



Virtual Trade Mission

Italy



ALESSANDRO PASQUAL

President

Osservatorio Immobiliare Digitale (OID)



PROGRAM

- Introduction of the Global Business Council RPCRA
- Alessandro Pasqual, President
Osservatorio Immobiliare Digitale (OID)
- Learn about Southwest Florida





Introduction of Dignitaries & Global Business Council RPCRA

Chair

Beate Wunderer

Vice Chair

Yvonne Torsok

Staff Liaison

Allyson Teevan

Marge Bennett, Betty Dalton, Mary Dickey, Paola
Giraldo, Justin Jamieson, Ivana Kucera, Claudia Perfect,
Michele Schafer, Correen Sheehan -Avesani, Melanie
Townsend, Oksana Sherman





Global Business Council EVENTS

- June 12th Annual International Summit
 - June 26th Resort and Second Home Property Specialist
 - July 11th RPCRA Member breakfast featuring Global
 - August 7th At Home with Diversity
-
- June 9th to 13th Certified International Property Specialist
offered by the NABOR (Naples Are Board of REALTORS®)





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Welcome to SW Florida

Southwest Florida is renowned for its beautiful beaches, green golf courses and resort lifestyle living. The Cape Coral and Fort Myers areas rank fourth as a destination for international buyers.





Courtesy of Lee County Visitor & Convention Bureau

[Who is Fort Myers?](#)



About Our Area

- Cape Coral - Fort Myers metropolitan area = 835,000 residents
- Cape Coral is surrounded by 400 miles of canals
- Fort Myers - major attraction: Thomas Edison Winter Estates
- Sanibel/Captiva Island - one of the unique barrier islands of the world
- Pine Island - the largest island on Florida's Gulf Coast
- International Airport RSW with over 73 Nonstop flights including Canada, Cuba and Germany
- Over 20 beaches and countless parks
- 8 universities and more than 120 schools
- More than 150 golf courses



Major Buyer Countries

Cape Coral-Fort Myers



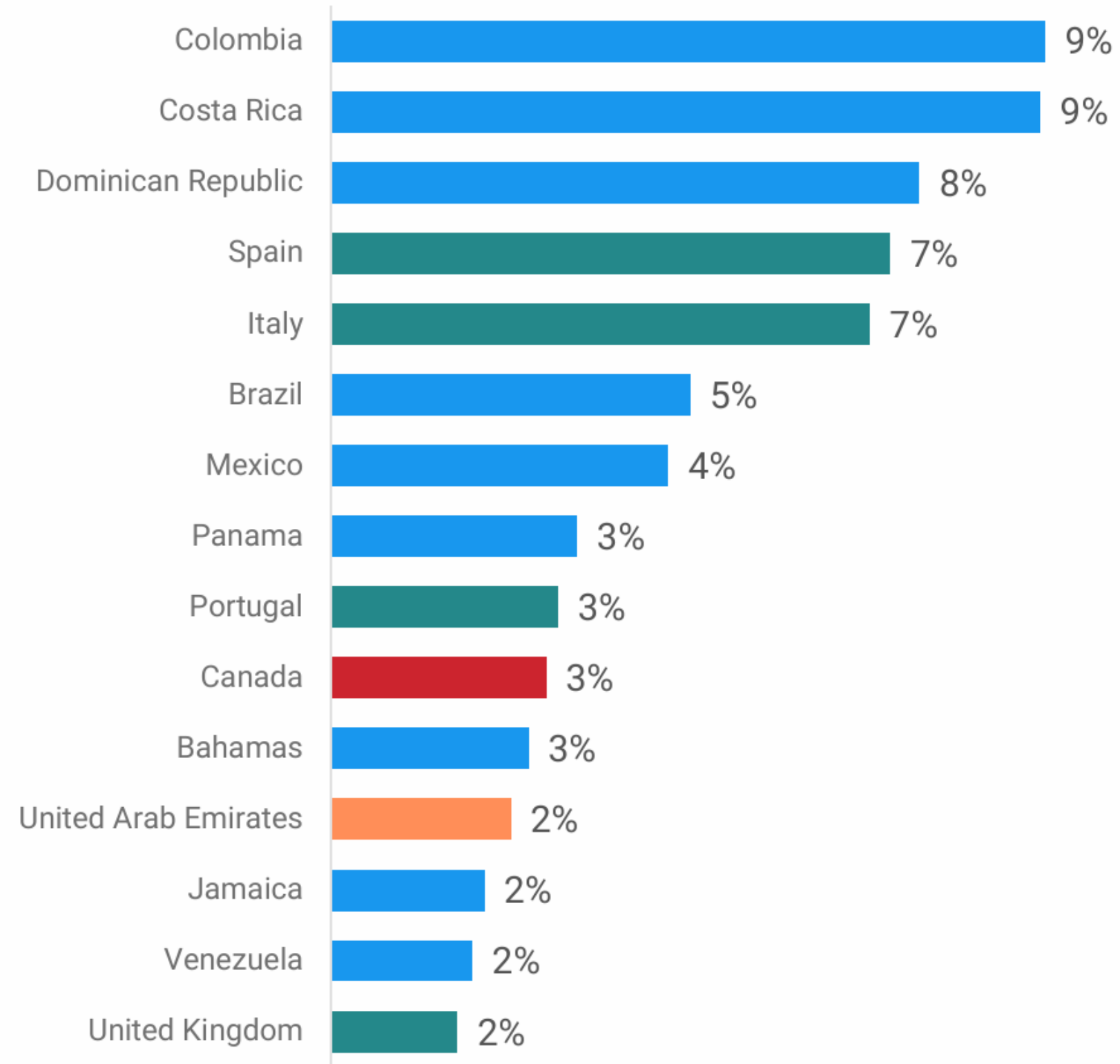
United Kingdom, Israel, France, Columbia, Switzerland, Belgium, Austria

Source: 2024 Profile of International
Residential Transaction in Florida –
Florida Realtors ®



Buyers Seek Latin American and Mediterranean Properties

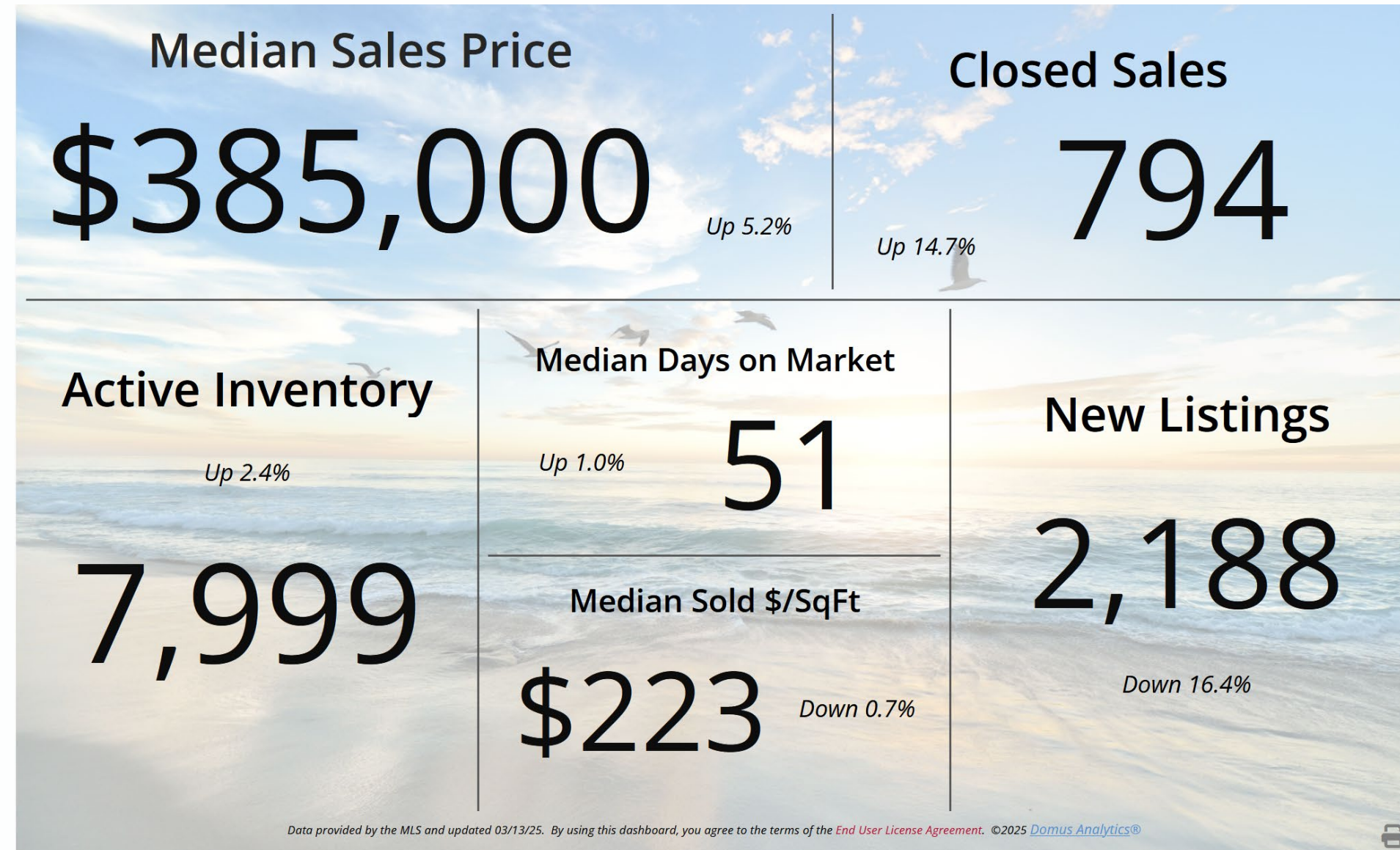
Top Countries of Interest to Clients Seeking to Purchase Property Abroad



Source: 2024 Profile of International Residential Transaction in Florida – Florida Realtors®



Median Price within RPCRA Area

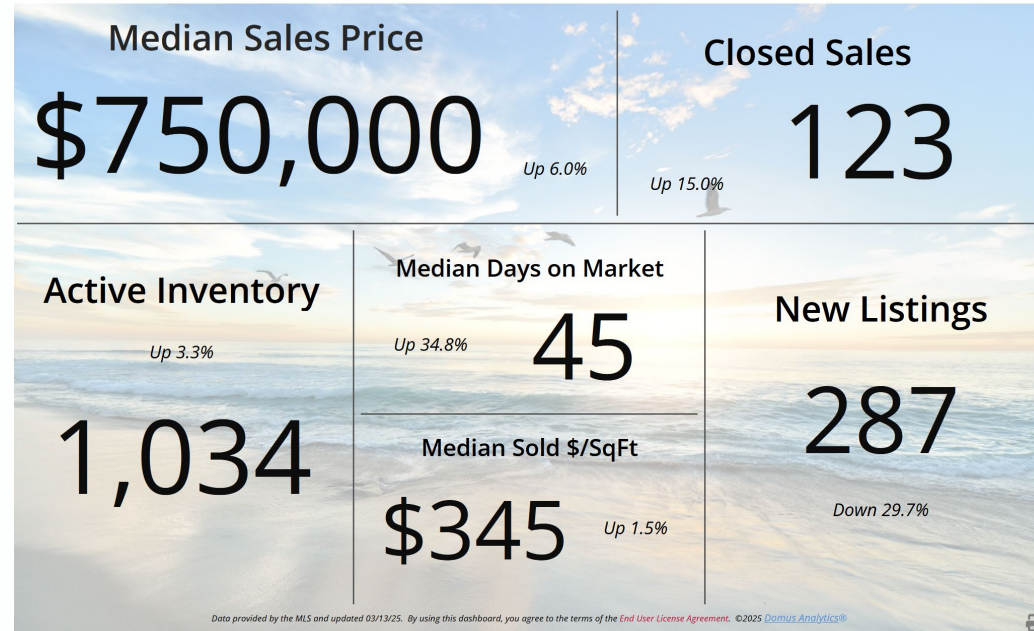


Single Family Residence within the RPCRA
area - compared to Jan 2025

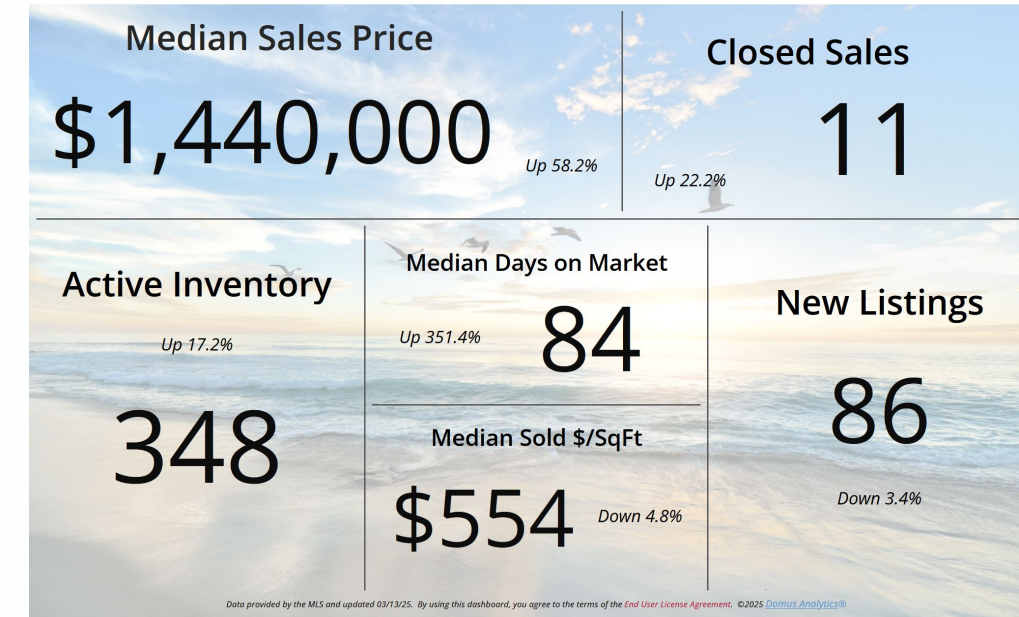


Surrounding Areas

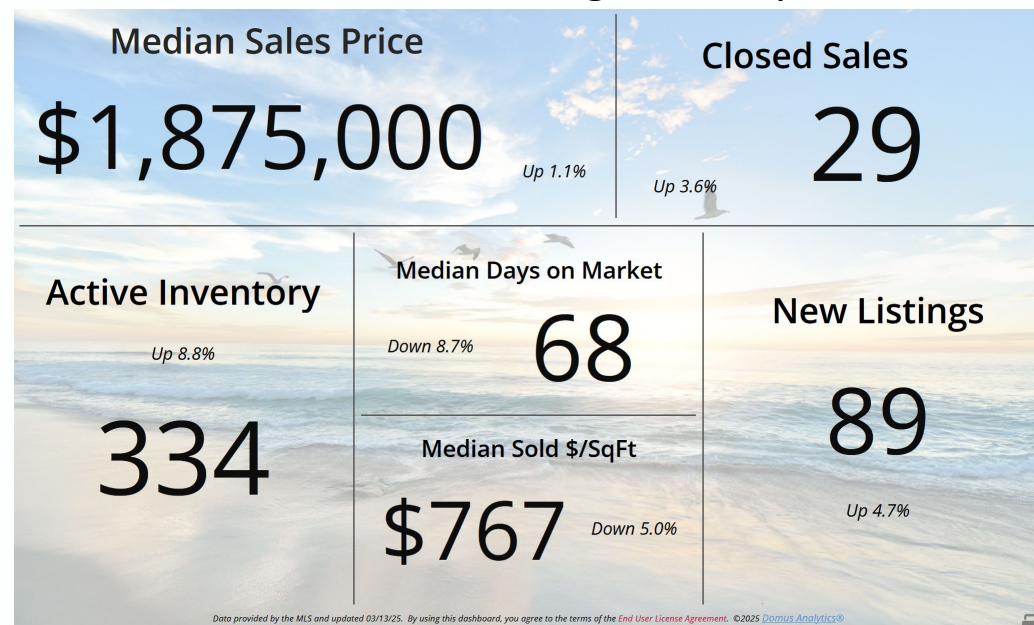
Bonita Springs, Estero



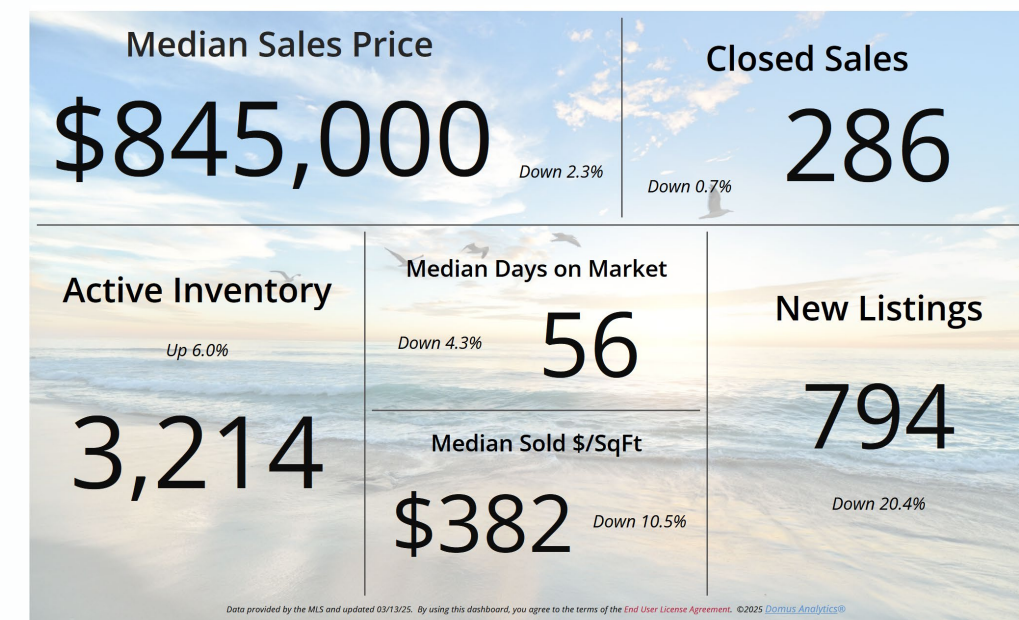
Sanibel Island



Marco Island, Everglades City



Naples area





Real Estate in SW Florida

REALTORS® are licensed professionals who facilitate property transactions between buyers and sellers and are members of NAR (National Association of REALTORS®), adhering to a strict Code of Ethics and high standards of conduct.

How we promote our listings:

In the United States, we utilize the MLS (Multiple Listing Service) – every REALTOR® has access to all available properties. Therefore, you only need to work with one REALTOR®.

Here's an example for advertising a Single -Family Home:

3+ Bedroom/2 Car Garage = indicates three or more bedrooms, and it can also serve as office space.

County:	Lee	Property Class:	Residential
Status Type:	Resale Property	Subdivision:	CAPE CORAL
List Price/Sqft:	\$249.39	Development:	CAPE CORAL
Property ID:	05-45-23-C2-04932.0170	DOM:	165
Furnished:	Partially Furnished	CDOM:	501
Approx. Living Area:	2041 - Property Appraiser Office	Bedrooms:	3+Den
Approx. Total Area:	2601 - Property Appraiser Office	Baths:	2 (2 0)
		Den/Flex:	Yes



Real Estate in SW Florida



SQUARE FOOTAGE	
LIVING	1651
GARAGE	458
LANAI	270
ENTRY	113
TOTAL	2492



Real Estate in SW Florida

WHAT IS INCLUDED IN THE PURCHASE?

Range(s)/oven(s), refrigerator(s), dishwasher(s), disposal, ceiling fan(s), light fixture(s), drapery rods and draperies, blinds, window treatments, smoke detector(s), garage door opener(s), thermostat(s), doorbell(s), television wall mount(s) and television mounting hardware, security gate and other access devices, mailbox keys, and storm shutters/storm protection items and hardware

WHAT DISTINGUISHES UNFURNISHED, FURNISHED, AND TURNKEY PROPERTIES?

- **Unfurnished:** This category refers to properties that do not include any furniture.
- **Furnished:** A furnished property comes with essential furniture items, such as beds, sofas, tables, and chairs.
- **Turnkey:** A turnkey property is fully equipped and ready for immediate occupancy, including all necessary furniture, kitchenware, linens, décor, and even televisions.



Real Estate in SW Florida

WHAT ARE THE PROCEDURES FOR BUYING PROPERTY?

1. Find a REALTOR® and sign a buyer's agreement.
2. Visit real estate properties.
3. Discuss your offer with your REALTOR®
4. All Contract have been approved for use by our Florida REALTORS® Association and the Florida BAR).
5. The REALTOR® will send the contract to the listing agent.
6. Once all parties agree, the contract will be forwarded to a title company or lawyer to manage the closing process.



Real Estate in SW Florida

WHAT ARE THE CLOSING COSTS?

The buyer is responsible for compensating their Buyer's Agent. Inquire whether the REALTOR® can determine if the Seller is open to covering all or a portion of the compensation for your Buyer's Agent. If not, you will need to pay the compensation as outlined in the buyer agreement.

Anticipated closing costs can include:

- Title insurance (varies based on sales price)
- Title and lien search fees: \$200
- Settlement or closing fee: \$600
- Homeowners Association (HOA) or building fees, if applicable
- Home inspection fee: \$500
- County recording fees: \$30

Additional fees may apply if you choose to finance the purchase.



Real Estate in SW Florida

HOW LONG DOES IT TYPICALLY TAKE FROM MAKING AN OFFER TO COMPLETING THE PURCHASE?

Many transactions can be finalized within 14 days, while most purchases of single-family homes or condos typically take around 30 days.

CAN FOREIGNERS APPLY FOR LOANS IN THE U.S.?

Yes, the down payment required is 30% or more, and interest rates may reach as high as 10%.

CAN A BUYER OBTAIN CITIZENSHIP BY PURCHASING REAL ESTATE?

Buying property in the US does not come with the right of citizenship!



