



ISG WORLD

FALL 2015

MIAMI REPORT™

AN IN-DEPTH ANALYSIS OF SOUTH FLORIDA'S NEW CONDOMINIUM MARKET

Sculpting Tomorrow's Miami

The Key Factors Defining Miami's Future

Featured Story

New Construction

MLS Inventory

Rental Trends

International Market

Arts & Culture

ISG CityWatch

Miami 2020

On the Ground

MIAMIREPORT /

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WELCOME TO THE MIAMI REPORT

Welcome to our latest edition of The Miami Report™. The ISG WORLD® family is proud to present our most recent update on the current market conditions of our emerging Global City.

Miami is a global gateway and rising star on the world stage. Our city combines a diverse, yet complementary mix of cultures to construct a magical environment of limitless potential.

Throughout the past six years we have chronicled the state of the Miami luxury real estate market through the ISG Miami Report and clarified the many myths, and often misleading facts, questioning Miami’s stability and growth. Over time, our study evolved from a purely statistical analysis into an explanation of the various factors contributing to the growth and maturation of our South Florida region.

While continuing to provide the most comprehensive statistics regarding new construction, resale inventory, rental trends and emerging sub-markets, we also include the cultural and business

trends that serve to solidify Miami’s position as one of the world’s most important cities. In this edition, we go a step further and take an in-depth look into how these cultural livability factors are especially attractive to ultra high-net-worth individuals.

Miami, like all major cities in our global economy, is not immune to world events and cycles. The economic softening in Brazil, Russia, India, China and South Africa (BRICS) and political instability in South America serve to influence the purchasing dynamics within our South Florida market. Currently, the surge in value of the dollar has caused a softening of new condominium absorption in our area. History, however, has proven that once the new currency dynamic is accepted as the norm, the lure of Miami’s stable investment environment and asset protection will once again fuel foreign investment in our market.

We are also cognizant of the emerging interest of the Chinese market in our city. While not new to Florida, the affluent Chinese are discovering

our city and recognizing the “livability benefits” Miami has to offer. We will continue to monitor this interest and both report and participate in its evolution. We believe this trend, coupled with the Panama Canal expansion, which will bring large Panamax ships to our front door, will increase Asian commerce, trade, investment and employment throughout our region.

Additionally, technological advancements, international finance and entrepreneurial endeavors will provide substantial opportunities for job growth in Miami. The introduction of innovative ideas combined with a well-educated labor force will generate a flow of capital investments to our magical city. We at ISG look forward to witness this exciting time.

We hope you find our ISG World Miami Report 2015 useful and informative.

Thank you for your continued interest.

Sincerely,

Craig Studnicky
ISG Principal

Philip Spiegelman
ISG Principal

Micheal Ambrosio
ISG President

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ON THE GROUND

MIAMI ON THE RISE

THE WEALTH REPORT 2014

In 2015, Miami moved up in rank to #6 for the world's most important cities to ultra high-net worth individuals.

The Wealth Report, which is issued annually by London-based real estate consultancy Knight Frank, also predicts that Miami will remain in the top 10 for at least the next decade.

Top 10 Cities that Matter to UHNWIs - 2015 Global Survey

- | | |
|--------------|-----------------|
| 1. London | 6. Miami |
| 2. New York | 7. Paris |
| 3. Hong Kong | 8. Dubai |
| 4. Singapore | 9. Beijing |
| 5. Shanghai | 10. Zürich |



“Miami continues to move up in rankings because ultra high-net-worth individuals want to live there.”

Source: Knight Frank

FACTORS THAT MOVED MIAMI UP IN RANKS?

ECONOMIC ACTIVITY

QUALITY OF LIFE

KNOWLEDGE & INFLUENCE

POLITICAL POWER

ECONOMIC ACTIVITY

Miami is poised for a prosperous future economic output and increased market activity. The city is known as the “Gateway to the Americas” and is home to a number of Fortune 500 companies and international businesses.

QUALITY OF LIFE

The city has an array of cultural and leisure options, as well as its famous climate and beaches. Miami has some of the highest air quality in the nation and consistently promotes pedestrian friendly and green initiatives. Additionally, the region provides high personal security, sound political freedom and stability.

KNOWLEDGE & INFLUENCE

Miami has a growing centrality of knowledgeable workers. New education and tech programs have emerged to facilitate a growing tech and start-up scene in the area.

POLITICAL POWER

Miami's international connections and location within the United States, positions it as an influential city of global political thought and opinion. Florida is the 3rd most populated state and is considered a prominent state in decision making during the U.S. presidential elections with its 29 electoral votes.

Sources: Miami Herald
Knight Frank Global Cities Report
The Real Deal

MIAMI'S LIVABILITY FACTORS FOR INTERNATIONAL BUYERS /

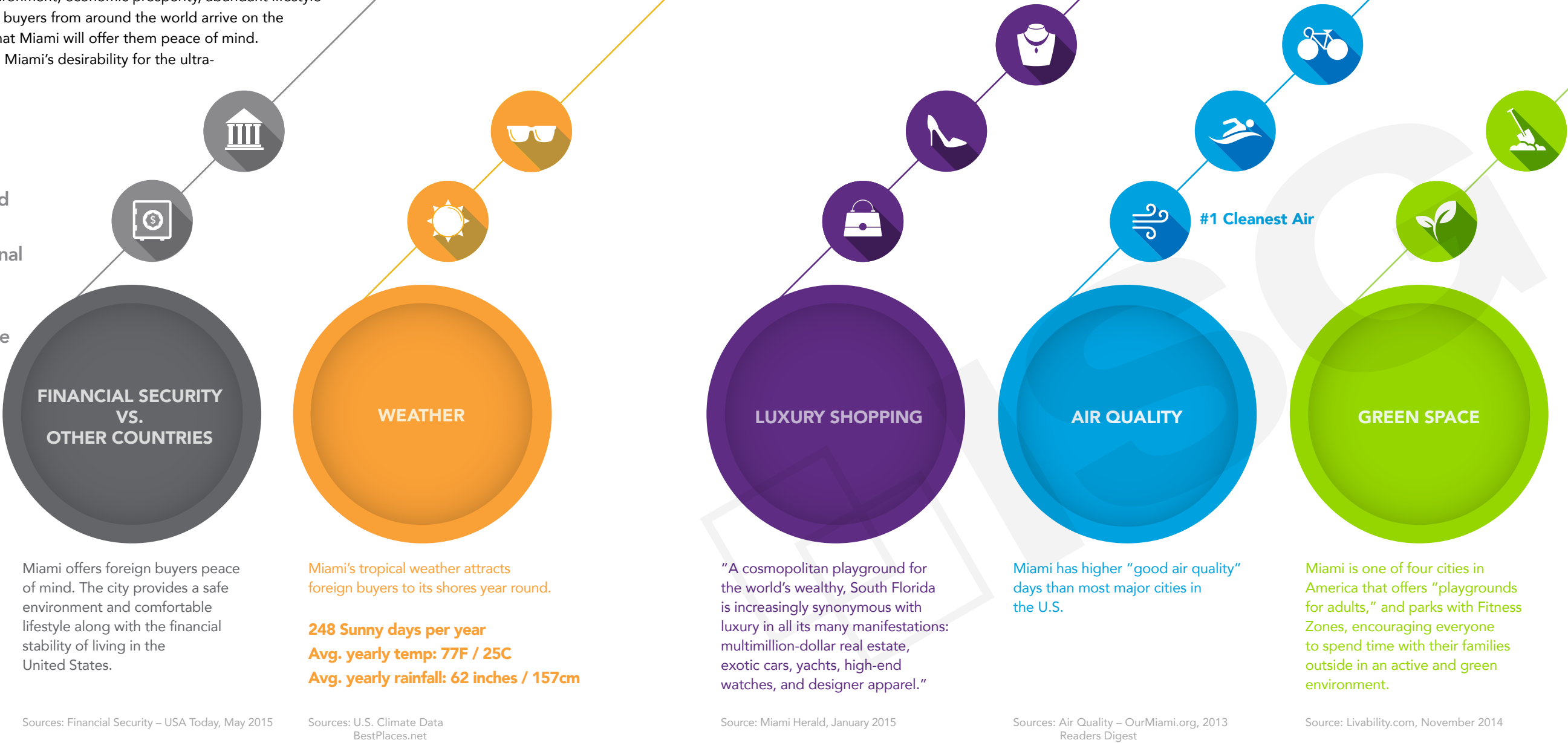
Miami is distinguished by its secure environment, economic prosperity, abundant lifestyle and cultural dynamic. Most importantly, buyers from around the world arrive on the mainland with their families confident that Miami will offer them peace of mind. These livability factors continue to drive Miami's desirability for the ultra-luxury market.

"Aside from the luxurious lifestyle and remarkable weather, financial security and safety is the No. 1 reason as to why we see our international clients buying in Miami. City residents enjoy a stable political and economic climate in addition to the vibrant community and culture."

Liliana Gomez
International Sales Director

Livability noun: liv·abil·i·ty

The quality of life, usually in an urban setting, where the accessibility to needs and services contributes to overall well-being; livable acts.



" [Florida is the No. 1 state for international real estate sales] There's a strong flow of foreign money entering the American real estate market every day, and especially [through] gateway cities like Miami."

- Daily Business Review, July 2015

Top 10 States for International Real Estate Sales

- | | |
|---------------|---------------|
| 1. Florida | 6. New York |
| 2. California | 7. Illinois |
| 3. Texas | 8. Washington |
| 4. Arizona | 9. Michigan |
| 5. New Jersey | 10. Hawaii |

Source: Daily Business Review, National Association of Realtors

INVESTMENT – A MILLIONAIRE’S GLOBAL PERSPECTIVE /

MIAMI VS KNIGHT FRANK’S TOP 10 GLOBAL CITIES

TOTAL SQ.FT. \$5 MILLION DOLLARS WILL BUY



AVERAGE PSF ON A \$5 MILLION DOLLAR CONDOMINIUM



Top 10 Cities that Matter to UHNWIs - 2015 Global Survey

1. London

2. New York

3. Hong Kong

4. Singapore

5. Shanghai
6. Miami

7. Paris

8. Dubai

9. Beijing

10. Zürich

WHAT DOES \$5 MILLION DOLLARS BUY IN THE LUXURY CONDOMINIUM MARKET OF MIAMI



Shanghai
3,800 SQ.FT.

Zürich
3,500 SQ.FT.

Beijing
3,500 SQ.FT.

Dubai
3,200 SQ.FT.

Paris
3,000 SQ.FT.

New York
2,500 SQ.FT.

Singapore
2,100 SQ.FT.

Hong Kong
2,000 SQ.FT.

London
1,200 SQ.FT.



Sources: Knight Frank Wealth Report
Forbes, June 2014,
Business Insider, March 2014

Sources: Knight Frank Wealth Report
Sotheby's International Realty - NY
LuxuryRealEstate.com

MIAMI REACHING NEW HEIGHTS /

A historical trend and illustration of Miami’s famed skyscrapers.

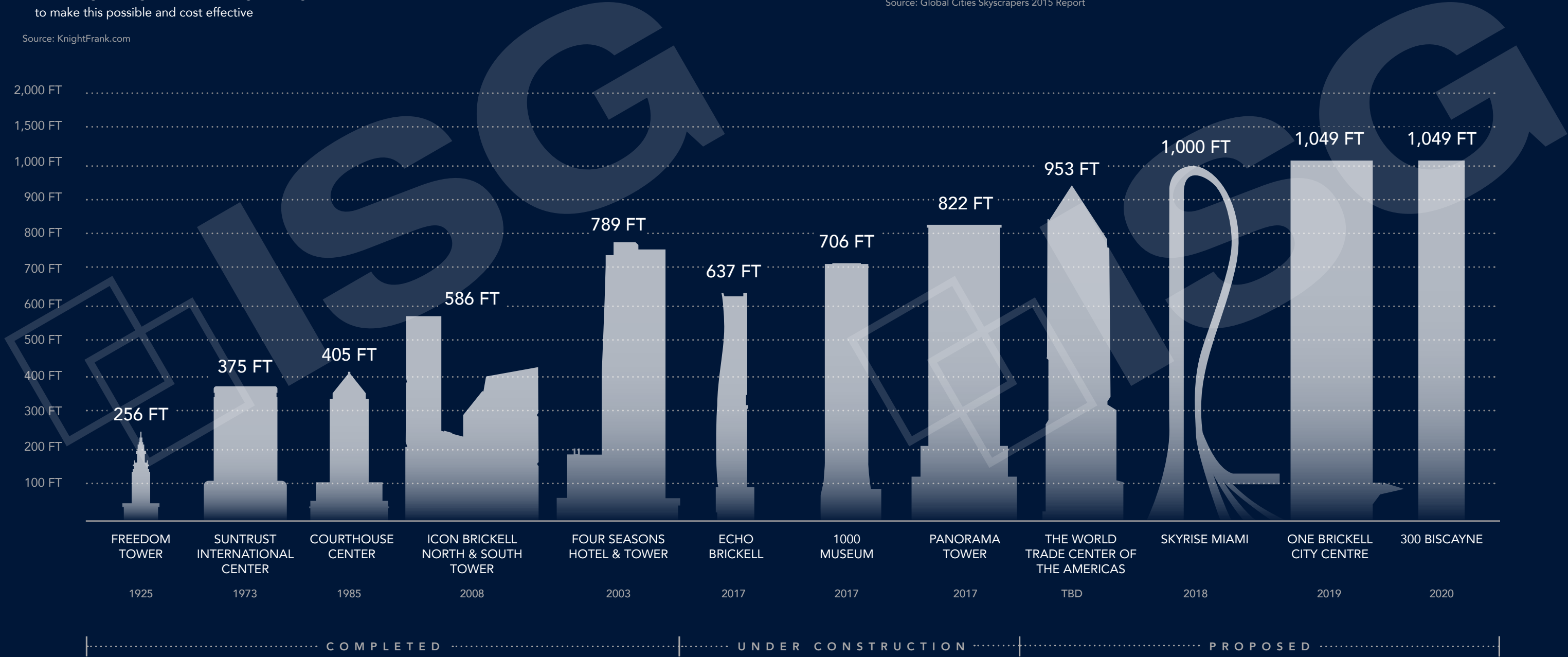
BENEFITS OF SKYSCRAPERS FOR A GLOBAL CITY:

- Reduced sprawl and increase in eco-commuting like jogging or cycling
- As buildings rise higher, new technologies emerge to make this possible and cost effective
- Building offices and homes skywards frees up the ground floor for markets and cultural events that improve quality of life

Source: KnightFrank.com

“ Skyscrapers offer a means of delivering large swathes of homes and business space in response to rapid economic and population growth.”

Source: Global Cities Skyscrapers 2015 Report



Source: Emporis.com

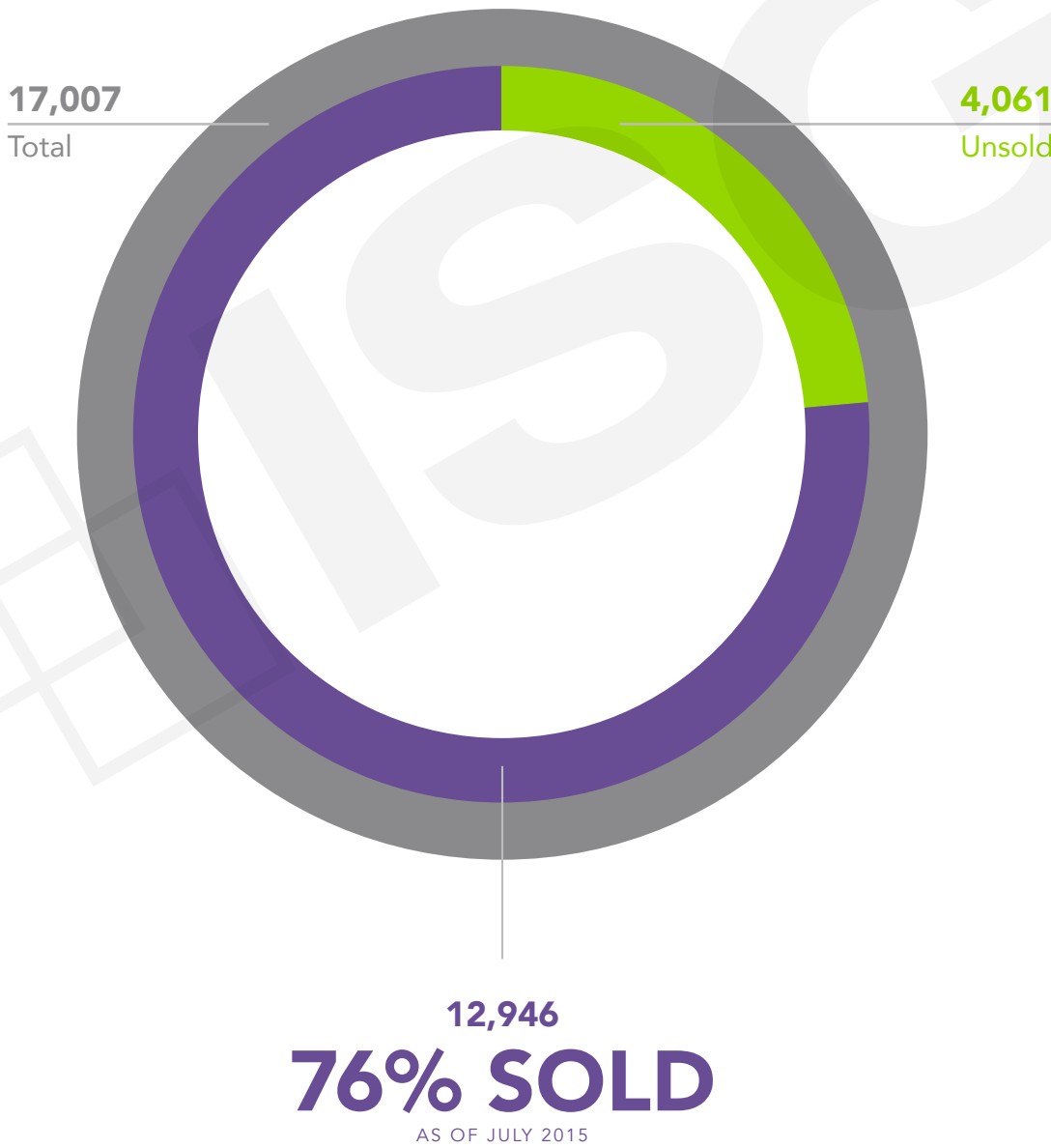


**NEW
CONSTRUCTION**

NEW CONSTRUCTION SUMMARY /

Total New Construction Condo Units to be built, sold and currently available for sale in Brickell, Biscayne Corridor (Edgewater, Wynwood, Midtown, Design District & Omni)/Downtown Miami, The Beaches (South Beach, Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale, Hollywood Beach) Aventura, North Miami Beach, Coconut Grove & Key Biscayne Since Mid 2011

■ PROJECT UNITS TOTAL ■ DEVELOPER UNITS SOLD ■ DEVELOPER UNITS UNSOLD



NEW CONSTRUCTION SUMMARY /

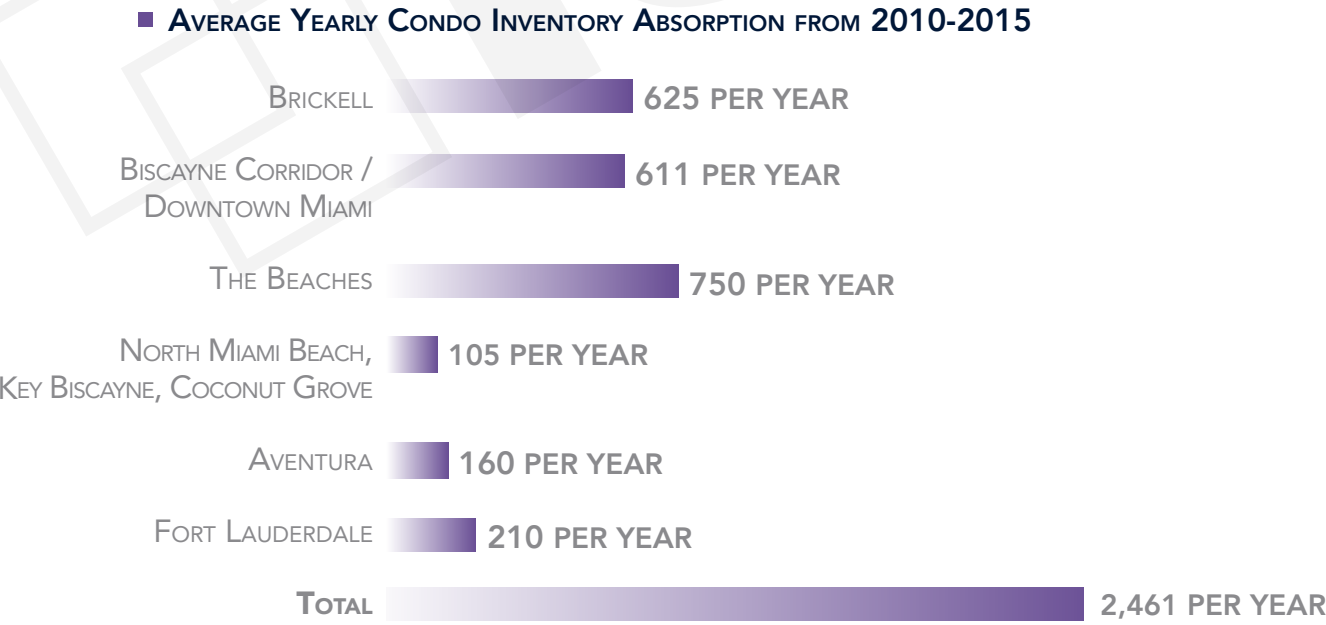
TOTAL NEW CONSTRUCTION CONDOMINIUM DEVELOPMENTS EAST OF 95 AND AVAILABLE FOR SALE SINCE MID 2011 CONSTRUCTION STATUS ANALYSIS

Status	Total Buildings	Total Units	Total Sold	% Sold	Total Unsold
Delivered	21	3,055	2,982	98%	73
Under Construction	49	9,367	7,800	83%	1,567
Pre-Construction	26	4,585	2,164	47%	2,421
Totals	96	17,007	12,946	76%	4,061

5 YEAR ANNUAL ABSORPTION ANALYSIS /

For Condos built from 2010 - 2015

Submarkets consist of Brickell, Biscayne Corridor (Edgewater, Midtown, Design District & Omni)/Downtown Miami, The Beaches, (South Beach, Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale & Hollywood Beach), Fort Lauderdale, Aventura, North Miami Beach, Coconut Grove & Key Biscayne.



Sources: Integrated Realty Information System (Iris); Miami-Dade & Broward County Property Appraiser and Multiple Listing Service (MLS)

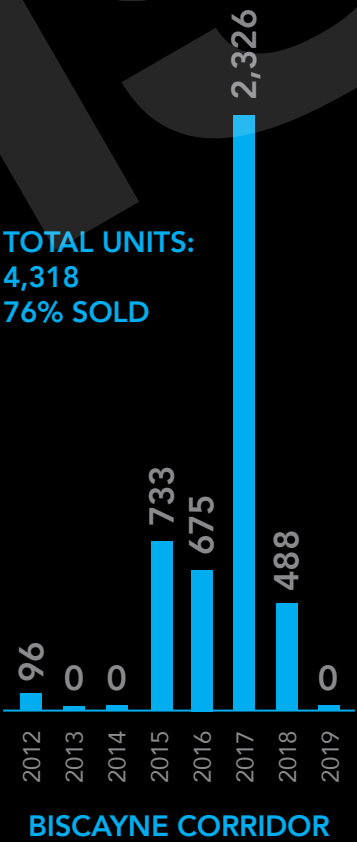
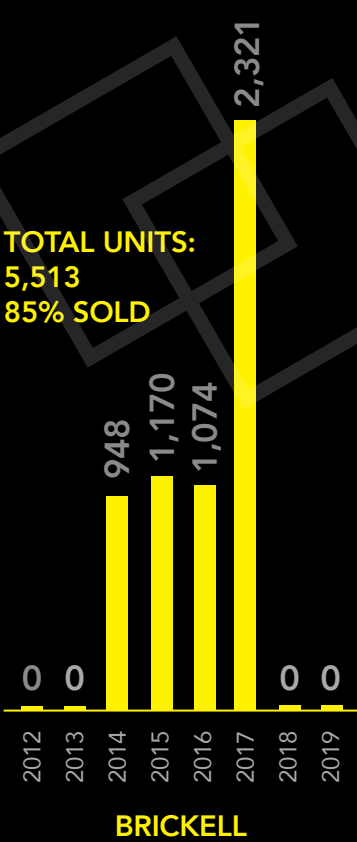
MIAMI'S PRE-CONSTRUCTION DEVELOPMENT CYCLE

ISG World® takes a comprehensive look into a high-rise condominium's development cycle – from inception to completion. Based on previous project cycles, this section outlines the typical 2-3 year process each project must experience before a final product is delivered to the market place.

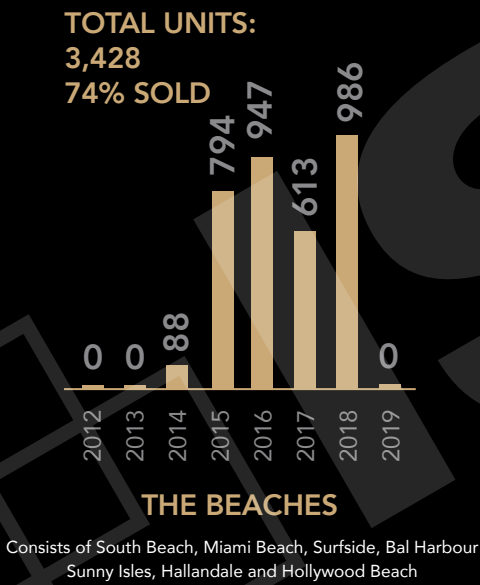
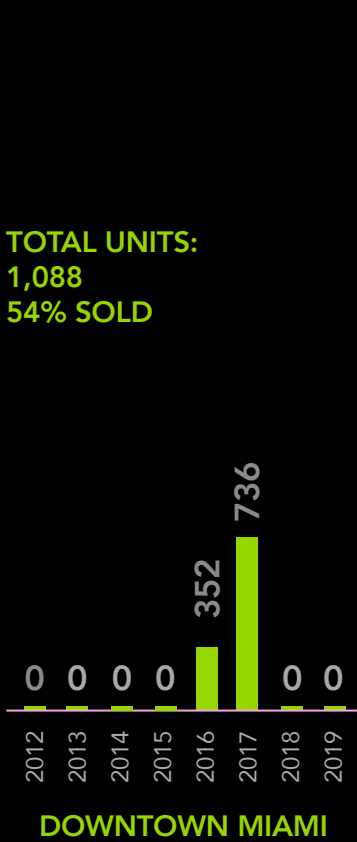


NEW CONSTRUCTION INVENTORY COMPLETION TIMELINE (ACTIVE BUILDINGS)

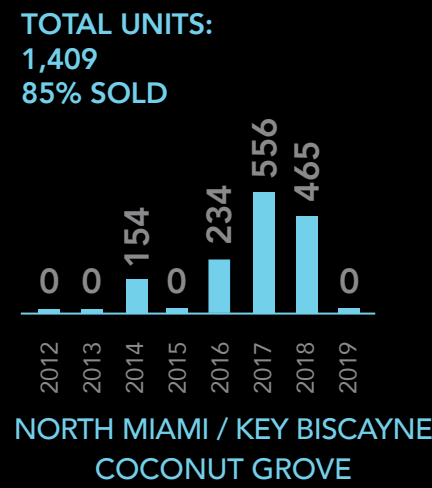
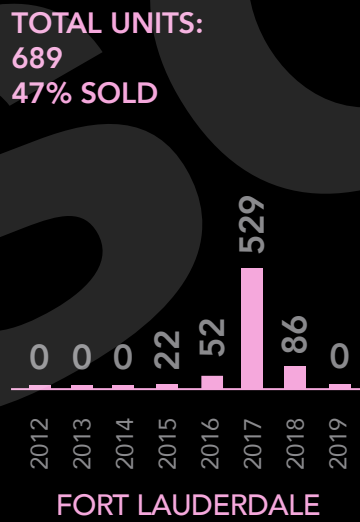
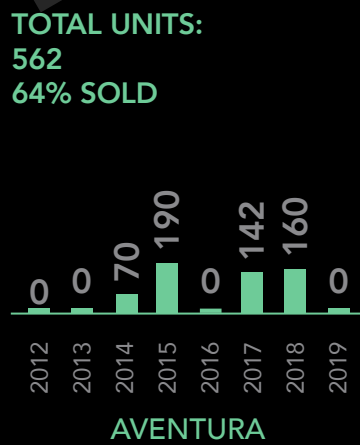
2012 - 2019 by Submarket



Consists of Wynwood, Design District, Edgewater, Midtown & Omni

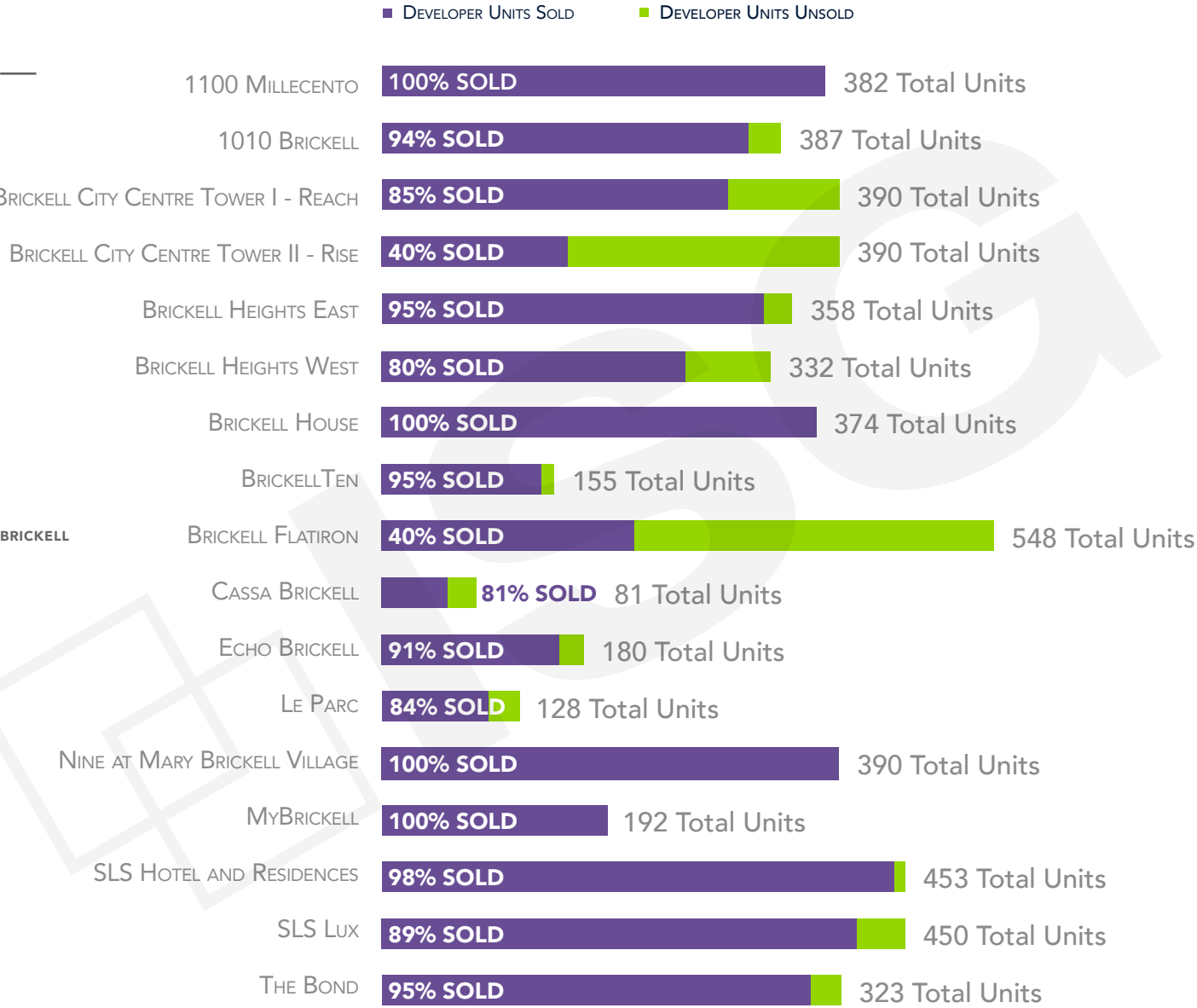


Consists of South Beach, Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale and Hollywood Beach



BRICKELL

Total New Construction Condo Units Available for Sale since Mid 2011

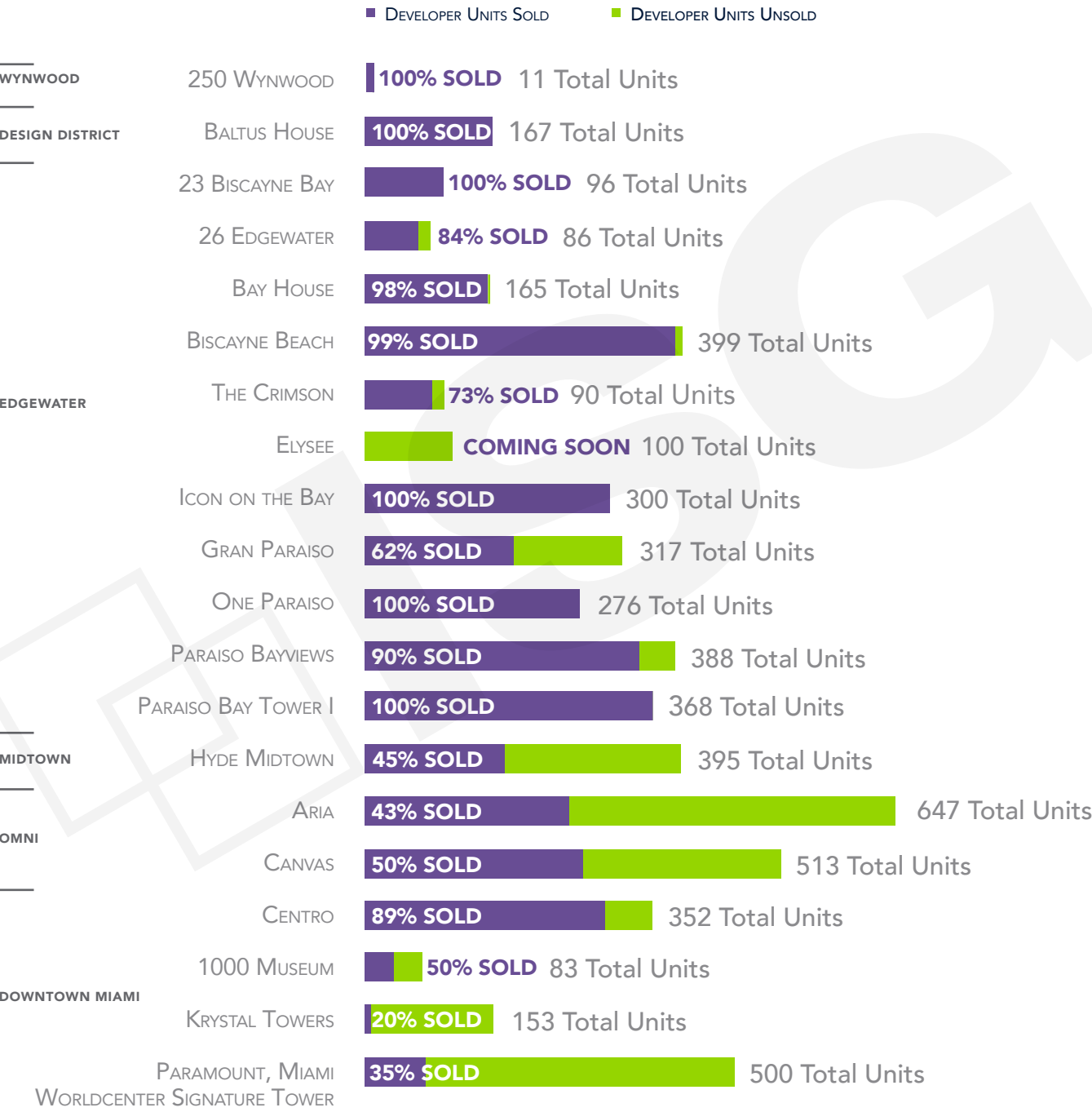


*THE EDGE ON BRICKELL CANCELLED - REMOVED FROM NUMBERS

5,513 Units total / 4,676 Units Sold / 837 Unsold
AVG. ABSORPTION: 625 UNITS ANNUALLY OVER THE LAST 5 YEARS

BISCAYNE CORRIDOR / DOWNTOWN MIAMI

Biscayne Corridor consists of Wynwood, Design District, Edgewater, Midtown & Omni
Total New Construction Condo Units Available for Sale since Mid 2011



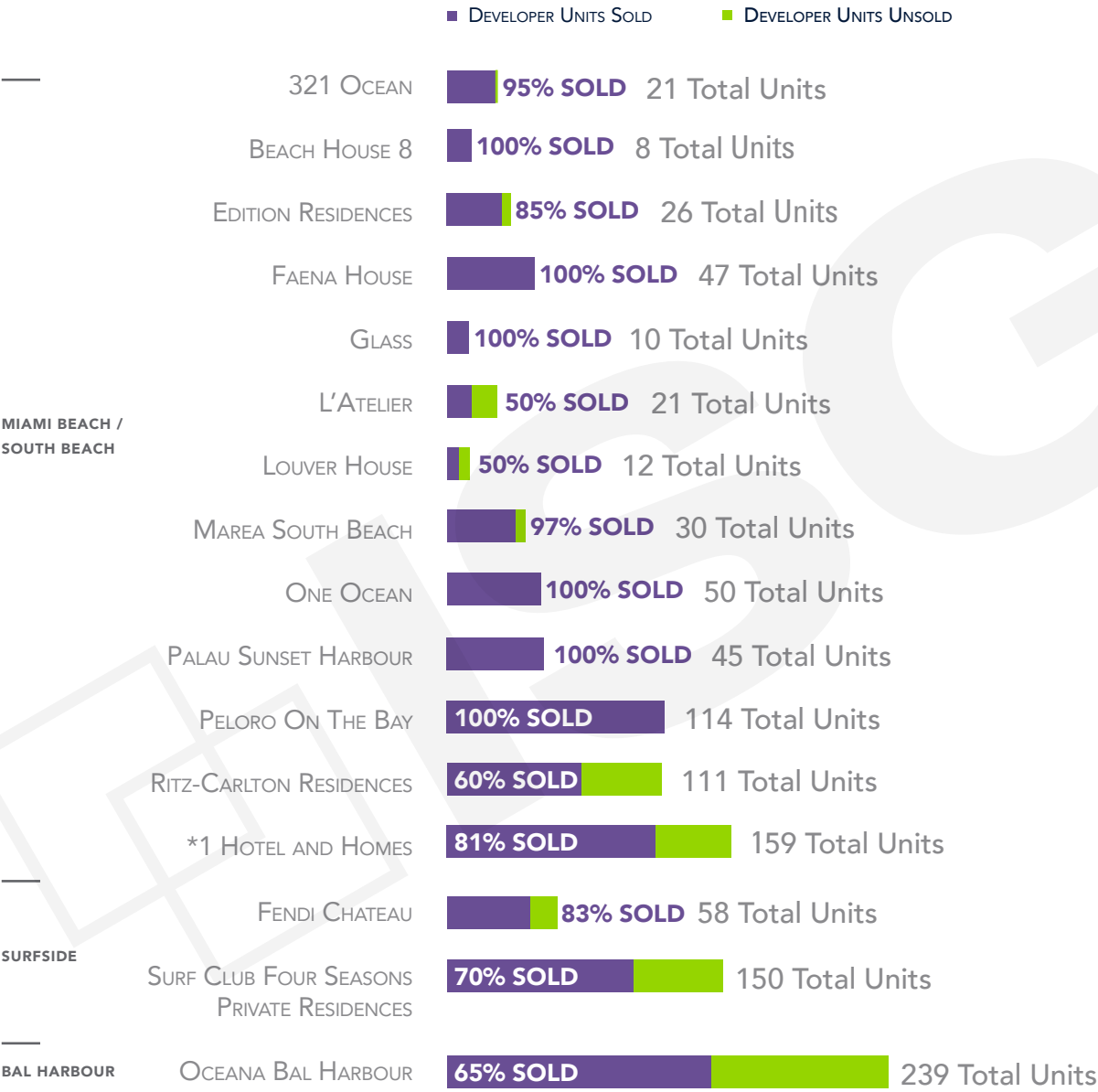
Biscayne Corridor: 4,318 Units Total / 3,276 Units Sold / 1,042 Unsold
Downtown Miami: 1,088 Units Total / 586 Units Sold / 502 Unsold
AVG. ABSORPTION: 611 UNITS ANNUALLY OVER THE LAST 5 YEARS



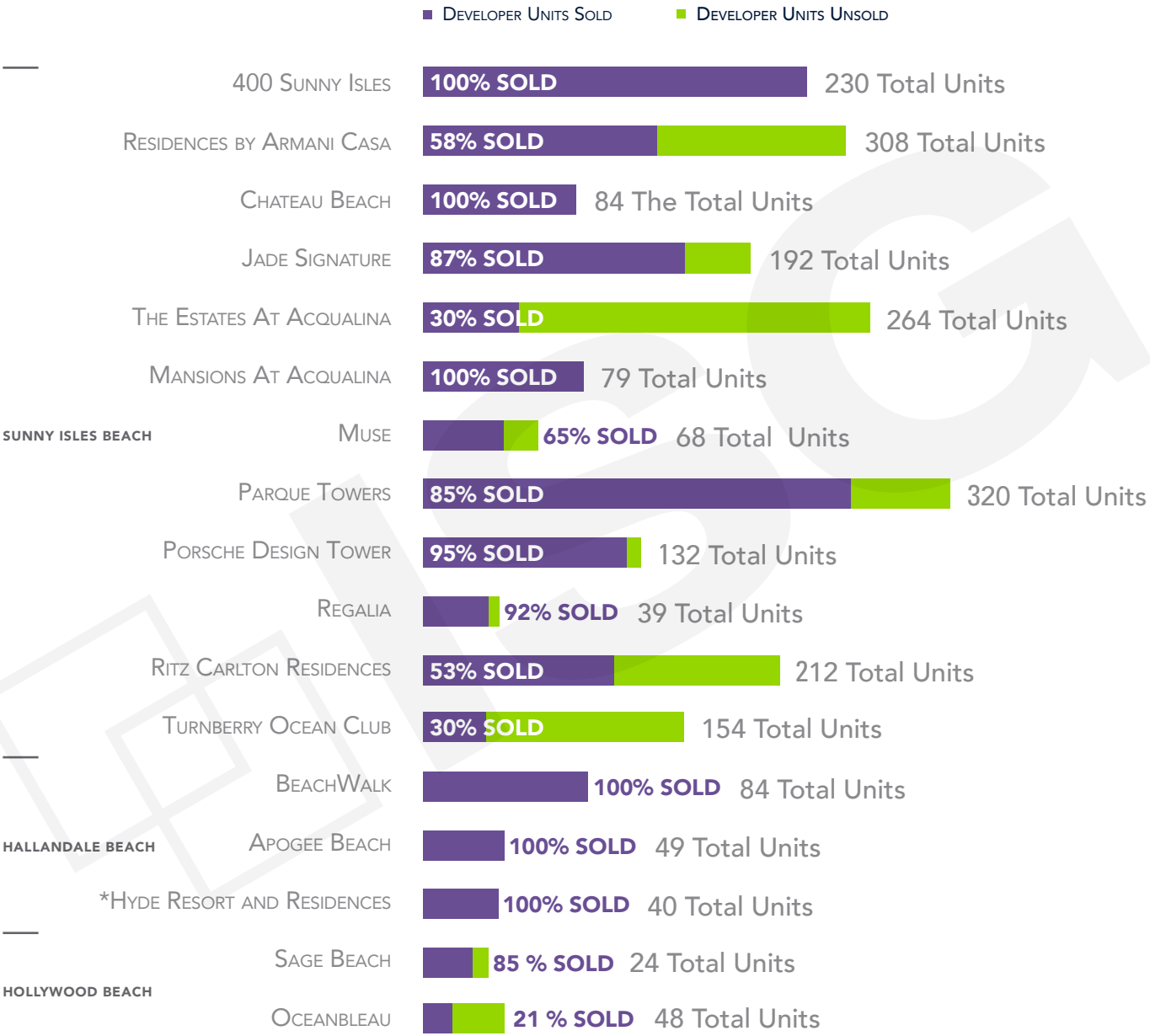
THE BEACHES /



Consists of South Beach, Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale and Hollywood Beach
Condo Units Available for Sale since Mid 2011



*STANDING INVENTORY FROM LAST CYCLE
THE BATH CLUB ESTATES CANCELED - REMOVED FROM NUMBERS

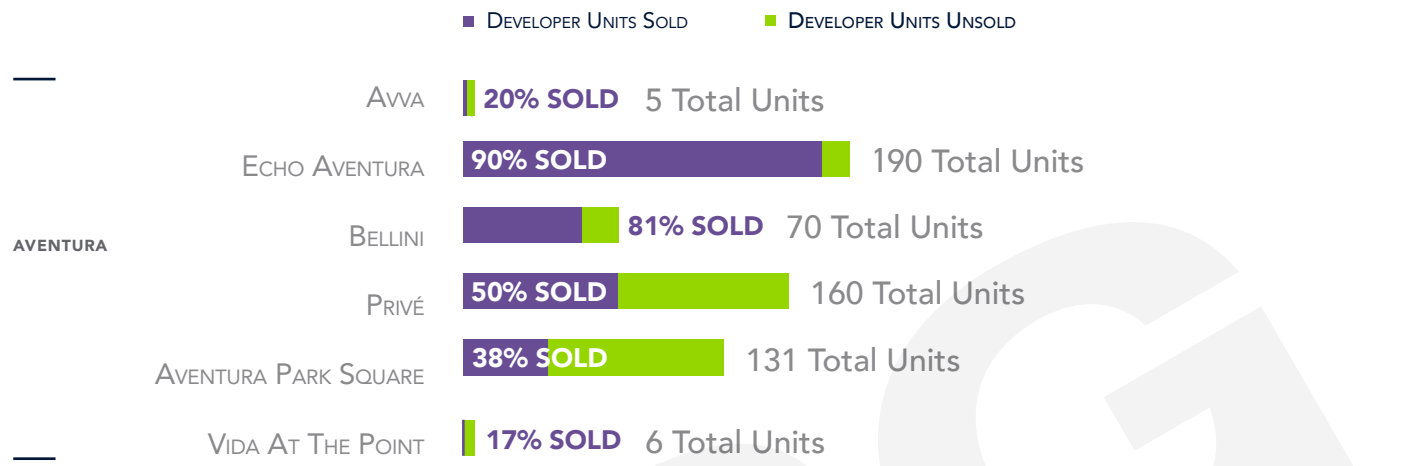


*CONDO RESIDENCES ONLY

3,428 Units total / 2,523 Units Sold / 905 Unsold
AVG. ABSORPTION: 750 UNITS ANNUALLY OVER THE LAST 5 YEARS

AVENTURA /

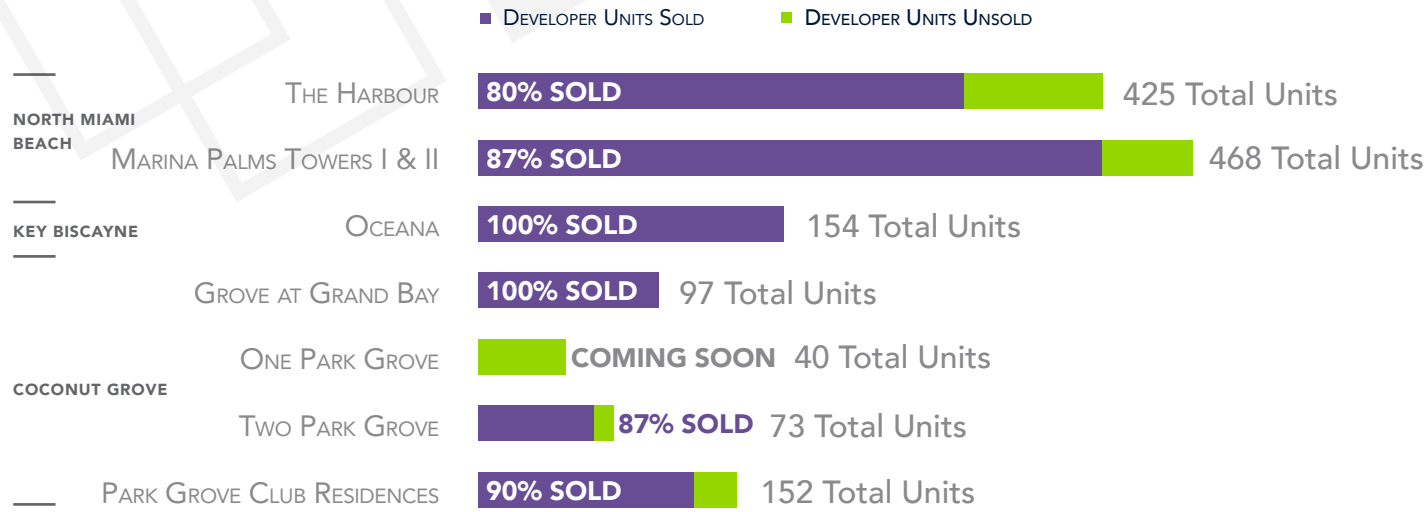
Total New Construction Condo Units Available for Sale since Mid 2011



562 Units total / 359 Units Sold / 203 Unsold
AVG. ABSORPTION: 160 UNITS ANNUALLY OVER THE LAST 5 YEARS

NORTH MIAMI BEACH, KEY BISCAYNE & COCONUT GROVE /

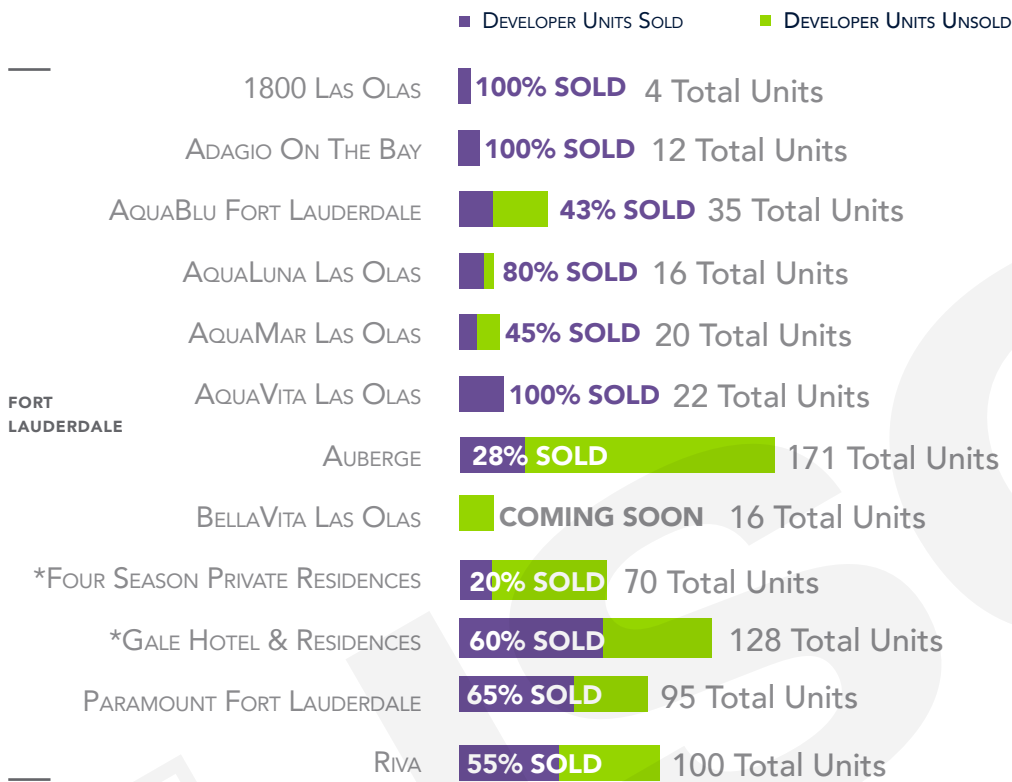
Total New Construction Condo Units Available for Sale since Mid 2011



1,409 Units total / 1,198 Units Sold / 211 Unsold
AVG. ABSORPTION: 105 UNITS ANNUALLY OVER THE LAST 5 YEARS

FORT LAUDERDALE /

Total New Construction Condo Units Available for Sale since Mid 2011



*Hotel Units Not Included
PRIVAGE cancelled - removed from numbers
689 Units total / 327 Units Sold / 362 Unsold
AVG. ABSORPTION: 210 UNITS ANNUALLY OVER THE LAST 5 YEARS





NEW CONSTRUCTION % SOLD SUMMARY BY SUB MARKETS /

- 100% SOLD
- 75% - 99% SOLD
- 50% - 74% SOLD
- UNDER 50% SOLD

FORT LAUDERDALE **47% SOLD**

HOLLYWOOD BEACH **74% SOLD**

AVENTURA **64% SOLD**

HALLANDALE BEACH **100% SOLD**

SUNNY ISLES BEACH **70% SOLD**

BAL HARBOUR **65% SOLD**

SURFSIDE **74% SOLD**

NORTH MIAMI BEACH **84% SOLD**

MIAMI BEACH / SOUTH BEACH **85% SOLD**

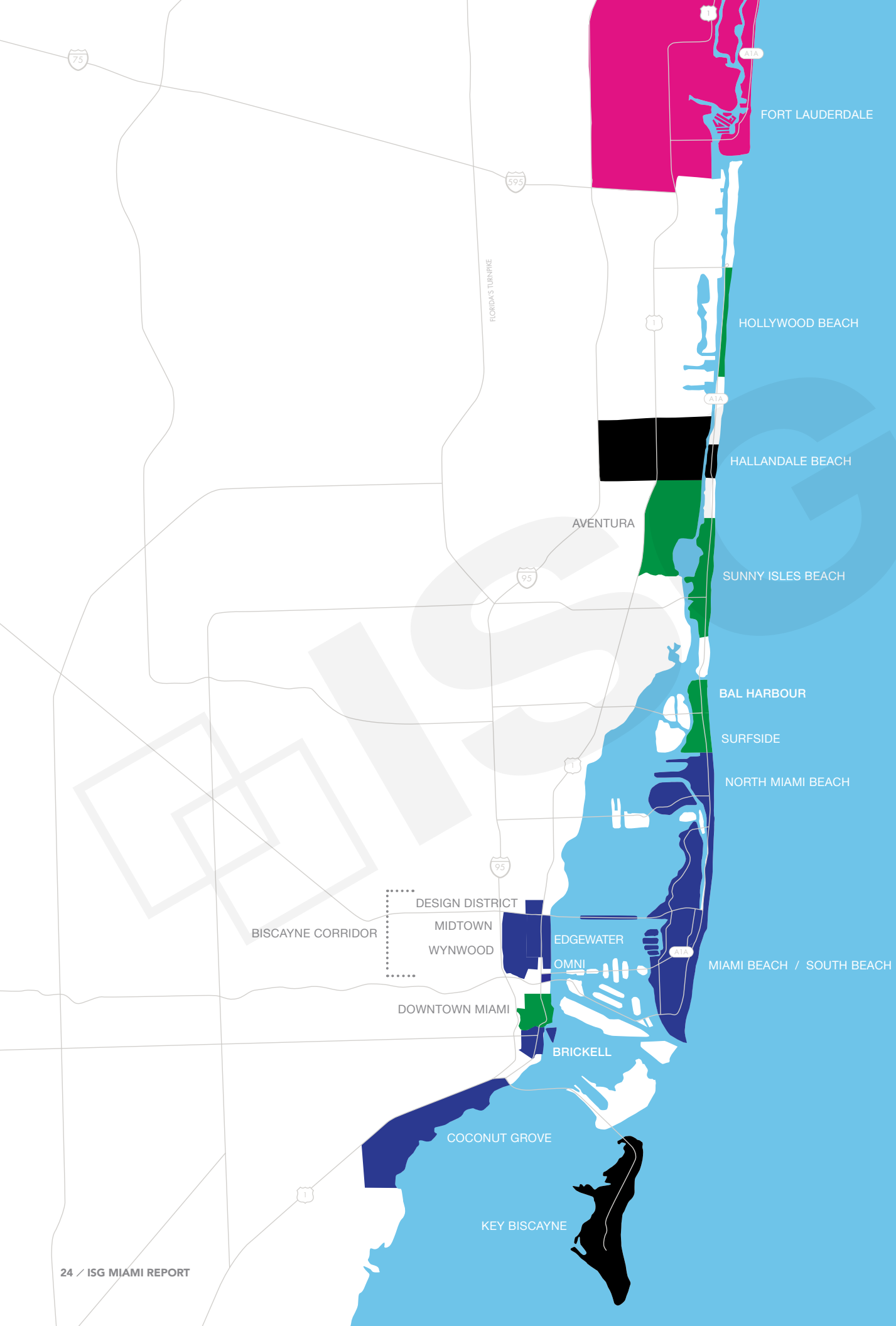
BISCAYNE CORRIDOR **76% SOLD**

DOWNTOWN MIAMI **54% SOLD**

BRICKELL **85% SOLD**

COCONUT GROVE **82% SOLD**

KEY BISCAYNE **100% SOLD**

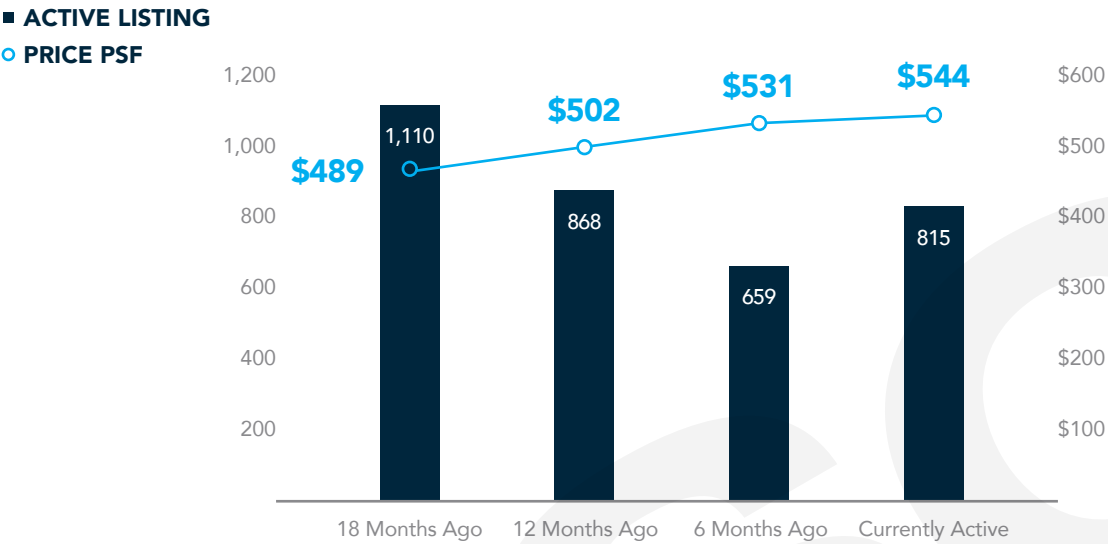




MLS-RESALE
INVENTORY

BRICKELL /

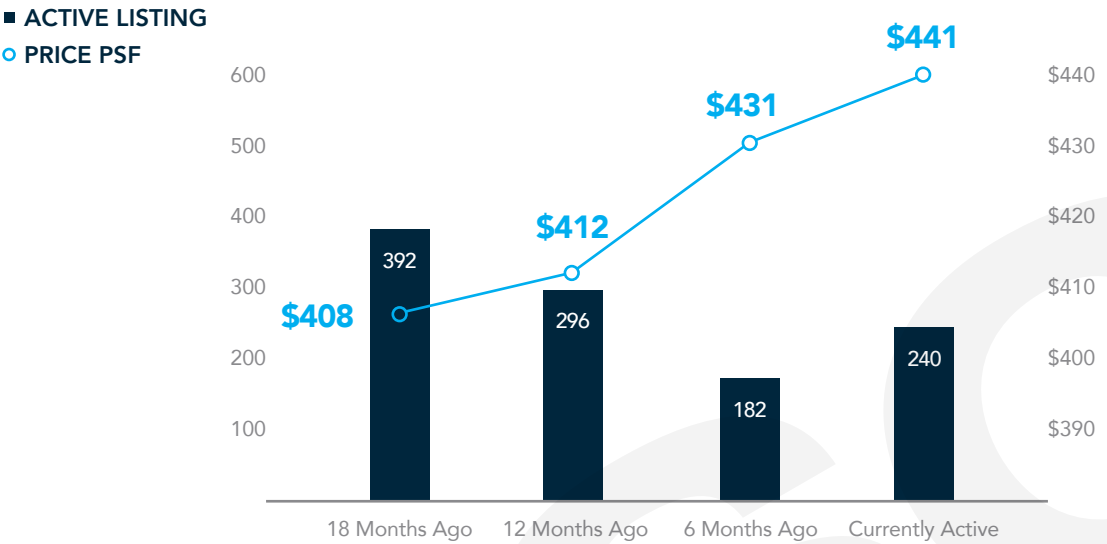
New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active



Source: Multiple Listing Service

AVENTURA /

New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active

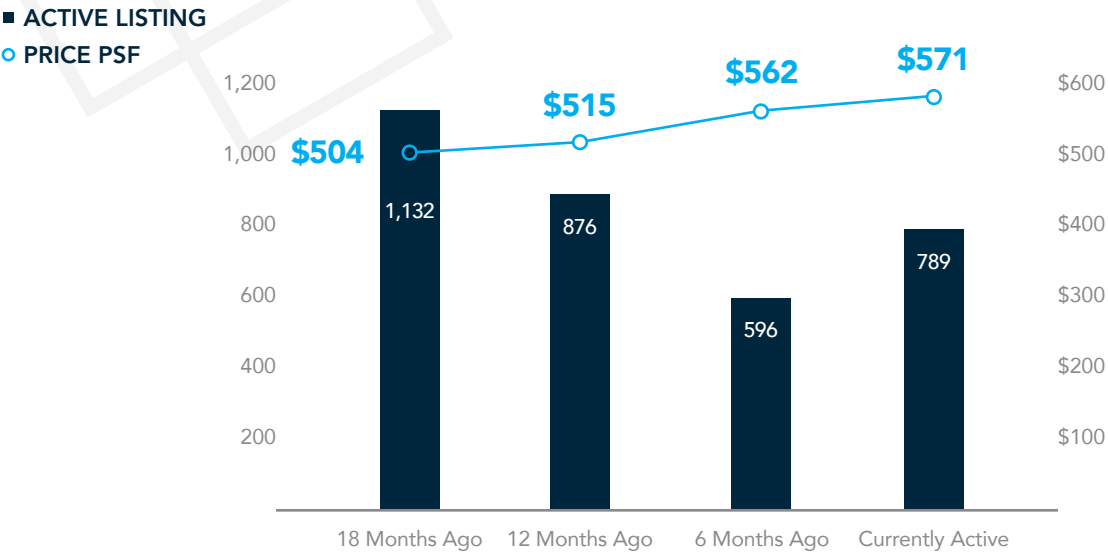


Source: Multiple Listing Service



BISCAYNE CORRIDOR / DOWNTOWN MIAMI

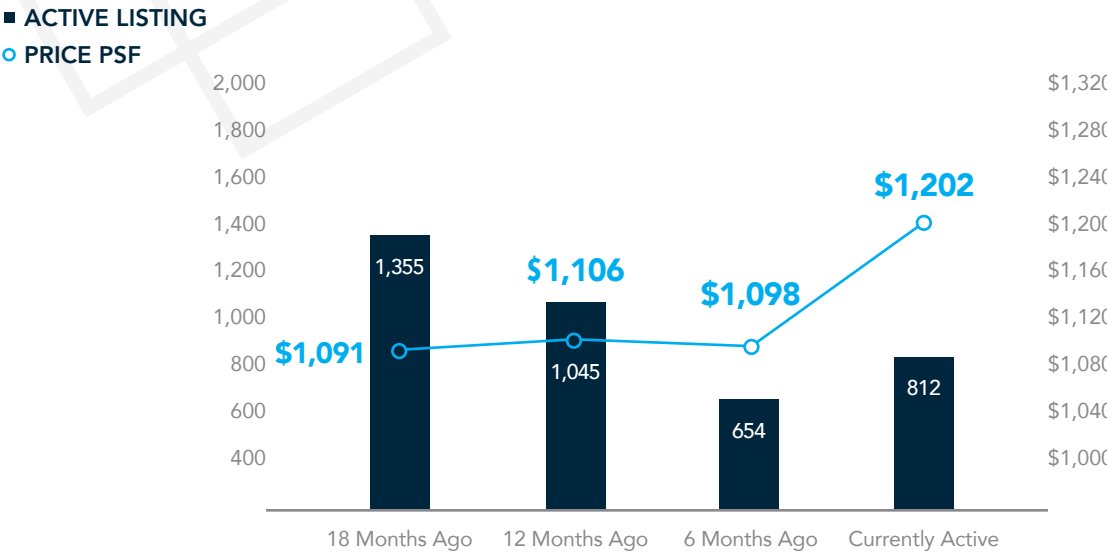
Biscayne Corridor consists of Wynwood, Design District, Edgewater, Midtown & Omni
New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active



Source: Multiple Listing Service

THE BEACHES /

Consist of South Beach/Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale & Hollywood Beach
New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active

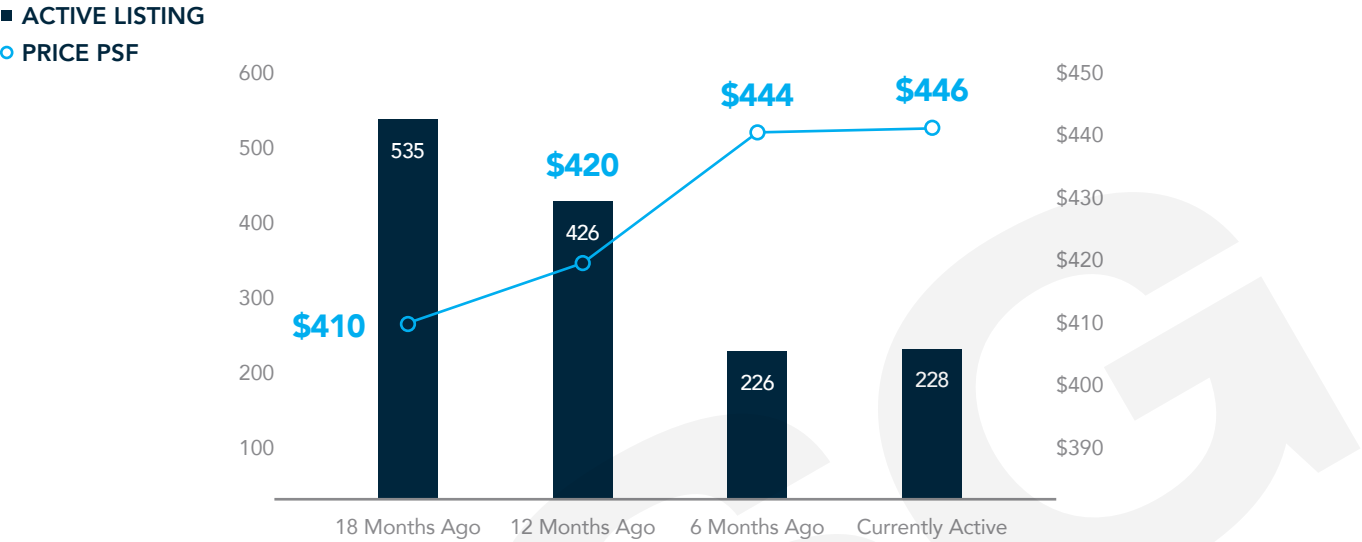


Source: Multiple Listing Service



GREATER FORT LAUDERDALE /

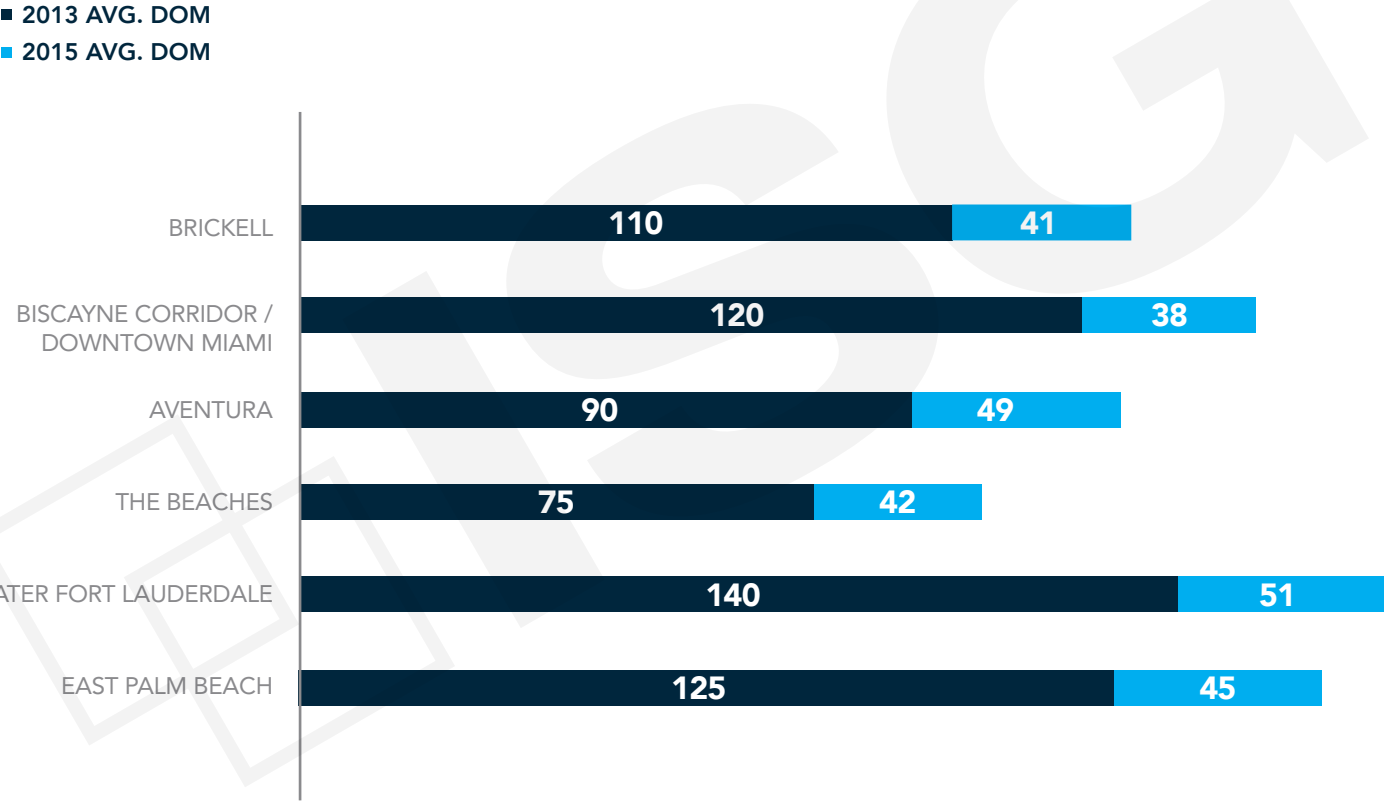
Consists of Sunrise, Plantation and East Fort Lauderdale
New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active



Source: Multiple Listing Service

DAYS ON THE MARKET (DOM) /

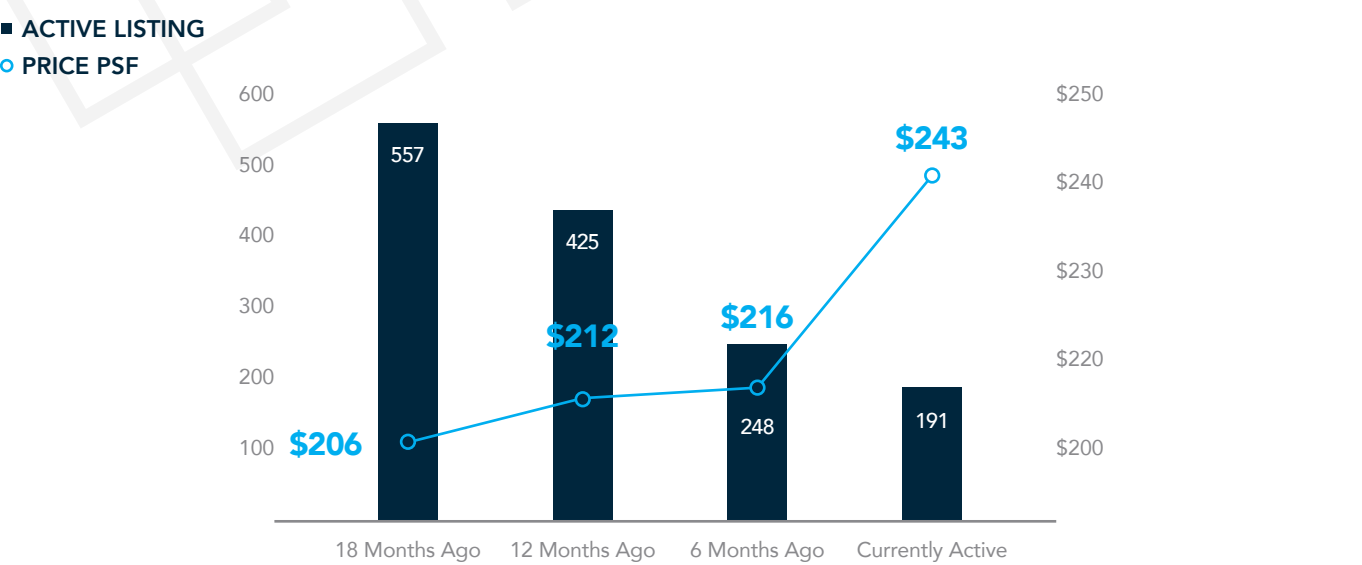
2013 vs 2015 MLS Analysis for Closed Sales
New Condos built since 2006



Source: Multiple Listing Service

EAST PALM BEACH /

Consists of Delray Beach, Boynton Beach and West Palm
New Condos built since 2006 & Available for Sale 18 months Ago, 12 Months Ago, 6 Months Ago, and Currently Active



Source: Multiple Listing Service



RENTAL TRENDS



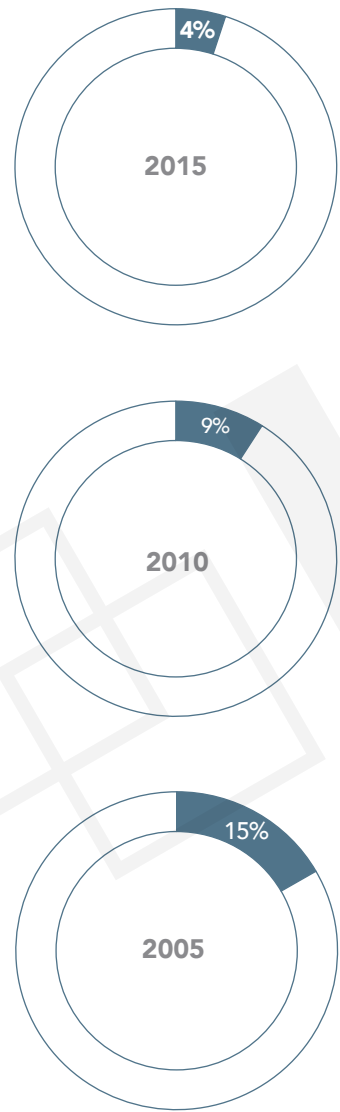
BRICKELL /

JAN 2010 - JULY 2015
New Construction Condos Built Since 2006

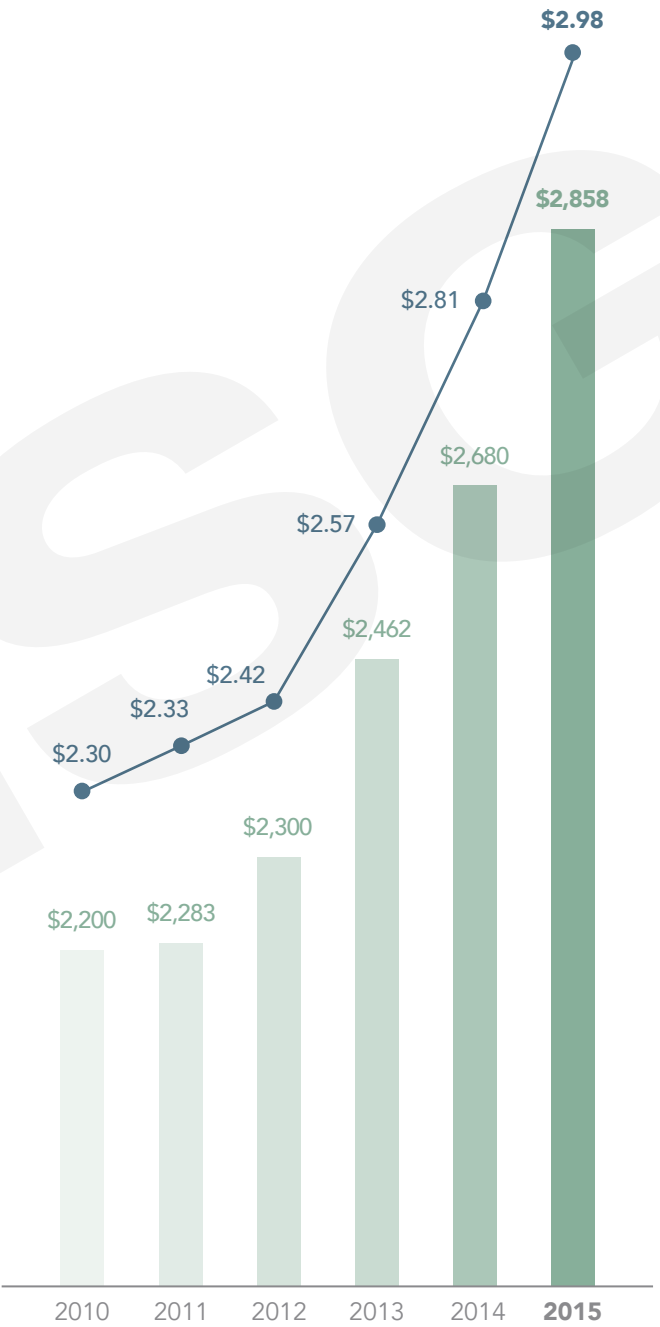
“ We expect Miami home prices to continue to increase in 2015. There is [a] strong demand for both new construction and existing condominiums, so we will continue to see price growth for residential properties in Miami-Dade.”

2015 Residential President of the Miami Association of Realtors
Christopher Zoller

VACANCY RATES HISTORY



○ OCCUPANCY ● VACANCY RATE



■ AVG. PRICE ● AVG. PRICE PSF

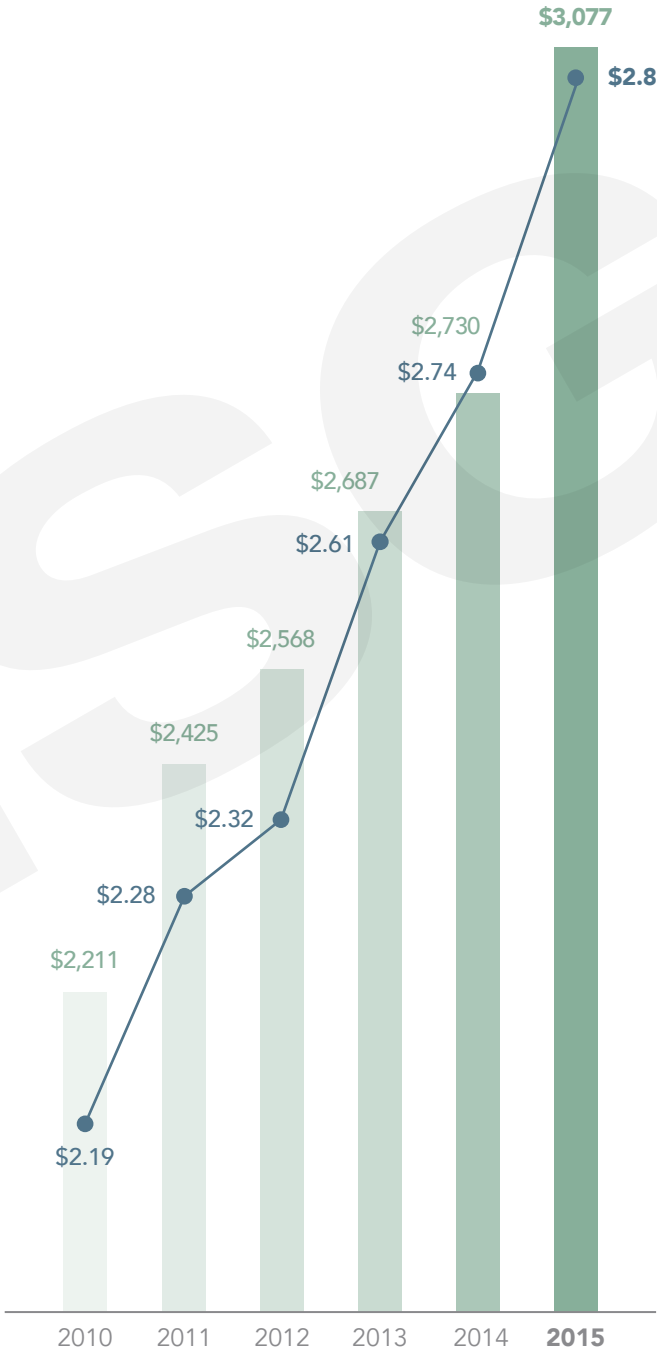
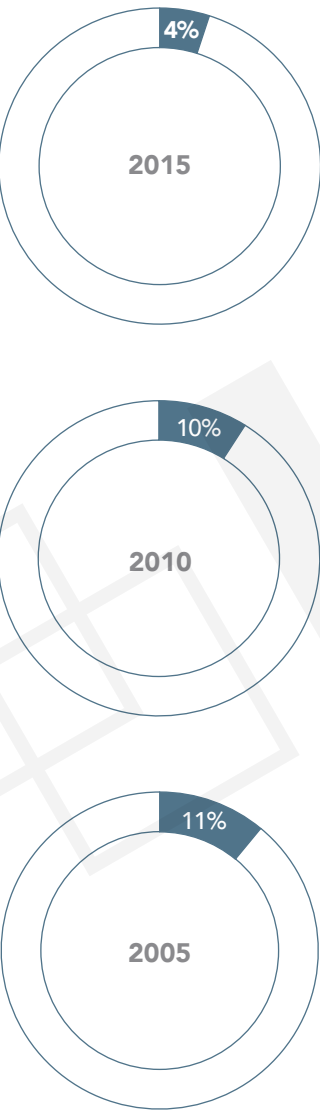
Source: Multiple Listing Service



BISCAYNE CORRIDOR / DOWNTOWN MIAMI

JAN 2010 - JULY 2015
Biscayne Corridor consists of Wynwood, Design District, Edgewater, Midtown & Omni
New Construction Condos Built Since 2006

VACANCY RATES HISTORY



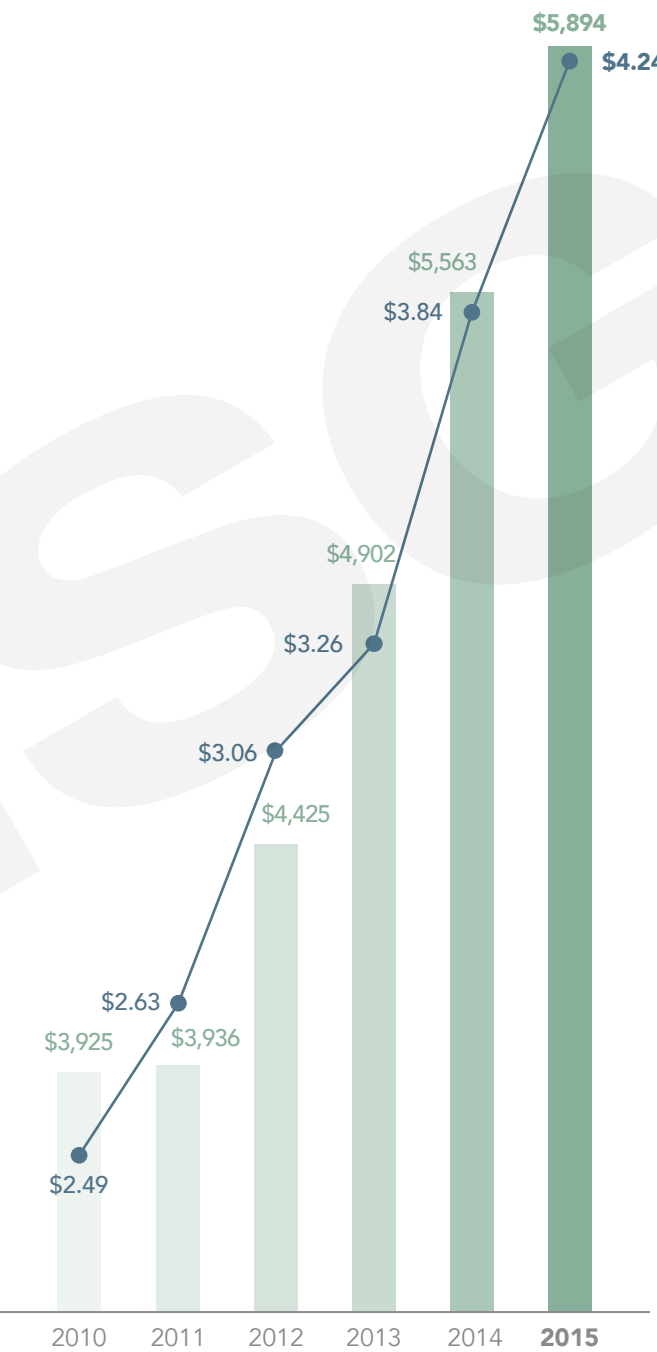
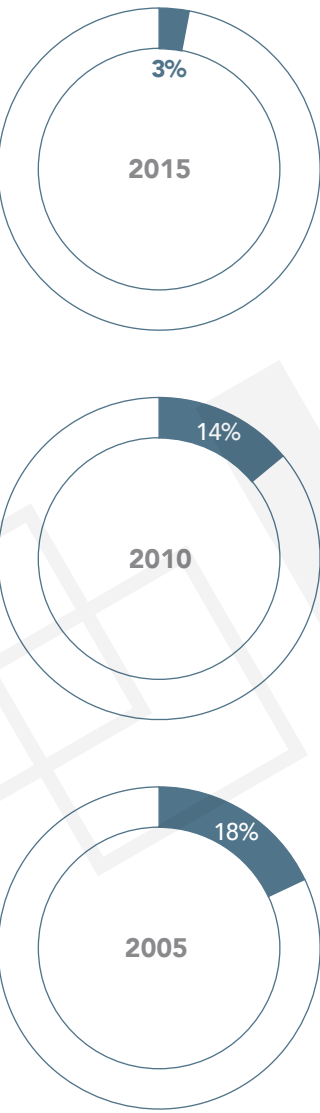
○ OCCUPANCY ● VACANCY RATE ■ AVG. PRICE ◆ AVG. PRICE PSF

Source: Multiple Listing Service

THE BEACHES /

JAN 2010 - JULY 2015
Consists of South Beach, Miami Beach, Surfside, Bal Harbour, Sunny Isles, Hallandale & Hollywood Beach
New Construction Condos Built Since 2006

VACANCY RATES HISTORY



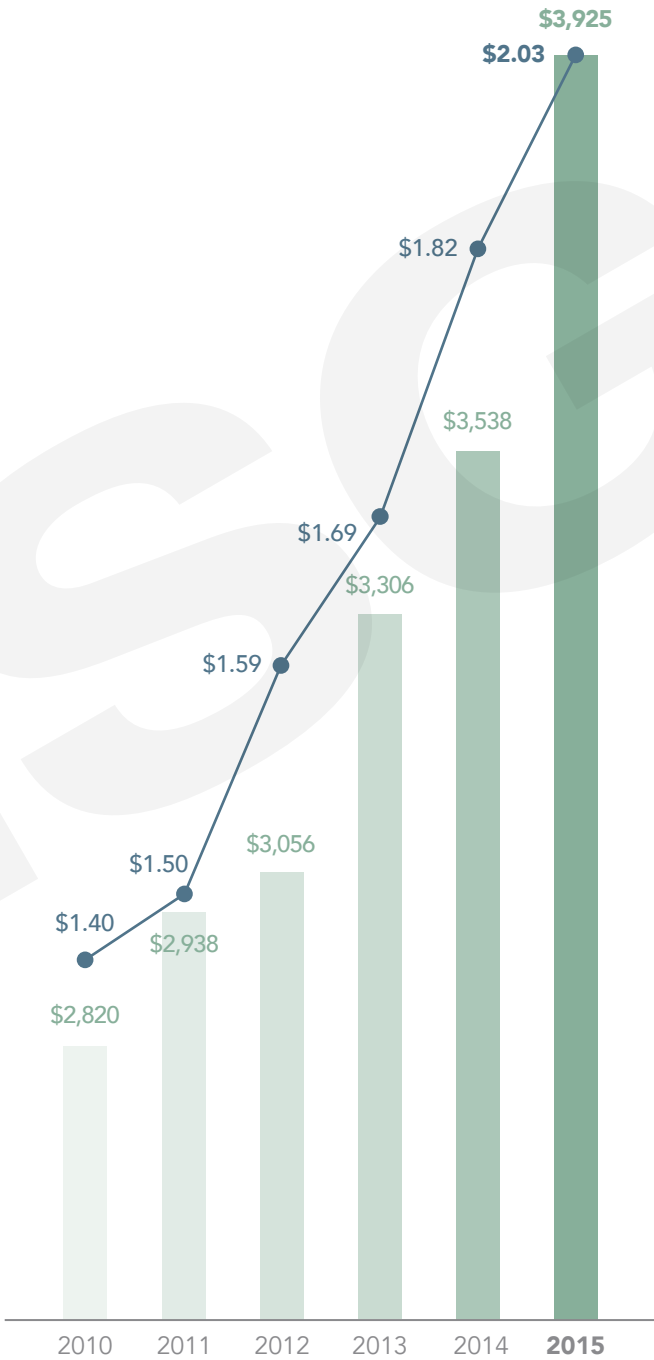
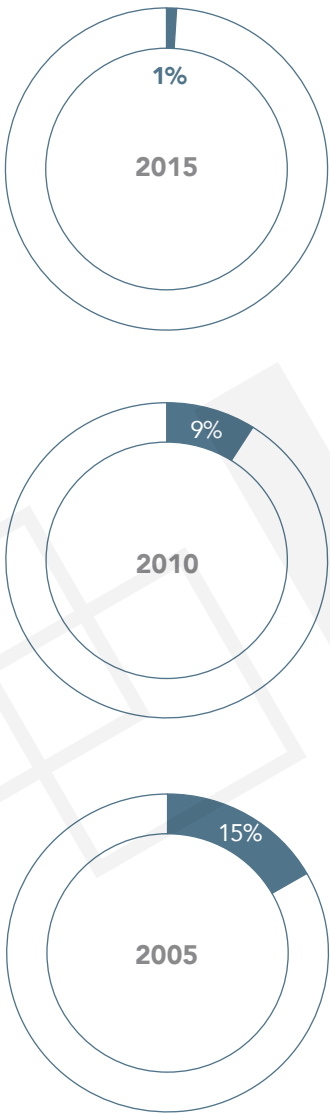
○ OCCUPANCY ● VACANCY RATE ■ AVG. PRICE ◆ AVG. PRICE PSF

Source: Multiple Listing Service

AVENTURA /

JAN 2010 - JULY 2015
New Construction Condos Built Since 2006

VACANCY RATES HISTORY



○ OCCUPANCY ● VACANCY RATE

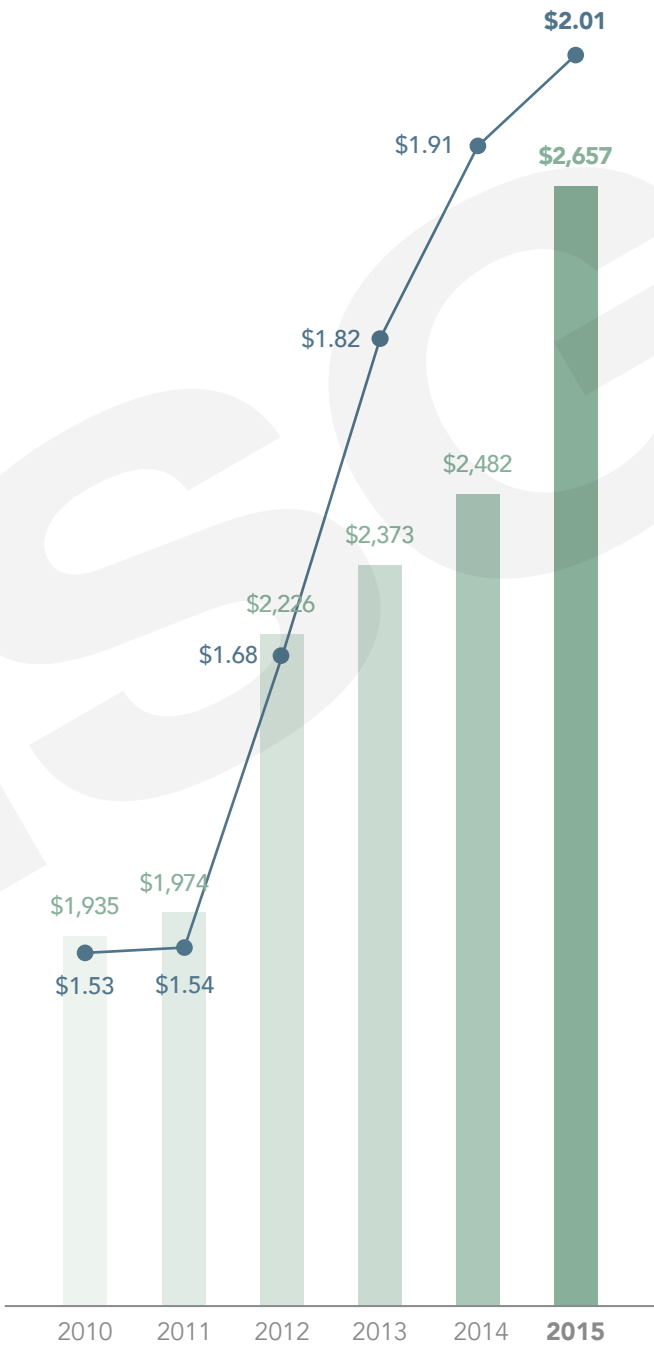
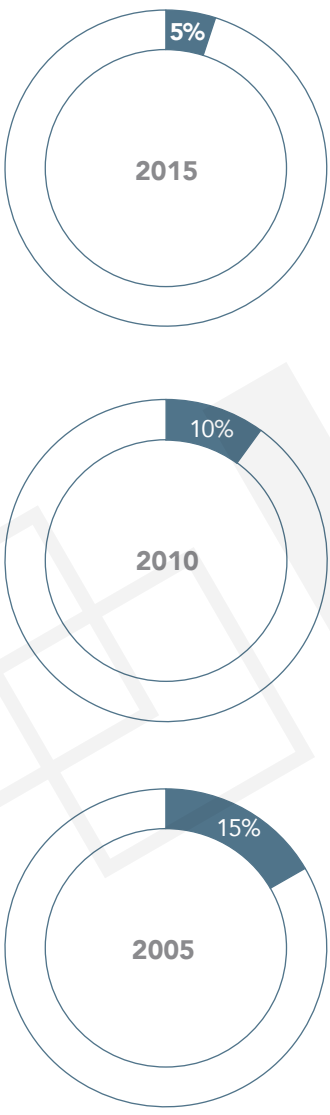
■ AVG. PRICE ◆ AVG. PRICE PSF

Source: Multiple Listing Service

FORT LAUDERDALE /

JAN 2010 - JULY 2015
New Construction Condos Built Since 2006

VACANCY RATES HISTORY



○ OCCUPANCY ● VACANCY RATE

■ AVG. PRICE ◆ AVG. PRICE PSF

Source: Multiple Listing Service



POPULATION /

Florida, once ranked 33rd in U.S. population rankings, has now surpassed New York as the 3rd most populated state. In August of 2015, the United States Census Bureau also released numbers on “Metro Area-to-Metro Area Migration Flows.” Between 2009 and 2013, 22,000 New Yorkers relocated to Miami, the second largest migration flow between America’s largest metro areas.

Source: U.S. Census Bureau

UNITED STATES HOUSE OF REPRESENTATIVES

FLORIDA

27

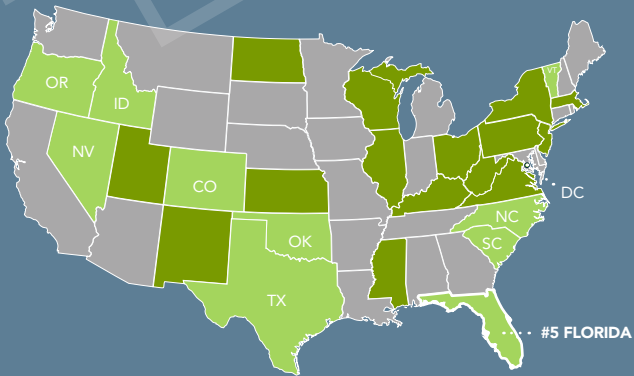
MEMBERS OF THE HOUSE
OF REPRESENTATIVES

CURRENT RANK

- | | |
|-------------------|-------------------|
| 1. California | 53 Members |
| 2. Texas | 36 Members |
| 3. Florida | 27 Members |
| 4. New York | 27 Members |
| 5. Illinois | 18 Members |
| 6. Pennsylvania | 18 Members |

Sources: Govtrack.us, USinfo.about.com

Florida’s population numbers have resulted in the appointment of 27 members in the United States House of Representatives and 29 electoral votes for the state; a strongly influential combination during Presidential elections. Florida’s growing population leads to an increasing precedence in the nation’s politics.



UNITED VAN LINES 2014 NATIONAL MOVERS STUDY

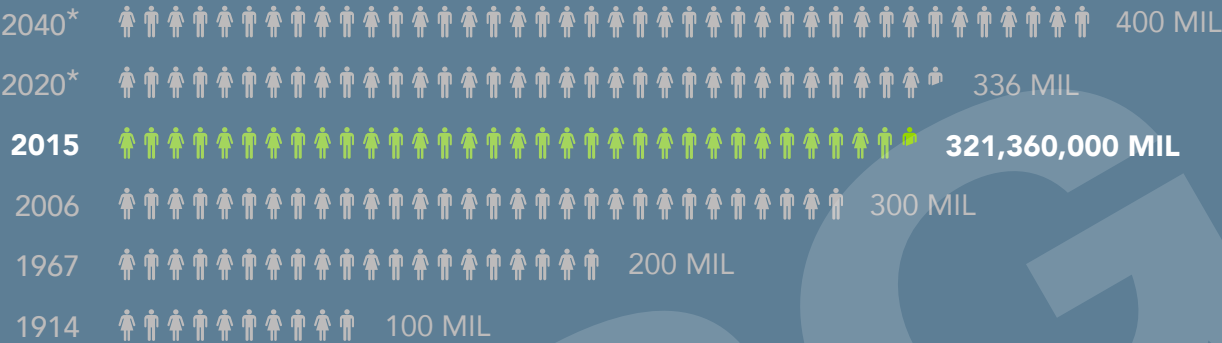
■ BALANCED ■ HIGH OUTBOUND ■ HIGH INBOUND

United Van Lines, a national moving company also produced the United Van Lines’ 38th Annual National Movers Study, which tracked customers’ migration patterns state-to-state in 2014. Florida was No. 5 of the Top Ten “Inbound States” (55 percent or more of moves within the United States were made to Florida).

Source: United Van Lines 2014 National Movers Study

UNITED STATES POPULATION GROWTH


 = 10 MIL

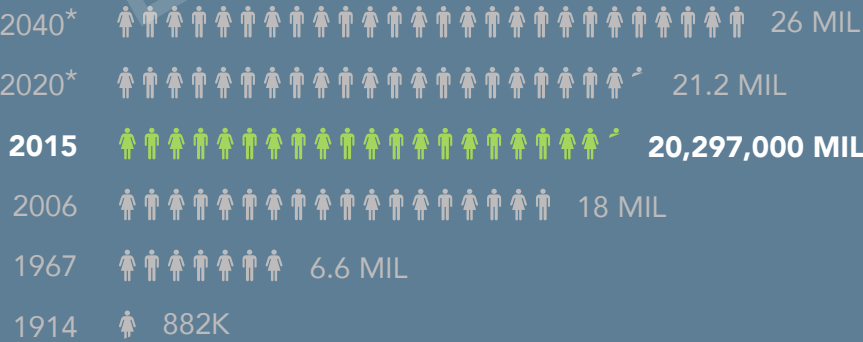


STATE POPULATION GROWTH

1914	1967	2006	2015*	2020*	2040*
1. NEW YORK 5. TEXAS 12. CALIFORNIA 33. FLORIDA	1. NEW YORK 2. CALIFORNIA 6. TEXAS 15. FLORIDA	1. CALIFORNIA 2. TEXAS 3. NEW YORK 4. FLORIDA	1. CALIFORNIA 2. TEXAS 3. FLORIDA 4. NEW YORK	1. CALIFORNIA 2. TEXAS 3. FLORIDA 4. NEW YORK	1. CALIFORNIA 2. TEXAS 3. FLORIDA 4. NEW YORK

FLORIDA POPULATION GROWTH

 = 1 MIL

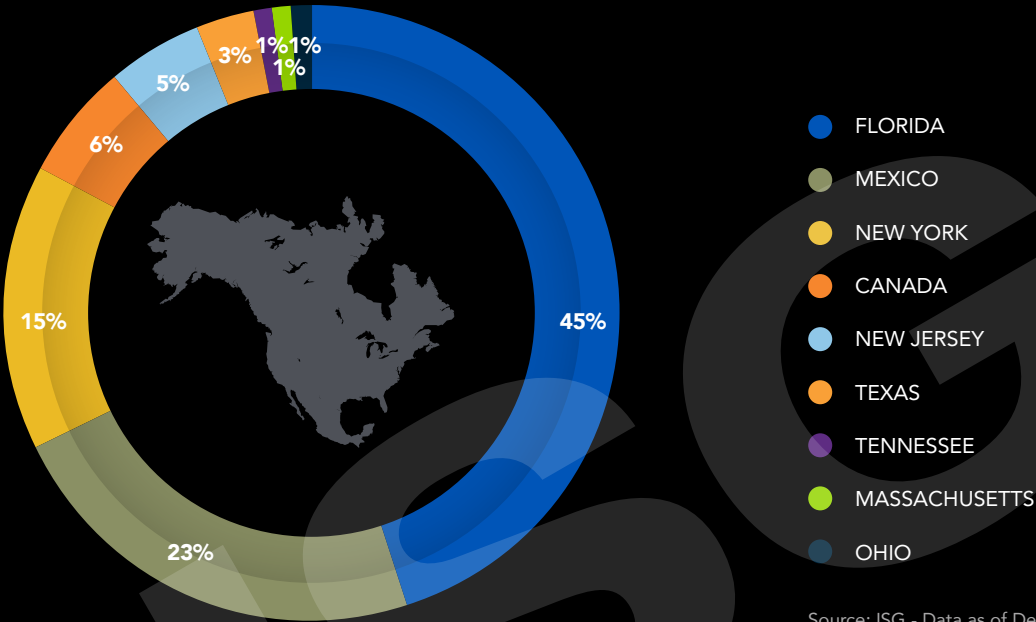


Source: U.S. Census Bureau



INTERNATIONAL
MARKET
REPORT

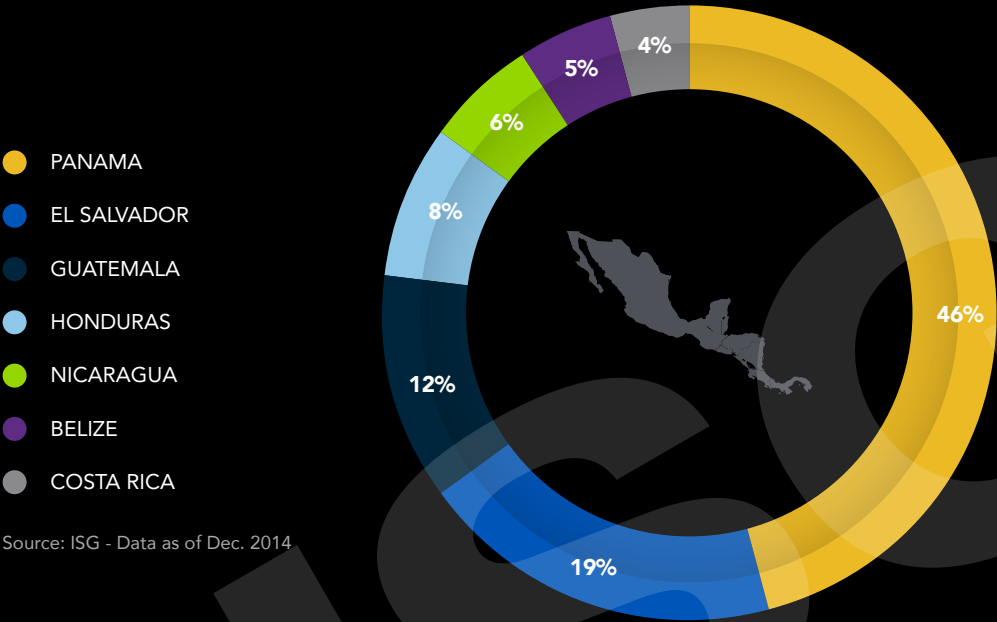
NORTH AMERICA



- FLORIDA
- MEXICO
- NEW YORK
- CANADA
- NEW JERSEY
- TEXAS
- TENNESSEE
- MASSACHUSETTS
- OHIO

Source: ISG - Data as of Dec. 2014

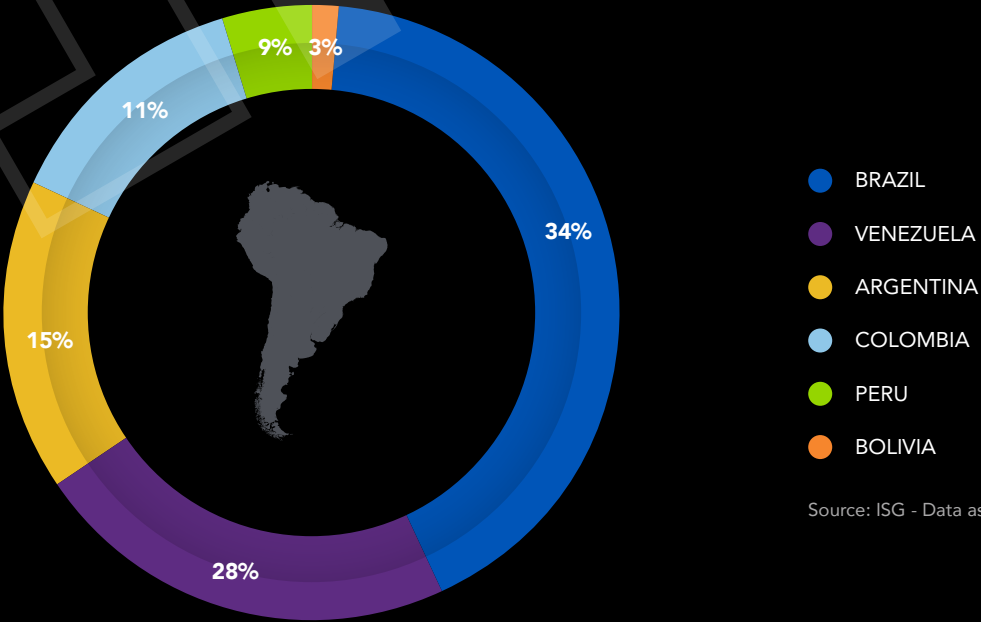
CENTRAL AMERICA



- PANAMA
- EL SALVADOR
- GUATEMALA
- HONDURAS
- NICARAGUA
- BELIZE
- COSTA RICA

Source: ISG - Data as of Dec. 2014

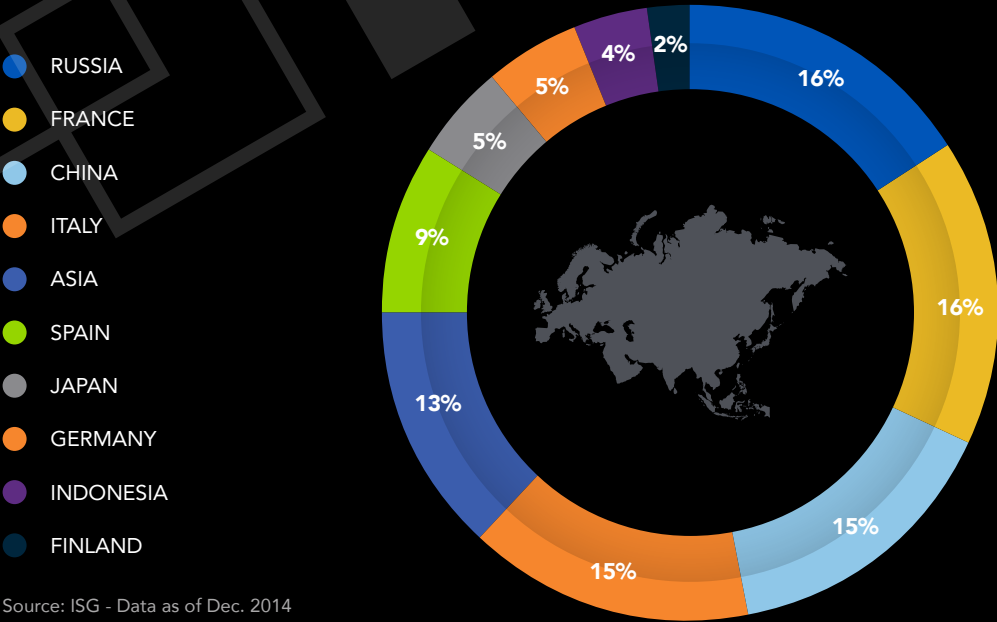
SOUTH AMERICA



- BRAZIL
- VENEZUELA
- ARGENTINA
- COLOMBIA
- PERU
- BOLIVIA

Source: ISG - Data as of Dec. 2014

EUROPE & ASIA



- RUSSIA
- FRANCE
- CHINA
- ITALY
- ASIA
- SPAIN
- JAPAN
- GERMANY
- INDONESIA
- FINLAND

Source: ISG - Data as of Dec. 2014



TRANSPORTATION

MIAMI'S COMPETITIVE ADVANTAGE THE PANAMA CANAL EXPANSION

As of the end of July 2015, the Panama Canal stood at **91.3%** complete



Source: PanCanal.com

PortMiami will be the only major global logistics hub south of Virginia capable of handling larger vessels after the Panama Canal opens in 2016.

**APPROXIMATELY
\$27 BILLION
OF ECONOMIC IMPACT IN
MIAMI-DADE COUNTY**

- Miami-Dade County Mayor Carlos A. Gimenez

The Port of Miami also known as the "cruise capital" and the "Gateway to the Americas" is the closest port to the Panama Canal. Miami just deepened its channel, an investment that is estimated to create 30,000 new jobs and increase PortMiami's annual economic impact to more than \$34 billion.

"PortMiami will be the closest U.S. port to the Panama Canal that's ready to accommodate the mega size cargo vessels that require a -50/52 foot depth when at full capacity. PortMiami is already known worldwide as the Gateway of the Americas. Once the dredge is complete, PortMiami will be well-positioned to capture new trade opportunities, especially with ever-growing Asian markets."

- Miami-Dade County Mayor Carlos A. Gimenez



UNITED STATES PORTS PREPARE FOR PANAMA CANAL EXPANSION

U.S. ports are busy deepening harbors and building larger terminals to allow for larger ships that will pass through the Panama Canal beginning April 2016.

1. PORT OF MIAMI
2. PORT OF NEW YORK AND NEW JERSEY
3. PORT OF LONG BEACH
4. PORT OF SEATTLE/TACOMA

Source: USA Today



MIAMI - SKY'S THE LIMIT ✈️

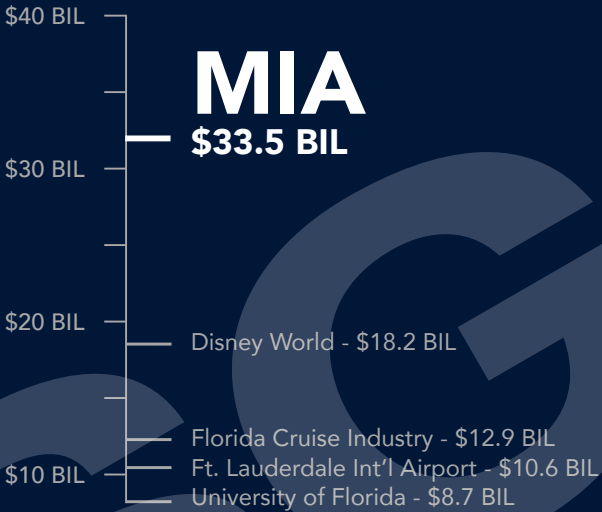
100 AIRLINES NOW FLY THROUGH MIA
MORE THAN ANY OTHER U.S. AIRPORT

ECONOMIC IMPACT

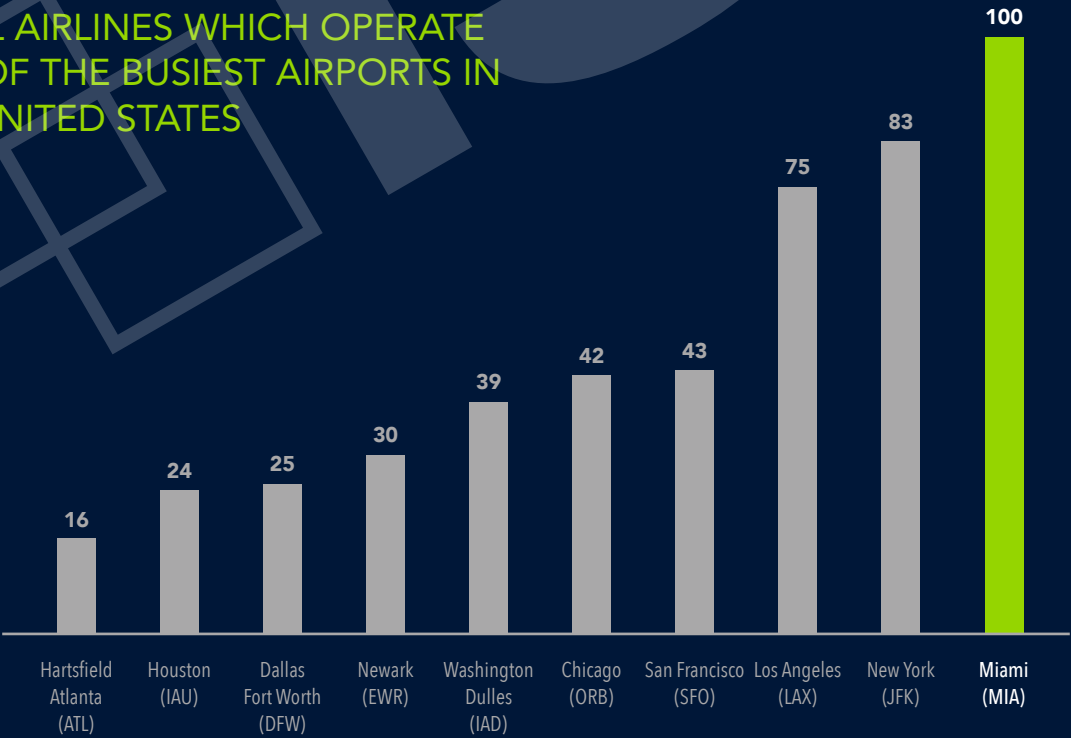
HOW DOES MIAMI MEASURE UP?

MIA continues to be the leading economic engine for Miami-Dade County and the state of Florida. The airport's most recent economic impact study shows that MIA has an annual financial impact of \$33.5 Billion on local tourism, cruise operations, international banking, trade and commerce. MIA and aviation-related industries contribute 278,081 jobs directly and indirectly to Miami-Dade County, equating to one out of every four jobs.

Source: 2014 Annual Report Miami-Dade Aviation Department



TOTAL AIRLINES WHICH OPERATE OUT OF THE BUSIEST AIRPORTS IN THE UNITED STATES



Source: Miami Dade Airport | Miami-Airport.com

#1 U.S. AIRPORTS - INTERNATIONAL FREIGHT

1. **Miami (MIA)**
2. Los Angeles (LAX)
3. New York (JFK)
4. Chicago O'Hare (ORD)
5. Louisville / UPS (SDF)
6. Hartsfield Atlanta (ATL)
7. Dallas Fort Worth (DFW)
8. Memphis / FedEx (MEM)
9. Newark (EWR)
10. San Francisco (SFO)

#2 U.S. AIRPORTS - INTERNATIONAL PASSENGERS

1. New York (JFK)
2. **Miami (MIA)**
3. Los Angeles (LAX)
4. Newark (EWR)
5. Hartsfield Atlanta (ATL)
6. Chicago O'Hare (ORD)
7. San Francisco (SFO)
8. Houston (IAH)
9. Washington Dulles (IAD)
10. Dallas Fort Worth (DFW)



"More important than the records is the fact that this [upward trend in both passenger and cargo traffic] translates to new jobs and economic growth in our community, as well as new connections that further strengthen Miami's position as one of the nation's top global gateways."

- Miami-Dade Aviation Director Emilio T. González

FORT LAUDERDALE AIRPORT ✈️

With Fort Lauderdale’s current international and domestic passenger growth, came a \$2.3 billion proposal to provide faster check-in times, decrease delays, and provide additional restaurant and retail options. This proposal, known as The FLL Airports Improvements and Renovations Program, will modernize terminals, add gates for international and domestic destinations and make way for additional commercial tenants in efforts to enhance the passenger experience.

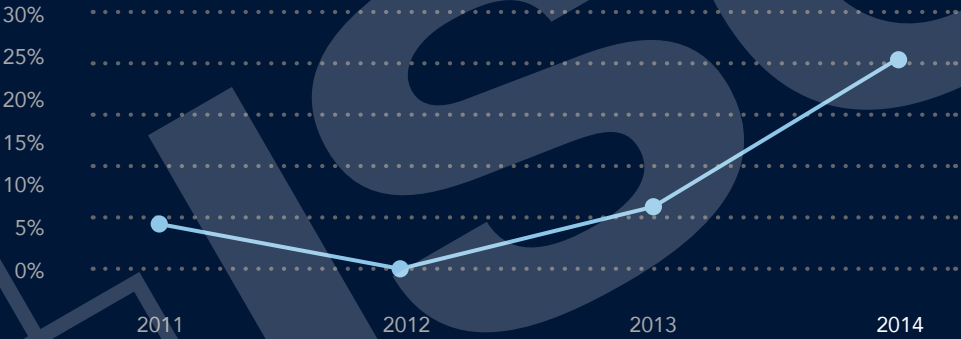
Source: CAPA - Centre for Aviation

\$2.3BIL IN RENOVATIONS

South Runway Expansion	\$791MIL	Complete
Terminal 4 Redevelopment and Expansion	\$450MIL	West 2015 / East 2017
Terminal Concourse A	\$150MIL	Early 2017
Terminal Renovation Program	\$300	Early 2017 for Terminals 1,2 & 3
In-Line Baggage System	\$100	Terminal 1 & 2 Complete
Noise Mitigation Program	\$175MIL	Ongoing
In-Progress Projects	\$334MIL	Ongoing

Source: CAPA - Centre for Aviation

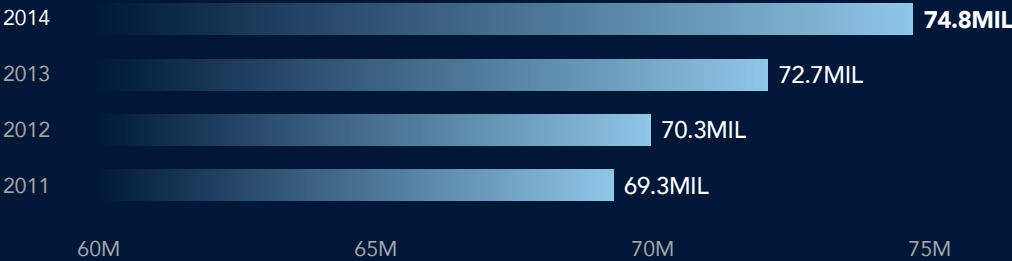
ANNUAL INTERNATIONAL PASSENGER GROWTH



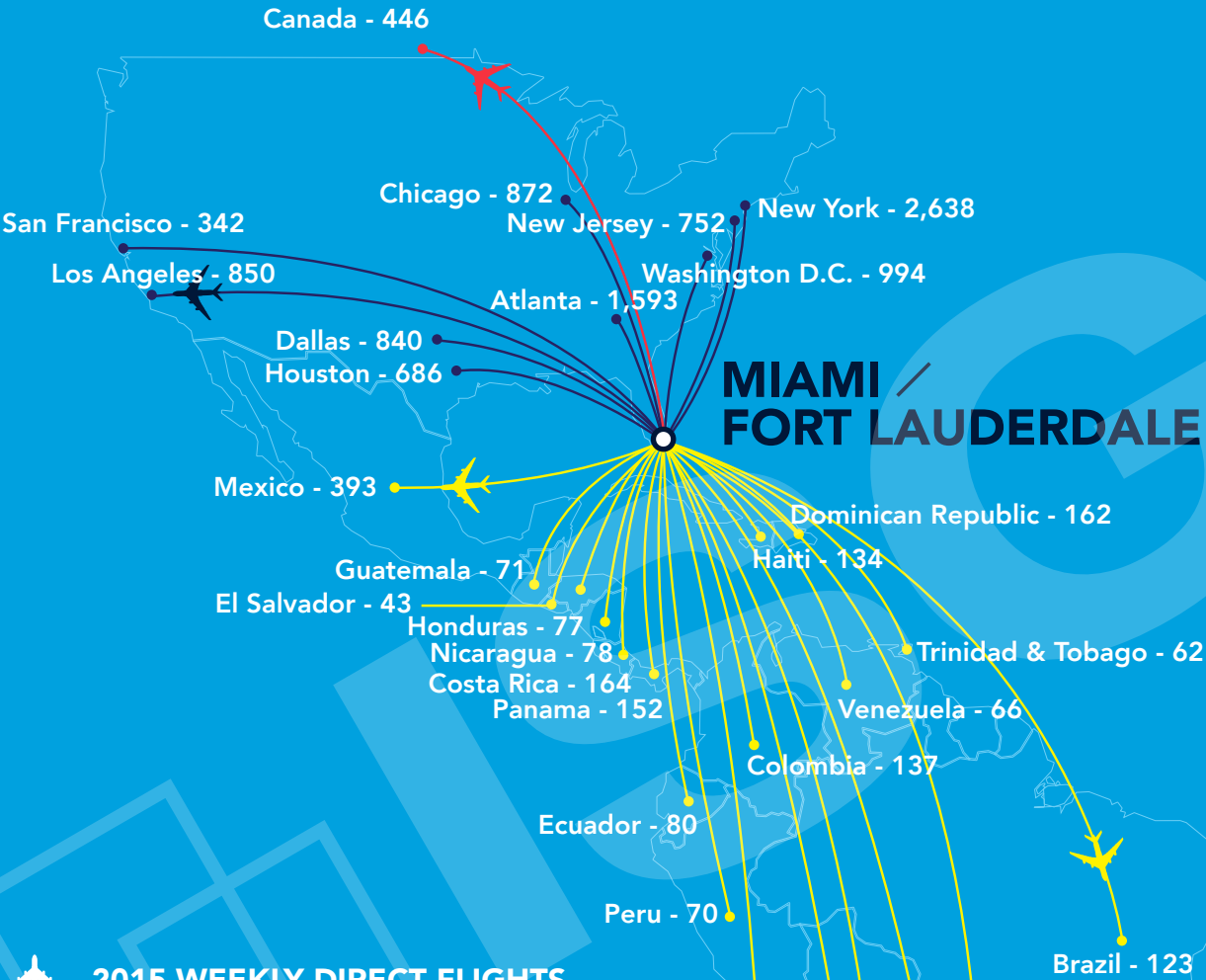
Source: CAPA - Centre for Aviation

TOTAL ANNUAL PASSENGERS

MIAMI INTERNATIONAL AIRPORT / FORT LAUDERDALE INTERNATIONAL AIRPORT



Source: CAPA - Centre for Aviation



2015 WEEKLY DIRECT FLIGHTS

Miami International Airport & Fort Lauderdale International Airport

- Domestic - 9,567
- Latin America - 1,899
- Canada - 446

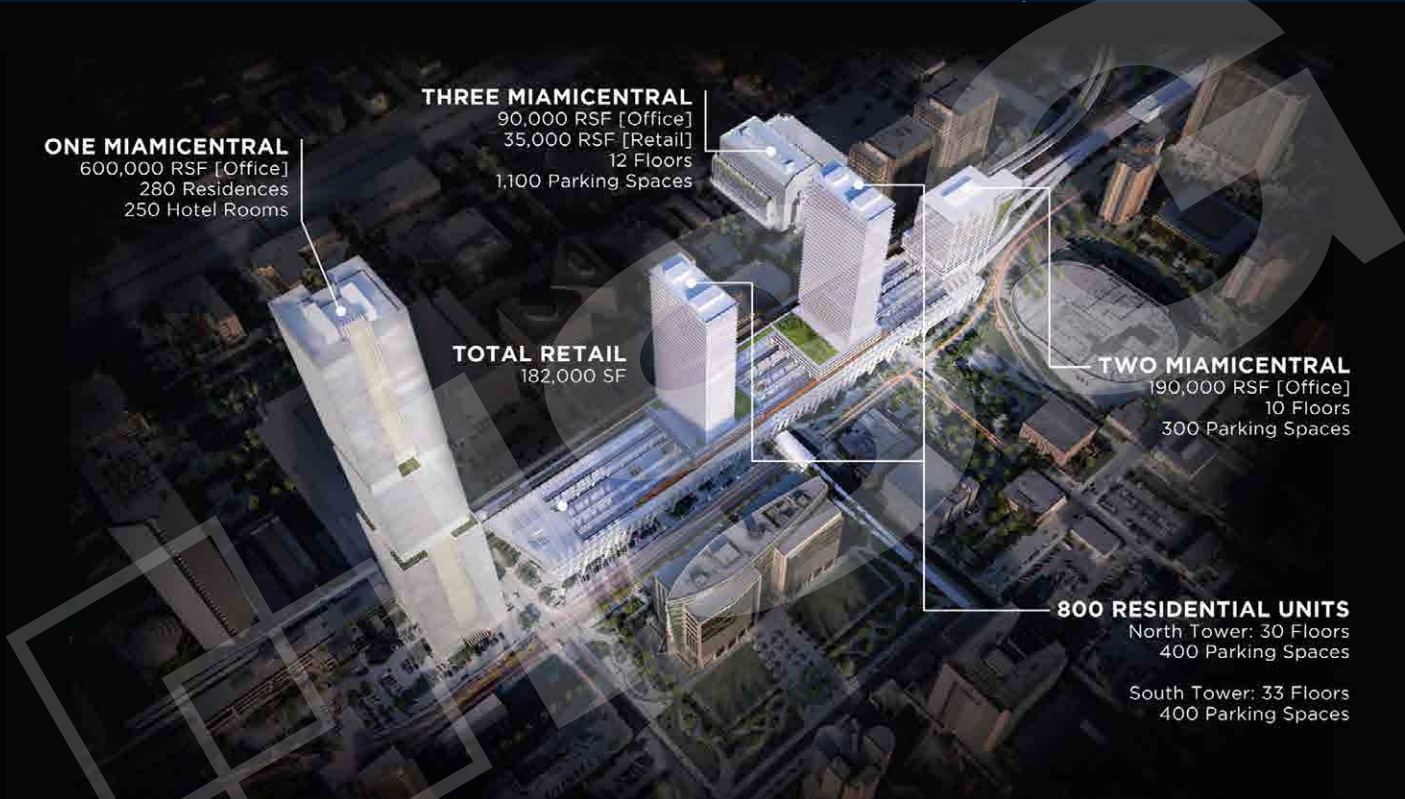
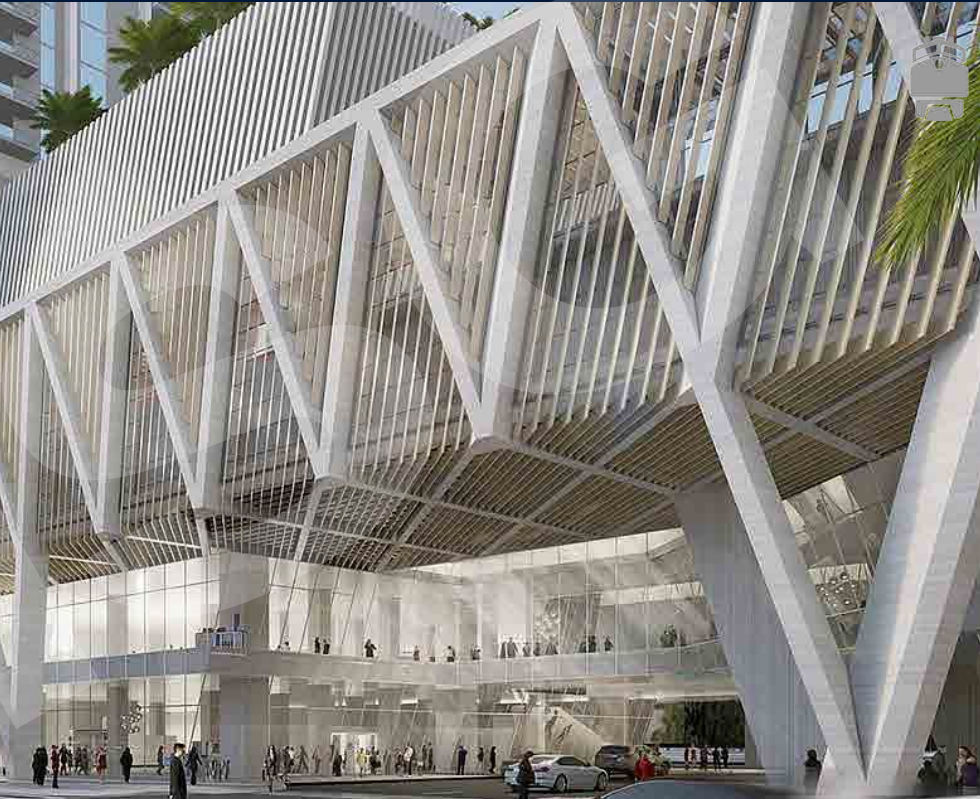
Sources: Marketing Division
Miami-Dade Aviation Department
Business Development Manager
Broward County Aviation Department

MIAMI'S "GRAND CENTRAL" STATION... ALL ABOARD /

Florida will soon feature one of the most advanced passenger rail systems in the United States. All Aboard Florida is preparing a service that will connect Orlando and Miami with train travel that covers **235 miles in about three hours** — 25% less time than when making the same trip by car. Additional train stops will include Fort Lauderdale and West Palm Beach.

Source: All Aboard Florida

MiamiCentral Station, now under construction, is located in Downtown Miami and will connect with existing public transit systems, accessible through the new terminal. Get quick and easy access to renowned beaches, world-class sporting events, outdoor and water recreation, nature and wildlife tours, shopping, museums and more.



A MODERN TRAVEL EXPERIENCE

All Aboard Florida was created with passengers in mind. Siemens trains features:

- Ergonomic seating
- Wi-Fi
- Level boarding
- Train schedule will include 16 southbound and 16 northbound trips each day which provides flexibility of schedules

SERVICE BEGINS IN 2017

Source: All Aboard Florida

"All Aboard Florida will be one of the most transformative projects for the City of Miami. This multibillion dollar, private investment will spur economic and tourism growth in our downtown and the Historic Overtown community, resulting in the creation of thousands of jobs and hundreds of millions of dollars in economic impact."

City of Miami Mayor
Tomas Regalado



CULTURAL &
ECONOMIC
GROWTH

MIAMI - BUILDING SILICON SOUTH /

Miami - one of 5 cities poised to be the next Silicon Valley Tech Hub.

Forbes

- Miami, Florida
- Austin, TX
- Dallas, TX
- Seattle, WA
- Chicago, Illinois



Apple, Uber, Twitter and Facebook have opened regional offices in Miami.

Sources: CNBC



NINE TOWERS TO FORM NEW TECH MIAMI INNOVATION DISTRICT

The Miami Innovation District, a **\$2 billion project**, will bring together a synergistic mash-up of start-ups, middle-market and international corporations in an innovative mixed-use development like never seen before.

The Miami Innovation Tower is a **\$250 million investment** that will create:

- 1,700 construction jobs
 - 700 permanent jobs
 - 13,000 high-paying jobs
- Building features:

 - 3,850,000 square feet of office space
 - 2,400,000 square feet of residential space
 - 250,000 square feet of retail
 - 2,500 parking spaces

In less than 2 years, Miami has positioned itself as a hub for tech and innovation in the Americas.

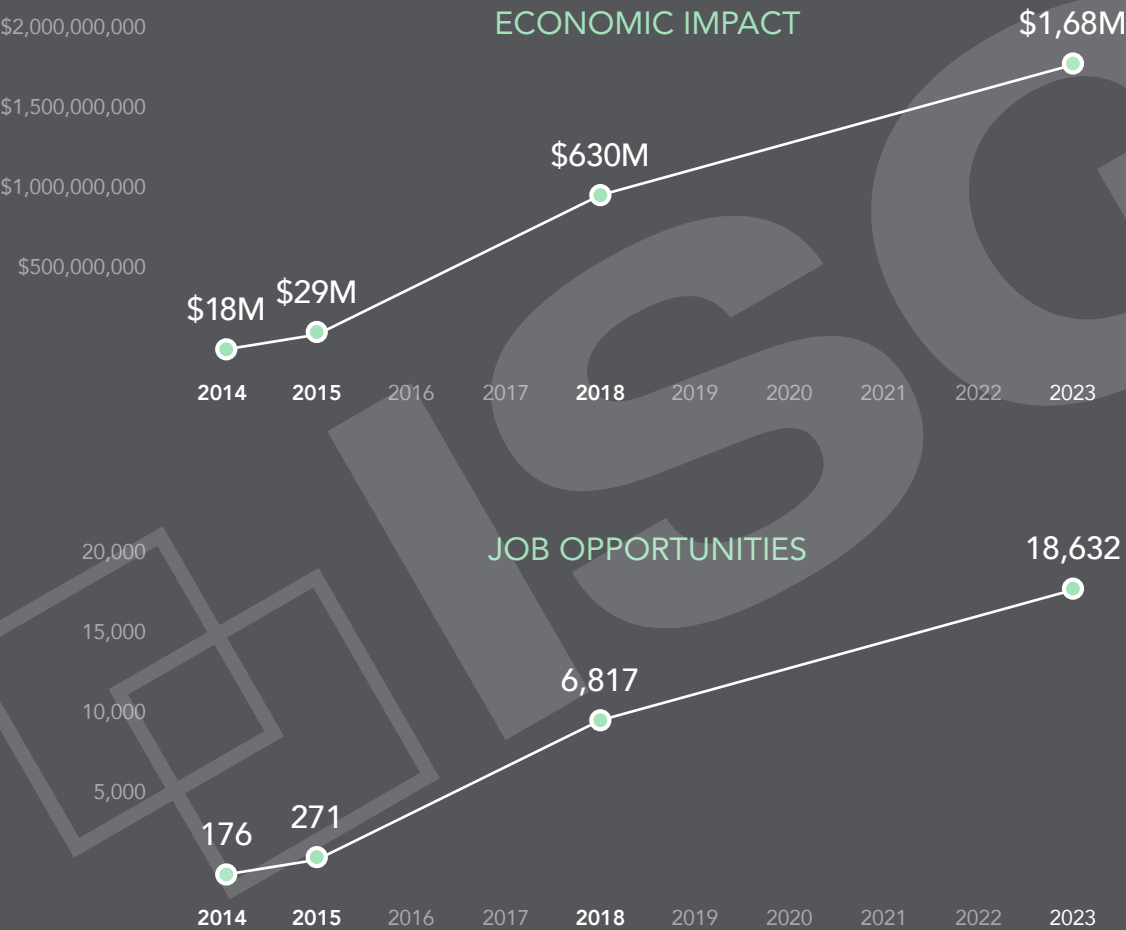
The city is now home to a host of impressive venture-backed tech companies including:

- Modernizing Medicine (recently featured as one Forbes’ 10 companies revolutionizing entrepreneurship, second only to Tesla Motors)
- YellowPepper
- OpenEnglish
- LearnerNation

eMERGE AMERICAS

MIAMI BEACH
APRIL 18-19
2016

eMerge Americas is an annual conference that provides a platform for the advancement of technology, a forum for idea exchange, and a launch pad for innovation connecting Latin America, North America, and Europe.



Sources: Washington Economic Group

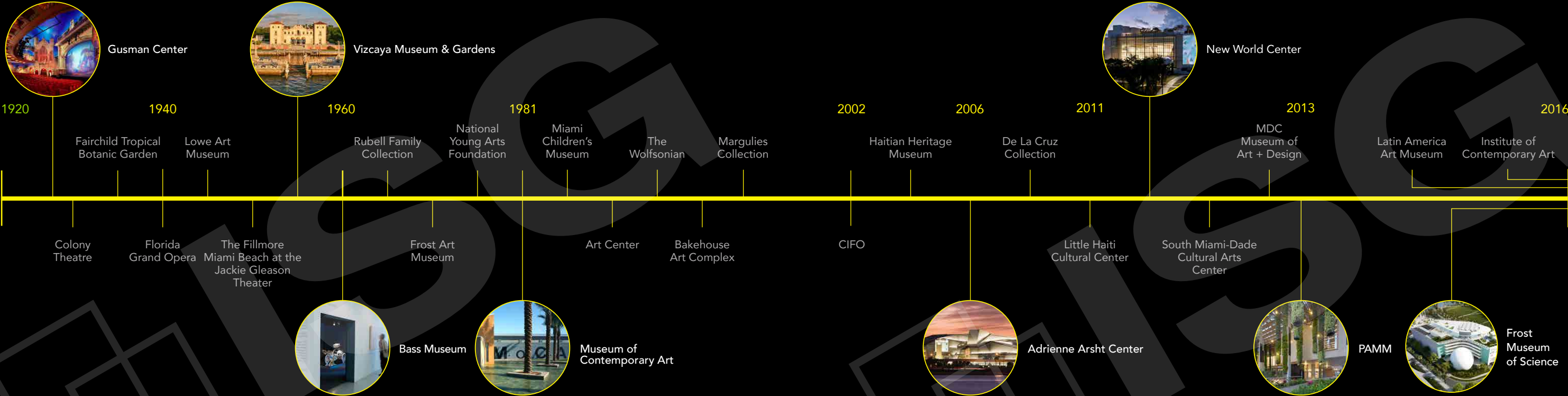
“ Simply put, Miami is at an inflection point. A once-secondary player on the global technology scene, Miami is finding its niche as an indispensable player due to several unique factors...Miami can now add a new dimension to its outsized personality—that of a booming tech scene.”

- Founder of eMerge Americas, Manuel D. Medina

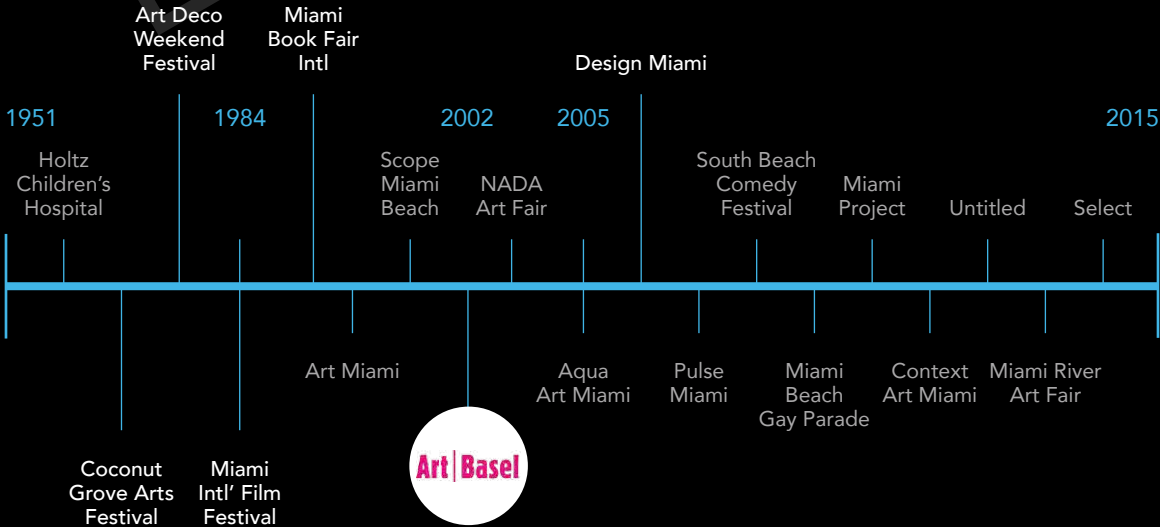
MIAMI'S CULTURAL RENAISSANCE /

The evolution of different art districts in South Florida is attracting a growing presence of international artists to the area and promoting expansions to museums and their collections.

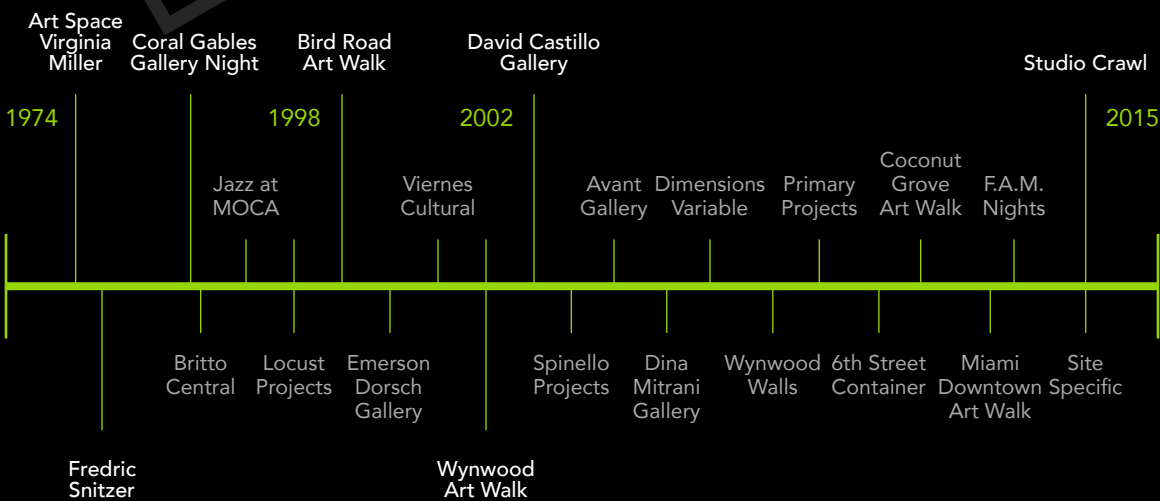
MUSEUMS / COLLECTIONS / ART CENTERS



ART FAIRS / FESTIVALS



ART GALLERIES / GALLERY WALKS



\$1.1 BIL

in local economic activity generated by Miami-Dade county's nonprofit arts and cultural organizations.

Sources: Miami Dade Arts

"Over the years art galleries in this community made an important contribution to the cultural life we enjoy today... [They] created a fertile ground for the fairs and world-class museums that catapulted Miami to its prominence in contemporary art."

- Virginia Miller, Founder and Director of ArtSpace, South Florida's longest established fine art gallery.

HEALTH REVOLUTION /

Home to some of the best U.S. hospitals

South Florida is home to some of the best hospitals in America offering the latest in cutting-edge technology.

- **Ranked #1** - Bascom Palmer in Ophthalmology for 11th Consecutive Year
Source: University of Miami - Miller School of Medicine
- Miami Jackson Memorial Hospital is **one of the nation's largest health care facilities**
- **Miami Children's Hospital Ranked one of Best U.S Hospitals**
Source: U.S. News

"Miami ranked #4 Healthiest City in America"

Livability.com named Miami as one of top healthiest cities in America for the following factors:

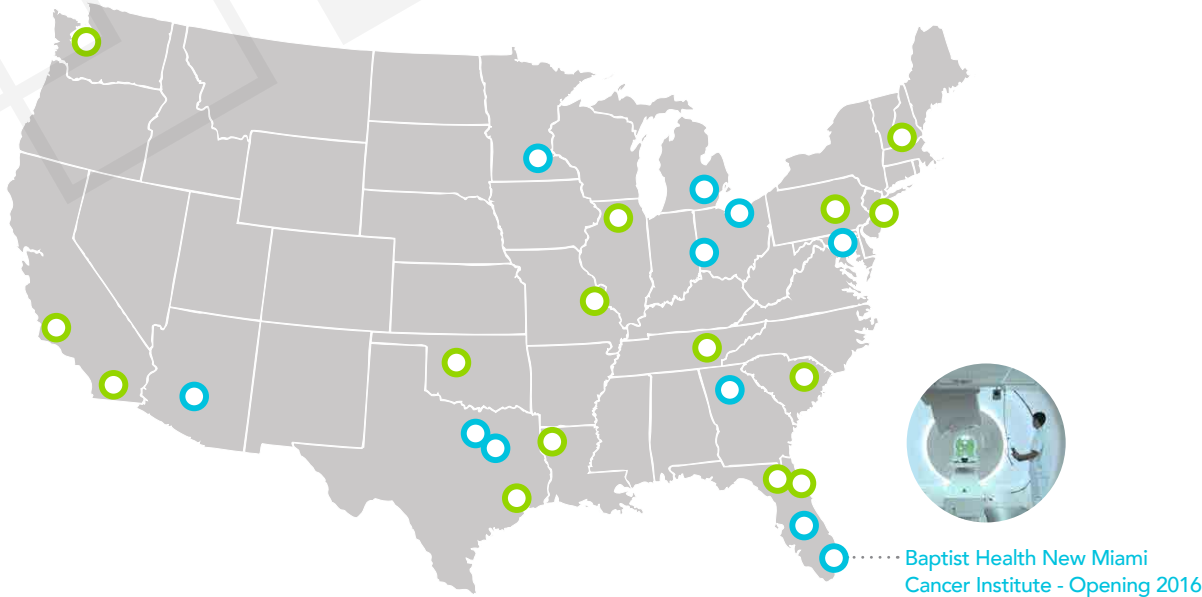
- PARKS AND RECREATION SERVICES
 - AIR QUALITY
 - BEACH ACTIVITIES
 - HEALTHY NUTRITION OPTIONS
 - HIGH DOCTOR-TO-RESIDENT RATIO
- Source: Livability.com

PROTON THERAPY CENTERS

Proton therapy is an advanced treatment that beams radiation directly to any tumor to destroy cancer cells while avoiding healthy surrounding tissues.

Baptist Health New Miami Cancer Institute to open in 2016 and will offer first proton therapy center in South Florida.

 IN OPERATION  UNDER CONSTRUCTION



Source: The National Association for Proton Therapy

MIAMI'S GLOBAL ECONOMY /

Florida is ranked No. 2 best state for business and is home to 16 Fortune 500 corporate headquarters.

Florida's tax climate provides advantages that make Florida a location profitable for every type of business.

Sources: Chief Executive Magazine & Enterprise Florida

1. Texas

2. **Florida**

3. North Carolina

4. Tennessee

5. Georgia
6. Indiana

7. Louisiana

8. Nevada

9. Arizona

10. South Carolina

CITY	PERSONAL INCOME TAX		CORPORATE INCOME TAX		SALES TAX	
	STATE	LOCAL	STATE	LOCAL	STATE	LOCAL
MIAMI	0.0	0.0	5.5	0.0	6.0	1.0
NEW YORK	4.0-8.9	2.9-3.6	7.1	8.85	4.0	4.5
LOS ANGELES	1.0-9.55	0.0	8.84	0.0	8.25	1.5

Source: Miami DDA

ABOUT \$300 BILLION IS MANAGED BY THE PRIVATE-WEALTH INDUSTRY IN SOUTH FLORIDA.

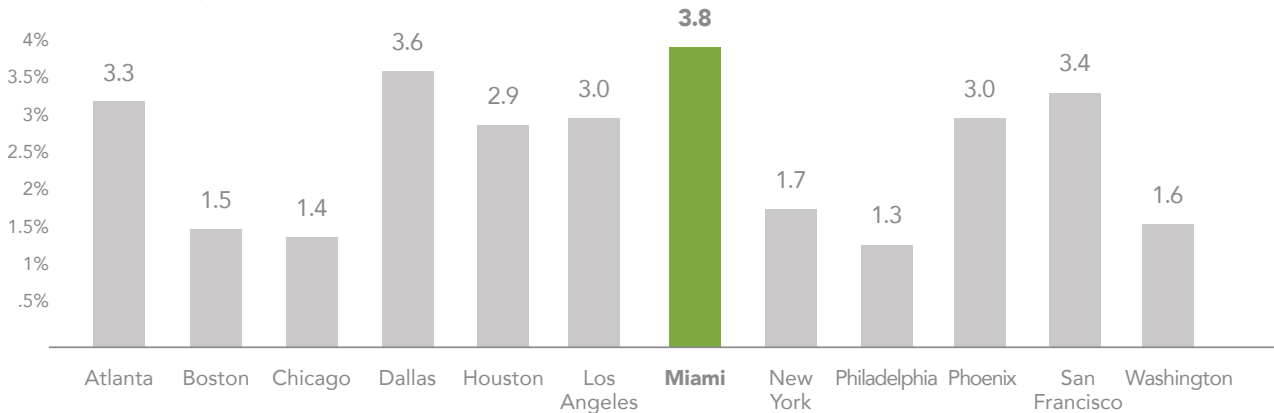
Source: Miami Herald

MONEY MANAGEMENT FIRMS HEADQUARTERED IN FLORIDA

Source: CNBC



MIAMI NO. 1 METROPOLITAN AREA WITH FASTEST JOB GROWTH RATE



Source: U.S. Bureau of Labor Statistics

SOUTH FLORIDA'S SPORTS SCENE /

MIAMI SPORTS EVOLUTION

South Florida has seen an astounding growth and increased popularity in sports since 1967 when it was home to the Miami Dolphins. Today, South Florida entertains residents and visitors from around the world with some of the most celebrated sports teams in the nation.

 MIAMI DOLPHINS	 MIAMI HEAT	 MIAMI MARLINS	 PANTHERS
Founded in 1966	Founded in 1988	Founded in 1991	Founded in 1993
2 Super Bowl Winners	3 Championships	2 World Championships	1 Finals Appearance
5 Super Bowl Appearances	18 Playoff Appearances	2 Pennants	1 Playoff Appearance
20-20 Playoff Record		2 Playoff Appearances	

"A single Super Bowl generates over \$300 million in economic benefits to South Florida and its businesses"

- Sen. Oscar Braynon, Miami Gardens

SUPERBOWLS HOST BY CITIES



SUPERBOWLS HOST BY STATE

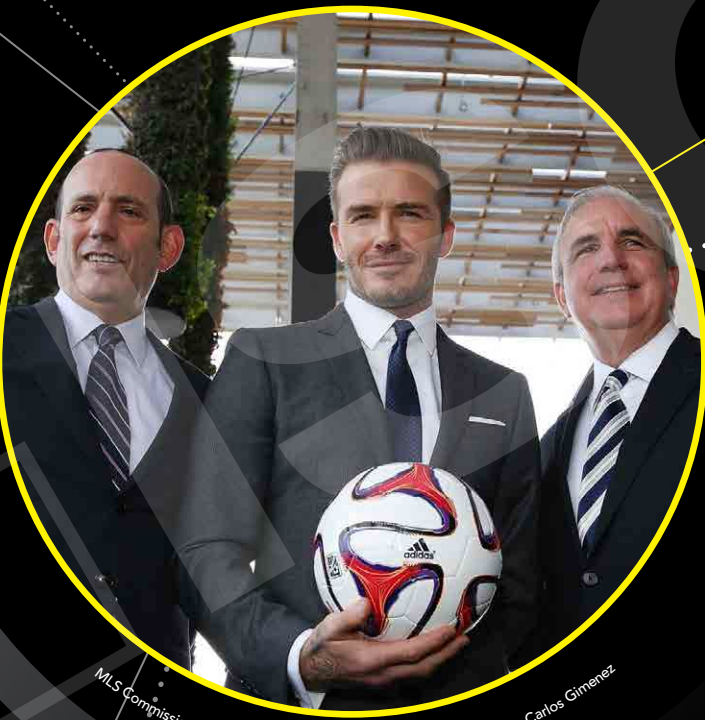
1. Florida - 15
2. California - 11
3. Louisiana - 10
4. Texas - 3
5. Arizona - 3

DAVID BECKHAM'S NEW SOCCER STADIUM COMING TO MIAMI

Initial deal with Miami-Dade city officials could see 25,000-seat arena next door to the Miami Marlins arena

"We are getting closer. There's a lot of positivity around the city and I've always said that Miami is a place that will love a team."

- David Beckham



MLS Commissioner Don Garber, David Beckham, Miami-Dade Mayor Carlos Gimenez

Source: Miami New Times, MLS Soccer



LANDSCAPE OF THE FUTURE /

MIAMI'S ENHANCED TRANSPORTATION NETWORK
AND A SHARING ECONOMY

WHY SHARING?

1. Cities experience an increase in **Urbanization**
2. Changing conditions in **Economics**
3. Generational changes in **User Preferences/Lifestyle**



The sharing, or collaborative, economy is a new type of business built on the concept of shared resources. This ability to share what is available allows customers to access goods or services when they are needed, rather than having to purchase them "just in case" they need them.

- **Forbes**

In conjunction with new green promenades and walkways, the city of Miami is also working on a Bicycle/Pedestrian plan to promote alternative forms of transportation. These initiatives, paired with new private forms of transportation, by the means of sharing bicycles and cars in the city, suggest an increasing metropolitan influence on the city of Miami.

MIAMI IS THE NATION'S NO. 1 SUPPORTER OF PEDESTRIAN & BICYCLING INITIATIVES. FOR EVERY CITIZEN IN MIAMI THERE'S \$14.22 BEING SPENT BY THE GOVERNMENT ON BIKE-RELATED PROJECTS.

Per Capita Spending on
Bicycle/Pedestrian Projects

1. **Florida**
2. California
3. Texas
4. Arizona
5. New Jersey
6. New York
7. Illinois
8. Washington
9. Michigan
10. Hawaii

Source: Alliance for Biking & Walking's 2014 Benchmark Report

MIAMI'S BIKE-SHARE PROGRAM

This year, Citi Bike Miami launched their Bike Share Program that extends from the city's Upper East Side to south of Coconut Grove.

4.5 MILLION
RIDES TAKEN TO DATE

DOWNTOWN MIAMI

1 bike per
300 residents



20 stations
per square mile



Source: the305.com

1. **UNLOCK**
FROM ANY STATION
2. **RIDE**
WHEREVER
YOU WANT
3. **RETURN**
TO ANY STATION



CARS ON DEMAND

Car sharing programs allow for car access on demand and are each part of a free-floating network around the tri-county. These programs and cars can be found from Miami Beach, Coconut Grove and Brickell to Downtown Miami and the Design District.



Source: Car2Go.com, Huffington Post, Hertz247.com



LANDSCAPE OF THE FUTURE

GREEN LANDSCAPE INITIATIVES

EST. TOTAL
INVESTMENT:
\$180 MIL

Miami is set to be one of the top 5 most walkable cities in the nation.

— Time Magazine, June 2014

THE MIAMI RIVER GREENWAY

A scenic, 10-mile trail featuring historical markers, information kiosks, public art and decorative lighting.

Source: Theunderline.org



THE MIAMI UNDERLINE

The Underline is a future world-class linear park and living art destination offering safer paths for pedestrians and bicyclists. This urban parkland will include innovative public art installations by recognized national and Miami-based visual artists that will enrich the public realm and environment.

Source: Theunderline.org



THE BISCAYNE LINE

Seven miles of Miami's future baywalk system will stretch from the Rickenbacker Causeway to the Julia Tuttle, with an additional 5 miles along the Miami River creating a visionary waterfront redevelopment plan.

Source: MiamiDade.Gov



BISCAYNE GREEN

This future open space urban park involves a near-total makeover of a six-block stretch of Biscayne Boulevard located only blocks away from the AmericanAirlines Arena, Bayfront Park and Bayside.

Source: MiamiDade.Gov



ISG CITY WATCH
FORT LAUDERDALE

ISG CITYWATCH FORT LAUDERDALE

Fort Lauderdale is one of the nation’s fastest-growing metropolises with countless expansions underway throughout the coast. Attracting over **14.3 MILLION VISITORS YEARLY** for its famous beaches, scenic waterways, upscale shopping and vibrant nightlife, Fort Lauderdale is truly becoming a world-class destination.

ARTS, ENTERTAINMENT & CULTURE REJOICE IN THE HEART OF FORT LAUDERDALE

ARTS & CULTURE

- Broward Center for the Performing Arts
- \$50MIL renovation
- Museum of Discovery and Science
- 400,000 visitors each year

SPORTS & RECREATION

- Sun Life Stadium
- \$350MIL renovation

SHOPPING

- Galleria Mall \$1BIL Redevelopment Plan

300-plus miles of Intracoastal Waterway and navigable inland canals make Greater Fort Lauderdale the yachting capital of the world and the “Venice of America.”

Source: Greater Fort Lauderdale Alliance

FORT LAUDERDALE INTERNATIONAL BOAT SHOW

ONE OF THE LARGEST BOAT SHOWS IN THE WORLD

\$4 BIL

Worth of Boats and
Marine Products

130,000

Visitors

Source: denisonyachtsales.com

FEATURED REDEVELOPMENT

The Las Olas Corridor & Streetscape Program
The community redevelopment agency of Fort Lauderdale is allocating over **\$78 million dollars in redeveloping Fort Lauderdale Beach** along with other popular resident and visitor attractions.

For an in-depth analysis into Fort Lauderdale’s Real Estate market please email us at info@isgworld to receive your complimentary copy of the **ISG World Miami Report 2015 Fort Lauderdale Edition**.





SOUTH FLORIDA 2020

With the extensive construction and expansion taking place in our region, what will Greater Miami actually look like by the end of this decade? The following pages illustrate a variety of "2020's", broken down by neighborhood.

DOWNTOWN MIAMI 2020 /

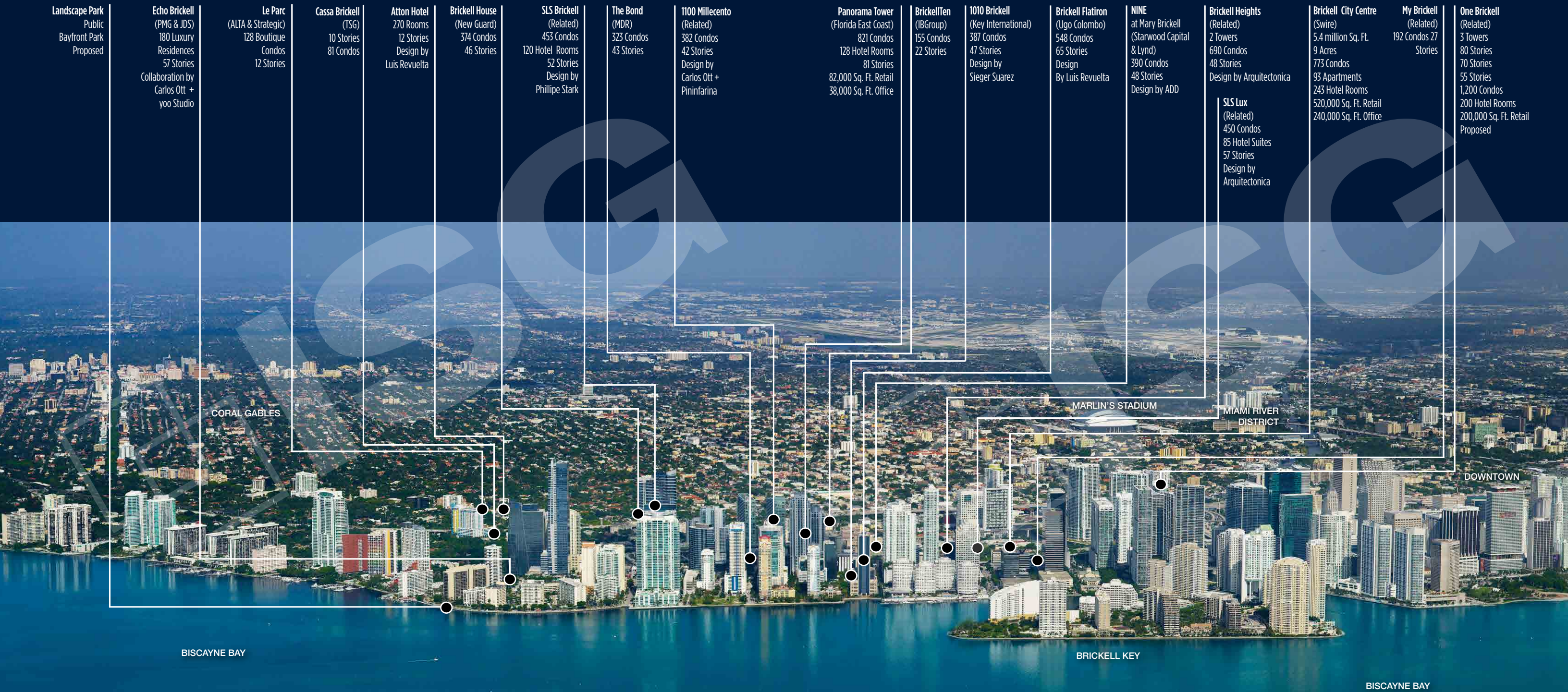
DOWNTOWN MIAMI: \$12 BILLION IN NEW DEVELOPMENT THROUGHOUT 20 BLOCKS



AMOUNTS ARE AN ESTIMATE

BRICKELL 2020 /

BRICKELL: \$6 BILLION IN NEW DEVELOPMENT



BISCAYNE CORRIDOR 2020 /

EDGEWATER, MIDTOWN AND DESIGN DISTRICT: \$4 BILLION IN NEW DEVELOPMENT



SUNNY ISLES 2020 /
\$11.5 MILLION IN NEW DEVELOPMENT

Regalia
(Regalia Beach Developers)
46 Stories
39 Units

Armani Casa
(Related/Dezer)
60 Stories
308 Units

Porsche Design Tower
(Dezer)
57 Stories
132 Units

Turnberry Ocean Club
(Turnberry Associates)
54 Stories
154 Units

Mansions at Acqualina
(GSF Acquisition)
47 Stories
79 Units

The Estates at Acqualina
(GSF Acquisition)
Two Towers
50 Stories
264 Units

Chateau Beach
(Chateau Group)
33 Stories
84 Units

MUSE
(PMG)
48 Stories
68 Units

Jade Signature
(Fortune)
57 Stories
192 Units

Parque Towers
(Milton)
26 Stories
320 Units

400 Sunny Isles
(Key International)
230 Units

The Ritz-Carlton Residences
(Fortune/Chateau Group)
50 Stories
212 Units



DORAL 2020 /

\$2 BILLION IN NEW DEVELOPMENT

Vintage Estates
(Terra)
28-acre gated community
110 Residences
Single Family

The IVI Doral
64 Condos
12-acre development

Modern Doral
(Terra)
3 Phases
316 Condos
Luxury Single Family
27-acre development
150,000 Retail Space

Midtown Doral
(Optimus)
3 Phases
Phase I + II
509 Condos
Phase III TBD
150,000 Sq. Ft. Retail
90-acres

Isles at Grand Bay
(Lennar)
672 Condos
Luxury Single Family

Downtown Doral
5252 Paseo + 5300 Paseo
(Codina)
Mixed-use Community
1 Million Sq. Ft. (Office)
180,000 Sq. Ft. (Retail)
2,840 Condos

Bel Air Doral
(ZOM)
249 Condos
Luxury Rental Complex
Groundbreaking Aug. 2013
4.2-acres Lakefront

City Place Doral
(Related)
48-acres
22 Million Sq. Ft.
300,000 Sq. Ft. Retail
280,000 Sq. Ft. Office
1,000 Residences

Oasis Park
(Optimus)
150 Condos
Single Family

Trump National Doral
\$250 Million Renovation
100,000 Sq. Ft. Event Space
New BLT Prime Restaurant



FORT LAUDERDALE 2020 /

\$3 BILLION IN NEW DEVELOPMENT



ON THE GROUND /

The current state of South Florida Realty



Alex Vidal
President
RelatedISG International Realty

Q: In your opinion, why are rental prices on the rise in Miami? When do you think they will level out?

A: Rents are on the rise due to the population growth Miami is experiencing on a day-to-day basis. The majority of people coming to the city for the first time typically rent before they buy. They want to experience Miami before making a commitment to a particular area or submarket. Current South Florida residents are also driving rental demand because it's an economically feasible choice, especially with the recent difficulty in obtaining mortgage financing. These factors are contributing to the lack of rental inventory in South Florida, especially in popular areas such as Brickell and Downtown Miami. Rents will stabilize once new construction buildings are completed and more supply becomes available in the market.

Q: Luxury condo and home development is a big market in Miami at the moment. What drivers do you see keeping this trend sustainable in the long run?

A: Both domestic and international buyers are playing a key role in the luxury real estate market.

Florida has a favorable tax climate for businesses. I have personal friends who have moved their headquarters from New York to Miami and have saved millions in taxes. This is a key factor in bringing domestic buyers to our shores, aside from our pristine weather.

Internationally, Miami will continue to be a big draw. When buyers compare the political and economic stability of their respective countries to South Florida, they are convinced that we provide a more comfortable and less stressful lifestyle. Luxury inventory in Miami meets those objectives. We have also seen an influx of Asian buyers investing in Miami real estate. One of our realtors recently hosted a group of over 20 Chinese CEO's who are looking for investment opportunities in South Florida.

Q: Luxury real estate, especially in Miami, is an increasingly competitive market. If you had to narrow it down, what is the most important key to success in Miami's luxury market?

A: Our goal is to establish trust and an emotional connection with our clients. This is critical when working with high net worth individuals in the luxury market. It is important our clients have confidence in our ability to manage their real estate transactions in a professional, careful and authentic manner.

Q: Drawing from your experience, what do you think is Miami's next big popular neighborhood?

A: Edgewater. It is the next logical neighborhood to be redeveloped in our expanding downtown area.

Q: What are the benefits of joining a large brokerage compared to working on your own?

A: Experienced agents join a large brokerage because the firm's values and way of doing business is similar to theirs or because the brokerage offers an invaluable learning potential.

In our case, experienced agents join to leverage two of the biggest names in the South Florida real estate market, Related & ISG. Both of these firms are synonymous for luxury, preconstruction, high rises and exceptional marketing. RelatedISG Intl Realty also leverages multiple office locations and sales centers, locally and internationally.

Our brokerage additionally promotes an environment and culture that encourages agents to excel. We want them to represent themselves and our brand to the best of their abilities. Our team has a synergy that is second to none and it is truly an exciting and motivating environment in which to work.

CELEBRATING SIX YEAR'S OF THE ISG MIAMI REPORT

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