

Ross Manella and Sabrina Janeiro Discuss Global Investment Opportunities and Challenges Presented by South Florida's Luxury Real Estate Market

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Ross Manella—partner-in-charge of Hinshaw's Fort Lauderdale office—and Hinshaw associate Sabrina Janeiro recently discussed with the *Daily Business Review* South Florida's luxury real estate market and potential challenges for global real estate investors.

Manella and Janeiro stated that many investors are Canadian and European investors looking for long-term opportunities in Florida. "Prior to the Federal Reserve's recent actions, investment funds from Canada, Israel and Europe were flowing into South Florida's commercial and residential luxury market," they said.

The pair noted that higher interest rates and the strong dollar "will be an opportunity for buyers with cash in the United States to enter and take advantage of the commercial and residential market." They also stated that they've seen many investors who have bought or made offers on vacant land and multifamily properties as foreign investors see this category of investment as recession-proof with little risk.

Manella and Janeiro also addressed challenges for global investors, including protecting confidentiality and privacy relating to offshore entities. They noted that for attorneys with foreign investor clients, it is crucial to ensure they are in compliance with U.S. tax and reporting laws that require companies to provide further disclosures to the government. Structuring transactions in a manner that minimizes taxes is also critical, as the wrong structure can trigger double taxation and substantial estate taxes.

[Read the full article](#) (*subscription required*)

"More Affluent Investors Expected as South Florida's Luxury Market in Hot Demand" was published by *Daily Business Review* on November 1, 2022.

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