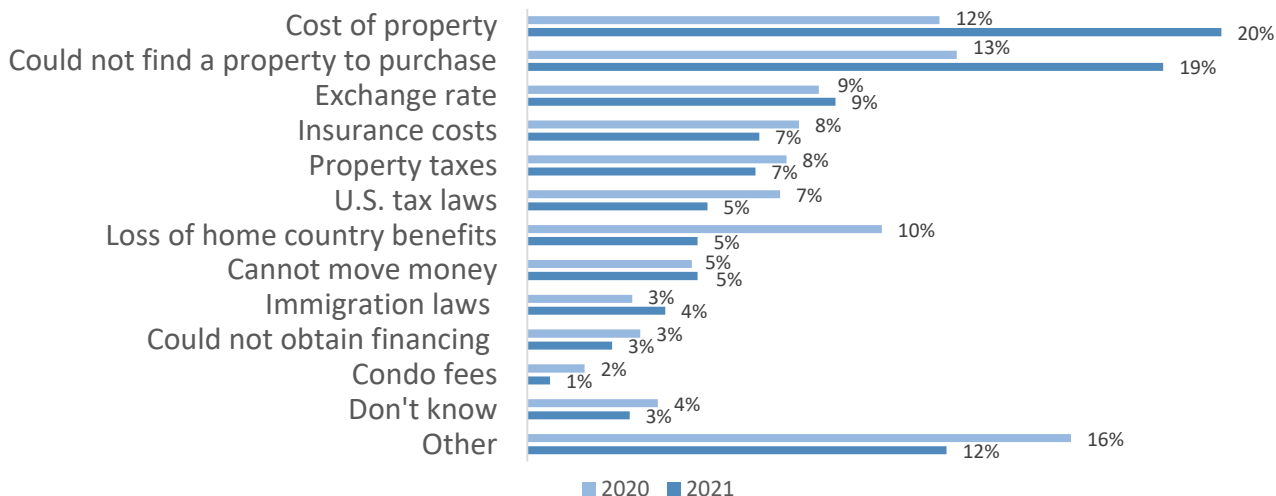
Not all transactions end successfully: Among respondents who had an international client, 36% reported the client decided not to purchase property. Nationally, 40% of respondents reported that the international client decided not to purchase property.

The lack of inventory and the resulting increase in home prices have impacted both foreign and domestic buyers. Among those who had a client who decided not to purchase property, the top reasons cited were “cost of property” and “could not find property”.

PERCENT OF RESPONDENTS WHO HAD ANY CLIENT WHO DECIDED NOT TO PURCHASE



### REASONS CLIENT DID NOT PURCHASE PROPERTY



## BUSINESS TRENDS

### Reasons Client Purchased Property

Among respondents who had an international client, the desirability of the location was the most important factor influencing a foreign buyer decision to purchase Florida real estate, cited by 44% of respondents.

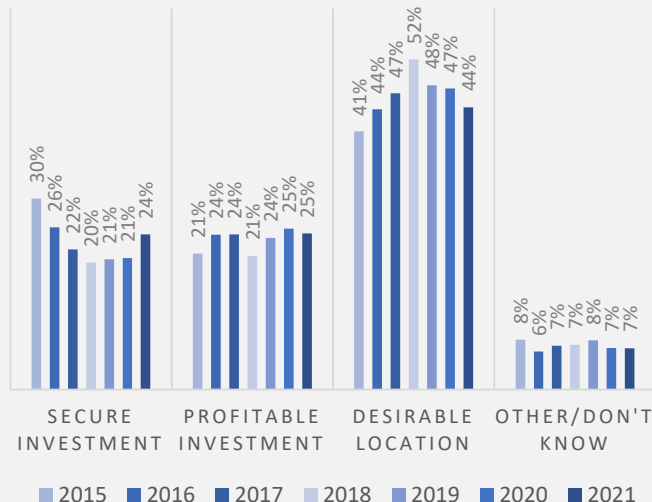
### How Clients View Florida Home Prices

Florida's home prices are becoming more expensive for foreign buyers. Forty percent of respondents reported that their clients viewed Florida home prices to be more expensive than prices in their home country—up from 25% in last year's survey.

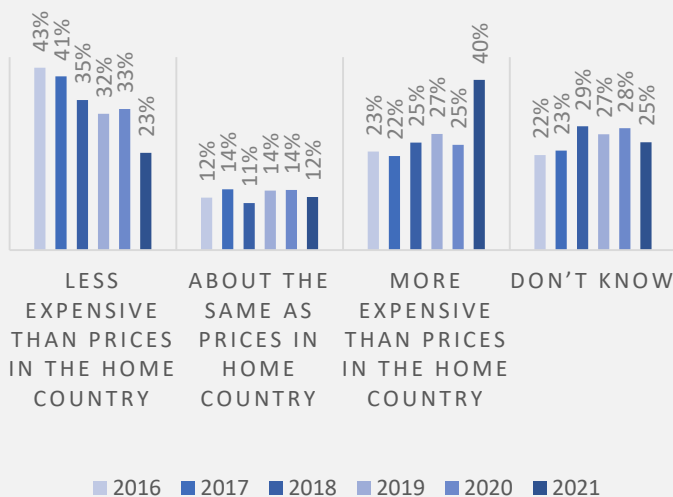
### Source of Referrals

Seventy-three percent of respondents reported that their buyers were personal or business contacts, former clients, or referrals from former clients.

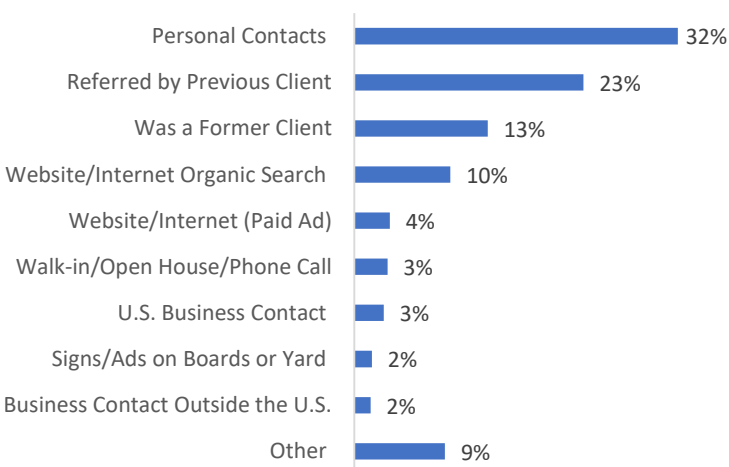
**MOST IMPORTANT FACTOR INFLUENCING FOREIGN BUYER DECISION TO PURCHASE FLORIDA REAL ESTATE**



**FLORIDA REAL ESTATE PRICES COMPARED TO HOME COUNTRY**



**SOURCE OF REFERRALS OR LEADS ON FLORIDA'S FOREIGN BUYERS**



## BUSINESS TRENDS

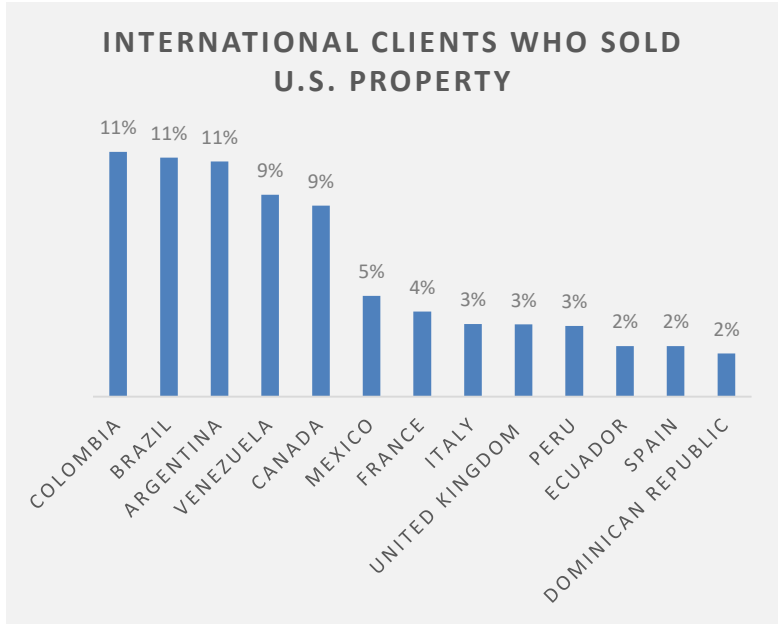
### Residential Sellers

Respondents also worked with foreign clients who sold U.S. property.

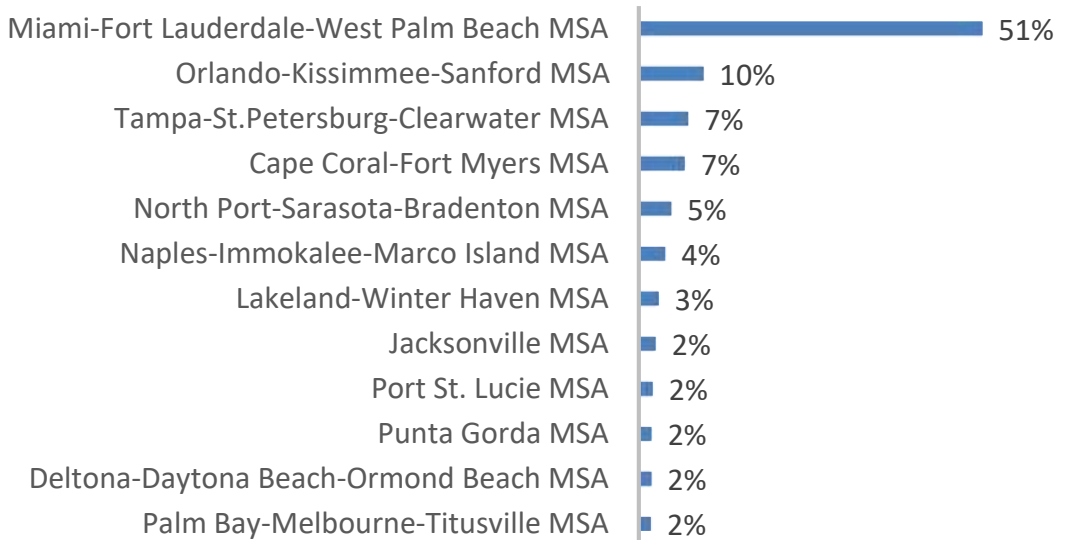
Like the country of origin of Florida’s foreign buyers, the top sellers of real estate among non-US citizens were from Colombia, Brazil, Argentina, and Venezuela.

Slightly more than half of properties sold by foreign nationals were in the Miami metro area, followed by the metro areas of Orlando, Tampa, Cape Coral, and North Port. These are also the top destinations of foreign buyers.

The median price of properties sold was \$335,600 (\$278,900 in the prior survey period).



### TOP LOCATIONS OF SOLD PROPERTY





## BUSINESS TRENDS

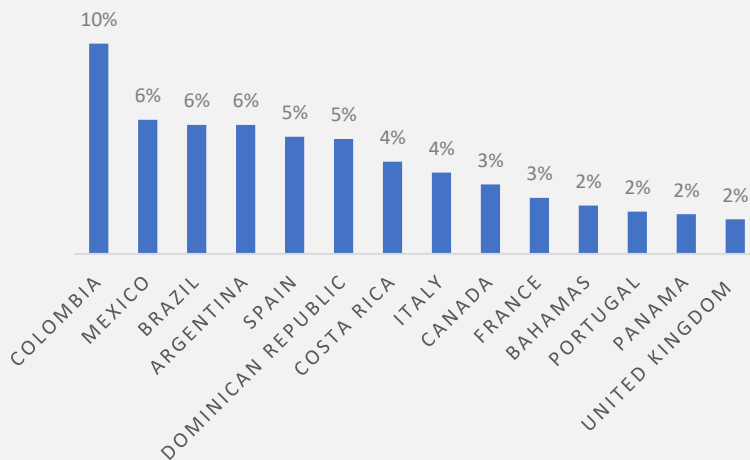
### Clients Seeking Property Abroad

Eighteen percent of respondents reported they had clients—either U.S. citizens or non-U.S. citizens—who were interested in purchasing property abroad. Of the 18% who had clients seeking to purchase property abroad, 5% (or about a third) could not refer the client to anyone.

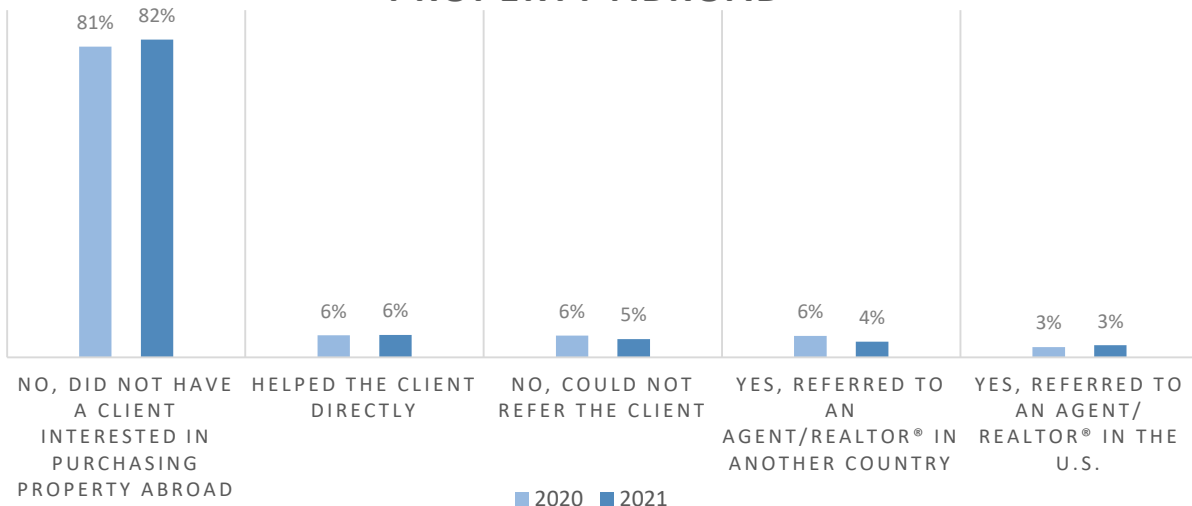
Clients were interested in purchasing properties in several Latin American countries such as Colombia, Mexico, Brazil, Argentina, the Dominican Republic, Costa Rica, and Panama.

Seventy-eight percent of respondents reported that their clients were interested in purchasing property for use as a vacation home and/or residential rental.

TOP COUNTRIES OF INTEREST TO CLIENTS SEEKING TO PURCHASE PROPERTY ABROAD



REFERRALS OF CLIENTS SEEKING TO PURCHASE PROPERTY ABROAD



## BUSINESS TRENDS

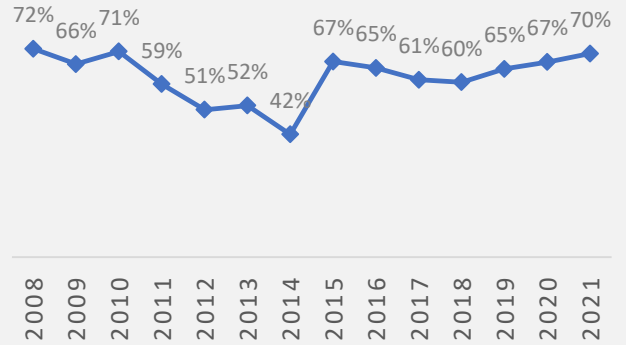
### Cultural and Language Issues

The cultural and language issues faced by REALTORS® when working with international clients have become less prevalent compared to past years. Seventy percent of respondents reported they have not had problems when working with international clients. In past years, as low as 42% reported no problems working with international clients.

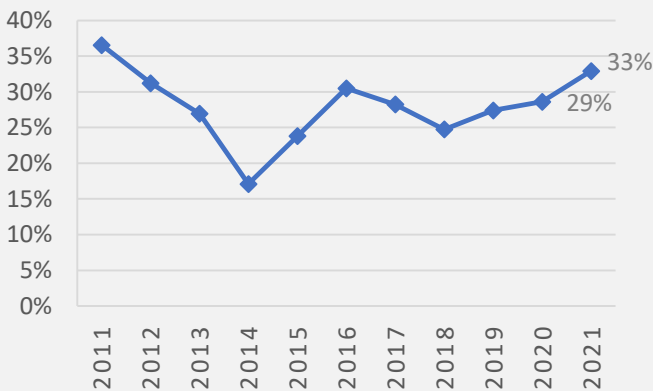
The decline in those reporting problems is associated from the larger fraction of the respondents who could speak another language and were born abroad. Forty-two percent of respondents reported they are fluent in a language other than English, the highest share since this question was asked in the 2008 survey.

A third of respondents was born outside the United States.

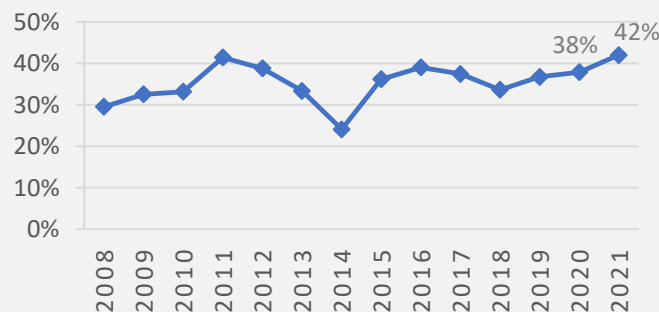
PERCENT OF RESPONDENTS WHO REPORTED NO PROBLEMS WORKING WITH INTERNATIONAL CLIENTS



PERCENT OF RESPONDENTS BORN ABROAD



PERCENT OF FLORIDA REALTOR® RESPONDENTS WHO ARE FLUENT IN A LANGUAGE OTHER THAN ENGLISH



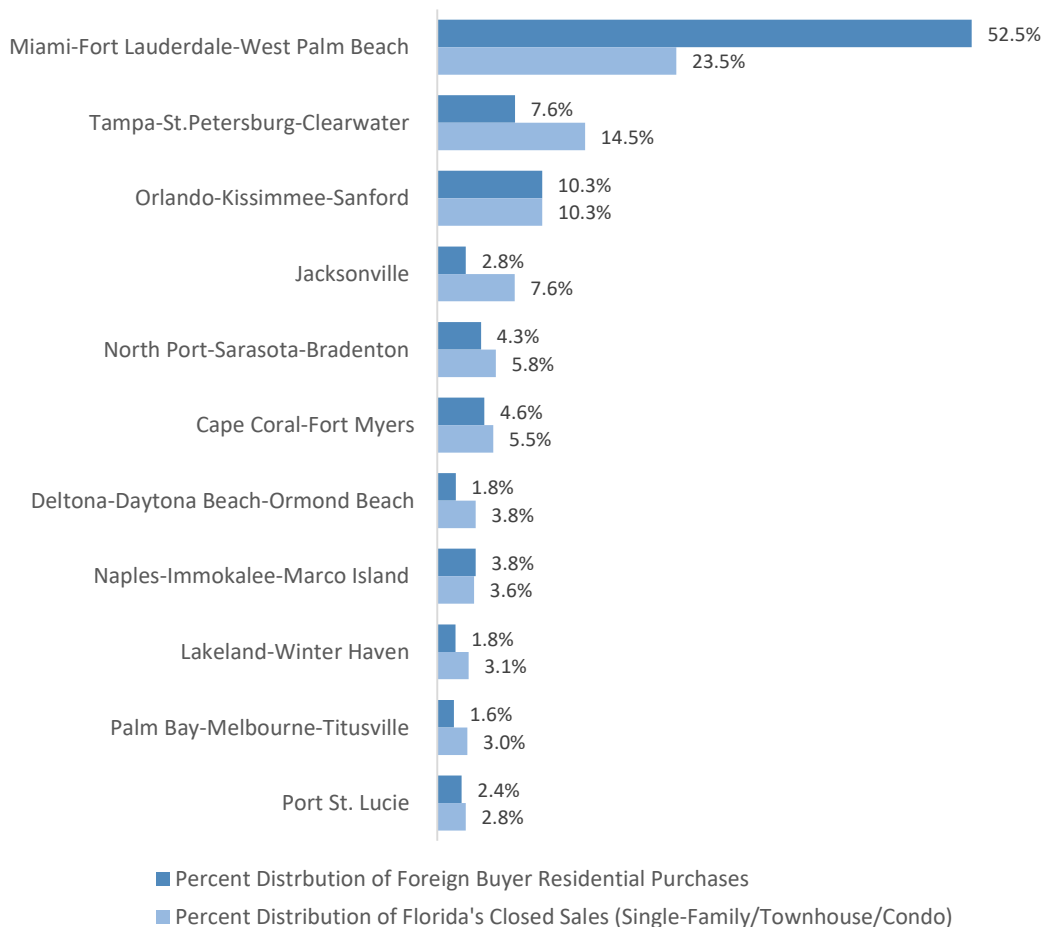
## Appendix 1

### Computation of Residential Purchases of Foreign Buyers in Florida for the 12-Month Period August 2020–July 2021

Line	<i>Florida's Foreign Buyer Residential Purchases</i>	
1	Total U.S. Foreign Buyer Residential Purchases/1	107,000
2	Florida's Share to U.S. Foreign Buyer Residential Purchases (units)	21%
3	Number of Florida Foreign Buyer Residential Purchases	22,500
4	Average Price of Florida Foreign Buyer Residential Purchases	\$544,800
5	Dollar Volume of Foreign Buyer Residential Purchases in Florida	\$12,258,000,000
<i>Florida's Residential Market for Existing Homes</i>		
6	Florida's Residential Dollar Volume (Single-Family, Condo/Townhomes)	\$229,915,536,209
7	Florida's Closed Sales (Single-Family, Condo/Townhomes)	525,807
8	Share of Dollar Volume of Foreign Buyer Purchases to Florida's Dollar Volume of Closed Sales	5%
9	Share of Foreign Buyer Purchases to Florida's Closed Sales	4%

/1 2021 Profile of International Activity in U.S. Residential Real Estate

### DISTRIBUTION OF FOREIGN BUYER PURCHASES COMPARED TO DISTRIBUTION OF FLORIDA'S CLOSED SALES





## Florida Realtors® Mission Statement

The mission of Florida Realtors® is to advance Florida’s real estate industry by shaping public policy on real property issues; encouraging, promoting and teaching consistent standards for ethical practice and professionalism; and building on the efforts of local Boards/Associations to provide the information and tools members need to succeed.

Florida Realtors® is the largest professional trade association in the state with more than 200,000 members.

Members enjoy business contacts, networking opportunities, educational offerings, research and legislative representation, programs, services, and tremendous camaraderie. The association headquarters is located in Orlando, and the legislative Office of Public Policy is located in the heart of Tallahassee.

Florida Realtors®’ elected leadership and business management teams share a common goal. Individually, each brings to the table years of expertise in the real estate industry and proven business management skills. As partners, they seek solutions to advance specific public policy issues and meet the needs of the state's Realtor® community.





The National Association of REALTORS® is America's largest trade association, representing more than 1.5 million members, including NAR's institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

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## 2021 Profile of International Residential Transactions in Florida

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