

Latin American Investors Targeted by Miami's "Condo King" Jorge Perez and His Related Group: 4+ New Condo Projects With Intl Sales Group

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With ink barely dry on the [Community Planning Act](#), savvy foreign investors are flocking to Florida and its real estate investment opportunities. In the same month that [Resort World Miami](#) was announced by Malaysian investors, **Condo King Jorge Perez** and his well-known firm, [The Related Group](#), [revealed their new partnership](#) with [International Sales Group](#), helmed by Philip Spiegelman and Craig Studnicky.

Jorge Perez Knows Real Estate, Florida, and Latin America

You may remember Jorge Perez: [in 2005, TIME magazine named him one of the 25 most influential Hispanics in the United States](#); [in 2007, Forbes magazine named him one of the 400 Richest Americans](#), and in past years, his Related Group was routinely named as one of the largest Hispanic-owned businesses in the USA, although [current economic factors have found Related Group no longer on that list in 2010](#).

The new partnership between the real estate developer and the international brokerage will operate under the name "**Related ISG**" and their efforts are targeting the South Florida condo market for interested buyers in Mexico, Central America, and South America.

First, [they will be promoting a Hollywood, Florida, condo project at Apogee Beach](#) (ground breaking set for early 2012) where condominium homes in the 22 story oceanfront building will be marketed primarily to Latin American buyers.

That's right: Florida is getting an influx of cash from foreign sources, as we've been predicting for awhile now.

Condo King's Dedication to Bringing Latin American Clients Into South Florida Real Estate Gets National Attention

The *Wall Street Journal* considers [Related's financial package to be "unconventional" because it will ask buyers to pay over 80% of their condo's building expense during construction](#) - lots more cash that Americans are used to considering, even at a 20% down payment.

Related's proposal? Buyers must provide 20% down payment; 20% when building commences, and another 40% during the construction process. That's right: by the time the new owners move into their new home, they've only got 20% left to pay before they own the condo outright.

However, this is "unconventional" only to American ears. In other countries, this isn't a bizarre request at all. Most Latin American real estate is sold in this staggered payment system; Related's targeted foreign buyers are not going to find the proposal "unconventional" in the slightest.

Already, More Future Related Condo Projects Slated for South Florida and Latin American Buyers

Related has already [bought the land and released its plans for four condo projects in the Miami area](#), using the same financial strategy and marketing the same Latin American buyers:

1. A small condo building with around 250 units to be constructed next to Related's 500 Brickell project and called "My Brickell;"
2. A condo project designed by Mexico's renowned architect Enrique Norton in the same area as My Brickell, this with 300+ units;
3. A 400+ unit waterfront condo in Midtown Miami; and
4. The above-described Apogee Beach condominium project in Hollywood, Florida.

Prediction: More and More Foreign Investment Comes to Florida Real Estate Developers

Jorge Perez is just one of many business savvy folk who are seeing opportunity in the crisis Florida faces in this current recession. With the current Florida lawmakers and their goals of making Florida more business-friendly, as evidenced by the recent Growth Management Reforms, Latin American investors will be finding great opportunities here in South Florida, a beautiful and cosmopolitan locale with a shared heritage, language, art, religion, and culture.

Jorge Perez is one of the pioneers leading the way.