

# Everything You Need to Know About U.S. Real Estate Markets

**Alain Forget, Cris Pires, Gabriel Brown & Carlos Alleyne**

October 18, 2022





# Today's Facilitator



## **ALAIN FORGET**

### *Head of Business Development*

Alain has been working for RBC for over 40 years, holding various business and sales leadership roles in Canada, the Caribbean and the U.S. He is passionate about helping Canadians purchase U.S. homes and works closely with consumers, real estate professionals and other strategic partners to provide education and opportunity to Canadian buyers in the U.S. Alain acts as spokesperson for the media and at real estate conferences as a subject matter expert. He is also a licensed real estate agent in Florida and holds a degree in Finance & Management.



# Questions



- Please use the CHAT bar to submit your questions in writing during the live presentation.
- To register a question over the phone following the formal portion of our presentation:
  - Enter 1 followed by 4 on your phone.
  - If your question has already been asked, you can unregister your question by dialing 1 followed by 3.

*Note, this webinar is being recorded, and the presentation will be made available on our virtual advice event landing page.*



# We're Here for You



We've donated \$150,000 USD to the American Red Cross to provide for the immediate basic needs of people displaced and impacted by the hurricane.

We've also launched a financial relief program to assist RBC Bank cross-border clients who were affected and need support. For more information, visit [rbcbank.com](http://rbcbank.com) or call 1-800-ROYAL-53



# Today's Presenter



## **CARLOS ALLEYNE**

Carlos, a native of Barbados, is an accomplished financial professional with more than 20 years' experience on wall street consulting high profile clients in financial planning and wealth management strategies.

Carlos was awarded the Rising Star Award and Global Realtor® of the Year Award by Broward, Palm Beaches, and St. Lucie Realtors®. He has served as a Florida Realtors® Director since 2018, currently serving on a number of committees and is the 2022 Florida Realtors Global Business Committee Chair. Carlos also serves as a 2022 National Director.

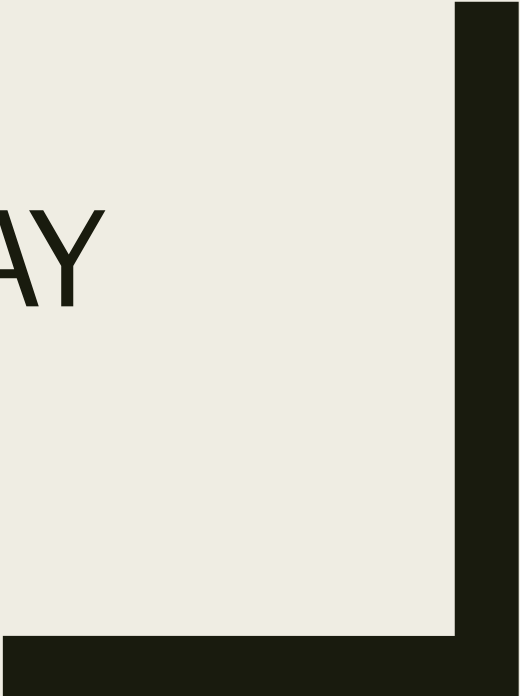
Carlos has been recognized in the Top 25 in the nation by the Asian Real Estate Association – AREAA.





# BOCA-DELRAY

Work Live & Play







LIVE  
YOUR  
WAY





COUNTRY CLUB LIFESTYLE





# THE BEACH LIFE

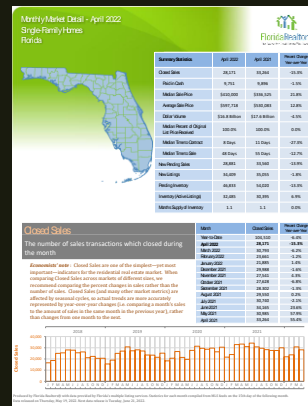




# THE CORPORATE LIFE



# SINGLE FAMILY HOMES







# Top 5 Luxury Markets in South Florida

- 1. Palm Beach
- For the fourth consecutive quarter, Palm Beach secured the top spot in South Florida for highest average luxury home sale price. The town accounted for over half a billion in total sales volume.





# Top five luxury markets in south Florida

- 2. Miami Beach, Barrier Islands
- Miami Beach, Barrier Islands, was the second most expensive luxury single-family home market in the report, with 17 closings and an average price of almost \$17.9 million. The average price per square foot was \$2,766, down from the record of \$2,835 set in the previous quarter. Total sales volume at all price levels in the market was almost \$2.9 billion second only to the Miami Mainland market, which racked up \$3.9 billion in sales.



# Top five luxury markets in South Florida

- 3. Coral Gables

- Coral Gables, which is located southwest of downtown Miami, was the third most expensive luxury home market with 15 closings and an average sale price of about \$10.6 million, a record for the area. The average price per square foot also hit an all-time high of \$1,609, up 33.7% over the previous quarter.





# Top five luxury markets in South Florida

- 4. Fort Lauderdale
- In fourth place is the Fort Lauderdale market, which delivered 57 luxury home sales at an average price of almost \$6.9 million and an average price per square foot of \$1,167, according to Miller, both are all-time records for Fort Lauderdale.



# Top 5 luxury markets in South Florida

- **5. Boca Raton/Highland Beach**
- Boca Raton/Highland Beach was the fifth most expensive luxury home market, with 60 sales at an average sale price just over \$5.5 million. The average price per square foot of \$670 also set a record for the market.
- The market achieved the fourth-highest home sale in all of South Florida, and a record-breaking price for the town of Highland Beach when the oceanfront mansion at 2455 S Ocean Blvd., sold for \$40 million, according to public records. The sale of the 17,600-square-foot home was the highest price ever for Boca Raton/Highland Beach.

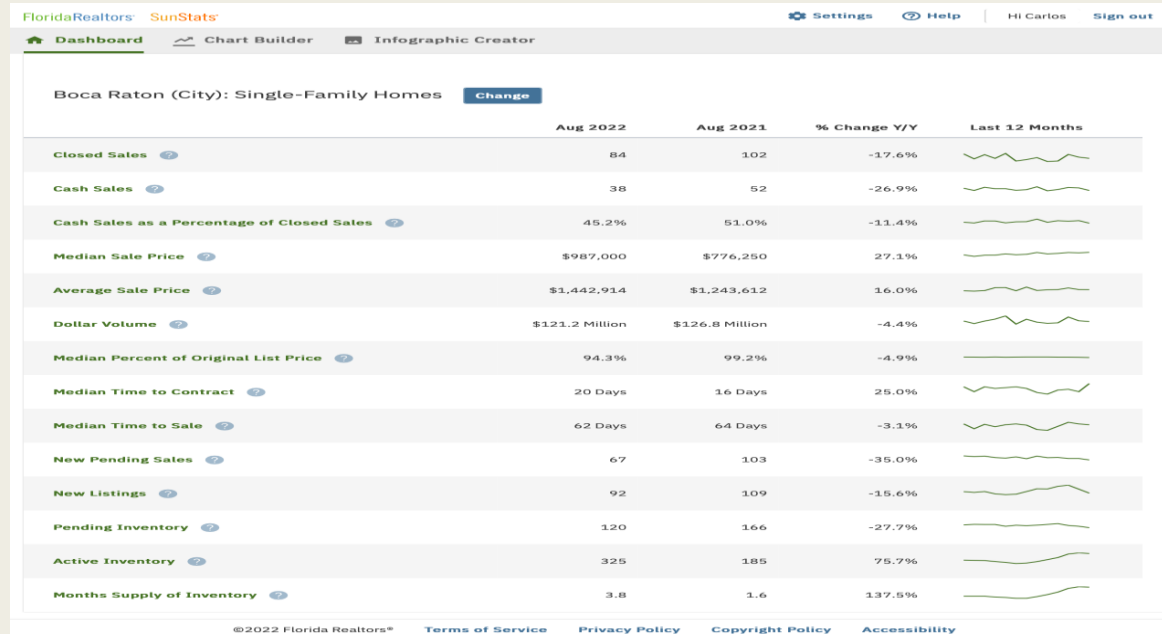


# Market Stats for Boca Raton

- Highest Price Listing
- \$35,000,000
- Total Market Listings
- 1232
- Average Listing Price
- \$1,775,961
- Average Price Per Sq Ft
- \$706.00

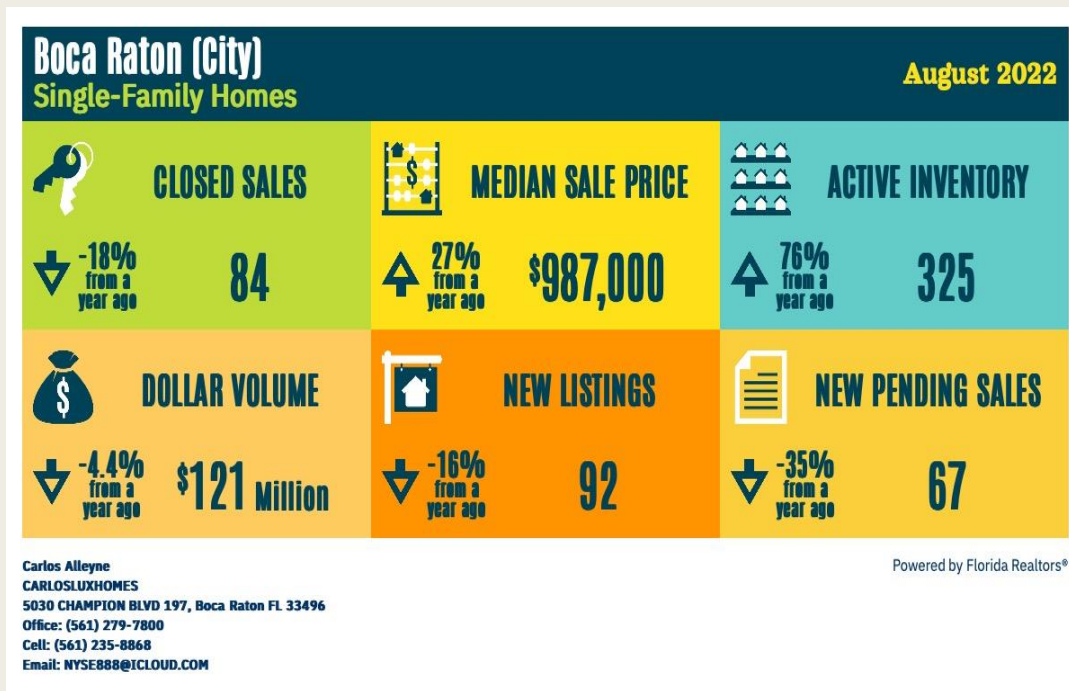


# Boca Raton By The Numbers





# Boca Raton- Infographic





# Boca Delray

## Live Work & Play



Beauty spot by the  
sea.



Where excellence  
is a way of life.



A city for all ages.



A place to call  
home



CarLosLuxHomes.com

- Carlos Alleyne
- Mobile: 561-235-8868
- Email: NYSE888@icloud.com



# Today's Presenter

## **GABRIEL BROWN**



### *Vice President, Corporate Services*

Gabe has been in the real estate and relocation industry since 2007. Ten of those years were with BGRS as a client services manager, supporting clients within many private and government sectors. That experience instilled the importance of client centric service, collaboration, leadership, performance-based coaching, identifying KPIs and looking for process efficiencies.

As the VP of Corporate Services, Certified Relocation Professional, Gabe's focus is to build partnerships with brokers, relocation companies and other sources of business to ensure Berkshire Hathaway Home Services AZ, CA and NV is the only choice with they have a relocation need. With 3,000 agents and 30 branch offices covering three very unique states, this company has the coverage and market share to provide the best service in the region. Gabe carries with him two accreditations from the Worldwide ERC, Global Mobility Specialist and Berkshire Hathaway HomeServices AZ, CA & NV Properties

<https://www.bhhs.com>





# ARIZONA AND CALIFORNIA MARKETS

RBC Fall Virtual Advice Event







**#1 - Weather**

**#2 – Affordability**

**#3 – Housing**



**BERKSHIRE  
HATHAWAY**  
HomeServices

Arizona Properties  
California Properties  
Nevada Properties



# HEADLINES

## **Arizona ranked the No. 6 state for retirement**

Arizona is the sixth-best state for retirement, according to the [Better Benefits Global Retirement Index](#).

Arizona's average retirement length is 16.2 years, which was fifth behind only California, Alaska, New York and Oregon. The average retirement income in Arizona is \$30,168 (20th among all states), and 60.5% (18th) of retiree households have retirement income.

## **Palm Springs jumps to No. 2 among U.S cities under 150,000 people as the destination for a quick getaway trip, according to a Hotwire survey.**

## **Palm Springs Named One of "Best Places to Live" by Sunset Magazine**

The top cities of the Western U.S. that rank as "Best of the West" include Palm Springs, California in the most recent issue of Sunset Magazine. A city re imagining its present and future, [Palm Springs](#) new downtown is evolving to embrace a new, energetic vibe.

## **Top 10 Best Cities in the US to invest in real estate in 2022:**

**1. Las Vegas:** Record levels of convention business and tourism have helped the population of Vegas grow by 2.5% with rent prices increasing by over 10%.

**5. Phoenix:** One of the top job markets in the country last year, rent growth in single-family homes is expected to increase by 9% with the population growing by more than 2%.

<https://learn.roofstock.com/blog/best-cities-to-invest-in-real-estate>

## **Phoenix named one of the most popular cities to move to during the first half of 2022**

Phoenix had one of the highest ratios of people moving in vs. those moving out during the first half of the year, a recent analysis found.

The [data from MoveBuddha](#) showed Phoenix was No. 8 among major cities with a ratio of 1.19 people moving in for every person leaving from January through June.





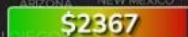


# Palm Springs

## Cost of living

 Total with rent

One person

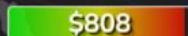
 \$2367



Rank

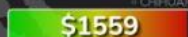
162 / 2202

 Without rent

 \$808

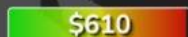
184 / 2202

 Rent & Utilities

 \$1559

176 / 2202

 Food

 \$610

151 / 2202

 Transport

 \$45.9

2070 / 2202

 Monthly salary after tax

 \$4471

236 / 2202

 Quality of life

 77

98 / 2202


 Population

 44.6K

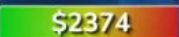
986 / 2202

# Phoenix

## Cost of living

 Total with rent

One person

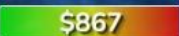
 \$2374




Rank

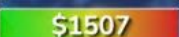
160 / 2202

 Without rent

 \$867

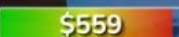
68 / 2202

 Rent & Utilities


 \$1507

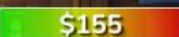
196 / 2202

 Food


 \$559

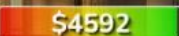
348 / 2202

 Transport

 \$155

14 / 2202

 Monthly salary after tax


 \$4592

213 / 2202

 Quality of life

 89

24 / 2202

 Population

 1.61M

5 / 2202



BERKSHIRE  
HATHAWAY  
HomeServices

Arizona Properties  
California Properties  
Nevada Properties



Median Sale Price

\$455,000

+8.3% year-over-year

# of Homes Sold

1,255

-29.7% year-over-year

Median Days on Market

39

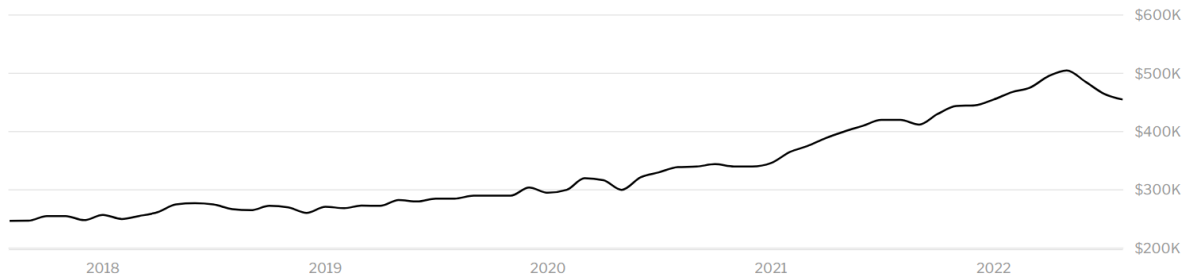
+15 year-over-year

Single Family Homes ▾

1 year

3 years

5 years



  
**BERKSHIRE  
HATHAWAY**  
HomeServices

Arizona Properties  
California Properties  
Nevada Properties



Median Sale Price

**\$650,000**

+23.8% year-over-year

# of Homes Sold

**135**

-27.0% year-over-year

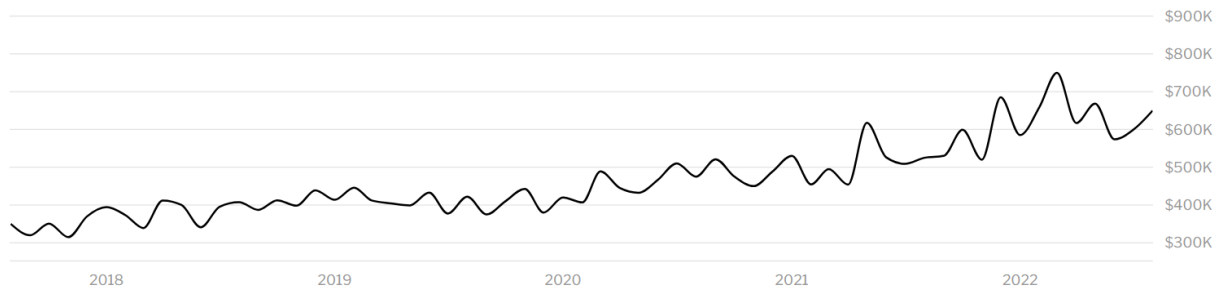
Median Days on Market

**48**

+13 year-over-year

All Home Types ▾

1 year 3 years 5 years



**BERKSHIRE  
HATHAWAY**  
HomeServices

Arizona Properties  
California Properties  
Nevada Properties



# SUPPLY AND DEMAND 2022











BERKSHIRE  
HATHAWAY  
HomeServices

Arizona Properties  
California Properties  
Nevada Properties



## IMPORTANT THINGS TO KNOW WHEN PURCHASING REAL ESTATE IN THE US

- FIRPTA (Foreign Investment in Real Property Act)
  - Title and Escrow
- Pre-qualification and Earnest Money
  - Inspections and Appraisals
- Down Payment and access to US funds
  - Homeowners Associations
- Building materials used on homes
  - Termites and Pests



# Today's Presenter

## **CRIS PIRES**

### *Owner & Founder, ParadiseFlorida*



A highly experienced international real estate professional based in Florida, Cris Pires is the owner and founder of ParadiseFlorida. Cris has dedicated her career to assisting foreign buyers find a home and is uniquely positioned to understand the motivations of international real estate investors and the challenges Canadians face when purchasing a home in Florida.

ParadiseFlorida offers the White Glove Services that international buyers crave. Our one-stop-shop approach provides our clients with the convenience and ease they need. We combined the knowledge of the local real estate market with many years of international experience, providing our clients with an array of real estate related services, which include interior design and property management.

<https://www.paradiseflorida.life>



# Welcome to *Paradise*Florida!

Through its international boutique real estate approach ***Paradise*Florida** offers a one-stop-shop experience, providing buyers with the convenience and ease they need. By combining the knowledge of the local real estate market with many years of international experience, *Paradise*Florida created the perfect formula to assist buyers with an array of real estate related services to facilitate the home-purchasing process.


**Cris Pires** is a highly experienced international real estate professional based in Florida; owner and founder of *Paradise*Florida.

Cris has dedicated her career to assisting foreign buyers find a home and is uniquely positioned to understand the motivations of international real estate investors and the challenges Canadians face when purchasing a home in Florida.



 +1 (786) 762-8257

[cris@ParadiseFlorida.Life](mailto:cris@ParadiseFlorida.Life)

Cris Pires  +1 (786) 762-8257





# Fun, Sun, and Real Estate Opportunities...

WELCOME  
TO FLORIDA

October 18, 2022





# Welcome to *Paradise*Florida!

We are a boutique company specialized in international clients.



- We are uniquely positioned to provide you with **premier real estate** related services.
- Our team of professionals with many years of international real estate experience **will cater to your every need.**
- You can count on our **White Glove Service** Promise!



# Welcome to *Paradise*Florida!



In partnership with UNA Design, we can offer our clients professionally designed homes.

UNA's interior design professionals will take care of all the details so that your second home in Florida is ready for you when you arrive!



We partnered with experienced property management companies to help you with short- or long-term rental for your property.

Reliable services and attention to detail are the key to keep your property as a solid investment.

As a company specialized in foreign buyers, we are better positioned to understand your needs.



# Welcome to *Paradise*Florida!



## SOUTH FLORIDA and THE PALM BEACHES



# Welcome to *Paradise*Florida!

## THE GATEWAY TO AMERICA...

- ***3 international airports:***

Miami (MIA), Fort Lauderdale (FLL), and  
West Palm Beach (PBI)

- ***3 major seaports:***

Port of Miami, Port Everglades (in Ft. Lauderdale), and  
Port of Palm Beach



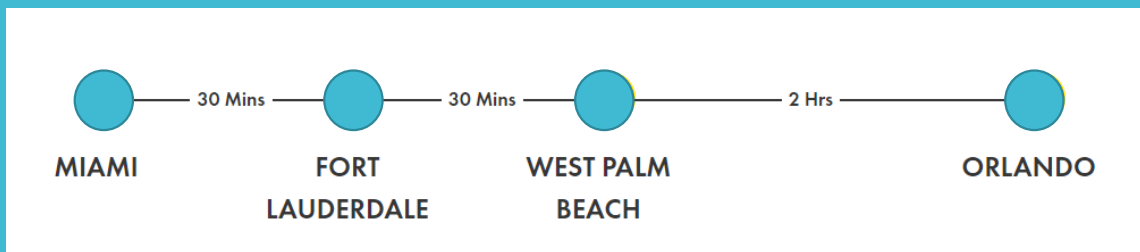


# Welcome to *Paradise*Florida!

## THE GATEWAY TO AMERICA...

### *Brightline Train:*

- Daily trips from MIA to FLL and WPB
- Aventura and Boca Raton Stations scheduled to open in late 2022
- Grand Opening in Orlando scheduled for early 2023





# Welcome to *Paradise*Florida!

## Real Estate Opportunities in South Florida



Welcome to  
beautiful  
Palm Beach,  
Florida!



# Welcome to *Paradise*Florida!

## CITY OF WESTLAKE:

Friendly neighborhoods, state-of-the-art amenities and recreation, and of course new construction homes for families of all sizes and styles.

The ***Westlake Masterplan*** was created by Canadian developer and homebuilder:



Town center and shopping centers (underway).

24-hour Emergency Care Facility is already open and fully staffed.



*Paradise*Florida  
connecting dreams



# WestLake Adventure Park:



- Lagoon pool & tower slide
- Splash pad
- Bocce ball & lawn games
- Basketball courts
- Dog park
- Snack Shack & Ice Cream Parlor
- BBQ & picnic area
- BMX Pump Park
- Concert Pavilion and so much more!

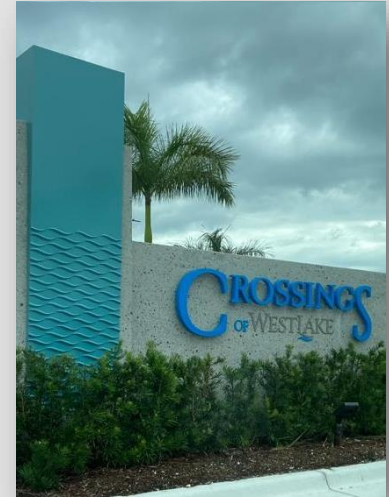




# Crossings of WestLake:

The **Bay Collection** offers elegant 2-story townhomes with a 2-car garage. In this community, starting as low as **\$419,990 USD**, you will have the option of 3 different floorplans:

- **AVENTURA:** 3 bedrooms | 2.5 baths | 2,160 Total SF
- **BISCAYNE:** 3 bedrooms | 2.5 baths | 2,695 Total SF
- **BRICKELL:** 4 bedrooms | 3.5 baths | 2,467 Total SF



Paradise Florida  
connecting dreams



# Orchards of WestLake:

The **Cypress Collection**, located in the Orchards of WestLake, is a single-family home community ranging from 2-5 bedrooms.

It offers 15 different floorplans, starting from **\$463,990 USD (Cassia II Floorplan)**.



CASSIA II - FLOORPLAN





# Welcome to *Paradise*Florida!



## ORLANDO

The most  
magical  
place on  
earth!

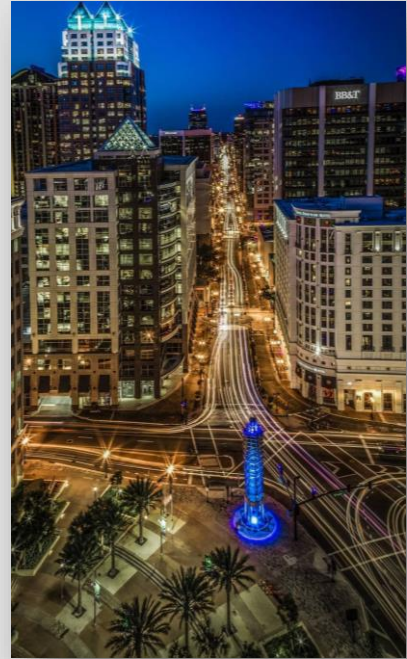


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connecting dreams



## ORLANDO, THE CITY OF THE FUTURE...

- Employment
- Industry Growth
- Migration
- Ethnic Diversity
- Entertainment
- Education
- Technology
- Infrastructure

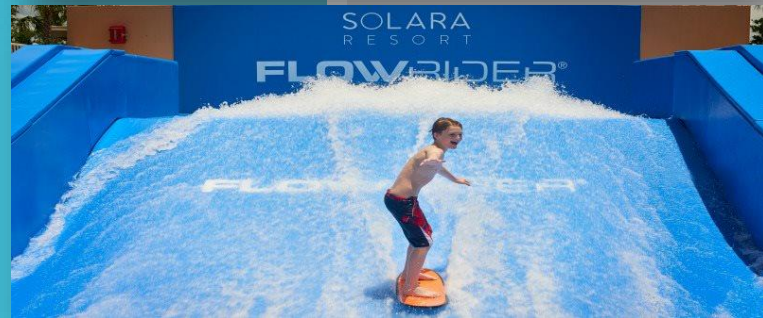




# Welcome to *Paradise*Florida!

## Solara Luxury Resort by

- Incredible location: ~15 minutes from Disney
- Luxury amenities and recreation
- Gorgeous designs
- Short term rental permitted
- Phase II is completely sold out
- Phase III is underway
- Target date for release: 12/2022
- Contact our team for more information





# Welcome to *Paradise*Florida!

## Solara Luxury Resort

Luxury  
Features for a  
luxurious  
lifestyle





# Welcome to *Paradise*Florida!

## ChampionsGate Vacation Resort by **LENNAR**



ChampionsGate is a gated Masterplan Community:

- Located less than 15 minutes from the Disney Parks
- Short-term rental permitted






# Welcome to *Paradise*Florida!

ChampionsGate

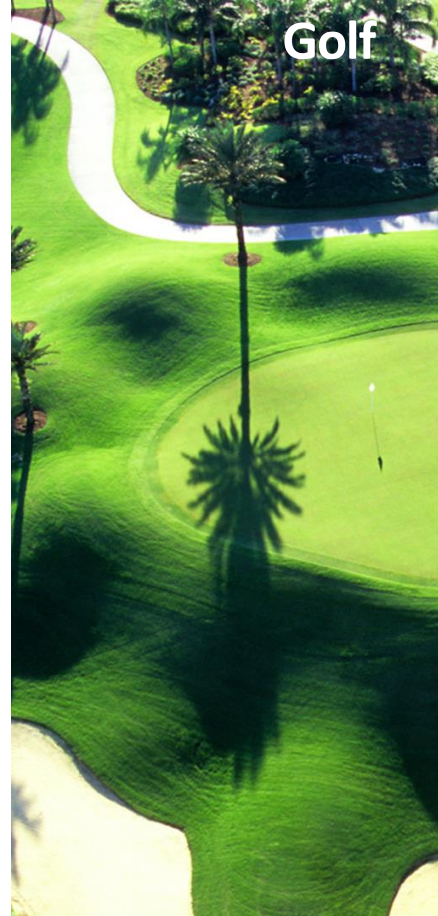
Luxury Vacation  
Resort with  
State-of-the-Art  
Amenities

Cris Pires  +1 (786) 762-8257

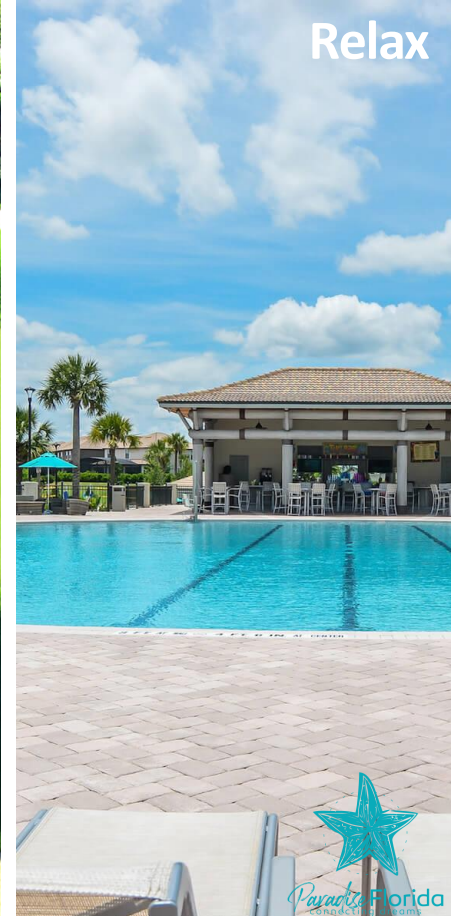
Fitness



Golf



Relax





# Oasis Club at ChampionsGate:



## *Amenities include:*

- 3 golf courses
- Adult and kids' pool
- Lazy river
- Cabanas
- Volleyball courts
- Fitness center
- Movie theater
- Oasis restaurant
- Tiki bar
- Arcade for the kids and much more!



Paradise Florida  
connecting dreams



# Welcome to *Paradise*Florida!

## ChampionsGate Vacation Resort by **LENNAR**

### ALEXANDER PALM

- 5 Bedrooms
- 5 Bathrooms
- 3,014 sq. ft.
- 1 Car Garage
- Pool Home
- Starting from **\$702,000 USD**





# Welcome to *Paradise*Florida!

## ChampionsGate Vacation Resort by **LENNAR**®

### MAJESTY PALM

- 6 Bedrooms
- 5 Bathrooms
- 3,275 sq. ft.
- 1 Car Garage
- Pool Home
- Starting from **\$730,000 USD**





# Welcome to *Paradise*Florida!



You will receive **White Glove Services** from a Florida Real Estate Team dedicated to connect you to your dream home in Sunny Florida!





# Welcome to *ParadiseFlorida*!

To connect with our team or to visit the website we created specially for this **RBC Virtual Event**, just hold your cell phone camera up to the QR code below.




You can also click on this link: [ParadiseFlorida-RBC2022](https://ParadiseFlorida-RBC2022)



*ParadiseFlorida*  
connecting dreams

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[www.ParadiseFlorida.Life](https://www.ParadiseFlorida.Life)



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*Note, this webinar is being recorded, and the presentation will be made available on our virtual advice event landing page.*



# Upcoming Advice Events

## **Ask the Expert - Tax, Legal and Estate Considerations for Owning a U.S. Property**

- October 20, 2022
- 1-2:30 p.m. ET

## **Cross-border Lifestyles - Everything You Need to Know from Banking with Perks to Buying U.S. Property**

- October 25, 2022
- 1-2:30 p.m. ET

Register at [rbcbank.com/vae](https://rbcbank.com/vae)



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