



USA MARKET UPDATE

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REALTY GROUP

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in South Florida





INTERNATIONAL HOME BUYER PROFILE

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INTERNATIONAL HOME BUYER PROFILE

82% of Foreign Buyer
Leads Were from
Contacts

VS

8% from Internet



43% Were previous customer referrals or previous clients



36% Were personal Contacts (Friends, relatives, etc.)



5% Were from a paid internet ad



2% Were from organic website searches



1% Were from business contacts outside the U.S.

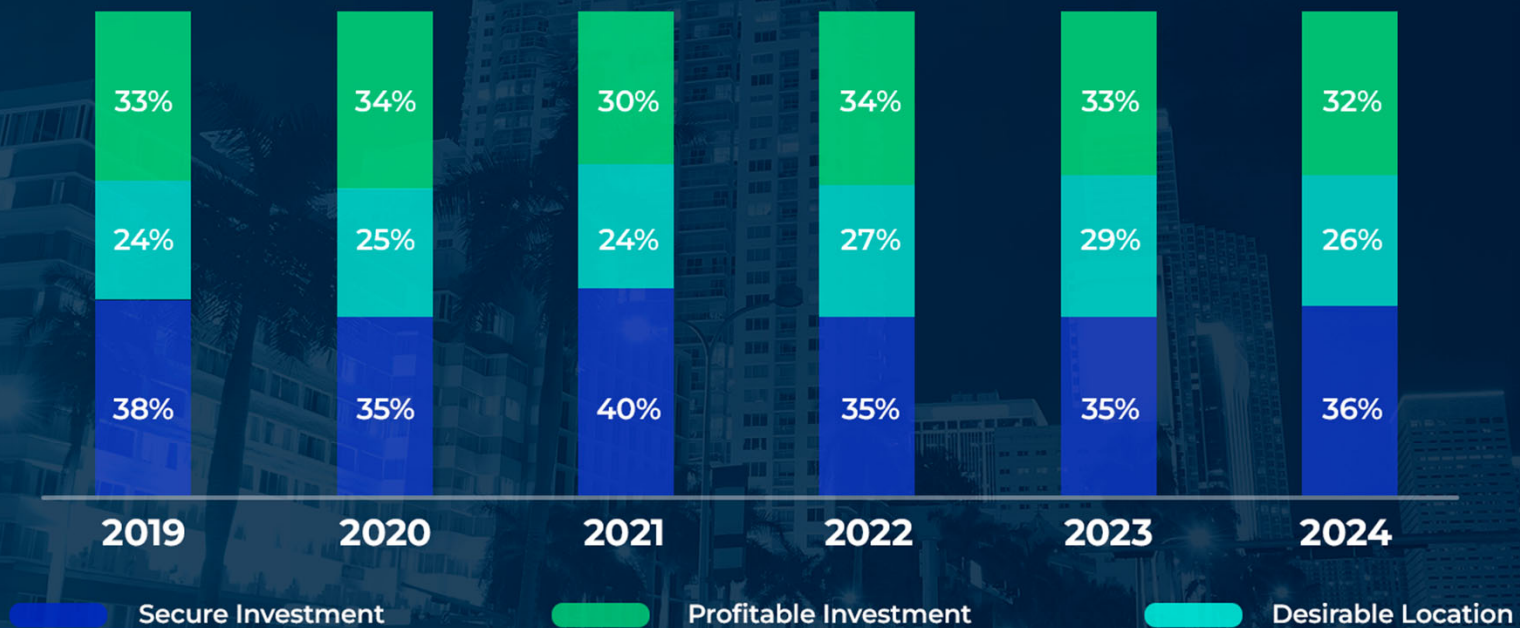


10% Were from other methods (e.g. signs, walk-in , etc)

INTERNATIONAL HOME BUYER PROFILE

98% Choose for Security, Profitability, and Location

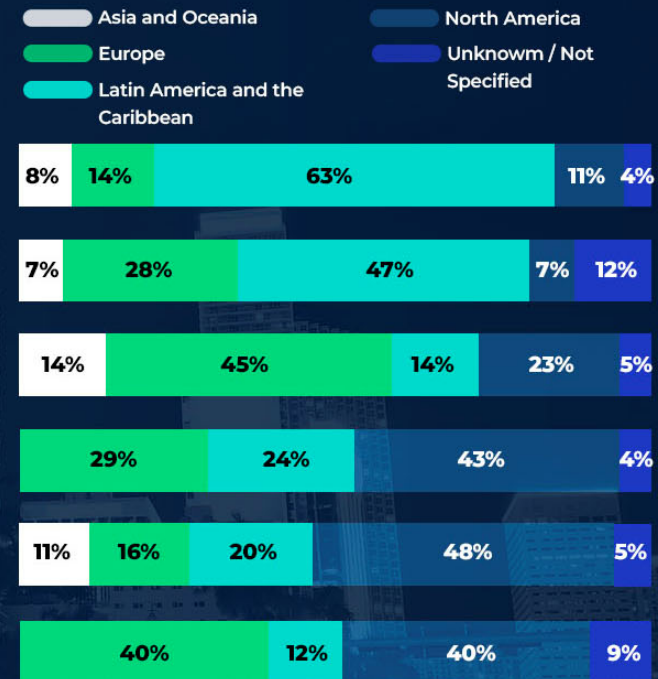
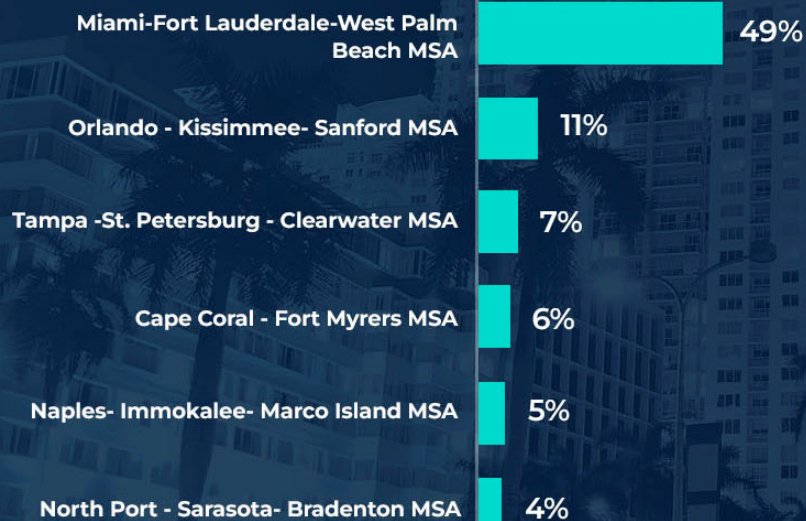
Why foreign buyers purchase property in MIAMI



INTERNATIONAL HOME BUYER PROFILE

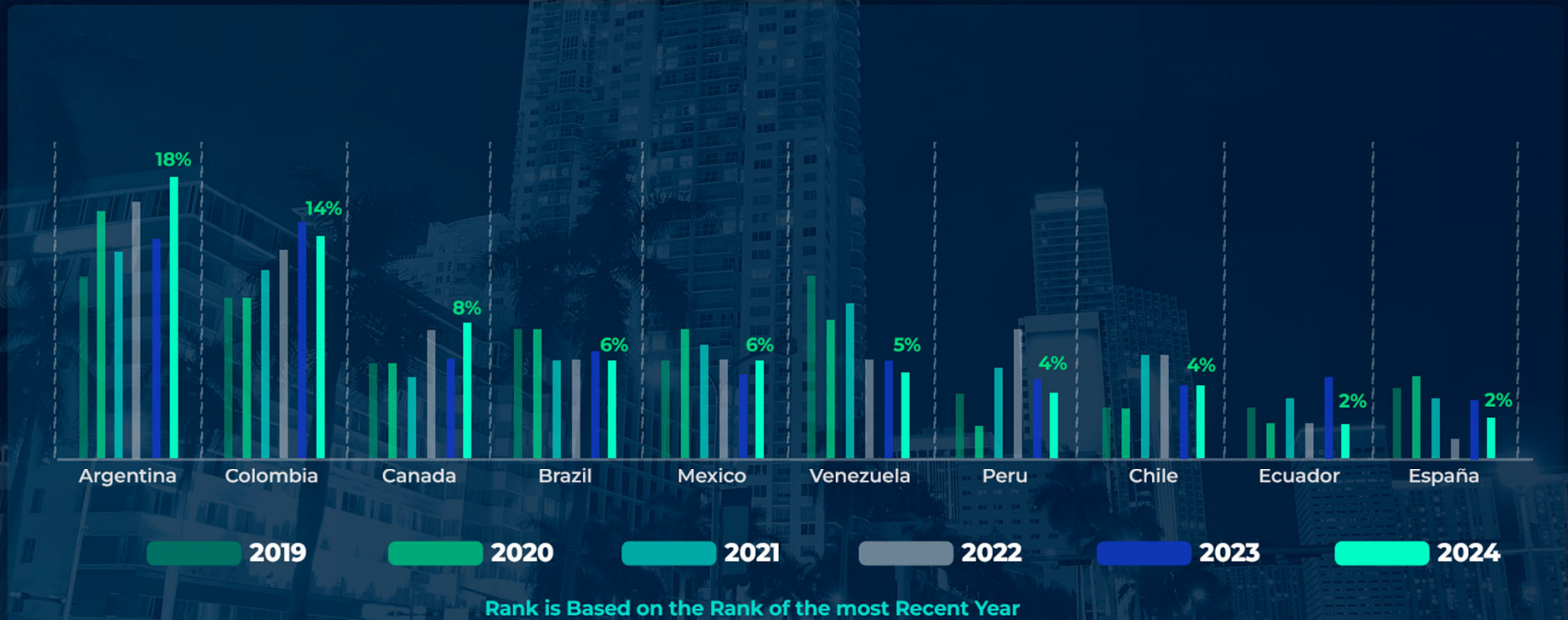
49% of Florida's International Purchases are in South Florida

Nearly Half of International Purchases Are South Florida



INTERNATIONAL HOME BUYER PROFILE

MIAMI Top Tier Countries of Origin, 2019 - 2024



INTERNATIONAL HOME BUYER PROFILE

U.S. Foreign Buyer Sales Volume Declines Amid Global Economic Slowdown
(-21 in April 2020 - March 2024 From Prior Period)



DOLLAR VOLUME OF FOREIGN BUYER PURCHASES OF U.S. HOMES

INTERNATIONAL HOME BUYER PROFILE

Florida's International Buyer Purchases Declines to \$7.1 Billion

(-44 in August 2023 - July 2024 from prior period)

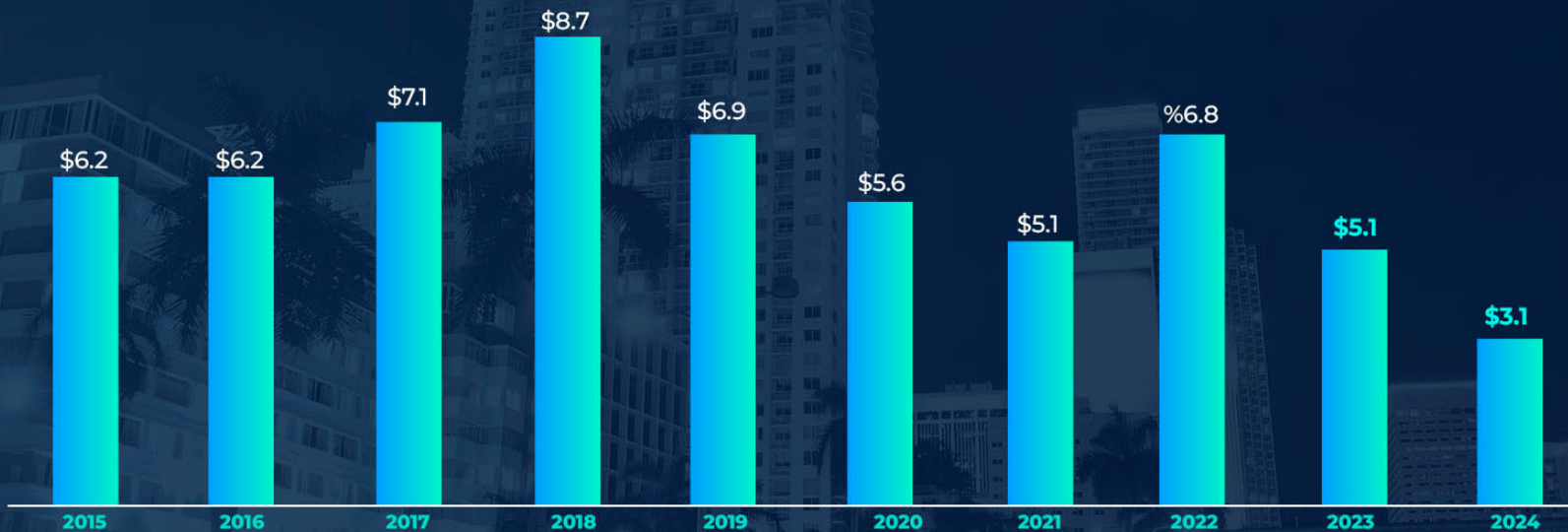
Estimated Dollar Volume of International Sales in Florida



2024 Profile of International Residential Transactions in Florida

INTERNATIONAL HOME BUYER PROFILE

\$3.1 Billion MIAMI Foreign Buyer Dollar Sales
Decline 21% Year-over-year



MIAMI REALTORS FOREIGN BUYER DOLLAR VOLUME (IN BILLION DOLLARS)

INTERNATIONAL HOME BUYER PROFILE

Miami Realtors Foreign Buyer Sales

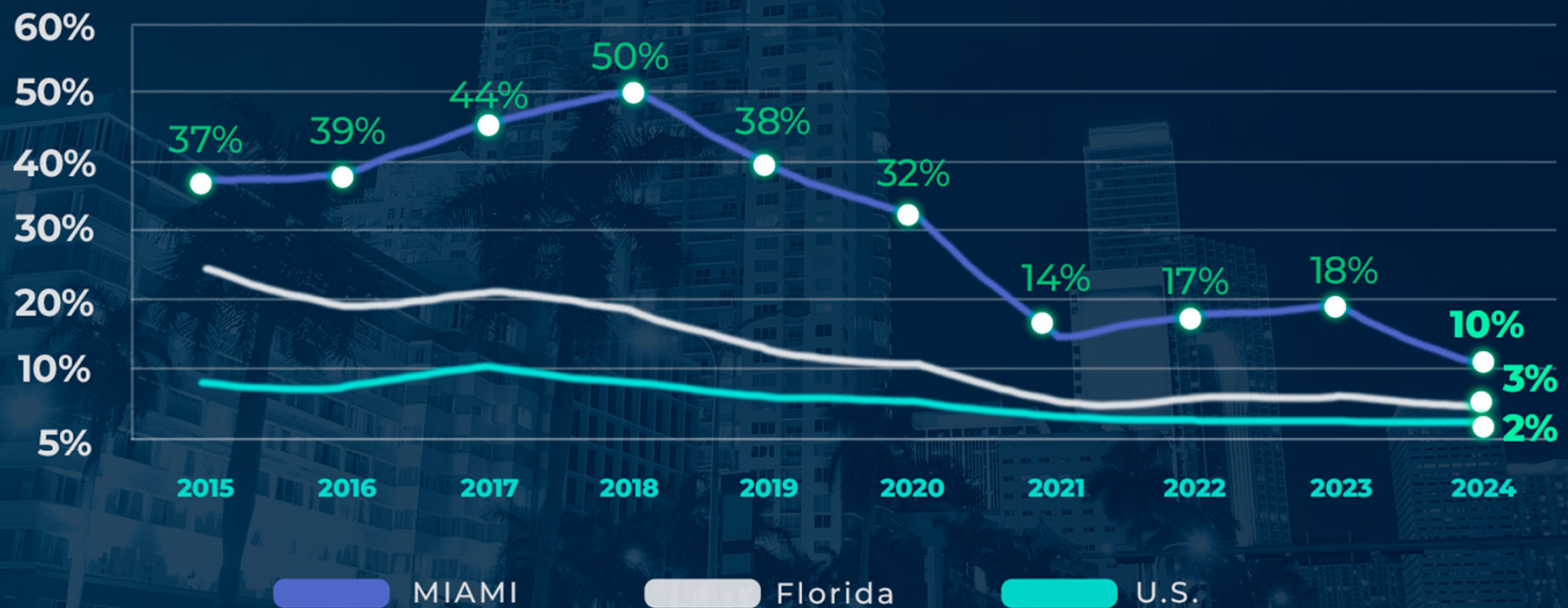
August 2023 - July 2024

COUNTY	DOLLAR VOLUME	SALES	% COUNTY SHARE
Miami	\$2.3 Billion	2,580	65%
Broward	\$584 Million	1,040	26%
Palm Beach	\$94 Million	90	2%
Martin	\$5 Million	10	less than 1%
Other Countries	\$125 Million	270	7%
Total	\$3.1 Billion	4,000	100%

*Other Countries are Orange, Osceola, Lee, Collier, Lake, Saminole, and Marion

INTERNATIONAL HOME BUYER PROFILE

10% MIAMI Foreign Buyer Share by Dollar Volume
vs. 2% Nationally

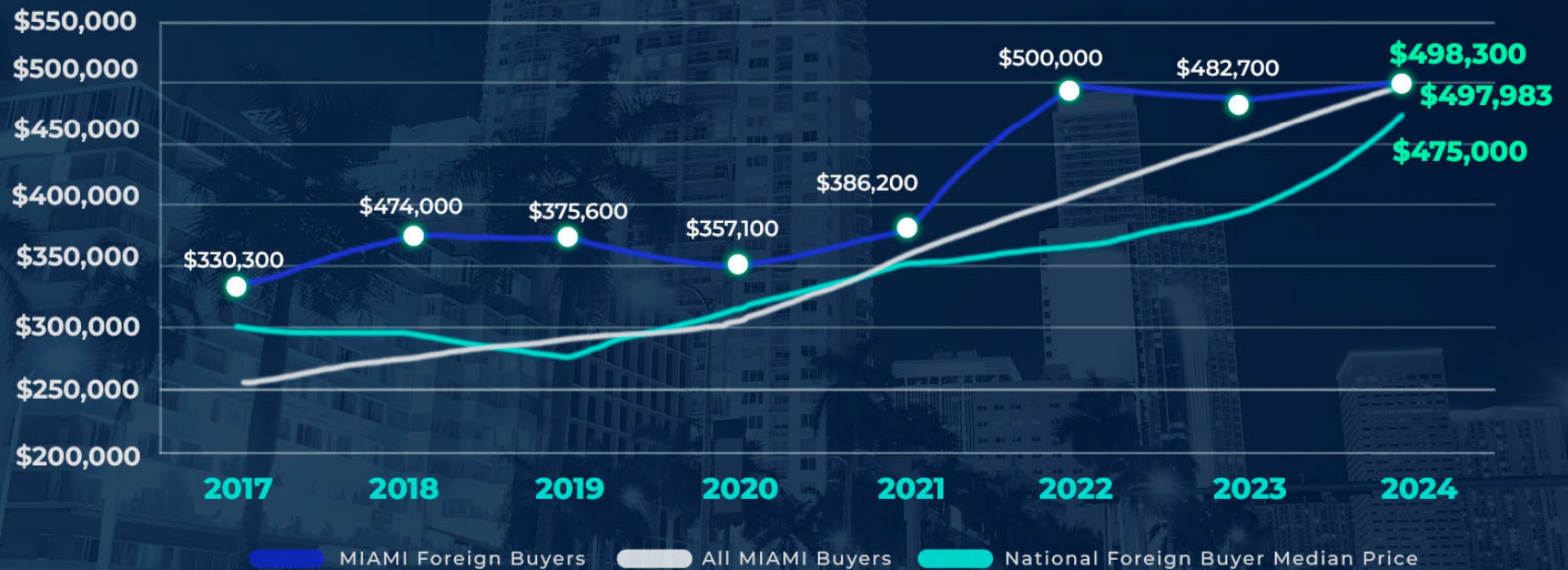


INTERNATIONAL HOME BUYER PROFILE

\$498,300 MIAMI Foreign Buyer Median Price

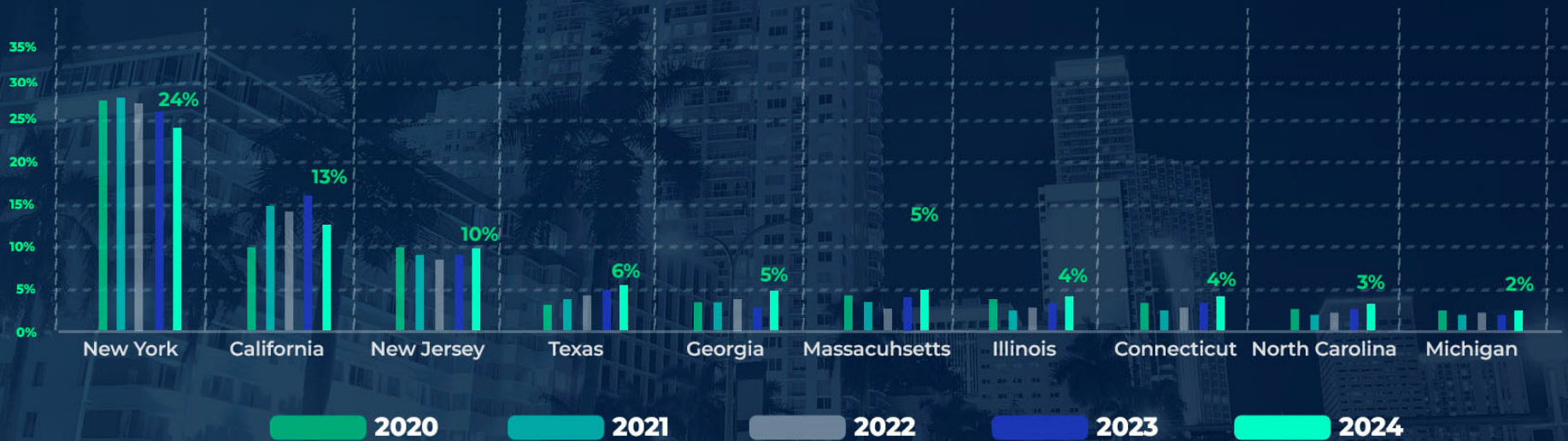
Higher Than U.S. Foreign Buyer Median Price and Overall Median Sales price

MEDIAN PURCHASE PRICE



INTERNATIONAL HOME BUYER PROFILE

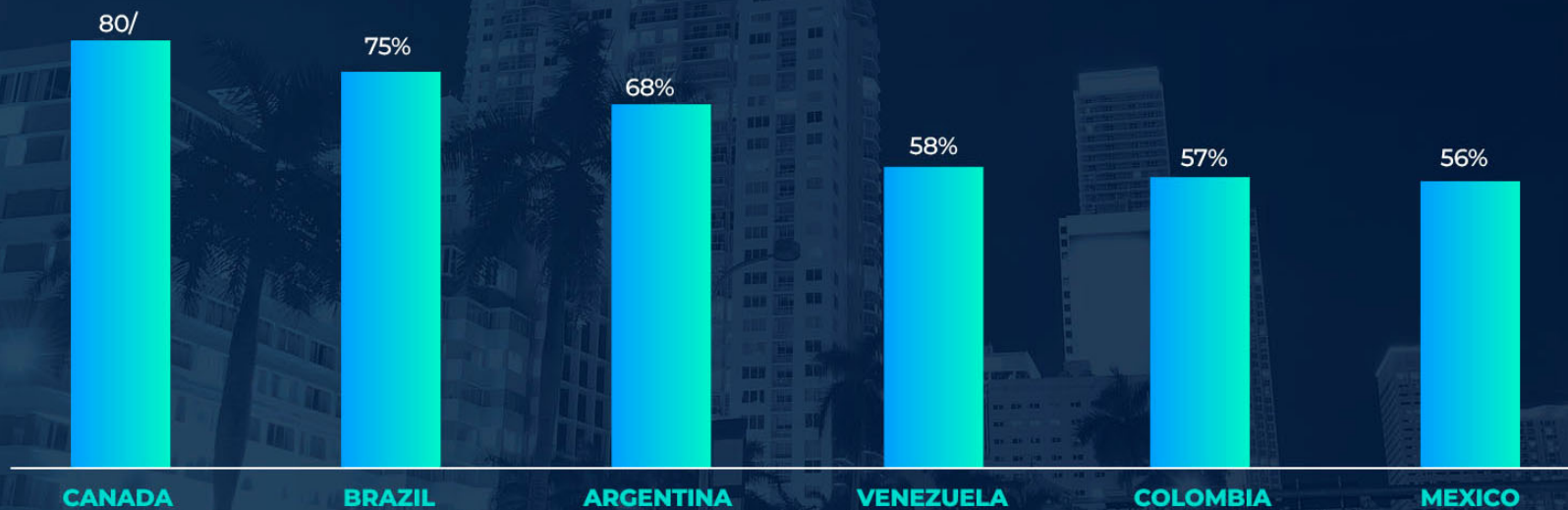
MIAMI Out-of-State Buyers: New York is Again Top State of Origin



Rank is Based on the Rank of the most Recent Year

INTERNATIONAL HOME BUYER PROFILE

Canadians - Highest Cash Sales Share
ALL - CASH SALES



The background of the entire image is a dark, blue-tinted night photograph of a city skyline, likely Dubai, with numerous skyscrapers illuminated. Overlaid on this is a semi-transparent grid of financial data and charts. These include line graphs, bar charts, and circular gauges with numbers like '118', '381.00', and '510'. The word 'ECONOMIC' is written in large, white, sans-serif capital letters, and 'OUTLOOK' is written below it in smaller, yellow, sans-serif capital letters. The letters of 'OUTLOOK' are partially enclosed by white circular and rectangular outlines that intersect with the financial charts.

ECONOMIC OUTLOOK

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The logo for envirooitek REALTY GROUP features the company name in a clean, modern font. The 'o' in 'envirooitek' is stylized with a white, curved line passing through it. Below the name, the words 'REALTY' and 'GROUP' are written in a smaller, all-caps font, separated by a stylized white graphic element that resembles a sail or a wing.

USA

Case-Shiller Index **VS** Core Logic HPI Forecast

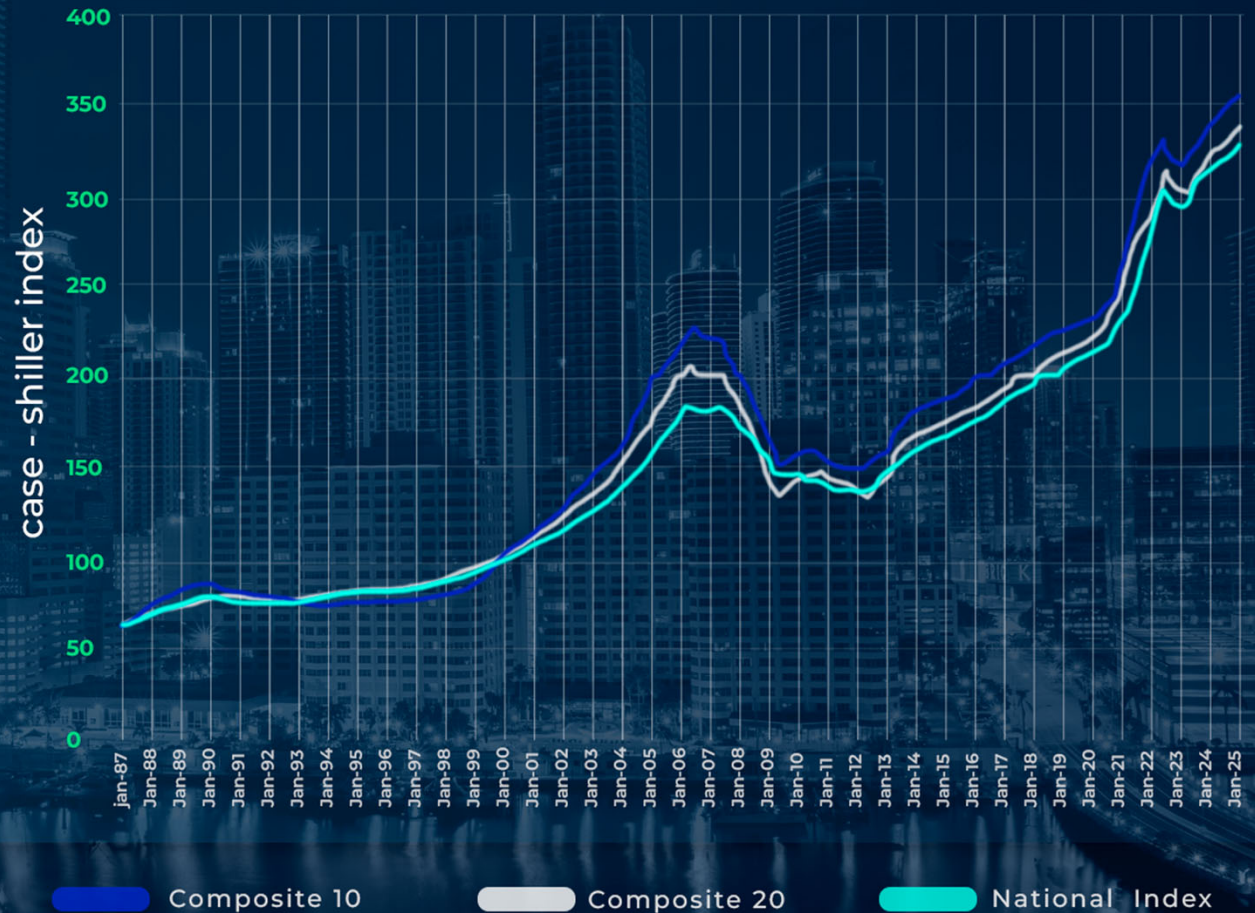
The Composite 10 SA was up 4.9% year-over-year. The Composite 20 SA was up 4.3% year-over-year. The National index SA was up 3.8% year-over-year.



USA

Case-Shiller National and Composite indices SA (Nominal)

S&P CoreLogic Case-Shiller
10 City Composite
Home Price NSA Index 5.94%
1 Year Return



S&P Dow Jones
Indices

A Division of S&P Global

USA Unemployment Rates

National

4.2%

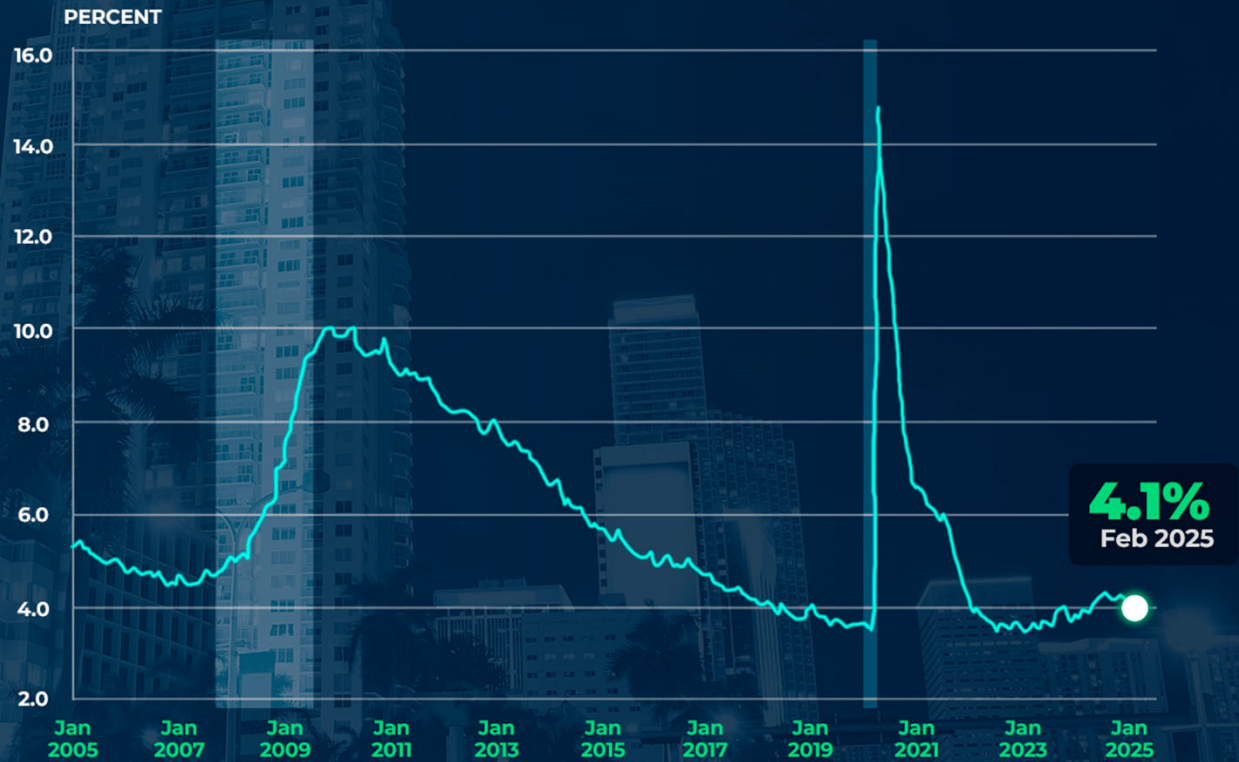
Florida

3.4%

Miami

2.5%

Civilian unemployment rate seasonally adjusted



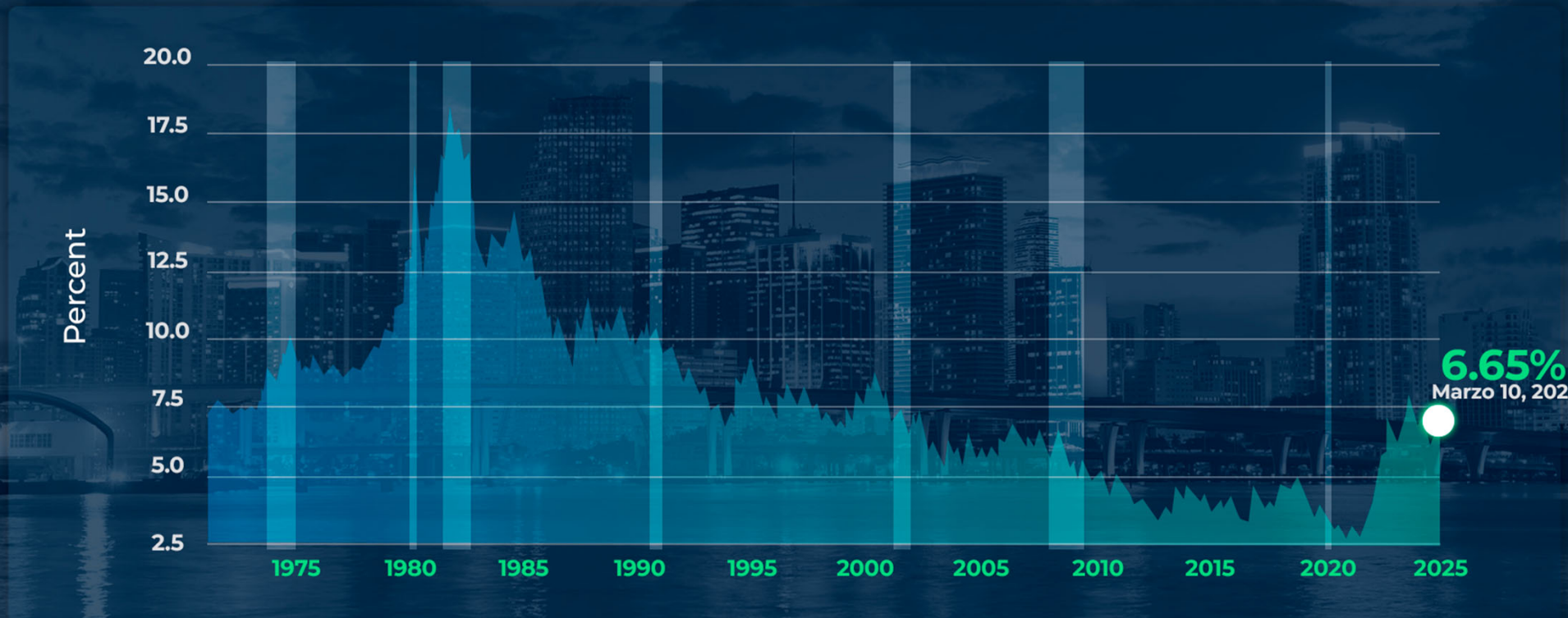
USA Inflation



U.S. Bureau of Labor Statistics

USA Current mortgage rates

Source: Freddie Mac via FRED

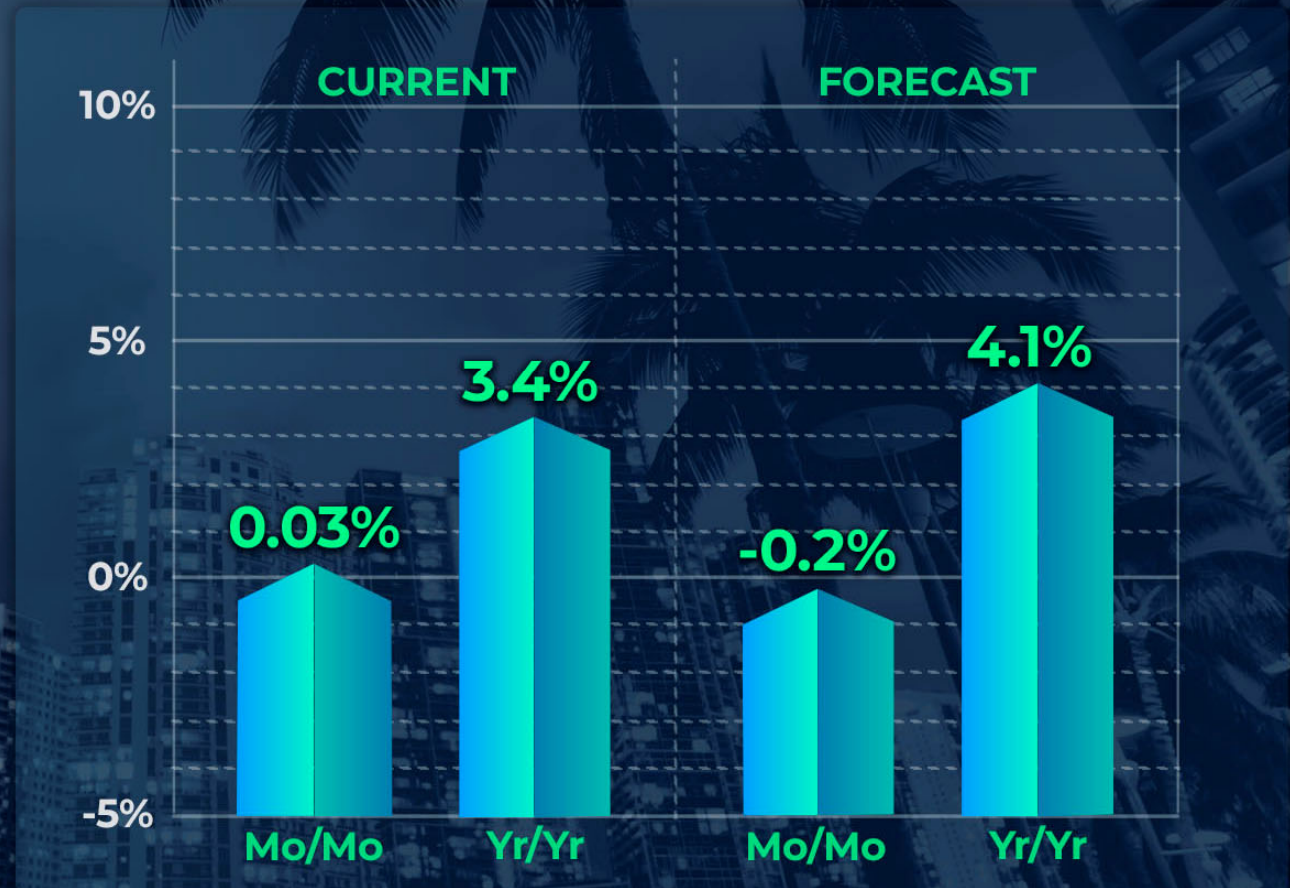


Shaded areas indicate U.S. recessions

USA Home prices scenarios

Projected U.S. Home Price Growth

The Corelogic HPI Forecast indicates that home prices will rise by 0.7% from May 2024 to June 2024 and increase by 3% on a year-over-year basis from May 2024 to May 2025





HOUSE MARKET TRENDS

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Miami- Dade County

Median Sales Closed

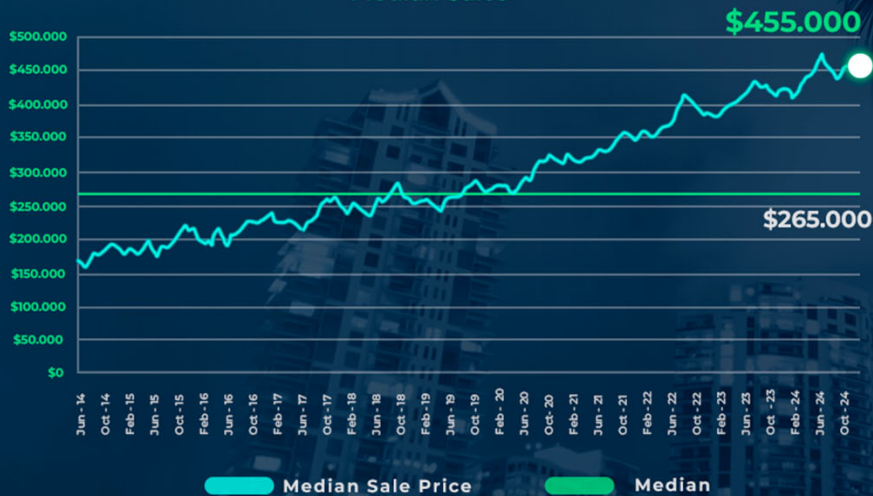


Closed Sales



Broward County

Median Sales



Closed Sales



8.3% Increased MSP Y-Y

51.06% Increased Inventory Y-Y

0.7% Decreased Closed Sales Y-Y

Palm Beach County



Brickell

Median Sales Price



Inventory



Edge Water

Median Sales



Inventory



Key Biscayne

Median sale price



Inventory



Sunny Isles



Aventura

Median Sales price



Inventory



Doral

Median Sales price



Inventory



3.0% Decreased MSP Y-Y

4.9% Increased Closed Sales Y-Y

32.1% Increased Inventory Y-Y

Coconut Grove

Medeian Sale Price



Inventory



The background of the image is a night-time photograph of a city skyline, likely Miami, with numerous skyscrapers illuminated. Overlaid on this is a semi-transparent blue layer containing various financial data visualizations. These include line graphs, bar charts, and circular gauges. Some of the text within these overlays includes '1617 Trades', '118%', '381.00', and '38.5'. The main title 'WHERE TO INVEST IN SOUTH FLORIDA' is centered over the image. The words 'WHERE TO' and 'INVEST' are in white, while 'IN SOUTH FLORIDA' is in a yellow-to-orange gradient.

WHERE TO INVEST IN SOUTH FLORIDA

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Florida Counties

Miami-Dade

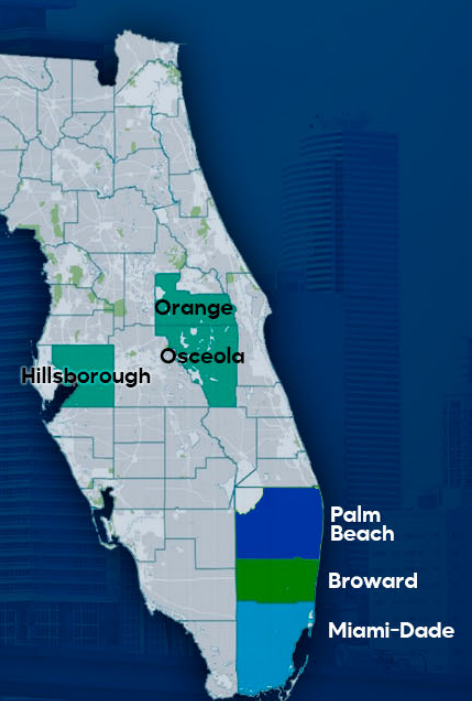
- Miami
- Key Biscayne
- Miami Beach
- Aventura
- Sunny Isles
- Doral
- Coral Gables
- Coconut Grove
- Pinecrest
- Kendall

Palm Beach

- Boca Raton
- Boyton Beach
- Delray
- Lake Worth
- West Palm Beach
- Riviera Beach
- Jupiter

Broward

- Ft. Lauderdale
- Hallandale
- Hollywood
- Weston
- Miramar
- Pembroke Pines
- Coral Springs
- Pompano Beach



Palm
Beach

Broward

Miami-Dade

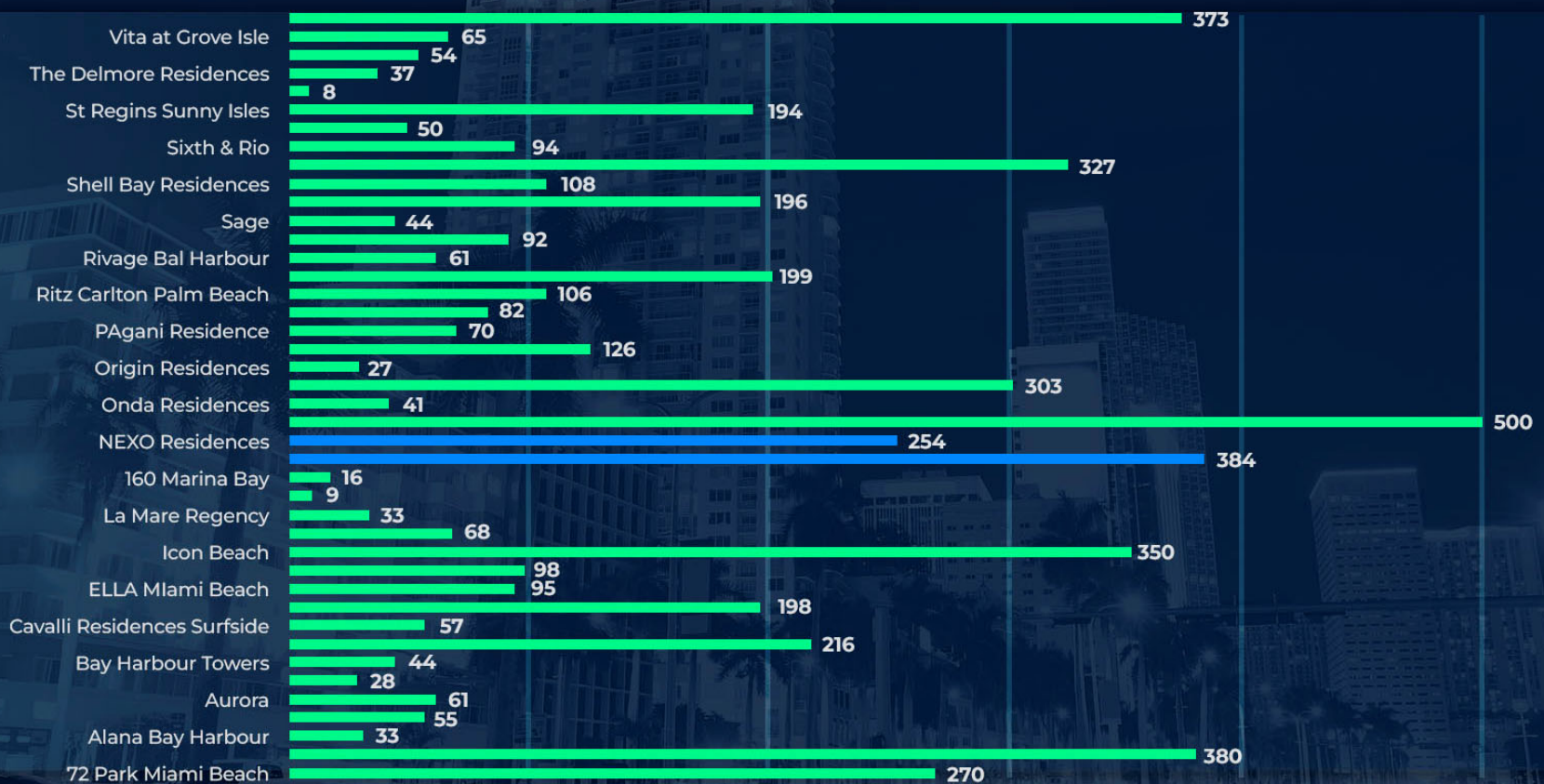
Type of Investments

Waterfront properties always will increase their value.



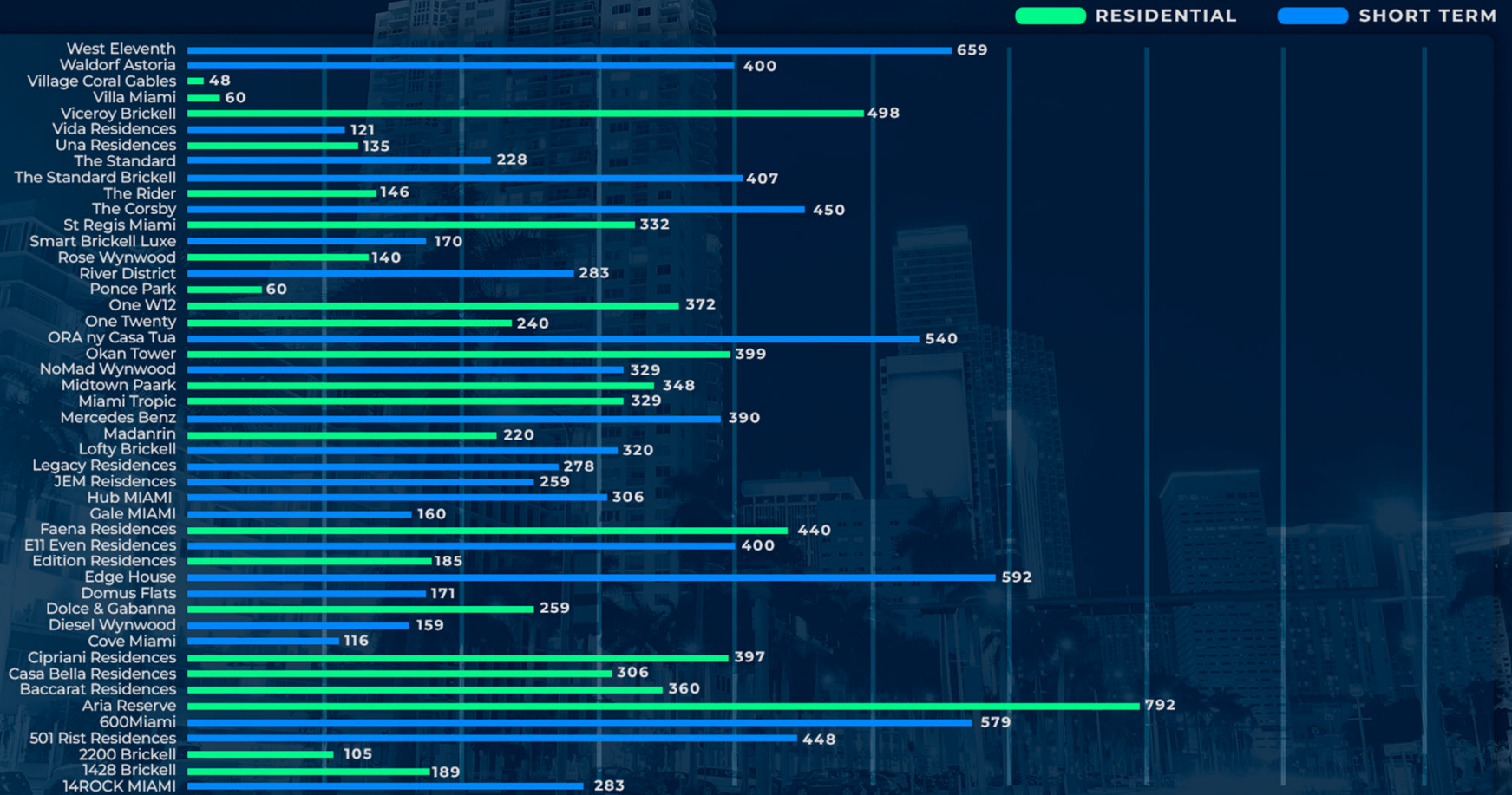
New construction Projects 2024-2027 The beaches

RESIDENTIAL SHORT TERM



New construction Projects

2024-2027 Greater Down Town Area





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