

The South Florida

REALTOR[®]

Miami...
The Global City

Salute to Industry Leaders

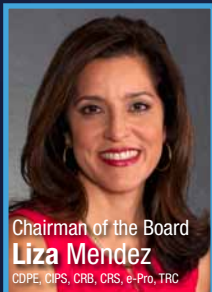
MIAMI Premium Services

International Expansion

South Florida Real Estate School

Miami...
It's All About You

**2014
MIAMI
Leaders**



6 Locations - Miami Dade & Broward

WEST BROWARD - Sawgrass

Sawgrass International Corporate Park
13680 Northwest 14th Street
Sunrise, FL 33323



West Broward
Sawgrass

EAST BROWARD - DCOTA

Near I-95 & Griffin Rd.
1815 Griffin Road, Suite 104
Dania Beach, FL 33004

East Broward DCOTA



NORTHWESTERN DADE

Near West 4 Avenue & West 49 Street
415 West 51st Place, Suite 200
Hialeah, FL 33012

Northwestern Dade



MIAMI HQ

Near NW 36 St. & Le Jeune W. 42nd Ave.
700 S. Royal Poinciana Blvd. • Suite 400
Miami, Florida 33166

MIAMI HQ



Coral Gables Office



CORAL GABLES

Near Alhambra Cir. & Ponce de Leon
245 Alcazar Avenue
Coral Gables, FL 33134



We invite you to visit our 6 locations - your beautiful MIAMI headquarters and our other 5 offices and conference centers conveniently located near you... while you visit or attend a class, enjoy a great cup of Starbucks coffee.

MIAMI Association of REALTORS® HQ
700 S. Royal Poinciana Blvd., Suite 400
Miami, Florida 33166

Phone: (305) 468-7000

Membership Hotline: (305) 468-7005

Education/Event Hotline: (305) 468-7066

Fax Membership/Accounting: (305) 468-7030

Fax Education & Events: (305) 468-7070

www.miamire.com

Published by the MIAMI Association of REALTORS®

700 S. Royal Poinciana Blvd. • Ste. 400 • Miami, FL 33166
(305) 468-7000 • Fax: (305) 468-7070 - 7030

info@miamire.com • www.miamire.com

2014 Board of Directors

Liza Mendez, CDPE, CIPS, CRB, CRS, e-Pro, TRC
Chairman of the Board

John Dohm, SIOR, CCIM, CFP
Chairman-elect

Martha Pomares, CRS, CIPS, ABR, GRI, SFR, TRC, AHWD, ePro
Secretary

Jack H. Levine, ABR, ABRM, CRB, CRS, SRES
Treasurer

Edward J. Redlich, SIOR, CCIM
RCA Commercial President

Barbara Tria
RCA Commercial President-elect

Francisco Angulo, CIPS, CRB, CRS, TRC, GRI
Residential President

Christopher Zoller, CRS
Residential President-elect

Mark Sadek, PA
Broward President

Christopher Tello
Broward President-Elect

Natascha Tello, CDPE, CIAS
2012 Chairman of the Board

Directors

Terri Bersach, CRB, CRS, CIPS, SFR, TRC

Alicia Cervera Lamadrid

Patricia "Pat" E. Dahne

Nancy Hogan, CIPS

Fernando I. Martinez

Sherrie Porter

Moe Veissi

Victor O. Ulloa, TRC

Peter Zalewski

MIAMI Professionals

Teresa King Kinney, CAE, RCE, CIPS, RSPS, TRC
Chief Executive Officer

Deborah Boza-Valledor, CIPS, CRB, CRS, GRI, RSPS, TRC, AHWD
Chief Operating Officer & Chief Marketing Officer

Paul Cauchi
Senior Vice President of Commercial

Marty D. Nash
Chief Administrative Officer

Leticia Oliver, RSPS, TRC, CIPS, e-Pro
Chief of Professional Development

Editorial & Design

Lynda Fernandez, RCE, CIPS, TRC, e-Pro
Senior Vice President of Public Relations and International

Jorge Llovet
Senior Creative Director

David Garcia
Media & Design Specialist

Sponsorship and Affiliate Opportunities

Ro Ozdemirci • VP of Corporate Affiliate Alliances

P: 954-505-5189 • F: 954-505-5190 • ro@miamire.com

Vision

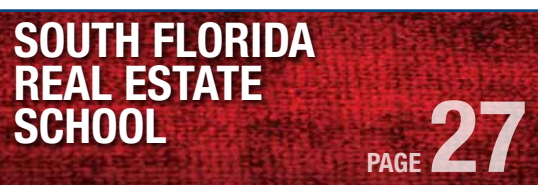
MIAMI is the voice for real estate, influencing and shaping the industry.

MIAMI Mission

To provide our members the resources and services to deliver the highest level of professional service to their customers and be more profitable and successful in the global marketplace.

The opinions expressed in The South Florida REALTOR® should not be construed to be the opinions of staff, directors or general membership of the MIAMI Association of REALTORS®. Advertising is accepted in good faith. Neither the Association, its staff nor its directors warrants the information. Reprinting in whole or part of any article(s) appearing in THE REALTOR® is invited so long as proper credit is given to this publication and the author of the article is reprinted. Copies of such reprints may be sent to the Association in care of the editor.

© MIAMI Association of REALTORS® 2014



MIAMI's Locations 2

MIAMI Leaders 4

Commercial Leaders 5

Residential Leaders 6

Broward Leaders 7

YPN Leaders 8

MIAMI Professionals 9

Miami Awards & Inaugural 10

Awards & Recognition 11

MIAMI Products & Services 12

MIAMI... The Global City 14

Broward Council 16

State Leaders & New Designees 18

MIAMI Premier Events & Conferences 19

RPAC 20

Government Affairs 21

RCA Miami 22

Our International Influence 24

Education for Today's REALTORS® 26

South Florida Real Estate School 27

The Miami International Referral Network 28

Important Numbers & Websites

MIAMI • All MIAMI Resources www.miamire.com

MIAMI Main Number (305) 468-7000

Member Service Hotline (305) 468-7005

Fax Lines (305) 468-7030 or 7070

Email Information Request info@miamire.com

Education/Event Hotline (305) 468-7066

Registration (Online Calendar) MiamiRegistration.com

MLS Hotline (305) 468-7067

Broker/Manager/Agent Resource miamire.com/BrokerToolbox

Florida REALTORS® www.floridarealtors.org • (407) 438-1400

Florida REALTORS® Legal Hotline (407) 438-1409

Florida REALTORS® Event Registration (800) 669-4327

Florida REALTORS® Tech Helpline (407) 587-1450

NAR Info Central www.realtor.org • (800) 874-6500

REALTOR.com customercare@realtor.com • (800) 878-4166

DBPR www.myfloridalicenses.com
(850) 487-1395 • F: (407) 317-7245

Florida Real Estate Commission (FREC) (850) 487-1395

MLS Tech Support (888) 825-5472 ext. 4
Broward County (954) 492-1200
(M-F 8:30am-8:30pm/S-S 8:30am-3:30pm)
http://sef.mlxhelp.com

Report Unlicensed Activity myfloridalicenses.com
(866) 532-1440 or (888) 784-5404

Form Simplicity www.formsimplicity.com • (407) 587-1450

Kurio 1(888) 935.8746 • support@kurio.com

iMapp Support support@imapp.com • (888) 462-7701

Realist (305) 468-7000 • realist@miamire.com

Supra Lock Box/Key www.supraekey.com • (877) 699-6787

ProxioPro www.proxio.com/miami • info@proxio.com

FREE Showcase Website markw@dpi-miami.com

Showingtime MIAMIshowingassist.com • (800) 379-0057

Premium Open House www.MiamiBrokerOpenHouse.com

Greatschools.net www.miamire.com/greatschools

Purchase Domain Names BuyDomainNamesAndMore.com

MIAMI Corporate Board of Directors 2014



Chairman of the Board
Liza Mendez, CDPE, CIPS, CRB, CRS, e-Pro, TRC
 Pedro Realty International
 419 West 49 Street, Ste. 106
 Hialeah, FL 33012
 P: (305) 558-7676
 F: (305) 556-0343
 liza@pedrorealty.com



Chairman of the Board - Elect
John Dohm, SIOR, CCIM, CFP
 Infinity Commercial Real Estate
 1505 NW 167 Street, Ste. 103
 Miami, Florida 33169
 P: (954) 557-3646
 john@jdohm.com



Commercial President
Edward J. Redlich, SIOR, CCIM
 ComReal Miami, Inc.
 2335 NW 107 Avenue Ste. #2M02
 Doral, FL 33172
 P: (786) 433-2379
 F: (888) 316-6818
 O: (305) 591-3044 ext.112
 eredlich@comreal.com



Residential President
Francisco Angulo, CIPS, CRB, CRS, TRC, GRI
 Coldwell Banker
 3400 Main Highway
 Coconut Grove, FL 33133
 P: (305) 445-1700
 C: (305) 310-4564
 francisco.angulo@coldwellbanker.com



Broward President
Mark Sadek, PA
 The Keyes Co.
 Mark Sadek, PA
 3300 North University Drive
 Coral Springs, FL 33065
 P: (954) 752-0900
 F: (954) 752-2378
 marksadek@keyes.com



2013 Chairman of the Board
Natascha Tello, CDPE, CIAS
 Keller Williams Realty
 Partners SW
 2000 NW 150 Ave., Ste. 1100
 Pembroke Pines, FL 33028
 P: (954) 237-0600
 F: (888) 599-5719
 natascha@telloteam.com



Commercial President-Elect
Barbara Tria
 Kerdyk Real Estate
 2631 Ponce De León Boulevard
 Coral Gables, FL 33134
 P: (305) 446-2586
 F: (305) 446-4921
 C: (305) 790-5055
 barbaratria@aol.com



Residential President-Elect
Christopher Zoller, CRS
 EWM Realty International
 550 South Dixie Highway
 Coral Gables, FL 33146
 P: (305) 329-7779
 C: (305) 321-3221
 F: (305) 662-5646
 zoller.c@ewm.com



Broward President - Elect
Christopher Tello
 Keller Williams Realty Partners SW
 2000 NW 150 Avenue, Ste. 1100
 Pembroke Pines, FL 33028
 P: (954) 237-0600
 F: (888) 599-5719
 chris@telloteam.com



Secretary
Martha Pomares
 CRS, CIPS, ABR, GRI, SFR, TRC, AHWID, ePro
 Berkshire Hathaway HomeServices
 Florida Realty
 135 San Lorenzo Avenue, Ste. 150
 Coral Gables, FL 33146
 P: (786) 581-1400
 F: (786) 581-1449
 C: (305) 298-4978
 marthapomares@gmail.com



Treasurer
Jack H. Levine, ABR, ABRM, CRB, CRS, SRES
 Levine Realty Inc.
 7901 Ludlum Road
 Miami, FL 33143
 P: (305) 665-6645, ext. 11
 jlevine@levinerealty.com



Director
Terri Bersach
 CRB, CRS, CIPS, SFR, TRC
 Coldwell Banker Res. R.E.
 2690 Weston Road, Ste. 101
 Weston, FL 33331
 P: (954) 384-0099
 F: (954) 384-7912
 terri.bersach@floridamoves.com



Director
Alicia Cervera Lamadrid
 Cervera Real Estate
 1492 South Miami Avenue
 Miami, FL 33130
 P: (305) 374-3434, ext. 237
 aecervera@cervera.com



Director
Patricia "Pat" E. Dahne
 Berkshire Hathaway HomeServices
 Florida Realty
 825 Arthur Godfrey Road 2nd floor
 Miami Beach, FL 33140
 P: (786) 594-3828
 C: (305) 582-7219
 patdahne@BHHSFloridaRealty.com



Director
Nancy Hogan, CIPS
 Avatar Real Estate Services
 7500 Red Road
 South Miami, FL 33143
 P: (786) 300-3003
 F: (305) 668-9986
 C: (305) 342-2823
 nhogan@avatarflorida.com



Director
Fernando I. Martinez
 FM Realty Corp.
 367 Northeast 28th Avenue
 Homestead, FL 33033
 P: (305) 242-3608
 F: (305) 242-0751
 C: (305) 216-3620
 fernando@fmrealtycorp.com



Director
Sherrie Porter
 EWM Realty International
 355 Alhambra Circle, Ste. 950
 Coral Gables, FL 33134
 P: (305) 960-2563
 F: (305) 960-5200
 C: (305) 607-5524
 sherrie@ewm.com



Director
Moe Veissi
 Veissi & Associates, Inc.
 7800 Red Road, Suite 301
 South Miami, FL 33143
 P: (305) 665-9299
 F: (305) 665-1230
 C: (786) 367-0171
 moe@veissi.com



Director
Victor O. Ulloa, TRC
 The Keyes Company • Sunset Kendall
 11570 Sunset Drive
 Miami, FL 33173
 P: (305) 595-8166
 D: (305) 275-7222
 F: (305) 595-8826
 victorulloa@keyes.com



Director
Peter Zalewski
 Condo Vultures® Realty LLC
 1005 Kane Concourse, Ste. 205
 Bal Harbour, FL 33154
 P: (305) 865-5629
 Peter@CondoVultures.com



Chief Executive Officer
Teresa King Kinney
 CAE, CIPS, GRI, RCE, TRC
 700 S. Royal Poinciana Blvd.
 Suite 400
 Miami, FL 33136
 P: (305) 468-7010
 F: (305) 468-7011
 tkinney@miamire.com



Miami Association of REALTORS® is the largest local REALTOR® Association in the U.S., representing over 31,000 Residential, Commercial & International Professionals

MIAMI Board of Directors

The MIAMI Association of REALTORS® represents over 31,000 members and is the largest local REALTOR® association in the U.S. The Association and its Board of Directors are dedicated

to leadership in the industry, the real estate profession, and the communities they serve. Leaders impact key policy decisions and important issues affecting the real estate industry,

analyze trends and information, and provide the most impressive and comprehensive package of programs, products and services available in the market today.

The Association's 2014 Priorities are:

- Market Influence
- Member Profitability and Broker Partnering
- Commercial and International
- Government Affairs, RPAC & Housing Opportunities
- Professional Development



Commercial President
Edward J. Redlich, SIOR, CCIM
ComReal Miami, Inc.
2335 NW 107th Avenue Ste. #2M02
Doral, FL 33172
P: (786) 433-2379
F: (888) 316-6818
O: (305) 591-3044 ext.112
ERedlich@ComReal.com



Commercial President-Elect
Barbara Tria
Kerdyk Real Estate
2631 Ponce De León Blvd.
Coral Gables, FL 33134
P: (305) 446-2586
F: (305) 446-4921
C: (305) 790-5055
barbaratria@aol.com



2013 Commercial President
Michael Silver, SIOR
CBRE
777 Brickell Avenue, Ste. 900
Miami, FL 33131
P: (305) 779-3124
C: (305) 527-3612
F: (305) 381-6462
michael.silver@cbre.com



Governor
Alexander Bernaldo, PA, SIOR
Americas Industrial Realty Corp.
10598 NW South River Drive
Miami, FL 33178
P: (305) 883-1921
F: (305) 883-1913
C: (786) 277-4416
alex@americasindustrial.com



Governor
Thomas E. Byrne
EWM Realty International
355 Alhambra Circle, Ste 950
Coral Gables, FL 33134
P: (305) 960-2450
C: (305) 785-5056
byrne.t@ewm.com



Governor
Tony Cho, CCIM, GRI
Metro 1 Properties
120 Northeast 27 Street
Miami, FL 33137
P: (305) 571-9991
F: (305) 571-9661
tcho@metro1properties.com



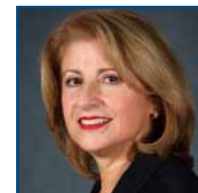
Governor
Anthony DeRosa
WestVest Associates, Inc.
9600 NW 25th Street, Ste. 2A
Doral, FL 33172
P: (305) 717-5401
F: (786) 999-0713
C: (305) 490-4610
tony@westvest.com



Governor
John Dohm, SIOR, CCIM, CFP
Infinity Commercial Real Estate
1505 NW 167 Street, Ste. 103
Miami, Florida 33169
P: (954) 557-3646
john@dohm.com



Governor
Stephen E. Gaunt, CCIM
Cresa South Florida
601 Brickell Key Drive, Ste. 1000
Miami, FL 33131
P: (305) 960-8413
C: (305) 606-6623
sgaunt@cresa.com



Governor
Betty B. Gonzalez, CCIM
MBG International Realty
2100 Coral Way, Ste. 502
Miami, FL 33145
P: (954) 692-3472
C: (305) 903-1648
F: (305) 285-1713
bgonzalez@MBGir.com



Governor
Jose I. Juncadella, SIOR
Fairchild Partners, Inc.
6705 Red Road, Ph 604
Coral Gables, FL 33143
P: (305) 668-0620
jjuncadella@fairchildpartners.com



Governor
Maria G. Juncadella, CCIM
Fairchild Partners, Inc.
6705 Red Road, Ph 604
Coral Gables, FL 33143
P: (305) 668-0620
mjuncadella@fairchildpartners.com



Governor
Ronald Kohn, CCIM
Kohn Commercial R.E., Inc.
3580 Palmetto Avenue
Coconut Grove, FL 33133
P: (305) 438-1911
C: (305) 785-6957
F: (775) 317-5240
ronald@kohncommercial.com



Governor
John Lonardo, CCIM
Sperry Van Ness Commercial Realty
1001 East 24 Street, Suite 2
Miami, FL 33013
P: (305) 694-4199
F: (305) 356-9500
C: (305) 213-4050
john.lonardo@svn.com



Governor
Jose Maria Serrano
New Miami Realty corp
10700 North Kendall Drive, Ste. 402
Miami, FL 33176
P: (305) 635-5000
C: (305) 283-0492
jserrano@nmrcommercial.com



Governor
Scott Sime
Sime Realty Corporation
2140 South Dixie Highway, Ste. 301
Miami, FL 33133
P: (786) 344-2603
F: (305) 669-0417
sime@sime2.com



Governor
Brian Sharpe
Sharpe Properties
1060 East 33 Street
Hialeah, FL 33013
T: (305) 693-3500
F: (305) 693-3497
brian@sharpeproperties.com



Governor
Christopher Sutton, SIOR
Flagler
2855 Le Jeune Road
4th Floor
Coral Gables, FL 33134
P: (305) 805-3019
C: (305) 781-0340
chris.sutton@flaglerdev.com



Governor
David Wigoda, SIOR
Jones Lang Lasalle Bk. Inc.
200 East Broward Boulevard
Ste. 1400
Ft. Lauderdale, FL 33301
T: 954-829-3737
F: 954-760-4845
david.wigoda@am.jll.com



Governor
Danny Zelonker, SIOR, CCIM, E-PRO, TRC
Real Miami Commercial R.E.
1450 Madruga Avenue, Suite 303
Coral Gables, FL 33146
P: (786) 391-3737
F: (786) 364-1650
C: (305) 542-0189
Danny@realmiamicommercial.com



Senior VP of Commercial
Paul Cauchi
700 S. Royal Poinciana Blvd.
Suite 400
Miami, FL 33166
P: 305-468-7060
F: 305-468-7061
paul@miamire.com



RCA MIAMI Board of Governors

RCA MIAMI is dedicated to leadership in the commercial industry, the real estate profession, and the communities they serve. RCA MIAMI impacts key policy decisions and important issues affecting the commercial industry, analyzes

information, has strong legislative initiatives, provides important member services and presents commercial events and programming throughout the year. With over 1,600 members, it is the largest commercial REALTOR® association in Florida and one of the

largest in the nation - and offers more education, marketing tools and services than any other. RCA Miami received the first RCA Accreditation from the National Association of REALTORS®.

2014 Commercial Priorities:

- Education
- Commercial Services
- New Member Recruitment
- Partnerships
- Government Affairs & Property Rights
- Media
- International

Residential Board of Governors 2014



Residential President
Francisco Angulo, CIPS, CRB, CRS, TRC, GRI
Coldwell Banker
3400 Main Highway
Coconut Grove, FL 33133
P: (305) 445-1700
C: (305) 310-4564
francisco.angulo@coldwellbanker.com



Residential President-Elect
Christopher Zoller, CRS
EWM Realty International
550 South Dixie Highway
Coral Gables, FL 33146
P: (305) 329-7779
C: (305) 321-3221
F: (305) 662-5646
zoller.c@ewm.com



2013 Residential President
Fernando I. Martinez
FM Realty Corp.
367 Northeast 28th Avenue
Homestead, FL 33033
P: (305) 242-3608
F: (305) 242-0751
C: (305) 216-3620
fernando@fmrealtycorp.com



Governor
Gina Blanco
CRS, CIPS, GRI, RSPS, e-PRO, TRC, ASP, PMN
Coldwell Banker Res. R.E.
1500 San Remo Avenue, Ste. 110
Coral Gables, FL 33146
P: (305) 934-8800
gblanco@realtyinformation.net



Governor
Alma Betancourt
RE.MAX Horizon Realty
Downtown Doral
8300 Northwest 53 Street, Ste. 302
Doral, FL 33166
P: (786) 336-0917
F: (866) 244-8205
abetancourt@remax.net



Governor
David L. Carlisle
Keller Williams Realty.
Miami NE & Miami Beach
700 Northeast 90 Street
Miami, FL 33138
P: (305) 218-2999
C: (305) 218-2999
david@davidinmiami.com



Governor
Ingrid Carlos
Coldwell Banker Res. RE
1500 San Remo Avenue, Ste. 110
Coral Gables, FL 33146
P: (305) 667-4815
ingridcarlos@bellsouth.net



Governor
Patricia Delinoio, CDE, CSES, NSFA, TRC
Century 21 Premier Elite Realty
375 Miracle Mile
Coral Gables, FL 33134
P: (305) 279-8814
C: (786) 252-6288
PatriciaDelinoio@gmail.com



Governor
David Dweck
GRI, CIPS, TRC, SFR, BPO, ePRO
Southeast Regional Realty Corp.
1000 5th Street, Ste. 200
Miami Beach, FL 33139
P: (305) 848-5692
F: (954) 724-4421
david@srccorp.com



Governor
Carlos Gutierrez, P.A.
Gutierrez Group Miami Real Estate
Keller Williams Miami Beach
1680 Meridian Avenue, Suite 101
Miami Beach, FL 33139
C: (305) 710-9655
F: (305) 675-8113
Carlos@GGMiamiRE.com



Governor
George C. Jalil
First Service Realty, Real Living
13155 Southwest 42 Street
Miami, FL 33175
P: (305) 551-9400
F: (305) 222-1555
C: (786) 303-3435
george.c.jalil@gmail.com



Governor
Donna A. Lancaster, CRB, TRC
Berkshire Hathaway
HomeServices Florida Realty
825 Arthur Godfrey Road, 2nd FL.
Miami Beach, FL 33140
P: (786) 594-3805
F: (786) 594-3801
donna.lancaster@prudentialfloridarealty.com



Governor
Vivian Macias
CDE, CRS, GRI, SFR
Principal Properties Inc.
3295 West 4 Avenue
Hialeah, FL 33012
P: (305) 883-7555
F: (305) 883-5046
C: (305) 300-4425
vivian@principalproperties.com



Governor
Oscar I. Marti
Avanti Way Realty
444 Brickell Avenue, Ste. P-32
Miami, FL 33131
C: (305) 812-8282
oscardmarti@bellsouth.net



Governor
Martha Pomares
CRS, CIPS, ABR, GRI, SFR, TRC, AHW, ePro
Berkshire Hathaway HomeServices
Florida Realty 135 San Lorenzo
Avenue, Ste. 150
Coral Gables, Florida 33146
T: (786) 581-1400
F: (786) 581-1449
C: (305) 298-4978
marthapomares@gmail.com



Governor
Patricia Rotsztain, MS
Decorus Realty
16850 Collins Avenue, Ste.105
Sunny Isles Beach, FL, 33160
P: (786) 251-9513
O: (305) 944-8181
C: (786) 251-9513
rotsztain@gmail.com



Governor
Michelle Rojas
CRS, PMN, GRI, e-Pro, SFR, TRC, CDE, RSPS
DecoNova International Realty
12001 Southwest 128 Court, Ste. 202
Miami FL 33186
P: (305) 412-5520
F: (305) 328-9226
C: (305) 562-7751
mrojas@deconovafloida.com



Governor
Melissa Rubin, CIPS, COPS
Platinum Properties Int'l
357 Almeria Avenue
Ste. 101
Coral Gables, FL 33134
P: (305) 854-6247
F: (305) 854-6207
C: (305) 984-7706
melissarubin@platinumcondos.com



Governor
Kevin Tomlinson
One Sotheby's International Realty
119 Washington Avenue, Suite 102
Miami Beach, FL 33139
P: (305) 982-7560
F: (305) 675-8570
C: (305) 213-6898
kevin@kevintomlinson.com



COO & Chief Marketing Officer
Deborah Boza-Valledor
CIPS, CRB, CRS, GRI, TRC, RSPS, AHW
700 S. Royal Poinciana Blvd.
Suite 400
P: (305) 468-7080
F: (305) 468-7081
deborah@miamire.com

The Residential Board of Governors & Broward Board of Governors

The Residential Board of Governors and the Broward Board of Governors are the association's think tank, brain trust and expert resource for their respective marketplace. They are MIAMI's eyes and ears in the residential real estate market. The Governors identify and monitor threats, opportunities and solutions based on the issues and challenges facing MIAMI members on a day-to-day basis. The Governors make decisions relative to how the association can be an integral part of our member's business, professional and community solution. The Governors identify, customize and implement the very best leading edge products, services and programs to benefit MIAMI members – helping them win MORE listings, reach MORE buyers and close MORE sales – increasing their business and profitability. MIAMI delivers more than 2,400 programs, classes and seminars as a direct result of the input from the Boards of Governors and our members - and 83% are FREE. The Residential and Broward Boards of Governors are MIAMI's primary knowledge center for the South Florida residential real estate industry and profession.

2014 Priorities

Residential

- SUPRA & MLS
- Marketing Tools
- Standards & Professionalism
- Member Engagement
- Professional Development

Broward

- MLS & SUPRA
- Recruitment & Retention
- Marketing Tools
- Standards & Professionalism
- Member Engagement
- Branding & Promotion

Stay in Touch with MIAMI wherever you are:

Facebook.com/MiamiAssociation
Facebook.com/BrowardCouncil
Twitter.com/MiamiAOR
LinkedIn.com/in/MiamiRealtors
YouTube.com/MiamiAssociation





Broward President
Mark Sadek, PA
The Keyes Co.
Mark Sadek, PA
3300 North University Drive
Coral Springs, FL 33065
P: (954) 752-0900
F: (954) 752-2378
marksadek@keyes.com



Broward President - Elect
Christopher Tello
Keller Williams Realty Partners SW
2000 Northwest 150 Avenue
Ste. 1100
Pembroke Pines, FL 33028
P: (954) 237-0600
F: (888) 599-5719
chris@telloteam.com



2013 Broward President
Judith Baker, CRB, SFR
Berkshire Hathaway HomeServices
Florida Realty
1306 Southeast 17th Street
Ft. Lauderdale, FL 33316
P: (954) 449-2700
F: (954) 467-4142
judithbaker@bhhsfloridarealty.com



Governor
Patricia C. Anglero
Galleria International Realty
945 East Las Olas
Ft. Lauderdale, FL 33301
P: (954) 229-2222
C: (954) 629-3906
patricia@galleriarealtors.com



Governor
Terri Bersach, CRB, CRS, CIPS, SFR, TRC
Coldwell Banker Res. R.E.
2690 Weston Road, Ste. 101
Weston, FL 33331
P: (954) 384-0099
F: (954) 384-7912
terri.bersach@floridamoves.com



Governor
R. Ginenne Boehm, P.A.
ABR, CIPS, CRS, GRI, ILHM, PMN
Berkshire Hathaway
Home Services Florida Realty
2780 North University Drive
Coral Springs, FL 33065
P: (754) 224-9000
gin@rgbrealty.com



Governor
Tom Bryan
Douglas Elliman Real Estate
450 East Las Olas Boulevard
Suite 140
Ft. Lauderdale, FL 33301
T: (954) 999-5941
tom.bryan@elliman.com



Governor
Patricia "Patty" Da Silva
CDPE, AHWD®, e-PRO®, GREEN, CFS, TRC, RSPS
Green Realty Properties®
12401 Orange Drive, Ste. 214
Davie, FL 33330
P: (954) 667-7253
F: (888) 989-2424
Patty@GreenRealty.net



Governor
Jeffrey Frankel
The Keyes Co.
10091 Northwest 1 Court
Plantation, FL 33324
P: (954) 475-9813
C: (954) 816-5657
jeffreyfrankel@keyes.com



Governor
Julianna Giordano, PA, GRI, CIPS, ePRO, TRC
International Palms Realty, Inc.
8300 Northwest 19 Street
Pembroke Pines, FL 33024
P: (954) 243-8803
F: (954) 443-4460
C: (954) 445-6995
juliannagiordano@aol.com



Governor
John Lucka, PA, CIPS, CRS, CDPE, IRES
RE/MAX PowerPro Realty
P: (954) 874-2525
johnlucka@att.net



Governor
John Milakovic, GRI, ePRO
EXIT Team Realty
7351 Wiles Road, Ste. 105
Coral Springs, FL 33067
P: 954.757.2424
C: 954.401.8888
JohnMilakovic@Realtor.com



Governor
Ellen Mitchell, CRS, CDPE
RE/MAX Executive Realty
1939 Hollywood Boulevard
Hollywood, FL 33020
P: (954) 862-2600
C: (954) 292-6412
F: (954) 923-4855
ellenmitchel@remax.net



Governor
Donna Reid, AHWD
Coldwell Banker Resi R.E.
3319 Sheridan Street
Hollywood, FL 33021
P: (954) 963-1600
C: (954) 243-4212
F: (954) 874-3497
Donna.reid@floridamoves.com



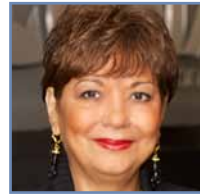
Governor
Natascha Tello, CDPE, CIAS
Keller Williams Realty
Partners SW
2000 NW 150 Avenue
Ste. 1100
Pembroke Pines, FL 33028
P: (954) 237-0600
F: (888) 599-5719
natascha@telloteam.com



Governor
Vilma Lopez, e-PRO, CIAS
Charles Rutenberg Realty
2201 West Prospect Road, Suite 200
Fort Lauderdale, FL 33309
P: (954) 600-3794
F: (954) 653-1142
vilma@realtyblueprint.com



Senior VP of Marketing &
Business Development
Danielle Y. Clermont
P: (954) 843-9782
F: (954) 843-9783
daniellec@miamire.com



COO & Chief Marketing Officer
Deborah Boza-Valledor
CIPS, CRB, CRS, GRI, TRC, RSFS, AHWD
700 S. Royal Poinciana Blvd.
Suite 400
P: (305) 468-7080
F: (305) 468-7081
deborah@miamire.com

MLS – A Top Priority in 2014

Helping MIAMI's more than 31,000 residential members win MORE listings, reach MORE buyers and close MORE sales in 2014 are top priorities for both the Residential and Broward Board of Governors. The integrity of the MLS data continues to be a major priority, and it is important to make all members aware that it is their responsibility to preserve the most valuable asset of the MLS: Data Accuracy. Initiatives include:

- Education and hands-on training leading the way to more awareness of correct & accurate information
- Maximum usage of good quality photos - and timely changes of listing statuses
- iCheck notifications of violations and the internal ability for MIAMI members to report data errors

The Governors bring issues, challenges and opportunities before the Boards and discuss real-world solutions that benefit MIAMI. MIAMI members will see many changes and improvements to the MLS in 2014:

- A Professional Standards Review Board to address repeated violations and an escalating fine system - repeated lack of responsiveness by agents contacted for showing appointments, acknowledgement of offers and professional conduct & code are just a few of the issues that will be addressed
- New Construction Listings Property Type – NEW - being added – more available listings for MIAMI members to show and sell
- Common Input Forms across multiple counties and MLSs allowing for identical fields and full search capabilities in the data exchange
- Expanded cooperation with MLSs across the country in the MLS Data Co-op program integrated in MLS – allowing MIAMI members' listings to be seen across the country by participating MLSs & the ability for MIAMI members to see listings in key market areas
- MORE MIAMI products & Services integrated with the MLS – available at the click of a mouse or the tap of the screen
- A true MLS App for MIAMI members on the Go: GoMLS MIAMI – for use on ALL iPhones, Droids and Tablets – look for it in late January
- The roll-out of the Next Generation of MLS... beyond MLXchange & Fusion: Matrix – giving MIAMI members choices, 3 choices!

MULTIPLE LISTING SERVICE

MLS

YPN - Young Professionals Network Leadership Board 2014



Chairman
Michelle Rojas
 CRS, PMN, GRI, e-Pro, SFR, TRC, CDE, RSPS
 DecoNova International Realty
 12001 Southwest 128 Court, Ste. 202
 Miami, FL 33186
 P: (305) 412-5520
 F: (305) 328-9226
 C: (305) 562-7751
mrojas@deconovafloida.com



Vice Chairman
Christina Pappas
 The Keyes Company, Inc.
 2423 LeJeune Road
 Coral Gables, FL 33134
 P: (786) 264-6436
 F: (305) 492-7539
 C: (305) 803-4437
ChristinaPappas@Keyes.com



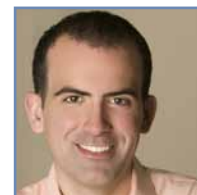
Erika Enid Abbott
 Universal Land Title
 3750 Northwest 87th Avenue, Ste. 550
 Doral, FL 33178
 C: (305) 799-1688
 F: (305) 777-1895
eabbott@universallandtitle.com



Sarah Elles Boggs
 Douglas Elliman
 1200 Brickell Bay Drive, Ste. 106
 Miami, FL 33131
 P: 305-741-3713
 F: 305-571-0384
Sarah.Boggs@Elliman.com



Alberto Carrillo
 The Keyes Company
 4191 NW 107 Ave
 Doral, FL 33178
 P: 786-264-6487
 C: 305-975-4909
acmiamirealestate@gmail.com



Jorge Fernandez CLHMS
 ONE Sotheby's Int'l Realty
 1430 South Dixie Highway
 Ste. 110
 Coral Gables, FL 33146
 C: (305) 216-0237
 F: (305) 675-6463
jorge.fernandez@sothebysrealty.com



Jorge H. Fernandez
 FM Realty Corp.
 367 Northeast 28 Avenue
 Homestead, FL 33033
 P:(305) 242-3608
 C:(305) 297-6958
 F:(305) 242-0751
jorge@fmrealtycorp.com



Julianna Giordano PA, GRI, CIPS, ePRO, TRC
 International Palms Realty, Inc.
 8300 Northwest 19 Street
 Pembroke Pines, FL 33024
 P: (954) 243-8803
 F: (954) 443-4460
 C: (954) 445-6995
juliannagiordano@aol.com



Jorge Guerra, Jr.
 Real Estate Sales Force, Inc.
 814 Ponce De León Boulevard, Ste. 500
 Coral Gables, FL 33134
 P: 305.396.9009
 F: 305.402.0395
 C: 305.725.2828
j@resf.com



Carlos Gutierrez, P.A.
 Gutierrez Group Miami Real Estate
 Keller Williams Miami Beach
 1680 Meridian Avenue, Suite 101
 Miami Beach, FL 33139
 C: (305) 710-9655
 F: (305) 675-8113
Carlos@GGMiamiRE.com



Ines Hegedus-Garcia
 Majestic Properties
 35 Northeast 40 Street
 Miami, FL 33137
 P: (305) 758-2323
 F: (305) 758-2324
 C: (305) 206-9366
ines@miamism.com



Alicia "Ali" L. Lamadrid
 Cervera Real Estate, Inc.
 1492 South Miami Avenue
 Miami, FL 33130
 P: (305) 374-3434
 C: (786) 266-4006
alamadrid@cervera.com



Sep Niakan CRS, GRI, CDE, TRC
 HB Roswell Realty
 1444 Biscayne Boulevard., Ste. 310
 Miami, FL 33132
 P: (305) 407-1699
 C: (305) 725-0566
sniakan@hbroswell.com



Miguel A. Salvat
 Keller Williams Realty
 11420 North Kendall Drive, Ste. 207
 Miami, FL 33176
 P: (305) 595-2844
 F: (786) 228-0974
 C: (305) 975-1492
Miguel@MiguelSalvat.com



Irina Kim Sang MBA, TRC
 Coldwell Banker Residential RE
 1691 Michigan Avenue, Ste. 105
 Miami Beach, FL 33139
 C: (305) 562-5864
irina@miamiforrussian.com



Derek Varona
 Sea Grove Realty
 1200 Ponce De León Boulevard
 Coral Gables, FL 33134
 C: (305) 726-5818
dvarona@sea-grove.com



Albert Yabor
 Spa Realty, Inc.
 8125 Southwest 120 Street
 Pinecrest, FL 33156
 P: (786) 573-5151
 F: (305) 256-5958
ayabor@sparealty.net



Frank Zepeda
 Deco Nova Int'l Realty
 12001 Southwest 128 Court
 Ste. 202
 Miami FL 33186
 P: (305) 412-5520
 F: (866) 532-9747
 C: (305) 975-5288
highriserealtor@gmail.com

MIAMI



2013 was a BIG year for MIAMI YPN with the creation of the first YPN Leadership Council comprised of 18 talented real estate professionals throughout Miami-Dade and Broward Counties. The Miami Young Professionals Network works to improve our industry and help our business, careers and community through education, networking, and community service.

Go Global with YPN:

One of MIAMI YPN's 2014 goals is to expand internationally. The MIAMI Association of REALTORS® global partnerships, seminars, conferences and events are an incredible resource to engage other young professionals around the globe. Miami YPN uses social media to communicate with their international contacts. You too can Go Global with YPN at [Facebook.com/groups/YPNGlobal](https://www.facebook.com/groups/YPNGlobal) or @GlobalYPN on Twitter.

MIAMI YPN Rocks Florida REALTORS® & Wins!

MIAMI YPN showed off their creativity as performers when they channeled their inner Freddie Mercury and were named the winners of the 2013 Florida REALTORS® "We Will Rock You" Video Contest announced at the 2013 Florida REALTORS® Annual Convention. **Check it at YouTube.com and search "YPN We Will Rock You."**

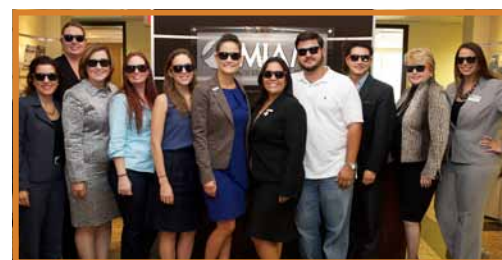
Get Social with YPN for Events, Opportunities & Programs

Find YPN MIAMI on Facebook:
[Facebook.com/groups/MiamiYPN](https://www.facebook.com/groups/MiamiYPN) &
[Facebook.com/groups/YPNGlobal](https://www.facebook.com/groups/YPNGlobal)

Follow YPN on Twitter:
 @MiamiYPN & @GlobalYPN on Twitter

Email YPN@MiamiRE.com for more info on how you can get involved.

Cassandra Bersach TRC
 Business Development & YPN Specialist
cassandra@miamire.com



Your MIAMI Professionals



Teresa King Kinney, CAE, RCE, CIPS, TRC
Chief Executive Officer
P: 305-468-7010 • F: 305-468-7011
tkinney@miamire.com



Deborah Boza-Valledor
CIPS, CRIS, CRS, GRI, TRC, RSPS, AAWO
COO & Chief Marketing Officer
P: 305-468-7080 • F: 305-468-7081
deborah@miamire.com



Paul Cauchi, e-Pro
Senior VP of Commercial
P: 305-468-7060 • F: 305-468-7061
paul@miamire.com



Lynda Fernandez, RCE, CIPS, e-Pro, TRC
SVP of Public Relations & International
P: 305-468-7040 • F: 305-468-7041
lynda@miamire.com



Robert W. Sadler, CAE, e-Pro
Chief Compliance Officer
P: 305-468-7020 • F: 305-468-7019
robert@miamire.com



Bruno Lopes
VP of Government Affairs & Housing
P: 305-468-7015 • F: 305-468-7046
bruno@miamire.com



Ro Ozdemirci
VP of Corporate Affiliate Alliances
P: 954-505-5189 • F: 954-505-5190
ro@miamire.com

PROFESSIONAL DEVELOPMENT



Leticia Oliver, RSPS, TRC, CIPS, e-Pro
Chief of Professional Development
P: 305-468-7077 • F: 305-468-7078
letty@miamire.com



Liset Hanes
VP of Concierge Services & Training
P: 305-468-7002 • F: 305-468-7070
gina@miamire.com



Stephanie Williams
Prof. Development Director
P: 305-843-9774 • F: 305-468-7070
stephanie@miamire.com



Sheila Caballero, TRC
Prof. Development Manager
P: 305-468-7028 • F: 305-468-7070
sheila@miamire.com



Gina Delgado
Prof. Development Specialist
P: 305-468-7023 • F: 305-468-7070
nicole@miamire.com



Carmen Vesga
Mgr. of Edu. & Concierge Services
P: 305-468-7055 • F: 305-468-7056
carmen@miamire.com



Rick Burch, CRIS, CRS, GRI, TRC, e-Pro
Director of SF School of Real Estate
P: 954-505-5188 • F: 954-505-5187
rick@miamire.com

MEMBER SERVICES • HEADQUARTERS



Marty D. Nash
Chief Administrative Officer
P: 305-468-7011 • F: 305-468-7014
marty@miamire.com



Isis Morales
Sr. Member Services & Supra Specialist
P: 305-468-7033 • F: 305-468-7030
isis@miamire.com



Cristina Rios
Member Records Administrator
P: 305-468-7004 • F: 305-468-7030
cris@miamire.com



Xochitl Rieche
Manager of Services & Professional Standards Manager
P: 305-468-7044 • F: 305-468-7030
xochi@miamire.com



Christopher Estevez
Member Services Specialist
P: 305-370-3951 • F: 305-468-7030
christopher@miamire.com



Andres Betancur
Membership Specialist
P: 305-468-7065 • F: 305-468-7062
andres@miamire.com



Claudia Callegari
Manager Concierge Services
P: 954-843-9778 • F: 305-468-7030
claudia@miamire.com

WEST BROWARD - SAWGRASS



Joseph Penalver
Sawgrass Vice President
P: 954-505-5191 • F: 954-505-5194
joseph@miamire.com



Cheryl A. Olagunju
Sr. Member Services Specialist
P: 954-505-5193 • F: 954-505-5194
cheryl@miamire.com



Kenith Brown
Member Services Specialist
P: 954-843-9778 • F: 954-505-5194
ken@miamire.com



Yohana Olivera
Manager of Concierge Services
P: 954-843-9780 • F: 954-505-5194
yohana@miamire.com



Ivette Mendez
Mbr. Services Specialist/Operator
P: 305-468-7000
operator@miamire.com



Krystal Mercado
Mbr. Services Specialist
P: 305-370-3955 • F: 305-468-7030
krystal@miamire.com



Angie Rodriguez
Mbr. Services Specialist
P: 305-468-7022 • F: 305-468-7030
angie@miamire.com

EAST BROWARD - DCOTA



Danielle Y. Clermont
SVP of Marketing & Business Development
P: 954-843-9782 • F: 954-843-9783
daniellec@miamire.com



Jason Aybar
Manager of Concierge Services
P: 954-335-5200 • F: 954-843-9780
jason@miamire.com



Yamileth Nuñez
Member Services Specialist
P: 305-468-7049 • F: 954-843-9780
yamileth@miamire.com



Bill Cole
Vice President of MLS Policy
P: 954-843-9780 • F: 954-843-9781
bill@miamire.com



Sonnica Baro
MLS Director
P: 305-468-7039 • F: 305-468-7030
sonnica@miamire.com



Ivette Sostre
MLS Director
P: 305-468-7037 • F: 305-468-7030
ivette@miamire.com



Jesus Fera
Director of Information Technology
P: 305-468-7008 • F: 305-468-7009
jesus@miamire.com

CORAL GABLES



Denise Word
Northwest Vice President
P: 305-468-7031 • F: 305-468-7032
denise@miamire.com



Maria Anderson
Sr. Member Services Specialist
P: 305-468-7038 • F: 305-468-7032
maria@miamire.com



Luis Rivero
Manager of Concierge Services
P: 305-468-7035 • F: 305-468-7032
luis@miamire.com



Christian D. Hidalgo
Sr. Services Specialist
P: 305-370-3952 • F: 305-468-7032
christian@miamire.com



Blake Albertson
Member Services Specialist
P: 305-468-7003 • F: 305-468-7032
blake@miamire.com



Bryant Castellon
Mbr. Services Specialist
P: 305-468-7003 • F: 305-468-7032
bryant@miamire.com

MIAMI NORTH



Gina Lynn Baxter
MIAMI North Vice President
P: 305-468-7079 • F: 305-468-7062
gina@miamire.com



Yessika Castro
Manager of Concierge Services
P: 305-468-7052 • F: 305-468-7062
yessika@miamire.com



Robert Rodriguez, TRC
Sr. Instructor of Technology Services
P: 305-468-7057 • F: 305-468-7058
robert@miamire.com



Cassandra Bersach, TRC
Business Dev. & YPN Specialist
P: 305-468-7049 • F: 305-468-7054
cassandra@miamire.com



Nelson Roque
Trainer Extraordinaire!
P: 305-468-7012 • F: 305-468-7013
nelson@miamire.com



Lázaro Rodríguez
Senior Client Account Specialist
P: 305-468-7088 • F: 305-468-7089
lazarom@miamire.com

NORTHWESTERN DADE



Rosa V. Ruiz
Northwestern Dade Vice President
P: 305-468-7071 • F: 305-468-7072
rosa@miamire.com



Mauricio Moreno
Member Services Specialist
P: 954-505-5192 • F: 305-468-7072
mauricio@miamire.com



Eureka R. Brown, MBA
VP of Finance
P: 305-468-7082 • F: 305-468-7083
eureka@miamire.com



Adrienne Dowling
Senior Accountant
P: 305-468-7007 • F: 305-468-7006
adrienne@miamire.com



Arlande Cherizol
Accounting Specialist
P: 305-468-7075 • F: 305-468-7076
arlande@miamire.com



Jorge Llovet
Senior Creative Director
P: 305-468-7026 • F: 305-468-7027
jorge@miamire.com



David Garcia
Media & Design Specialist
P: 305-468-7098 • F: 305-468-7099
david@miamire.com

"The Miami Association really goes out of their way to be helpful and supportive of all of their members. All Board Staff make you feel welcomed and happy to be a member. I'm really impressed with consistent wonderful customer service and information the Board Provides." - Susan Arons

"The service of the MIAMI Association of REALTORS® gets better every day, the educational courses are what we REALTORS® need, and I'm very happy with all aspects of the association and would not change associations for anything!" - Adriana Angel

MIAMI Awards – 2013

MIAMI Association of REALTORS®
Congratulations to our 2013 Industry Leaders & Award Winners
Presented at the January 31, 2014 Inaugural Celebration



Natascha Tello
REALTOR® of the Year



Martha Pomares
RPAC
Achievement Award



Francis Ragoo
Professional Standards
Chairman of the Year



Ileana Ros-Lehtinen
Real Estate
Industry Champion



Fidelity National Title
Corporate & Professional
Affiliate of the Year



Jose Serrano
Commercial
REALTOR® of the Year



Ron Shuffield
Community
Leader of the Year



Elizabeth Pines
Educator of the Year



Carlos Lopez-Cantera
Real Property
Advocate of the Year



Gilbert & Caddy
Sponsor of the Year



Michael Silver
Commercial Industry
Leader of the Year



Alicia Cervera Lamadrid
REALTOR® Developer
Advocate of the Year



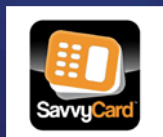
SECOVI-SP
International
Partner of the Year



Vincent Lago
City of Coral Gables
Community Advocate
of the Year



Qual Imovel
Global Marketing Partner
of the Year



SavvyCard
Marketing Product
of the Year



Jack H. Levine
Pinnacle Award



Vilma Lopez
Broward Council
Advocate of the Year



Carlos ThurdeKoos
International
Expansion Award



Brad O'Connor
Industry Analyst
of the Year



CraneSpotters.com
Tech Product of the Year



Matey Veissi
REALTOR® Advocate
of the Year



Christina Pappas
YPN of the Year



PortMiami
Economic
Development Award



**Greater Miami Chamber
of Commerce**
Chamber Partner of the Year



Jungle Island
Event Partner of the Year

2014 Inaugural & Awards Celebration

January 31, 2014

An Afternoon of Celebration 11:30am - 3:00pm

The Ballroom at Jungle Island

1111 Parrot Jungle Trail – Miami, FL 33132

11:30am Reception

12:30pm Inaugural Program

1:30pm Chef's Stations Throughout the Ballroom

Featuring the Best of South Florida with Carving Stations, Pasta Stations, Stir Fry, Dessert Stations & More!

2:30pm Entertainment

3:00pm Prize Drawings!

Cost: Only \$35 per person or Reserve a Table of 10 for your Company for \$350/table
(includes 1 drink ticket, food, entertainment and parking – thanks to our Sponsors!)

For Sponsorship Opportunities:

Contact Ro Ozdemirci at ro@miamire.com or (954) 505-5189





MIAMI CEO Honored with International Leadership Awards

MIAMI CEO Teresa King Kinney Recognized as Visionary Leader of the Year

On September 25, 2013, the Greater Miami Chamber of Commerce recognized Kinney with the prestigious and well-deserved Visionary Leader of the Year Award, recognizing her "vision and motivation to advance the community's future." She is the first woman to ever receive this honor.

Progressive Industry Leadership Award to Kinney

On March 21, 2013, the Miami Beach Chamber of Commerce honored Teresa King Kinney with the Progressive Industry Leadership Award at the inaugural Better Beach Awards, which recognize exceptional leadership and accomplishments in the Miami Beach real estate community.

Saluting Teresa King Kinney for 20 Years of Outstanding Leadership

2013 also marks 20 years since Teresa King Kinney moved from St. Joseph, Missouri, to become chief executive officer of the former REALTOR® Association of Miami. Following a landmark merger in 2010, Kinney today leads the largest local REALTOR® association in the nation with more than 31,000 members.

Kinney Recognized for

- Helping make Miami a top real estate market for both domestic and international buying and investment. Following the market downturn, she was instrumental in helping the local market recover stronger and faster than experts predicted - and than any other market in the U.S.
- Negotiating and completing more than 115 Reciprocal Agreements with foreign real estate associations around the world on behalf of MIAMI, the only local real estate association in the world to achieve this accomplishment, linking Miami to major markets worldwide and connecting thousands of real estate professionals in more than 60 countries to generate business opportunities.
- Hosting more than 60 inbound trade missions from real estate delegations worldwide, including seminars, briefings, real estate office tours, property tours, receptions and opportunities to do business.
- Leading MIAMI to promote the market, destination and opportunities at over 100 national and international conferences and expos, resulting in increased market visibility, media exposure, internet traffic and business opportunities.
- Launching the award-winning MIAMI Platinum International Council and Miami International Real Estate Congress
- Presenting numerous leadership and professional development seminars at state, national and international association meetings and public venues across the U. S., Latin America, Europe, and Asia and has written a number of articles on association management and leadership
- Serving as 2012 Global Business & Alliances Chairman for the National Association of REALTORS® (NAR), twice as NAR Liaison for the President to International and Resort Divisions and Committees, NAR Enlarged Leadership Team and the Executive Committee, Chairman of the Association Executives nationally, and Chairman of the Board for the Florida Society of Association Executives
- Facilitated the largest and fastest merger in NAR history in 2010, bringing together 23,000 REALTORS® and creating the largest local REALTOR® association in the nation, now representing over 31,000 members

MIAMI International Wins Triple Platinum

Honored third consecutive year for Global Achievement by National Association

For the third consecutive year, NAR has honored MIAMI with its prestigious Platinum Award as part of its Global Achievement Program. MIAMI is the only association to achieve Platinum Council status each year since the program's inception in 2011 and was one of just a handful of associations to have been recognized with NAR program's highest honor. In recognizing MIAMI, the National Association of REALTORS® noted MIAMI has "demonstrated exceptional commitment to building members' awareness of the global and multicultural business opportunities in its local markets."

NAR presented the prestigious award to MIAMI's 2013 Chairman of the Board Natascha Tello and other MIAMI leaders and executive staff at the International Night Event during the REALTORS® Conference and Expo in San Francisco in November.

MIAMI Again Wins Greater Miami Chamber of Commerce International Business Award

The Greater Miami Chamber of Commerce (GMCC) presented MIAMI with its prestigious International Business Leadership Award. This is the third International Business Leadership award that MIAMI has received from the Chamber, two in the last year alone. The annual awards program recognizes business leadership in international activities in both for-profit and not-for-profit sectors that significantly impact the economy of South Florida. MIAMI was recognized in the Business Expansion category for small businesses.



29.6% - nearly one out of every three **International purchases** in the State of Florida were in Miami/Ft. Lauderdale - *Miami **21.1%** and Ft. Lauderdale **8.5%**

International Referral Network has more than 100 Partner associations and **links MIAMI properties** to over 100,000 real estate professionals **around the world**. A customizable/co-branded **marketing** piece that can be used in electronic or print format is available to all MIAMI members and contains an updated list of MIAMI's partner associations.



MIAMI provides you with more products, services and tools to help you build, grow and expand your International business. Go to miamire.com and click on the International tab and you will find the best resources available at the click of a mouse or a tap of the screen.

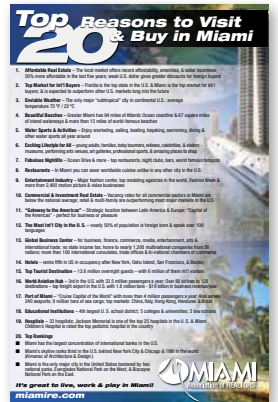
Knowledge is powerful. Knowing where the **international business** is coming from, where the buyers and investors are purchasing, what they are buying, how much they are paying and how they are paying for it is some of the most powerful information available to MIAMI members. MIAMI's **International Reports & Resources** found on our website, miamire.com/International, are available for download in multiple formats and can be integrated **into listing presentations** and **buyer consultations...**

helping to build your expertise and credibility with your customers.



Building your International business requires a combination of education, resources, expertise, marketing and networking opportunities. No other REALTOR® Association in the country has more official International Partnerships and has built relationships around the world – MIAMI's International Network **connects global markets to you!**

Top 20 Reasons to Buy in Miami & Broward are two incredible **marketing** pieces available in print or electronic format and can be co-branded with your company, team or personal information and logo and should be included in the buyer/investor packages for all **your International customers.**



60% of **International business** comes from **referrals** from previous clients, friends & business contacts

The very best referrals come from **past clients**, from **people who know you** and from **other professionals** who know your area of expertise. MIAMI Members have MORE products & services that help you build strong relationships using leading edge technologies world wide reach.

ProxioPro is your Global Real Estate networking platform that brings together real estate professionals in 132 countries to find and **make connections with other professionals** with similar specialties, languages, designations and more. Available in **20 languages**, ProxioPro enables you to connect with real estate professionals around the world who are working with buyers who are predisposed to purchase in your market... **increasing the opportunities for referrals!**

ProxioPro

SavvyCards® are more than just convenient information-rich websites - they're viral mobile websites that are super easy to share! Once your customer, contact or other professional saves your SavvyCard to their smartphone, they will always have **access to your information** and can **instantly refer you anytime**, anywhere. Your Savvy Card is a great way to make **new or long-distance connections** feel more personal.



NetAspects is one integrated platform to manage up to 10,000 customer relationships (CRM). Keep your customers and contacts, domestic as well as international, informed with market information through automated email marketing campaigns allowing you to **keep in touch, stay top of mind** and achieve the goal of **getting and keeping satisfied customers** for a lifetime.



NETASPECTS

As a MIAMI Member, these are just three referral building tools provided at no additional cost – You also have MORE than 90 products, services & tools plus a full range of training classes - from set-up to implementation and marketing - offered at all MIAMI locations at no cost.

Condos represent **57%** of total residential resales in the Miami-Dade/Broward Market.

MyCondoPlans - Real-time market-to-market pricing integrated with the MLS, actual unit floor plans, and the most extensive AVS (Automated Valuation System) for the Miami-Dade and Broward Markets. **MyCondoPlans** helps you find what your buyers are looking for – access to not only the **unit floor plans** but the **actual location in the building** and **the views** and helps you and your seller **strategically price** their condo in today's market by providing the most up-to-date comparable sales, not only in the building, but according to market trends. **MyCondoPlans** provides **links to the condo docs** (as available) and **contact information for the Condo Association**.

MyCondoPlans Professional - Now you can have all the powerful information tools and access that MyCondoPlans provides right on your own website. **Provide full search capabilities**

If you list or sell condos in South Florida – resales, pre-construction or new construction – you need **condo specific information at your fingertips** and MIAMI has just what you need to provide the best up-to-date information for your buyers and sellers.

for your website visitors and for more information they are prompted to contact **YOU!** Miami-Dade **mycondoplans** Professional condo database available only to MIAMI members.

Cranespotters - Keeping track of condo pre-construction in South Florida could turn into a full-time job...unless you are a MIAMI member with special access to **Cranespotters** – an incredible website dedicated to **tracking and following all phases of pre-construction projects** in South Florida. The website compares projects by some 200 metrics, including financing arrangements, prices and building contractors. **Cranespotters** has built its **database on information** provided by brokers and developers, as well as documents filed with planning and zoning departments. As a MIAMI Member, you can access the database **for free**.



MIAMI Members are doing a great job of pricing listings to sell. MIAMI Market Statistics indicate that our selling prices on average are **97%** of the listing prices.

Helping **competitively price** a home in today's market is one of the top three services sellers want from their agent in today's market. Helping **make the best offer** possible in today's low inventory market is also one of the top three services buyers want from their agent.

You have the three best premium tax programs available in the market as MIAMI Members – allowing you to help your customers **make informed buying and selling decisions**. The tax trio of **iMAPP, Realist and RPR** allows you to pick and choose reports and formats based on your customers or their real estate goals and create incredible **Competitive Marketing Analysis** reports for both residential buyers and sellers as well as investors. Stay ahead of your competition with **all the information you need**. Nowhere else, but MIAMI, can you take advantage of the full range of hands-on training classes in our computer labs to learn how to more effectively utilize and maximize this **tax trio** and **blow your competition away**.



All MIAMI tax classes are offered at no cost.

As a MIAMI Member, these are just three condo specific tools provided at no additional cost – You also have MORE than 90 products, services & tools plus a full range of training classes – from set-up to implementation and marketing – offered at all MIAMI locations at no cost.



Foreign Investor Guide

Features articles by attorneys on immigration and visas for real estate investors, forms of ownership, financing, starting a business in the U.S plus glossaries of terminology used in U.S. real estate transactions. Most articles are available in English, Spanish, French, Russian, Portuguese, Italian, German and Chinese. How to effectively use the Foreign Investors Guide is included. Available for purchase: Members: \$49.95/ Non-Members \$99.95 – one Foreign Investors Guide included with Congress 2014 registration.

Build & Customize YOUR own Listing Presentations

and Buyer Consultation Packages using **MORE with MIAMI** Products & Services. Complete your printed or electronic packages with Co-Branded Marketing Flyers available at no cost & downloadable from Miamire.com. MIAMI gives you MORE than 90 Ways to Compete and Gain the Competitive Edge in Today's Market.



MIAMI... THE GLOBAL CITY

Record Sales Fuel Two Years of Double-Digit Appreciation

Following two record sales years, the Miami real estate market again experienced remarkable strengthening in 2013. Despite more new listings finally coming on the market, record sales continue to favor sellers and drive home values, which have experienced double-digit appreciation since December 2011.

Current market fundamentals create opportunities for both buyers and sellers. While many homeowners have recovered equity lost during the market downturn and can now make a profit if they sell, median sales prices in Miami remain at pre-boom levels of 2004. Those who purchased in the last three or four years are yielding strong returns on their investments

Consistently the top market for foreign buyers, Miami continues to benefit from international buying activity – but also from local, U.S. and international buyers. Miami remains a top market for vacation and second homebuyers, for baby boomers, and for net migration from other states.

Miami Draws Worldwide Attention

Miami is a unique city that has transformed itself into a highly desirable global destination. It offers a strategic location between Latin America and Europe, enviable year-round weather, cultural affinity for all, and an exciting lifestyle. Affordability compared to other world-class markets, strong rental returns, and strong foreign currencies enhance Miami's appeal.

Miami continues to expand, attracting new residents, visitors and tourists and global business enterprises. The local area offers world-class shopping venues, prime restaurants featuring worldwide cuisine, sporting activities and events, all types of entertainment and endless recreational options amidst a refreshing global culture. These factors will continue to attract commerce and domestic and foreign buyers to Miami unlike any other market long into the future.

Housing Inventory Remains Tight Despite Greater Supply

Excess housing inventory locally has been absorbed at a record pace, years faster than experts predicted, resulting in limited supply in 2011 and a housing shortage in 2012. The housing shortage persisted in 2013, but more sellers began listing homes generating much needed supply that is quickly being absorbed.

Currently, there are 5.2 and 6.5 months supply of inventory for single-family homes and condominiums in Miami-Dade, respectively. A market that is balanced between buyers and sellers typically offers six to nine months of supply.

At 14,892 active listings, residential inventory in Miami-Dade County is currently 18 percent higher than it was at the end of 2012, when active listings totaled 12,592. Since August 2008, when sales bottomed, existing housing inventory has decreased more than 70 percent, down from 43,095 active listings.

Evident Demand Continues to Fuel Strong Price Appreciation

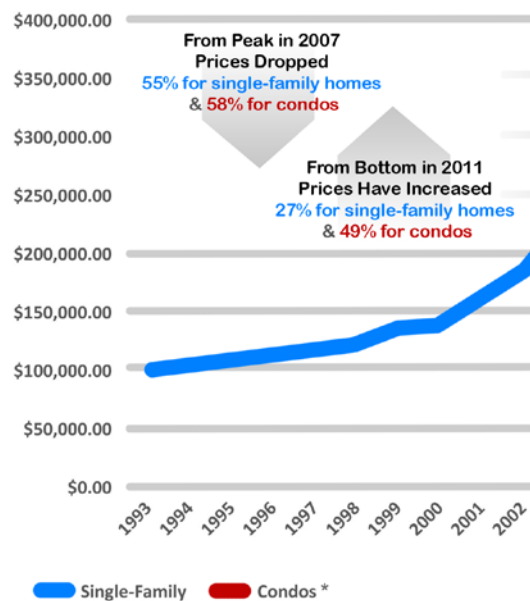
The performance of the Miami real estate market remained strong in 2013 with rising sales and prices amid very tight supply. On average, sales over the last year have increased eight percent for single-family homes and 15 percent for condominiums.

Miami home prices rose again in October, marking 23 consecutive months of appreciation for both single-family homes and condominiums. The median sales price of Miami-Dade condominiums, which has increased each of the last 29 months, rose 17.2 percent to \$170,000 compared to a year earlier. The median sales price of single-family homes rose 18.9 percent to \$220,000 year-over-year.

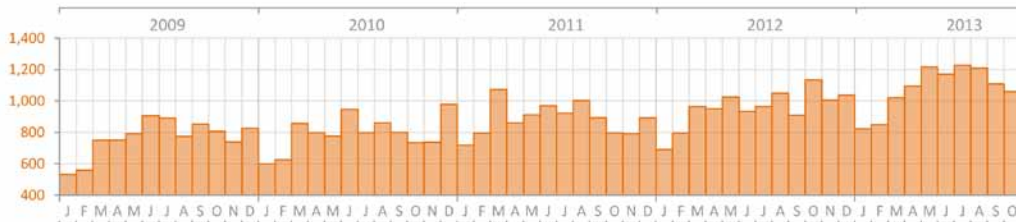
The average sales price for single-family homes in Miami-Dade County increased 29.9 percent to \$421,546. The average sales price for condominiums increased 11.8 percent to \$296,568.

Despite strengthening prices, the median sales price in Miami-Dade is approximately what it was in 2004.

Median Sales Price - Miami



Miami-Dade Monthly Market Detail - Closed Sales at Oct. 2013 Single Family Homes



2013 Miami Market Global Coverage Highlights



The New York Times
Expect the World®



South Florida
BUSINESS JOURNAL

THE WALL STREET JOURNAL

Florida Trend

CNNMoney.com

MIAMI TODAY



Florida Real Estate
Journal

THE REAL DEAL
ONLINE



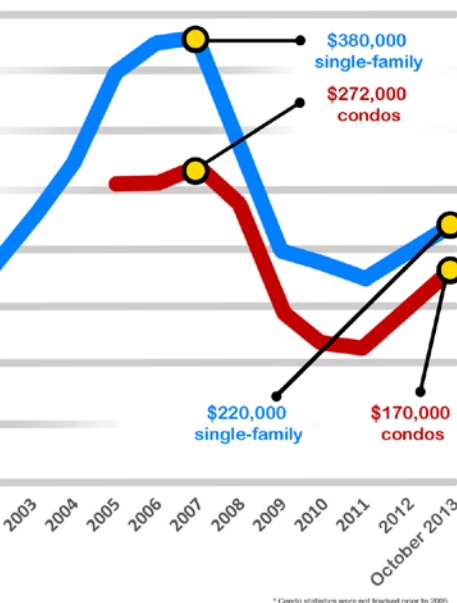


Sellers Offering Few Discounts

Limited supply coupled with rising demand is yielding offers that are increasingly closer to asking price, as sellers offer fewer discounts. In October, single-family home and condominium sales respectively received 96.3 and 97.5 percent of the original list price, compared to 95 percent and 96.9 percent in October 2012. These increases indicate rising demand is absorbing inventory more rapidly.

**Access Market
Information at
SFMarketIntel.com**

Miami-Dade



* Condo statistics were not tracked prior to 2005.

Distressed Sales Continue to Decline

The percentage of distressed sales again dropped significantly in 2013, as strong demand for bank-owned (REO) properties, improved processing of short sales, and limited distressed inventory continue to yield absorption of distressed listings and price appreciation. Currently distressed sales account for approximately 38 percent of all closed residential sales in Miami-Dade County, including REOs (bank-owned properties) and short sales, compared to 47 percent a year ago. During the market downturn, distressed sales accounted for two-thirds of all closed transactions.

Cash Sales Reflect Strong Int'l Presence

In Miami-Dade County, 61 percent of total residential transactions in October were all-cash sales, compared to 63 percent in October 2012. Cash sales accounted for 48.9 percent of single-family and 71.3 percent of condominium closings. Nearly 90 percent of foreign buyers in Florida purchase properties all cash. This reflects the much stronger presence of international buyers in the Miami real estate market. By comparison all-cash sales nationally accounted for 31 percent of transactions in October, down from 33 percent the previous month and up from 28 percent in October 2012.

Global Media Exposure

The MIAMI Association of REALTORS® strategically positions members and the local market for continued strengthening and success through unprecedented global media exposure and strategic relationships with more than 115 worldwide partner organizations.

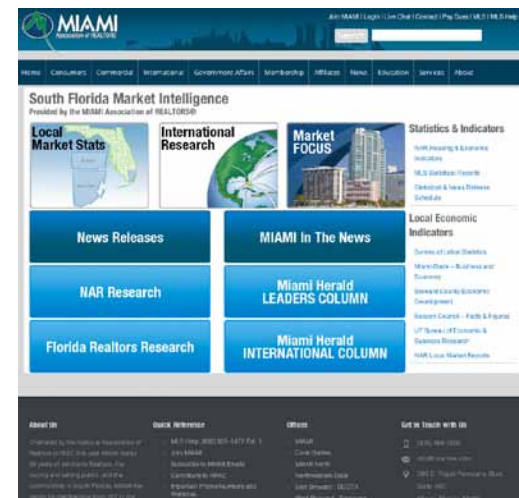
As the central address for Miami real estate, MIAMI (www.miamire.com) provides current and accurate statistics to REALTORS®, the media, and consumers, creating visibility for Miami and strengthening the local real estate market and the local economy.

MIAMI is featured in hundreds of leading media outlets - including television, radio, print, and electronic - throughout the world, generating millions of dollars in coverage for you and our market!

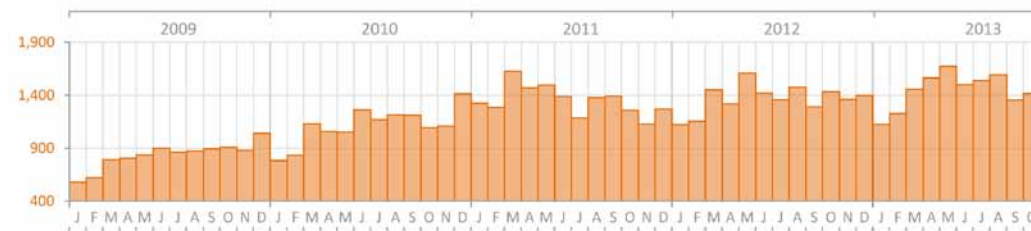
MIAMI Launches South Florida Market Intelligence Site SFMarketIntel.com

Access all pertinent local, state, and national real estate data and information in one place! MIAMI has launched new South Florida Market Intelligence Site (SFMarketIntel.com), featuring:

- Market Focus Reports
- Local, State, and National Market Statistics
- Int'l Research, Reports, and Presentations
- U.S. Census & Government Data and Resources
- News Releases
- Miami in the News – Coverage
- MIAMI Articles and Advertorials
- And More!



Townhouses & Condos



MIAMI Market Focus

MIAMI produces and emails the Miami Market Focus reports to members on the first business day of each month, featuring all news releases distributed to the media, Miami-Dade and Broward information, related news coverage, research, and media opportunities.

**Access Market Focus
Archives at SFMarketIntel.com**



Bloomberg



LE FIGARO



The Miami Herald



Now Bigger Than Ever In Broward!

MORE products + MORE resources + MORE trainings = MORE successful members

The numbers prove that the MIAMI "members come first" approach is what agents and brokers want. Members just can't seem to get enough of our hands-on, member-centric education, programs/events and our world-class services. Our biggest membership growth continues to be in Broward County - as of early December 2013, we have nearly 7,200 members in Broward representing over 843 individual real estate offices across the county.

When counted separately, our Broward membership alone would rank as the 14th largest REALTOR® association in the nation!

2 Locations in Broward Means We've Got You Covered!

Wherever your business takes you, there's a Broward County facility near you! Hands-on computer labs, daily education programs, complimentary Starbucks coffee and our unmatched member experience.



West Broward - Sawgrass
13680 NW 14th Street
Sunrise, FL 33323

- West Broward Location
- Minutes from I-75, I-595 & the Sawgrass Expressway
- Ample FREE parking
- 120 seat auditorium
- Hands-on computer lab

*Complimentary
Starbucks Coffee Served
at each of our four Miami &
Broward Offices*

"As MIAMI members, the support, training & resources that are available to us are priceless and have definitely helped us grow our business. The Association's mission is to ensure we are the most successful real estate professionals we can be, and it's evident in everything they do. It pays to be a MIAMI member."
Stan Rosen Team
Top Producers
Southwest Broward



Broward By The Numbers

- MORE than **7200** members in Broward
- Members in **843** Broward real estate offices
- **2** Full-Service Facilities with Training Centers
- **2** Hands-On Computer Labs – **60** Computers
- MORE than **800** Seminars, Classes & Lunch & Learns
- MORE than **700** FREE Seminars in Broward
- MORE than **600** FREE Hands-On Tech Classes



East Broward - DCOTA
1815 Griffin Road, Suite 104
Dania Beach, FL 33004

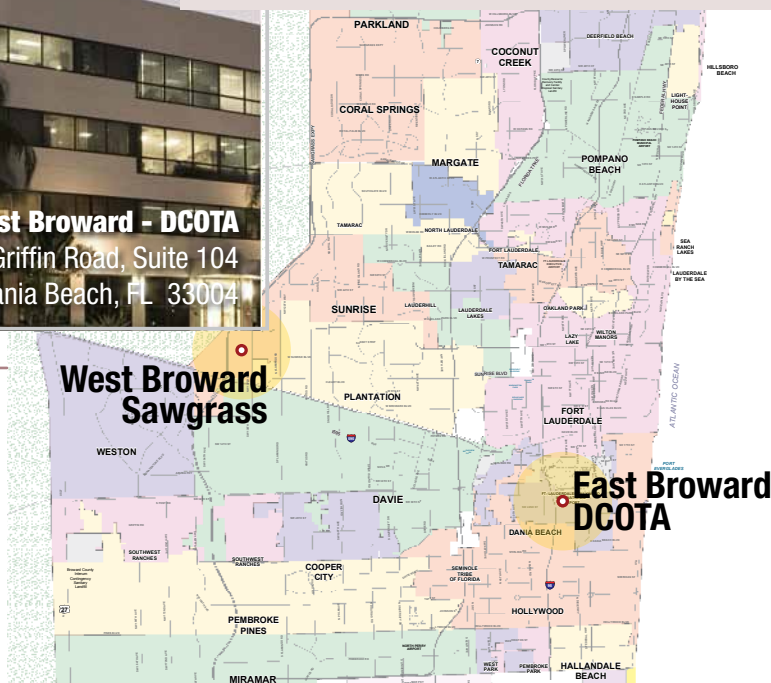
■ East Broward-DCOTA

- Located at Griffin Road & I-95
- Plenty of parking (\$1 for Members & guests with a business card)
- Closest REALTOR® Association to an international airport
- 100 seat auditorium
- Hands-on computer lab



"Access to over 90 products & services, timely training courses, unique marketing tools & unparalleled international exposure has definitely given me a competitive advantage in Northeast Broward."

Andy Weiser
Top Producer
Northeast Broward





Why do so many REALTORS® choose the Broward Council of the MIAMI Association of REALTORS®?

If you're not a MIAMI Member, find out what you're missing!

- **LOWEST AGENT DUES** of any board in South Florida-more payment options & no installment fees
- **SUPRA EKEY SERVICE INCLUDED** with your MLS membership
- **2 LOCATIONS IN BROWARD** + 4 in Miami = 6 convenient locations to serve you
- **MORE EDUCATION** - More than any other board, over 2,300 classes a year (83% no cost)
- **COMPUTER LABS** - only association in Broward to offer hands-on computer lab training
- **MORE PRODUCTS & SERVICES** - over 90 to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE** on over 500+ websites & 115+ international partnerships
- **STARBUCKS COFFEE** - complimentary at each of our 6 locations
- **AND SO MUCH MORE!**

To find out why so many REALTORS® have joined the largest local REALTOR® Association in the nation, go to www.Miamire.com/browardcouncil.com or call us at (954) 843-9782 to learn more.



Broward's Unique Events Continue To Wow Attendees!

The word is out: MIAMI events are the best! Broward agents have been craving something new and different for so long that most of our events sell out immediately. In 2013, we offered some of the most unique "out-of-the-classroom" events: from Water Boat Tours of the Fort Lauderdale River to our 1st ever Broward "More" Conference/Developer Showcase to our legendary networking events...and 2014 will prove even better!



Be On the Lookout For These Top 2014 Broward Events

And be sure to register early!

- Business After Hours Networking Events
- Boat Tour of Fort Lauderdale Intracoastal Properties
- Broward Developer Showcase
- Selling the Beach in Broward
- Vendor Expo & Showcase

Plus DOZENS of other valuable & unique events



Hands On Training

In Broward County, we are the ONLY REALTOR® association to offer our members not just one, but two computer labs for hands-on technical trainings.

For dates, times and locations of Tech Classes, go to:

miamire.com/Broward-Council

"The step-by-step hands-on training offered in the Association's two Broward computer labs has been invaluable. Without it I'd be spending endless time and money trying to learn the tools on my own. It's one of the best values and benefits of being a MIAMI member."

Leigh Bethel
Top Producer Northwest Broward



Get MORE with MIAMI

Broward products included with membership:

- **Previsite**
YouTube Video, Facebook Post & Tweet with each new MLS Listing
- **ProxioPro**
20 language website & International Referral Network
- **DotLoop**
Paperless Contract Negotiations & Management
- **ReboGateway**
Unique Market Data - Find your next listing
- **eBokerhouse**
Online Offer Submission & Management
- **NetAspects**
CRM, Drip Email Marketing & IDX Websites

"Miami's increasing membership in Broward, the many exclusive products, along with the unmatched international exposure were key factors in our team's transfer to MIAMI in 2012. And despite being an active REO team, the transfer process was fast and painless—not a moment of downtime on the MLS. The only regret is that we didn't make the move sooner!"

Chris Davall Team
Top Producers
Downtown
Ft. Lauderdale



Broward Resources

Broward Main: (954) 335-5200

Transfer Hotline: (954) 843-9782

Broward MLS Helpline: (954) 492-1200

Website: miamire.com/broward-council

E-mail: transfers@miamire.com

East Broward/DCOTA
1815 Griffin Rd., Ste. 104,
Dania Beach, FL 33004

West Broward/Sawgrass
13680 NW 14th St.,
Sunrise, FL 33323

Congratulations

2014 National Directors from the MIAMI Association of REALTORS®

Francisco Angulo
Terri Bersach
John Dohm
Frank Kowalski
Jack H. Levine
Fernando Martinez
Liza Mendez
Rei Mesa
Ed Redlich
Mark Sadek
Chris Tello
Barbara Tria
Martha Pomares
Matey Veissi
Moe Veissi
Christopher Zoller

Announcing 2014 State Directors From the Miami Association of REALTORS®

Pablo Alvarez
Israel Ameijeiras
Maria Elena Arrias
Judith Baker
Patrick Bissett
Gina Blanco
Ginette Boehm
Sarah Boggs
Manny Bouza
Deborah Boza-Valledor
Tom Bryan
Bob Cardenas
Debbie Cardenas
Carlos Cruz
Patricia Dahne
Ralph De Martino
Oscar Delgado
Rosa Delgado
Patricia Delinois
Norka Diaz
Sergio Duran
David Dweck
Jorge Fernandez
Jorge A. Fernandez
Julianna Giordano
Jorge Guerra
Carol Housen
Daniel Kijner
Donna Lancaster
Vilma Lopez
Charlene Oakowsky
Mayra Ocana
Kathleen Price
Frank X. Pulles
Donna Reid
Aurace Rengifo
Michelle Rojas
Patricia Rotsztain
Melissa Rubin
Terry Schreiber
Lourdes Seda
Julio Seda
Jose Serrano
Odalis Sierra
Lisa Vizcaino
Albert Yabor
Peter Zalewski
Frank Zepeda

2014 Florida District 4 Vice President

Rei Mesa

2014 CRS Leaders MIAMI

Georgina “Gina” Blanco

National Chair Global Business and Alliance Committee

Oscar Resek

District 4 Vice President Florida Chapter

Sandra Fernandez

Immediate Past President Florida Chapter

Israel Ameijeiras

Mentor

Women’s Council of REALTORS®

Miami-Dade Chapter Officers:

Vivian Macias • President

Marlene DeCespedes • President Elect

Nordis Alvarez • Treasurer

Maria Elena Garcia • Secretary

Carlos Iraola • Membership Marketing Committee

Florida State Chapter:

Georgina “Gina” Blanco • Governor

Certified Commercial Investment Member (CCIM) Miami-Dade & Monroe Counties

Frank Rodriguez Melo • President

Society of Industrial & Office REALTORS® (SIOR) South Florida

Edward Redlich, CCIM, SIOR

2014 SIOR Florida Chapter Officer

2013 RCA Commercial Certificate Recipients

Jorge Cantero

Julia Escaffi

William Espinosa

Dario Florez

Jorge Gonzalez

Salvador Perez

Kadir Puente

Tom Preston

Barry Smith

“The service I receive from the MIAMI Association of REALTORS® is great and the products are even better! The customer service is exceptional... every employee is extremely helpful & knowledgeable”. - Gricel Albarracin

National Designations & Certifications

National Designations & Certifications are the benchmark for excellence in the field of real estate. They are an important indicator of advanced qualifications, show a commitment to higher learning and advanced knowledge - and those who proudly display them show evidence that they are on the cutting edge of the real estate industry.

Congratulations to our new recipients!

ABR

Accredited Buyer’s Representative

Francisco J. Angulo

Rita Lechner

Julio Cesar Perez

AHWD

At Home With Diversity

Jamie L. Martin

Susan L. Thompson

BPOR

Broker Price Opinion Resource

Deborah Padilla

CCIM

Certified Commercial

Investment Member

Isabel Fine

Jose Maria Serrano

Christopher Spear

Viktoria Telek

Edison Vasquez

CDPE

Certified Distressed Property Expert

Yaniv Cohen

Maritza C. Jorge

Samy Matat

Rosibel Perez

CIPS

Certified International Property Specialist

Rosana R. Almeida

Gyula Csuka

Christine Hansen

Benjamin Jacobson

Amilcar Rodriguez

Susan L. Thompson

CRIS

Certified Residential Investment Specialist

Jose G. Rodriguez

CNE

Certified Negotiation Expert

Thomas Marrazza

CRS

Certified Residential Specialist

Amit Bhuta

Marco A. Carrillo

Yaniv Cohen

Mary E. Heinzman

Benjamin Jacobson

Mollie Light

Mark Matchett

Marie I. Sanjurjo

Jose G. Rodriguez

Jerome E. Rosen

EPRO

Yaniv Cohen

GRI

Graduate, REALTOR® Institute

Luis Perez

Rosibel Perez

Arleen Davis-Slagle

Michele L. Wegmann

LTG

Leadership Training Graduate

Georgina Blanco

PPMC

Professional Property Management Certificate

Thomas Marrazza

REO

Real Estate Owned

Irma Prieto-Agrafojo

RSPS

Resort & Second Property Specialist

Alfredo E. Manrara

Philip Vias

SFR

Short Sale & Foreclosure Certificate

Ryan Gebauer

SIOR

Society of Industrial & Office REALTORS®

Rene Vivo

SRES

Seniors Real Estate Specialist

Ryan Gebauer

TRC

Transnational Referral Certificate

Adriana Alvarez

Ramon Alvarez

Carlos Alvarez-Recio

Eduardo Arriaga

William Avendano

Liliana Bancalari

Marco Barrios

Keiko Nakata Bath

Kathleen Jean Battershell

Patrick Bissett

Ana Maria Blasco

William Brown

Rosa Canao

Sandra Milena Cauayo

Felipe Cavalcanti

Federico Chacon

Mayra L. Cortes Malares

Valerie Crawford

Aldo Davico

Nanette Davidson Jackson

Maria De Las Mercedes

Henze Scott

Serena De Marta

Alexander De Valdivieso

G. De Valdivieso

Pierre J. Denis

Dania Marie Diaz

Arlene Del Carmen Everett

Paula Flores

Juliana E. Giordano

Carlos Gomez

Maria Elena Gomez

Carol Hannan

Zulma L. Hernandez

Lazara Janet Hoyos

Kimberly C. Jackson-Griffin

Deborah Jacobson

Karen Kafin

Ian R. Leburn

Sherrie A. Lee

Laurence Lehiani

Barry Levinson

Lazaro Lopez

Luis Lopez

Alfredo E. Manrara

Nacero Marilen

Oneida Marti

Virginia Maybee

Choguaj Mendoza

Mariangel Morillo

Sylvia Mary Naldjieff

Mirna M. Oliveros

Mercedes Osio

Shery L. Padilla

Luis Perez

Rosibel Perez

Jose Perla

Thamara Pichardo

Irma Prieto-Agrafojo

Eugenia Quevedo

Miriam Patricia Ramirez

Ruben Ramos

Mahnoush Rekabi

Rey Rene

Marina Rojas Gibson

Robert Rosete

Jose Francisco Sanchez

Ruben Sanchez

Irina Kim Sang

Kenneth Schanzer

Elisabeth Schwabe

Sandra Sepulveda

Giovanna Shaffer

Justine J. Smale

Susan L. Thompson

Nelson Valdes

Cesar Vasquez

Leonardo Villate

Elsa Weaver

G. Wyskoarko

Rocio Yaffar

Julie Zhang

RCE

REALTOR® Association Certified Executive

Lynda Fernandez

MIAMI Premier Events & Conferences



REALTORS® Political Action Committee (RPAC)

The REALTORS® Political Action Committee (RPAC) is the voice of REALTORS® on Capitol Hill. Since 1969 RPAC has been promoting the election of pro-REALTOR® candidates across the United States. RPAC is the number one trade association political action committee in the nation. Why has RPAC been so successful? Because RPAC is not a charity, RPAC is a business... your business!

A special thanks to the following members who have invested in their business and our future for 2013:



Your Best Investment In Real Estate

Hall of Fame President's Circle Golden R - \$5,000+

Golden R - \$5,000+

Francisco Angulo*
Teresa Kinney*
Maurice Veissi*
Manny Bouza*
Frank Kowalski
Reinaldo Mesa*
Ed Roberts
Michelle Rojas*
Madeline Veissi*

Crystal R - \$2,500+

Terri Bersach
R. Ginenne Boehm
Deborah Boza-Valledor
John Dohm
Sandra Fernandez
Jorge Luis Guerra Jr.
Fernando Martinez
Liza Mendez
Martha Pomares
Natascha Tello

Sterling R - \$1,000+

Pablo Alvarez
Israel Ameijeiras
Judith Baker
Patrick Bissett
Eduardo Blanco
Georgina Blanco
Robert Cardenas
Paul Cauchi
Danielle Clermont
Angel Cobo
Jose Collado
Carlos Cruz
Oscar Delgado
Patricia Delinois
Norka Diaz
Sergio Duran
David Dweck
Lynda Fernandez
Cassandra Gallego
Carlos Gutierrez
Nancy Hogan
Carol Housen
Daniel Kijner
John Kinney
Theodore Konigsberg
Donna Lancaster
Jack Levine
Vilma Lopez

Vivian Macias
Leticia Oliver
Michael Pappas
Elizabeth Perez
Martha Pomares
Sherrie Porter
Kathleen Price
Donna Reid
Melissa Rubin
Robert Sadler
Theresa Schreiber
Julio Seda
Jose Serrano
Michael Silver
Christopher Tello
Guy Trusty

Statesman - \$500+

Maria Arias
David Carlisle
Ingrid Carlos
Rosa Delgado
Julianna Giordano
Donnie Martinez
Ellen Mitchel

Capital Club - \$250+

Linda Blanton
Thomas Byrne
Ralph De Martino
Alejandro Morin
Hilda Morin
Charlene Oakowsky
Mayra Ocana
Christina Pappas
Roberto Perera
Aura Rengifo
Lourdes Seda
Debra Spadafora
Ricardo Tobchi
Barbara Tria
Philip Vias

\$150+ Club

Karla Abaunza
Wilson Alayo
Gary Appel
Teresa Armand
Yves Barroukh
Joan Bennett
David Berger
Rodolfo Betancourt
Sonia Blair
Daniel Burdak
Elizabeth Butler
Anabella Cabello

Aurelio Cabrera
Monica Cantera-Serralta
Pedro Capote
Abraham Chehebar
Cindy Dana
Diana De la Rosa
Ismael De Marchena
Thibaud De Saint Vincent
Elizabeth Diaz de Villegas
Ari Dispenza
Antonio Donadi
Robert Dunn
Pelayo Duran Jr.
Marcos Egipciano
Nily Falic
Alexandra Fernandez Dupile

Yolanda Flores
Bennett Gamel
David Garcia
Christian Giraldo
Jack Greacen
Sandra Gross
Vanessa Grout
Rex Hamilton
Sandra Hanson
Stella Holmes
Gleb Klioner
Delma Koessler
Norman Laporte
Ana Levy
Monica Luzarraga
Lourdes Machado
Annette Marquez
Jim McCaffrey
Milli Membiola
Sandra Monteverde
Ruth Ann Moore
Fernando Naranjo
Ilan Neuwirth
Johan Nunez
Lori Overdo
Marci Osherooff
Sharlane Packar
Joann Parker
Eric Pearl
Demetrio Perez
Raul Pineyro
Guillermo Retchkiman
Edward Rodriguez
Vincenzo Sacco
Lester Salzman
Andrew Savvsky
Thomas Sawyer
Edward Schmidt

Robinson Seda
Masoud Shojaee
Isos Stamelos-Monroe
E. Rusty Stein
Matthew Stevens
Lynda Stone
Jodi Tartell
Peter Torres
Elizabeth Trelles Alvarez
David Va
Maurice Veissi
Fred White

\$99 Club

Robert Abiseid
Adam Adache
Maile Aguila
Antonio Aguirre
Carla Alger
Santiago Alpizar
Adriana Alvarez
Charles Alvarez
Maria Alvarez
William Alvarez
Rami Argov
Christopher Atteridge
Eduardo Avila
Steve Baer
Herve Barbera
Ray Barnes
Robin Beck
Oscar Betancourt
Alfredo Bild
Daniela Bitran
Nancy Boggio
Reinaldo Borges
Lazaro Borrego
George Brown
Agustin Bruguera
Barbara Burrell
Donato Calandriello
David Call
Antonia Calzadilla
Elizabeth Camp
Gabriel Canales
Alejandro Capo
Miriam Cardet
Felipe Carmona
Anthony Caserta
David Caserta
Drew Cashmere
Rosario Castiglione
Bartolo Castro
Richard Cawley
Francesco Cecchini
Alicia Cervera
Raphael Cervera
Alicia Cervera Lamadrid
Julio Chagui

Edda Chaparro
Jay Chernoff
Elsa Maria Chomata
David Cirigliano
Anthony Cordileone
Reinaldo Costa
Christina Cuervo
Roberto Curbelo
Patricia Dahne
Marcelo Dalle Nogare
Karim Daneri
Pauline Pol De Beche Diaz
Manuel De Zarraga
Edgardo DeFortuna
Reinaldo Delgado
Pierre Denis
Manny Deren
Mauricio Diaz
Mary Diaz
Octavio Diaz
Nancy Dowson
Richard Dufour
Melissa Dunn
Maria Duret
Jolanta Dussaud
Elizabeth Echeverry
Sandra Echeverry
Amado Egued
Lawrence Eglarsh
Errol Eisinger
Enrique Enriquez
Patricia Espinosa
Sonya Etesam
Jose Fente
Luis Figueiras
Jose Figueroa
Allan Filgueiras
Ignacio Fitterre
Jerry Flick
Miguel Flores
Elisabeth Frai
Jack Franco
Nancy Fuentes-Diaz
Alicia Garcia
George Garcia
Pedro Garcia
Ileana Garciga
Yevgeniy Gasilovskiy
Carlos Gazitua
Robert Giarratano
James Gillis
Hernan Gleizer
Charles Goldman
Daniel Goldstein
Damaris Gomez
Rodrigo Gomez
Yoel Gonzalez
Moises Gorin
David Guerra
Norma Guerra

Jorge Guimoye
Susan Gurevich-Ward
Tony Haas
Joseph Haimberg
John Halkowich
Francis Hawley
Shirley Hedges
Magin Hernandez
Michael Holmquist
Michael Hoo
M. Pilar Hopkins
Tammy Hotze
Randall Huffman
Juan Huice
Santiago Illia
Louis Imburgia
Manuel Ingco
Inyang Inyang
Julisse Jimenez
Arelis Jones
Jason Kaplan
Rube Kaufman
Patricia Kelleher
Shalom Kivilevic
Neeta Kochhar
David Koster
Alexander Kronfeld
Roy La Fontaine
Maria Larrieu
Maria Laviosa
Donald Lawrence
Beth Leeds
Randy Levine
Fernando Levy Hara
David Lombardi
Anastasio Lorente
Nancy Lunz
Concepcion Lurie
Stephen Maltagliati
Greg Marchese
Edward Margolis
Jack Marley
Guillermo Martin
Tony Martinez
Maria Martin-Hidalgo
William Mathisen
Michael Matluck
Marielene Mc Gregor
Zandra Mederos
Gira Medina
Maritza Meitzner-Rodriguez
Leonor Mendoza
Arturo Menendez
Nicole Messer
Peter Mestre
Lawrence Mintz
Douglas Miska
Lenize Mohor
Pierina Montano
Jose Montoro

Kathleen Moorman
Hilda Morello
Oscar Mormeneo
Dan Morr
Kenneth Morris
Durrell Moseley
Raul Munilla
Carol Nelson
Luisa Novas
Ricardo Nunez
Damian Nusynkier
John Olsen
Carmen Osorio
Francisco Padilla
Lou Paratore
Francisco Paz
Daniela Pellicciotti
Alfredo Peraza
Lorenzo Perez
Eduardo Perez
Luis Perez
Max Perez
Stuart Perlman
Luis Perna
Karl Pilat
Don Pingaro
Mark Pordes
Roland Pozo
Zoraya Prada
Hildelisa Prieto
Susan Priscal
Constanza Profeta
Jim Puente
Mayra Pupo
Henry Quintana
Lance Rader
Ivan Ramirez
Carmen Redondo
Ariadne Regueira
Jorge Rey
Jon Ricardi
Ann Richman
Randy Ricks
Hector Rivera
Stacy Robins
Mathieu Rochette
Eugene Rodriguez
Jose Rodriguez
Sandra Rogers
Iris Romero
Anthony Rosales
Randy Rose
Judith Rosen
Maria Rousseau
Mark Rutherford
Sergey Rybak
Mitchel Sabina
Lawrence Salas
Carolina Salgado
Tiziano Salinas

Fernando Salvade
Daisy Sanchez
Viola Sanchez
Nelia Santamarina
Vivian Sassi
Gardenia Saumell
Linda Schechter
Alan Schiffman
Charles Scimeca
John Scurtis
Magdalena Senn
Afsaneh Shakibpanah
Teresta Shelton
Mark Shemel
Cardigan Shipman
Albert Sigler
Steven Smoke
Adam Sochet
Vitali Sokolov
Cecilia Solorzano
Richard Sox
Toby Spill
Adriana Spitalé Del Campo
Lee Sterling
Sebastian Studer
Erena Stus
Bernard Superstein
Alicia Swan
Cecilia Teran
Venancio Torre
James Tortora
Waldo Toyos
Mauricio Uribe
Anna Valdes
Ginny Valls
Daniel Veitia
Nilo Ventura
Octavio Verdeja
Pamela Vlachos
Elisa Wagner
William Webb
Folkow Weltzien
Erik Wesoloski
Jeffrey Williamson
Jacinta Wong
Minnie Worthalter
Antonio Yannelli
Armand Yazejian
Jaime Zohrer

*A member of NAR's
President's Circle -
Additional \$2,000
Investment



National Flood Insurance Program; What you Need to Know

Uncertainty surrounding drastic increases in flood insurance premiums for coverage under the National Flood Insurance Program is negatively impacting transactions and the real estate recovery.

REALTORS® and homeowners across the country were already reporting significant increases in annual premium rates before NFIP rate changes took effect on October 1; this is raising concerns among consumers and REALTORS® about decreased property values and stalled housing market recovery.

Flood insurance rates are dependent on risk levels, property type and location. Under the Biggert-Waters Flood Insurance Reform Act, rate increases for older primary residences go into effect when the policy lapses, the property is sold or a new policy is purchased.

Rates for commercial properties and non-primary residences are increasing by 25 percent per year until premiums reach the full actuarial cost. Changes to flood insurance rate maps in some communities may also affect the timing of increases, and some could go into effect immediately.

Under the Biggert-Waters Flood Insurance Reform Act of 2012, homeowners could save \$75,000 or more over 10 years if they build three feet above base flood elevation. It is recommended that policy holders talk to an insurance agent about their options and to obtain an elevation certificate.

NAR has requested that Congress delay the implementation of rate hikes until FEMA submits its affordability study, as required by Biggert-Waters. NAR has also recommended that FEMA take interim measures to ensure that the NFIP continues on a path towards financial solvency and actuarial responsibility without damaging the real estate recovery. NAR is pushing FEMA to issue proposed regulations for installment payments and appeals reimbursement; and that FEMA work to improve and publicize the Community Rating System program, which encourages community floodplain management activities that exceed NFIP's minimum requirements, and rewards participating communities with lower premiums.

NAR also recommends streamlining and improving the process for obtaining property elevation certificates, and improving and publicizing information and education resources for consumers, real estate agents, lenders, and insurers, among others.

New FHA loan limits take effect Jan. 1

HUD announced the new FHA loan limits which are effective from Jan. 1 to Dec. 31, 2014. The full chart and information can be found at:

<https://entp.hud.gov/idapp/html/hicost1.cfm>

The new FHA mortgage limits for Miami-Fort Lauderdale-West Palm Beach are:

- Single Family \$345,000
- Two-Family \$441,650
- Three-Family \$533,850
- Four Family \$663,450

The Rising Tide How Will Possible Sea Level Rise affect South Florida?

Broward and Miami Dade officials are aware of the threat of sea level rising and have stated that all future plans should take into consideration possible sea level rise. Meanwhile, both counties have taken steps to consider how to mitigate the issue. This will be a topic of much discussion in 2014, as some disagree on the level of danger and others on how to fix it. MIAMI plans to take an active role in helping the community and government solve this potentially devastating matter.

Portability – How it Works The Transfer of Homestead Assessment Difference

Property owners with a Homestead Exemption also receive a benefit known as Amendment 10 or "Save Our Homes," which limits increases in the annual assessment of a home to a maximum of 3% regardless of increases in market value.

Beginning in 2008 homeowners may be able to transfer (or port) the savings they have accumulated (known as the Homestead Assessment Difference) to another homesteaded property up to \$500,000, by applying online at: <https://www.miamidade.gov/PaPortal/AutoOnlineFile/ExemptionOnlineMainMenu.aspx>

All property Tax Exemption Applications are due March 1st.

Calculating the Transfer of Homestead Assessment Difference (Better known as Portability)

Generally, there are two major components in calculating portability known as upsizing and downsizing. Here is how it works:

PORTABILITY

Upsizing Example

Prior Home		New Home	
Market Value	\$250,000	Market Value	\$400,000
Save Our Homes Assessment Difference	- \$100,000	Transfer of Assessment Difference	- \$100,000
Portable Amount	\$150,000	Assessed Value	\$300,000

Downsizing Example

Prior Home		New Home	
Market Value	\$250,000	Market Value	\$150,000
Save Our Homes Assessment Difference	- \$100,000	Transfer of Assessment Difference*	- \$60,000
Portable Amount	\$150,000	Assessed Value	\$90,000

*Note: The amount Save Our Homes Assessment Difference transferred is apportioned at 60%. Here is how it is calculated: $150,000 / 250,000 \times 150,000 = \$90,000$ (New Assessed Value). Also, Portability benefits may be reduced if the benefit is split among multiple homestead owners and the maximum amount of Save Our Homes Assessment Difference that can be transferred is limited to \$500,000.



RCA MIAMI

REALTORS® COMMERCIAL ALLIANCE

2013 RCA Receives Multiple Awards

Under the leadership of President Michael Silver, 2013 has been another fantastic year for RCA MIAMI, with record membership, incredible attendance at education and events and several awards to the organization and its members.



RCA MIAMI ended the year with over 1,600 members, a record, and particularly remarkable considering we started the year at fewer than 1,400. Growth came from both new members and existing members who either added commercial or became primary commercial. Members eager to access the Member-to-Member Marketing system as well as the unique programs and services commercial offers joined and helped not only to increase numbers but also to strengthen our group both through networking and by leveraging our influence through government advocacy.

In addition to the increase in membership, RCA and its members received multiple grants and awards in 2013. In March of this year, the National Association of REALTORS® awarded RCA MIAMI an Innovation Grant to improve services, which is being used to help expand current services and create even more user-friendly tools for members.

RCA received two awards at the National Association of REALTORS® annual meeting in November in San Francisco. First, 2012 RCA President John Dohm, was recognized as a REALTOR® of the Year in the 2013 National Commercial Awards. One of only nine recipients in Florida, John was acknowledged in NAR's publication and at a ceremony during the annual meeting. RCA MIAMI also received the coveted ACE (Accredited Commercial Excellence) Award. There were only six recipients out of 200 associations. In the award presentation, the National Association of REALTORS® noted RCA MIAMI has "made tremendous strides in building your commercial members presence and prominence within the association and community. Your efforts over the last several years have demonstrated the care you have for your commercial members, but also your willingness to continue to strive for higher achievements."

"Your association is seen by your peers as a leader and a role model for best practices."

(NAR) National Association of REALTORS®

RCA Commercial Certificate Launch a success

In 2013, RCA MIAMI launched a successful commercial certificate program that requires certain classes throughout the year in addition to electives. Members can also attend networking and Commercial Marketplace monthly meetings to earn the 30 points required for a certification. Required classes include the three-part commercial series with Thomas Dixon or at least two contracts classes throughout the year. This year, electives included a seminar with legendary investor Kenneth Rosen and a half-day symposium at PortMiami.



The certificate program has been a great success, with increasing interest throughout the year, prompting us to expand it and increase the educational offering and options. In 2014, members will also receive points for attending training classes such as Commercial IMAPP and Commercial MLS.

Those who met the 30-point and core curriculum requirements in 2013 received a certificate signed by the RCA President and are recognized in both our annual publication and at the final Commercial Marketplace in December. See page 18 for the list of recipients.

RCA Education Grows & Expands Partnerships

RCA MIAMI featured a number of educational offerings to members for both beginners and experienced practitioners. Throughout the year we also had top local and national speakers on programs that ranged from practical topics such as contracts, prospecting and property evaluations to future "game changers". For example, the annual Commercial Super Conference featured sessions on the new Miami Beach convention center and Larkin Hospital's new development in Homestead.

RCA also continued its tradition of bringing in the best local instructors like Thomas Dixon and Kenneth Rosen. Both instructors presented to sold out venues, with Kenneth Rosen drawing more than 150 attendees at his investment seminar. Other classes like Top Dogs and Commercial Boot Camp brought national speakers that conducted extensive workshops. Bringing in the best speakers will continue to be a priority in 2014 as we offer more classes in Broward and our membership continues to grow.



Another full house at the free monthly Commercial Marketplace at HQ



A sold out crowd at an investment property seminar headlined by Kenneth Rosen

Promote your commercial haves & needs to over 1,600 commercial members with just a few clicks...

Member-to-Member Marketing A Commercial Must-Have Tool

If you are currently a RCA MIAMI member and not using the system or would like to become a commercial member, please email Senior VP of Commercial Paul Cauchi at paul@miamire.com or call him at 305-468-7060



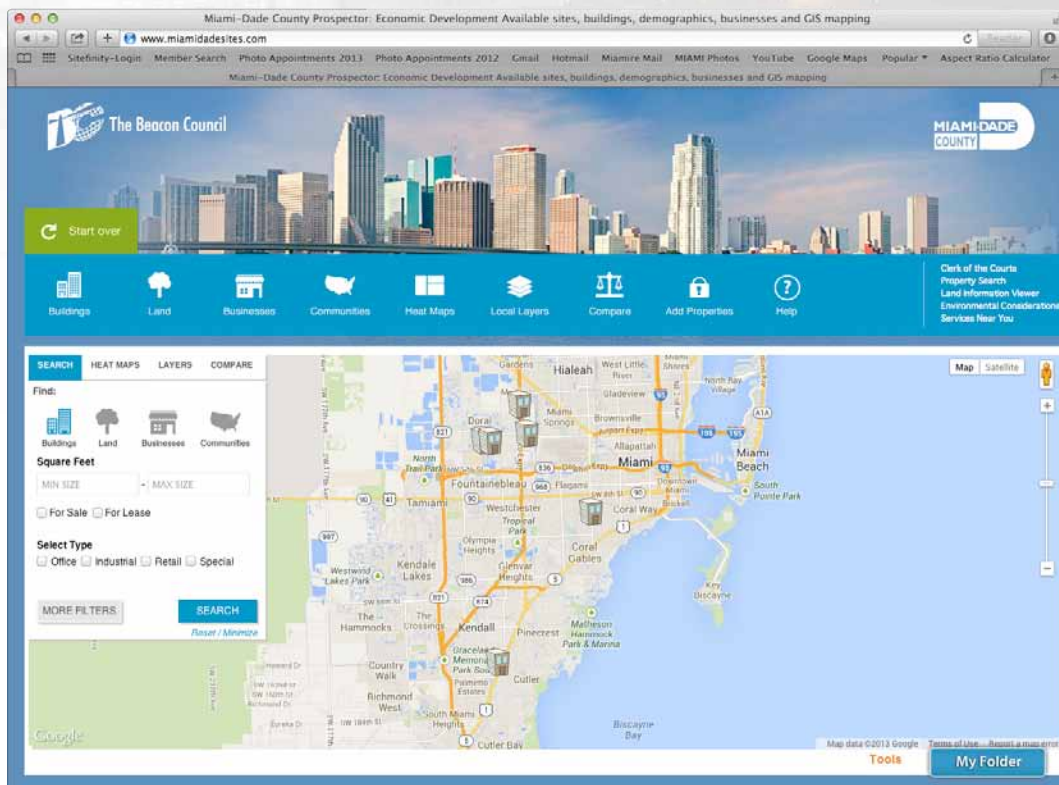
miamire.com

Paul Cauchi
Senior Vice President
of Commercial

paul@miamire.com



RCA MIAMI Partners with Miami-Dade County & Beacon Council on a New Platform for Commercial Properties



Miami-Dade County, in conjunction with The Beacon Council, launched the miamidadesites.com website to show available vacant industrial and commercial properties. Property seekers can view geographically based demographic and business information for Miami-Dade County. This tool assists The Beacon Council and other economic development organizations in their mission to attract business enterprises to Miami-Dade County and is a great new tool for our commercial members.

Miami-Dade County Vice Chair Lynda Bell sponsored Resolution R-250-13, which directed the development of the site to include a geospatial layer analysis and a database of vacant industrial and commercial lands.

Main Features

Including 5,000 Miami REALTORS® properties

Property Database Reports:

Search online database of available properties in Miami-Dade County.

Demographic Analysis Reports:

Create overview analysis of the areas around each property such as travel distances, demographics, consumer spending, wages and labor force reports.

Business & Industry Clusters:

Display and filter businesses by industry using a completely interactive map interface.

Thematic Mapping:

Produce "heat maps" of unique demographic variables by location.

Local Layers:

Using interactive GIS layers directly from Miami-Dade County, users can view community assets such as schools, special zones, transportation services, land use and zoning.

Community Search:

View complete community profiles for all Miami-Dade County's municipalities

Compare:

Quickly compare selected communities or locations side-by-side, using a wide range of demographic variables and data on consumer spending and labor force.

Search by Businesses:

Search businesses by name, type, employees, and revenue. Analyze businesses within a specific radius of the location of interest to view potential suppliers, customers, and competitors.

The 2013 Commercial Super Conference



John Dohm, David Coddington & Michael Silver



Top commercial professionals at the Commercial Conference



Albert Dotson Jr. of Bilzin Sumberg discussing public private partnerships



Keynote speaker Moe Viessi on taking your business to the next level

Pre-Register for the Commercial Event of the Year

The 2014 Commercial Super Conference

October 2014
Sponsorships Available

RCAMiami.com

Go to: miamidadesites.com

INTERNATIONAL

Worldwide Partnerships, Events & Opportunities



Who is searching Miami properties nationally & internationally?

Miami top market for consumers worldwide

This year MIAMI launched a monthly news release that tracks who is searching Miami properties nationally. The new release details the top countries for consumers searching for Miami properties on Realtor.com, Realtor.com/international, & Miamire.com. Miami is consistently a top market drawing consumers from countries worldwide and is always ranked in the top four U.S. markets most frequently searched by foreign consumers.

**YOU'RE INVITED....
REGISTER NOW**

**20th
MIAMI Int'l
Real Estate
CONGRESS**
Nov. 2-4, 2014



Where are Global Buyers Searching for Miami? – October 2013



Plus Top 5 U.S. Markets those Global Buyers Are Searching

***Canada:** Detroit, Las Vegas, Los Angeles, **Fort Lauderdale, Miami**

United Kingdom: Los Angeles, Orlando, Houston, New York, Las Vegas

Australia: Los Angeles, New York, Detroit, Las Vegas, Houston

Ireland: Washington, Los Angeles, Orlando, New York, Statesville (NC)

***Brazil:** Orlando, **Miami**, Los Angeles, **Fort Lauderdale**, Boca Raton

***Germany:** Los Angeles, Colorado Springs, **Miami**, San Antonio, Detroit

India: Los Angeles, Dallas, Las Vegas, Chicago, New York

Japan: San Diego, Los Angeles, Honolulu, Las Vegas, Jacksonville

***France:** Los Angeles, **Miami**, Detroit, San Francisco, **Miami Beach**

Mexico: San Diego, Houston, Laredo, San Antonio, El Paso

***Italy:** New York, Detroit, **Miami**, Los Angeles, **Miami Beach**

China: Los Angeles, Las Vegas, New York, San Francisco, Irvine

***Netherlands:** Los Angeles, New York, **Miami**, Houston, San Francisco

Philippines: Las Vegas, Los Angeles, Detroit, Sacramento, Phoenix

***Spain:** **Miami**, Los Angeles, New York, Washington, San Francisco

***Russian Federation:** New York, Los Angeles, **Miami**, San Francisco, Orlando

South Korea: Los Angeles, Las Vegas, Irvine, Houston, Colorado Springs

***Switzerland:** **Miami**, Los Angeles, Las Vegas, Detroit, **Fort Lauderdale**

***Portugal:** Los Angeles, Washington D.C., **Miami**, New York, San Francisco

New Zealand: Los Angeles, Washington D.C., Houston, Nashville, Detroit

*Countries with Miami and/or Fort Lauderdale as top searches.

Top 10 U.S. Cities Searched by Foreign Consumers

- | | |
|---------------------|-------------------------------|
| 1. Los Angeles, CA | 6. Orlando, FL |
| 2. New York, NY | 7. Houston, TX |
| 3. Miami, FL | 8. Fort Lauderdale, FL |
| 4. Las Vegas, NV | 9. San Francisco, CA |
| 5. Detroit, MI | 10. Atlanta, GA |

Source: Omniture Discover - October 2013

Top Countries Searching South Florida Properties on Miamire.com

- | | |
|--------------|-------------------|
| 1. Venezuela | 6. France |
| 2. Argentina | 7. India |
| 3. Canada | 8. United Kingdom |
| 4. Brazil | 9. Spain |
| 5. Colombia | 10. Italy |

Source: MIAMI - October 2013

INTERNATIONAL SCHEDULE

ACOBIR Expo Inmobiliaria 2014
Jan. 29 – Feb. 2, 2014
Panama City, Panama
expoinmobiliariapanama.org

Americas Linkage 2014
Jan. 29-31, 2014
Panama City, Panama
MiamiChamber.com

MIPM 25 Years
Mar. 11-14, 2014 • Cannes, France
mipim.com

Italy-America Chamber Real Estate Week-Miami
Feb. 25-27, 2014 • Miami, Florida

Salon National de l'Immobilier
Apr. 3-6, 2014 • Paris, France
salonimmobilier.com

DOMEXPO
Apr. 10-13, 2014 • Moscow, Russia
domexpo.ru/eng

2014 AREAA Global Luxury Summit
April 12-15, 2014
New York City, New York
summit.areaa.org

2014 REGS - R. E. Global Summit
Apr. 28 – May 1, 2014
Taipei, Taiwan
2014regs.com

NAR Midyear Legislative Meetings & Trade Expo
May 12-17, 2014 • Washington, D.C.
realtor.org/events

65th FIABCI World Congress
May 17-22, 2014 • Luxembourg
fiabci65.com

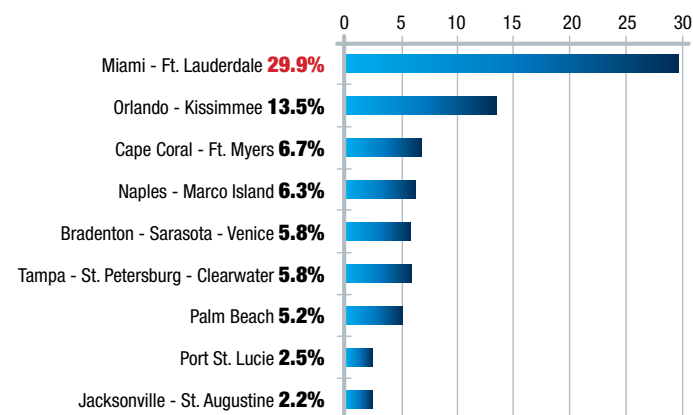
SIMA14
May 29 – Jun. 1, 2014 • Madrid, Spain
simaexpo.com

NAR India Convention 2014
Jun. 2014 • Kolkata, India
narindia.com

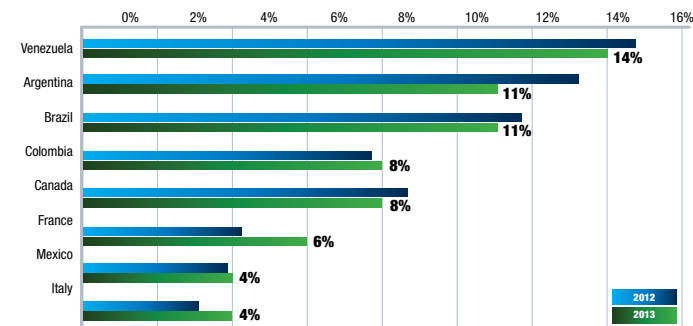


South Florida Remains Top Destination for Foreign Buyers

The NAR Profile of International Home Buying Activity 2013 again ranked Florida the top state in the nation for foreign buyers with 23 percent of all international sales. In Florida, the Miami/Fort Lauderdale area is by far attracting the highest percentage of foreign home purchasers in the state. According to the NAR Profile of International Home Buyers in Florida 2013, nearly 30 percent all international sales in Florida occurred in South Florida. Access the latest international research for South Florida, Florida, and the U.S. at SFMarketIntel.com



Top Tier Countries of Origin of International Clients Who Purchased Property in Miami



Property Search News Releases
SFMarketIntel.com

MIAMI International Online
miamire.com/international

MIAMI Has 118 Foreign Int'l Partners

In 2013, MIAMI further expanded its landmark network of international partners to 118 real estate organizations throughout the world. These signed agreements with foreign partners facilitate business opportunities for MIAMI members, enhance Miami's global position, and strengthen the local real estate market and economy. In the last year, MIAMI has added 15 new foreign partners. See photos of the signing ceremonies for the 10 new partners in November.

Argentina

■ CMCPSI

Colegio de Martilleros y Corredores Públicos de San Isidro

Colombia

■ AFYDI

Asociación para el Fomento y Desarrollo Inmobiliario

Dominican Republic

■ AEI

Asociación de Empresas Inmobiliarias

Ecuador

■ FENACBRE

Federación Nacional de Corredores de Bienes Raíces del Ecuador

■ ASOCOBIRA

Asociación de Corredores de Bienes Raíces de Azuay

■ ASOCOBRA

Asociación de Corredores de Bienes Raíces de Loja

■ ACBRP

Asociación de Corredores de Bienes Raíces de Pichincha

Greece

■ EPPA

Greece

Philippines

■ CREBA

Chamber of Real Estate and Builders' Associations, Inc.

Taiwan

■ CAREB

Chinese Association of Real Estate Brokers

■ TAREB

Taipei Association of Real Estate Brokers

Romania

■ APAIR

Asociația Profesională a Agentilor Imobiliari din Romania

Singapore

■ IEA

Institute of Estate Agents in Singapore

United Arab Emirates

■ DREI

Dubai Real Estate Institute

Central Europe

■ CEREAN

Central European Real Estate Association Network



COIPRI 2014
Jun. 3-4, 2014 • Lima, Peru
coipri.pe

**Italy-America Chamber Real Estate
Week-Italy**
Jun. 15-21, 2014
Rome & Florence - Italy

30th FEDELONJAS Congress
August 2014 • Colombia
congreso.fedelonjas.org.co/es

**SECOVI-SP Real Estate Week
SECOVI Convention**
Aug. 27 – Sep. 1, 2014

Real Estate Master Award
Sep. 1, 2014 • Sao Paulo, Brazil
secovi.com.br

2014 AREA National Convention
Sep. 5-8, 2014 • Las Vegas, Nevada
areaa.org

**20th Miami International
Real Estate Congress**
Nov. 2-4, 2014 • Miami, Florida
2014MiamiCongress.com

2014 REALTORS® Conference & Expo
Nov. 7-10, 2014
New Orleans, Louisiana
realtor.org/convention

**FNAIM International Convention &
European Forum**
Dec. 2014 • Paris, France
fnaim-international.com

FIABCI Dec. Business Meetings
Dec. 2014 • Washington, D.C.
fiabci.org



Did You Know?

Luxury home sales* represented **45%** of total Miami-Dade residential sales volume in 2013

CLHMS: The Certified Luxury Home Marketing Specialist is recognized as THE mark of accomplishment in luxury markets around the world. This designation assures affluent buyers and seller that the agents who have earned it have the knowledge, experience, competence and confidence they require. MIAMI is proud to bring the CLHMS to South Florida in 2014

- Feb. 5 & 6 • **W. Broward - Sawgrass**
- May 15 & 16 • **Coral Gables**
- Aug. 20 & 21 • **E. Broward - DCOTA**
- December 3 & 4 • **MIAMI HQ**

For MORE information & registration go to: www.luxuryhomemarketing.com/real-estate-agents/Schedule.html

MORE Services & 4 Trainers



MIAMI offers MORE Than 90 Ways to Compete in Today's Market – MORE than 90 Products, Services and Marketing Tools and our four Full-Time Trainers provide YOU with the hands-on training!

1,550 FREE Tech Classes offered in 2013...
MORE FREE Classes to come in 2014

Did You Know?

90% Of all New & Pre-construction condos in Miami-Dade/Broward are:

- Sold by REALTORS®
- CASH Sales!

In response to this ever increasing segment of YOUR market, MIAMI offers classes to help YOU get your share of this market:

- How to Sell Pre-construction 101 – Ali Lamadrid, Instructor
- MyCondoPlans – Hands-On training
- Cranespotter.com – Hands-On training

MORE than 2400 Seminars a Year!

MORE than 700 FREE in Broward

+ MORE than 1200 FREE in Miami- Dade

= MORE than 1900 FREE to YOU- MIAMI Members!

Brokers or Agents • Residential or Commercial
New to the business or Seasoned professional

Attendance in 2013 exceeded 38,600!

MIAMI offers MORE Programs for YOU & YOUR Business

MORE with MIAMI...

As market conditions change and technology advances, so do the MIAMI programs and classes that help YOU quickly Adapt, Learn and EXCEL in today's market.

- SRS – Seller Representative Specialist Designation
- Service Driven Property Management
- Personal Security Awareness Training for REALTORS®
- Quickbooks for REALTORS®
- Citizens Insurance Bill - Are you AWARE of all the Changes?
- Reverse Mortgage Purchase Program 3 CE - FREE Seminar
- Successfully Selling HUD Homes 3 CE
- How Top Producers Make Money in Today's Real Estate Market
- Understanding and Reaching the "New Consumer"
- Broker Liability & Contracts
- It's Nice To Be RICH \$\$\$ - Making YOUR Plan - Working YOUR Plan

For MORE information on these specialty programs including dates, locations & registration go to: Miamire.com/education

Special Events

MIAMI's unique and innovative programs combine Education, Information, and Networking opportunities Learning also comes from Experience...

...Experience some of the best Special Event programming MIAMI has to offer:

- MIAMI River Tour
- Fort Lauderdale Water Tour
- Short Sales Mastery Webinar
- Pre-construction Bus Tour
- Developer Showcase
- The **MORE** Conferences
- International Congress

For MORE information on upcoming programs, dates & locations near YOU go to Miamire.com/education



Miamire.com/education

Did You Know?

29.6% - nearly one out of every three **International** residential purchases in the State of Florida were in the Miami/Ft. Lauderdale market

MIAMI provides MORE training, MORE programs and MORE classes to help YOU get YOUR share of the **International** buyer's market

- CIPS – The Certified International Property Specialist Designation from NAR – 5 classes in 2014
- TRC – The Transnational Referral Certification course from ICREA – 5 classes in 2014
- Getting Your Share – International Marketing Class – 5 classes in 2014
- Proxiopro Lunch 'n Learn – presented in conjunction with Getting Your Share
- Proxiopro hands-on training classes - offered several times & locations/month

For MORE information on all of these programs including dates, locations & registration go to: Miamire.com/education

Did You Know?

82.7% of ALL MIAMI seminars & classes are **FREE!**

The Top Five FREE Seminars in 2013:

- Creative Thinking Workshop
- Increase Your Business Through Social Media
- Turning ACTION into RESULTS
- Residential Leasing & Tenant Evictions
- FIRPTA When & How it Applies

With over 2,000 FREE seminars coming this year... What will be the Top FREE seminars in 2014? What will you Attend?

Did You Know?

Distressed properties represent 38% of total residential sales in Miami-Dade/Broward.

MIAMI offers MORE classes and training to help YOU be better educated and prepared to help both sellers and buyers with foreclosures, short sales and all facets of the **distressed** property market.

- CDPE - Certified Distressed Property Specialist
- HB 87 - How The Foreclosure Law Affects Short Sales
- Dealing with Distressed Real Estate
- REO Transactions - All you need to know
- Bankruptcy: The Ultimate Loan Modification Strategy
- Effects of Bankruptcy Chapters 7 & 13 in Real Estate

For MORE information on these specialty programs including dates, locations & registration go to: Miamire.com/education

South Florida Real Estate School

Educating South Florida REALTORS® of the Future



The South Florida Real Estate School (SFRES) is your full-service real estate school with top instructors, convenient locations, and competitive pricing. SFRES offers industry professionals all state required pre and post-license real estate courses necessary to maintain your license in good standing. Course curriculum continues to expand in order to meet the growing demand of our members and the real estate industry. Courses are offered in both English and Spanish.

The South Florida Real Estate School offers five convenient locations in both Miami-Dade and Broward, featuring state-of-the-art facilities with dual screen presentations, comfortable seating and flexible schedules.

Coral Gables - MIAMI Headquarters - Northwestern Dade (Hialeah) - West Broward (Sawgrass) - East Broward (DCOTA)

63Hr

FREC 1 Sales Associate Course

- First step in acquiring a state real estate license
- Overview of the real estate industry
- Must be completed prior to sitting for the required state exam.
- Includes a 270 page state exam manual with enter-active flashcard CD

Prep

State Exam Prep Review

- Two day review of all course material
- For both Sales and Broker license candidates
- Free to all SFRES students

45Hr

45 Hour Post Licensing

- Must be completed prior to first real estate sales license expiring
- Education & skills training necessary to grow & compete
- A real must for new licensees

CAM

Community Association Manager

- 2 day course is taught by a real world CAM professional
- Prepare the student for the required state exam
- License is required to manage a condo or homeowner association of 10 units or more or with an operating budget of \$100,000 or more

72Hr

FREC II 72 Hour Broker Course

- Build on previously obtained knowledge
- Includes broker's perspective
- Completion required prior to sitting for the Broker state exam

PPMC

The Landlord Academy- Prof.

Property Management Certification

- For anyone who does property management or just invests in property
- Earn 8 hours of CE credit while learning the ins & outs of property management
- Taught by Bryan Chavis of The Landlord Academy

60Hr

Broker 60 Hour Post License Course

- Required prior to your first Broker license expiring
- Two 30 hour courses: brokerage management & real estate investment
- Real world information on planning, opening & managing a real estate brokerage

14Hr

14 Hr Continuing Ed & Core Law

- Law changes concerning licensure & the real estate industry
- Taught in a fast moving learning environment
- Must be completed every two years prior to license renewal

COMING in 2014

New & exciting additions to The South Florida Real Estate School curriculum

Foundations for Success Series 2014

Offers skills training for new associates entering the marketplace, providing essential skills necessary to succeed in the competitive real estate market while earning CE credits toward license renewal. All courses are taught in a hands-on, real world fashion providing maximum real world results. Each course is approved for 6 hours CE. Courses offered will include:

- Prospecting and Farming for Listings
- Building and Presenting the Listing Presentation
- Servicing the Listing and Working With Buyers
- Understanding and Writing the FAR / BAR AS-IS Contract
- Understanding and Writing the CRSP-13 Contract
- More to be announced throughout the year

New to Real Estate: Getting Started

Now you have a license, what next? A fun and exciting overview of how to get started. What to ask and look for in choosing a broker. Necessary tools and training to get started and insight into the different real estate specialties. FREE to all new Miami members.

Real Estate Instructor Workshop

A must for anyone wanting to teach real estate related topics in an adult environment. Focus is placed on acceptable standards in adult learning, and classroom andragogy. A fun, interactive course to sharpen platform and delivery skills for maximum effectiveness and learning in the adult classroom.

45 Hour Post Licensing • March Renewal Period

FREE January 13 - 22 Northwestern Dade Office Class in Spanish	FREE February 10 - 14 Sheraton Cypress Creek Fort Lauderdale	FREE February 24 - 28 MIAMI Airport Convention Center	\$139/\$189 March 10 - 14 Sheraton Cypress Creek Fort Lauderdale	\$139/\$189 March 17 - 21 MIAMI Airport Convention Center
--	--	--	--	--

45 Hour Post Licensing • September Renewal Period

FREE August 11 - 15 MIAMI Airport Convention Center	FREE August 18 - 22 Sheraton Cypress Creek Fort Lauderdale	\$139/\$189 September 8 - 12 Sheraton Cypress Creek Fort Lauderdale	\$139/\$189 September 15 - 19 MIAMI Airport Convention Center
--	--	---	--

*FREE Classes require purchase of \$35 class textbook – Register at www.SFRESchool.com - Paid Classes: \$139 MIAMI Members/\$189 Non-Members
March renewal class registration now open – September renewal class registration opens July 1st

Dade (305) 468-7066 • Broward (954) 335-5200 • www.SFRESchool.com

The Miami International Referral Network



MARKETS REPRESENTED:

ARGENTINA
BAHAMAS
BELIZE
BRAZIL
BULGARIA
CHILE
COLOMBIA
COSTA RICA
CZECH REPUBLIC
DENMARK
DOMINICAN REPUBLIC
ECUADOR
EL SALVADOR
FRANCE
GERMANY
GREECE
GUATEMALA
HONDURAS
HUNGARY
INDIA
IRELAND
ITALY
MEXICO
NICARAGUA
PANAMA
PERU
PHILIPPINES
POLAND
PORTUGAL
PUERTO RICO
ROMANIA
RUSSIA
SINGAPORE
SLOVAK REPUBLIC
SPAIN
TAIWAN
UKRAINE
URUGUAY
UNITED ARAB EMIRATES
U.S. VIRGIN ISLAND
VENEZUELA

CONNECTING GLOBAL MARKETS

- *More than 115 Partner Organizations*
- *Links MIAMI Properties to Over 100,000 Real Estate Professionals Around the World*
- *Connect to our International Referral Network*

For the full list go to:

miamire.com/international/partners

