



TIPS AND
ERRORS YOU
SHOULD KNOW
BEFORE
INVESTING

**IN SOUTH
FLORIDA**



C O N T E N T

- Why Invest in Miami?
- Prepare Your Finances.
- Pros and Cons of Becoming a Property Owner.
- Get Legal Help.
- FIRPTA.
- Three Errors When Investing in Real Estate.
- Purchase Process.
- Contact Us.

HELLO! I'M CHRISTINA.

Thank you for taking the time to read this guide we designed with you in mind. Every member of my team is committed to ensuring that ALL your needs are not only met but exceeded! I hope this guide serves as a valuable resource for making the decision to invest in real estate.





WHY INVEST

IN MIAMI?

1

TAXES

Florida has no State taxes, which reduces investment costs by up to 20%. Additionally, entrepreneurs and investors will benefit from the latest tax reform.

2

GREAT NATIONAL AND GLOBAL RECOGNITION

Miami is a major hub of American and Latin American show business, with numerous film and television stars owning properties in the area. This increases the interest of potential buyers, improving the ease of investment recovery.



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A F F O R D A B L E P R I C E S

Despite market shifts over the last three years, Miami remains a standout for real estate investment in the USA. Its enduring appeal is underscored by strong growth potential and rising property values. The significant influx of high-income households and a positive outlook for sales and appreciation further highlight its attractiveness as an investment hub. Miami's real estate landscape continues to offer enticing opportunities for savvy investors.

4

C U T T I N G - E D G E T R A N S P O R T A T I O N T E C H N O L O G Y

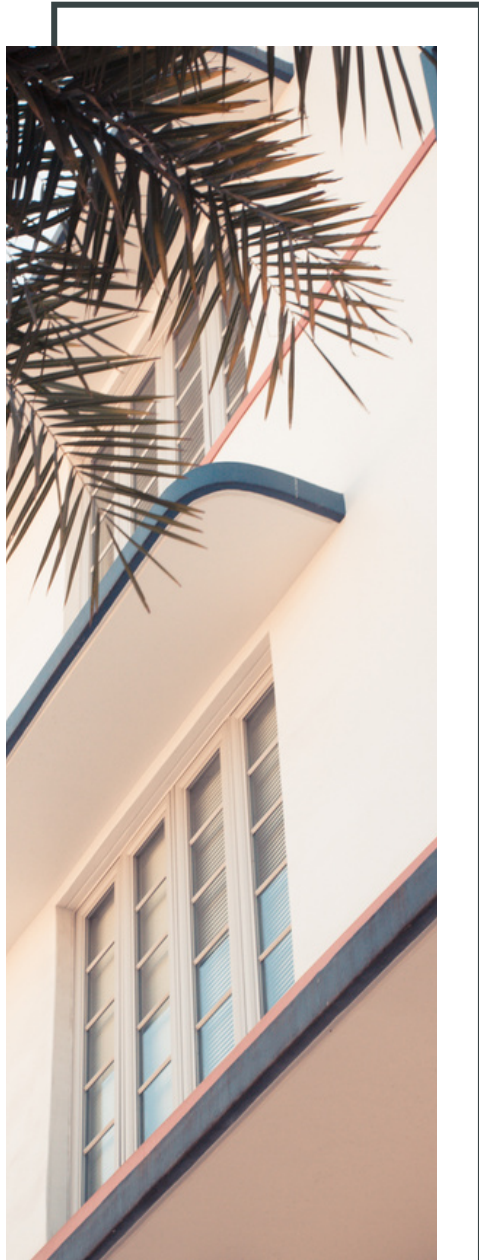
Downtown Miami is well-connected thanks to "All Aboard Florida," which runs from Miami to Orlando. This, combined with high-quality transportation throughout South Florida cities, expands year by year, increasing property values in the city.



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5

INFRASTRUCTURE AND SERVICES.

South Florida has one of the highest service coverage indices in the country, all aimed at the comfort of tourists, investors, and residents, increasing the quality of life.

6

SOCIAL AND CULTURAL MIX.

Although the city experiences a great mix of Latin American, European, and American citizens, it's rare to find a place in the city where Spanish is not spoken. This facilitates business and investment opportunities for the Latin community.



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7

P L E A S A N T C L I M A T E .

Florida enjoys sunshine year-round, making its warm and pleasant climate quite attractive to buyers from all over the country and the world. All of this ensures that city properties don't stay on the market for long without offers for purchase or rental.

8

M I A M I O F F E R S R E C R E A T I O N A N D C U L T U R E .

South Florida offers high-level schools and outstanding higher education programs, as well as a varied cultural offering throughout the year.



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ECONOMIC GROWTH GENERATOR.

After Wall Street in New York, Miami has become the 2nd largest economic growth generator in the country.



With the largest concentration of international banks and promoting the global flow of goods and services. All these reasons work together to create a favorable real estate investment environment in Miami and throughout the state of Florida. If there has ever been a time when investing is recommended, that time is now. Don't miss this opportunity and use our advisory service, which will guide you through the entire process and be the catalyst for achieving the profits you expect.



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PREPARE YOUR FINANCES.



Prepare Your Finances. If you're not buying a home with cash, you'll need a mortgage pre-approval provided by a mortgage lender. The lender will work with you to obtain a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, while others want to ensure that their monthly payments never increase.

To make your investment dream a reality, you'll need to save for the down payment, earnest money deposit, closing costs, and property inspection (if necessary).

- The down payment for a foreign investor is 30% of the purchase price, for local investor is 20%
- Earnest Money is the money you deposit to demonstrate that you are serious about purchasing a home. It's also known as a good faith deposit.
- Closing costs for the buyer range from 3% to 6% of the loan amount.
- Home Inspection costs \$300 to \$500 USD.



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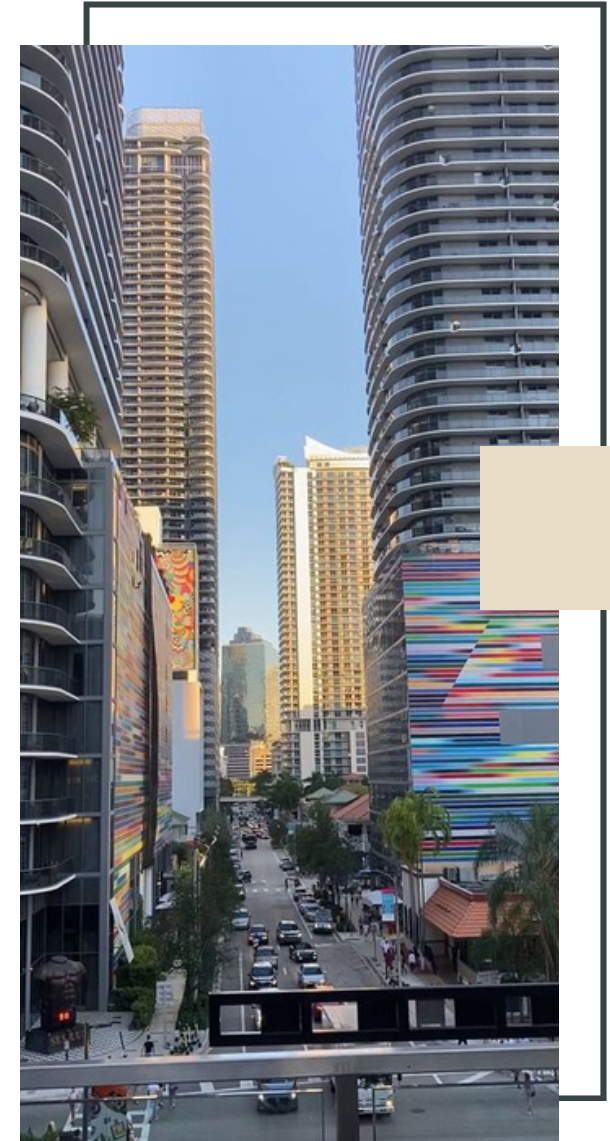


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DIVERSIFYING YOUR INVESTMENTS IS THE KEY TO BUILDING WEALTH, AND INVESTING IN REAL ESTATE IS AN EXCELLENT WAY TO DO SO

Buying a home is one of the most important decisions in life. It's crucial to have an experienced agent who looks out for your interests. The fiduciary responsibility of an agent is to ensure that your interests are protected.

There are many real estate agents helping investors find an investment property. However, it's necessary to be advised by a real estate agent specializing in foreign investment, as they understand the local real estate market and the ideal pre-construction and resale projects for investment.



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Most lenders require foreign buyers to provide extensive documentation to demonstrate financial stability and the ability to repay the loan. Examples of documents that may be required include:

- Copy of Passport and visa.
- Letter from an accountant if you are self-employed or letter from your employer if you are an employee of a company.
- Utility bill (electricity or water), telephone with your name and address of your residence in your Country.
- The last 3 months of bank statements from all accounts in your name or your company's name, especially those holding the money to invest.
- Bank reference. Resume.
- Business card.



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WHEN BUYING YOUR FIRST PROPERTY AS AN INVESTMENT, THERE ARE MANY THINGS TO CONSIDER.

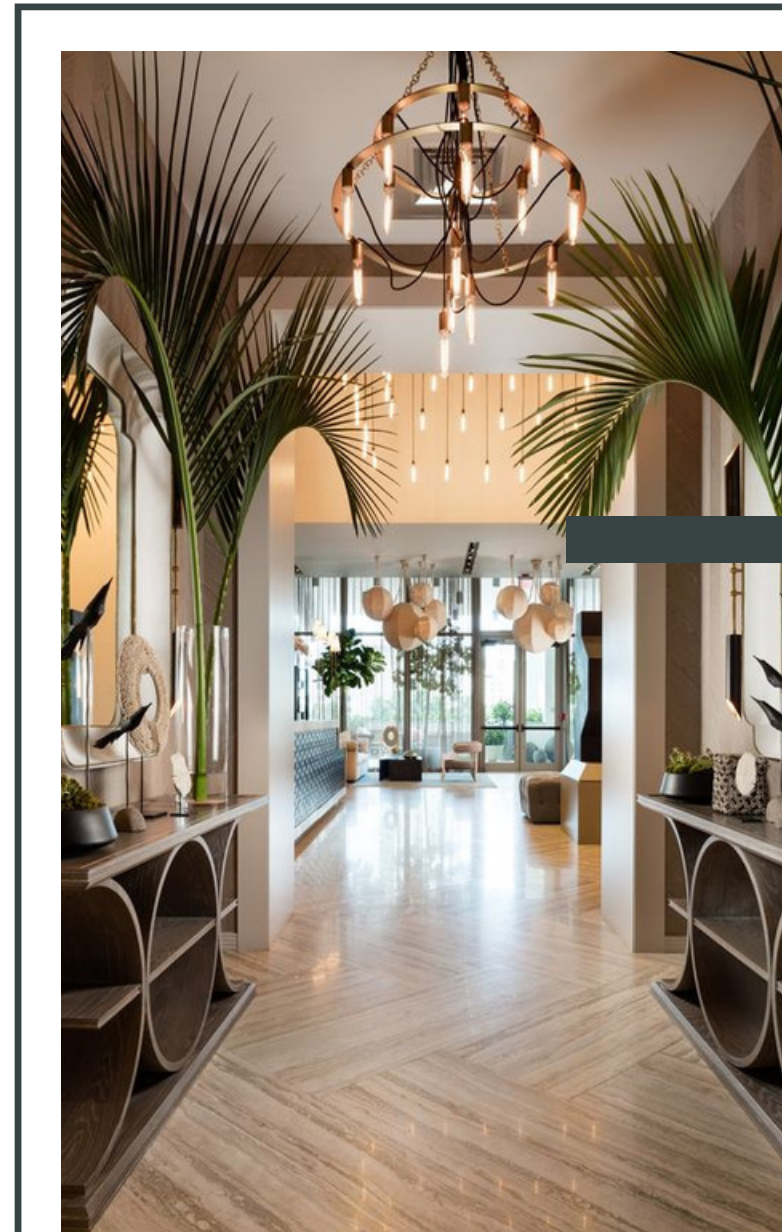
When buying your first property as an investment, there are many things to consider. The type of property, tenants, and how to manage it are just some of the concerns you may have. Before buying a home for investment, make sure you have the money saved for the down payment and a contingency plan in case you don't have tenants.



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PROS AND CONS OF BECOMING A PROPERTY OWNER.

PROS

- Rental income can offset the mortgage, repair costs, and expenses for managing the house while gaining appreciation.
- If you invest from a distance, you can hire a management company,
- giving you peace of mind knowing someone is taking care of your property. Real estate is not as volatile as the stock market and often reacts opposite to the market, helping you diversify.

CONS

- You never know what kind of tenant you'll have, whether they'll be destructive or won't pay rent.
- You must comply with a lease even if you need to sell the house quickly to liquidate your investment.
- It's your responsibility to maintain and manage the property.



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GET LEGAL HELP.

There are many things to consider as an investor. Know your rights and duties before buying an investment property. Having a lawyer to help you review all documents and your strategy can help determine if it's legal and beneficial for all parties involved. Finding a careful, honest, and experienced agent is vital to making a successful investment.



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FIRPTA

It's a withholding tax required when a foreigner sells their property. The FIRPTA withholding tax is approximately 10% of the gross sales price. If the seller is current on all other taxes owed to the IRS (i.e., income taxes, capital gains tax, etc.), then they should receive a refund of the 10% that was withheld at the sale closing.



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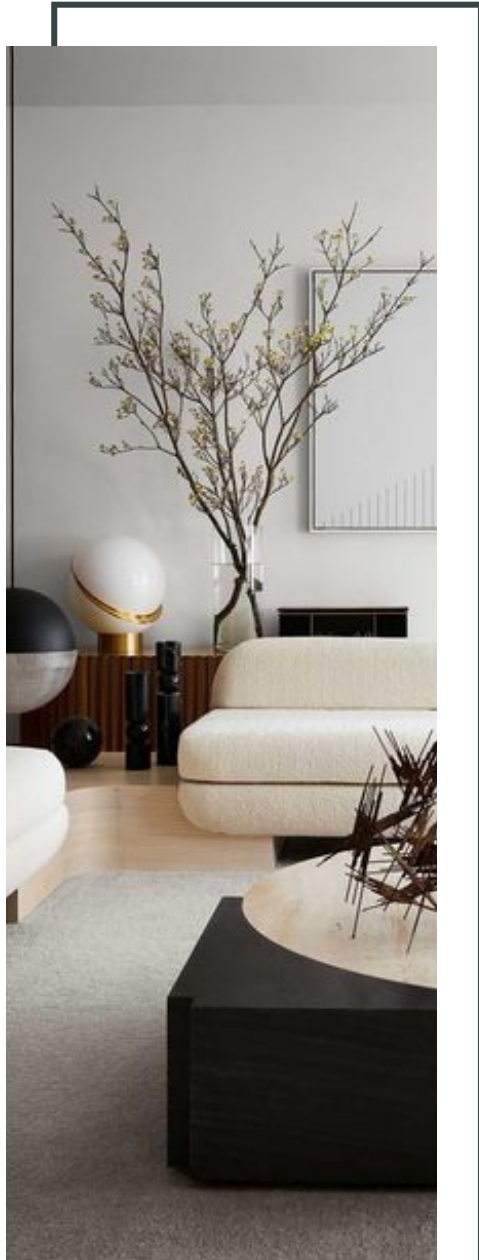
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ERRORS WHEN INVESTING IN REAL ESTATE





1

FALLING IN LOVE WITH THE PROPERTY:

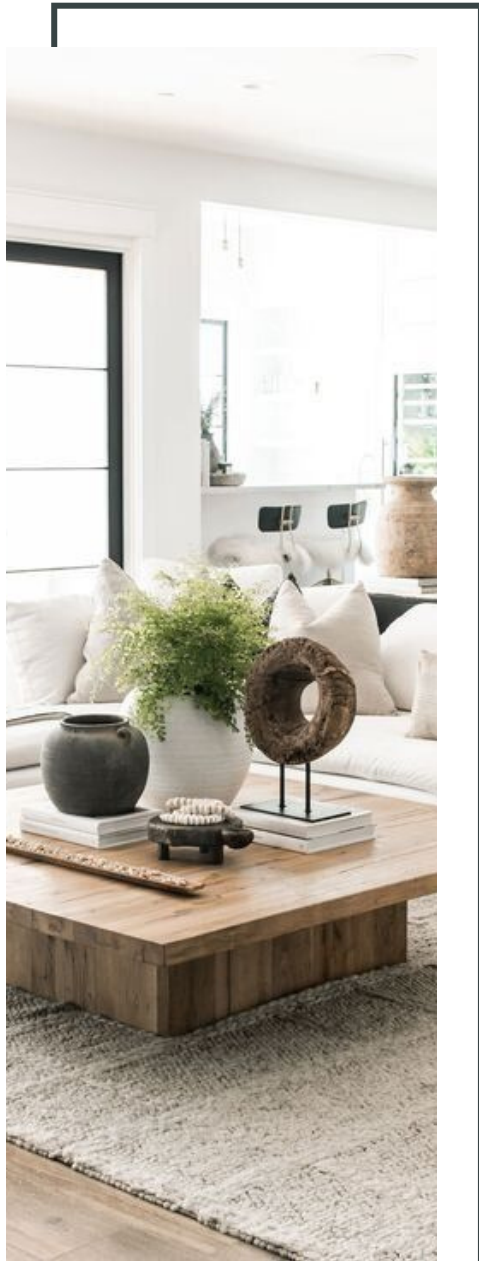
Think it's impossible? It really isn't. Once you decide to invest in real estate, think like an investor. By evaluating the transaction from a purely financial perspective, you'll leave behind the emotional aspects of property purchase. While it's important to consider certain aspects, remember that real estate is an investment. Don't let emotions distract you from that.



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2

PRE - APPROVAL :

It's more fun to look at houses than to talk about your finances with a lender. That's what many investors do: they visit properties before knowing how much money they can borrow. Then, they feel disappointed when they discover they were looking in the wrong price range. How to avoid this mistake: Talk to a mortgage professional to get pre-approved before seriously looking for a property to invest in.



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3

CHOOSING THE WRONG LENDER:

Getting a mortgage is like buying a car or any other expensive item: it's worth comparing offers. Mortgage interest rates vary from lender to lender, as do fees, such as closing costs and discount points. It's crucial to choose a lender with experience in foreign clients to get the best options the market has at the time of purchase.



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F E E S A N D C O M M I S S I O N S :

In most countries, it's common to pay a fee for an exclusive agent to search for available properties for you. In the United States, the commission is always paid by the seller of the property and then divided equally between the buyer's agent and the seller's agent. Therefore, you as the buyer won't have to pay anything out of pocket to hire an exclusive agent to help and represent you in the purchase. It's advisable to work with an experienced real estate agent who protects your interests rather than the seller's interests in a transaction.



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- Meet with an international client loan specialist
- Determine the appropriate mortgage.
- Get a pre-approval letter.

P R E - A P P R O V A L :

- Search for housing in our MLS database
- We will send photos.
- View the homes that interest you.

P R O P E R T Y S E A R C H :

P U R C H A S E P R O C E S S :

- The agent will research comparable properties in the area
- . Make a strong offer.
- Negotiate the terms of the contract.

O F F E R A N D N E G O T I A T I O N :

- Deposit earnest money.
- Complete loan documentation within the contract
- timeframe. Inspections.

E S C R O W :



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- Schedule inspections.
- Negotiate any repair requests and inspection issues.

INSPECTIONS

- Get an appraisal.
- Obtain homeowners insurance.
- Final approval.

FINANCING:

PURCHASE PROCESS:

- Do the final property walkthrough.
- Sign closing documents.
- Handover of keys.

CLOSING:

- Sign Listing Agreement.
- Do comparables for the area.
- Rent out.

RRENTAL AFTER CLOSING:



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Christina
CERTAIN
REALTOR®

exp
REALTY



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