

EXAME

The preferred properties of the Brazilians in Miami

Anyone buying a second residence in the city in Latin usually disburses U.S. \$ 700,000 from



High standard properties in established neighborhoods and affordable prices make it attractive to Brazilians Miami

Sao Paulo - Dollar and low prices ever higher for the purchase of property in Portugal are the main factors driving the increasing Brazilian presence among foreigners buy more homes in Miami. Figures from the local Association of Realtors show that in 2010, Brazil accounted for about 10% of homebuyers in the city.

And the expectation of the local industry is that this percentage will continue to grow over the next two years. At least that's what Pordes said Mark, president of Residential Pordes, a company that serves 20 years in real estate sales to foreigners, especially Brazilians.

The city is known for offering excellent restaurants, clubs and chic shops, and a mild climate all year round. This combination of luxury properties at affordable prices with a lifestyle that pleases the Brazilians make Miami a city magnet.

"Brazilians are very easy to get to Miami than to other American cities because of the huge offer of direct flights. It also has the facility to communicate, because most of the local population is Latino," says Pordes. Families with two or three children are the most common profile of customers in Miami, and usually come from cities such as Sao Paulo, Rio de Janeiro and Belo Horizonte.

About 10 Brazilian families seek the company of Pordes every week in search of large buildings, with 300 and 400 square meters and have between 3 and 4 bedrooms. For him, Brazilians are objective about what they want and want to enjoy in Miami of a second or third residence. "Most come back apartment, because there is concern about maintenance. They also prefer a property not only furnished, but well decorated. "

Fans of enterprises large and complex infrastructure that includes service, spa, beach activities and health programs are also considered very attractive. The value range in which the properties fall favorite of Brazilians in Miami starts at \$ 700,000 and can easily reach \$ 2 million. Pordes like to

point out that the values are currently paid up to 40% lower than in previous years to the crisis that began in 2008.