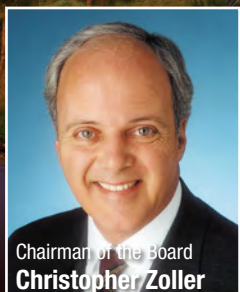


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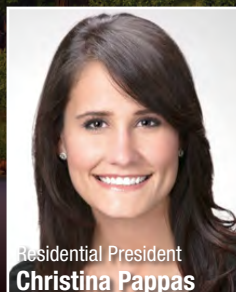
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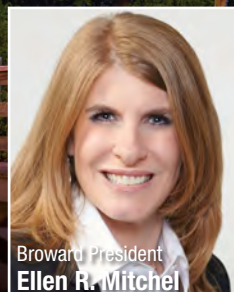
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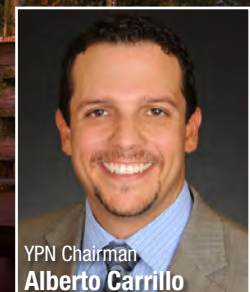
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MIAMI Mission

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.

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MIAMI International Partners and Leaders during 2016 Miami International Congress flag ceremony



Marsha Collins- Mroz, Laura Choueri, Teresa King Kinney, Deborah Boza-Valledor, Venus Proffer and Alexandra Sekouri 2016 MIAMI International Congress opening reception



John Dohm, Lynda Fernandez, Maria Juncadella and Christopher Zoller receive on behalf of MIAMI the 2016 Innovative Practices Business Leadership Award from the Greater Miami Chamber of Commerce



Jose Roberto Infante Bonatto, Maria Elizabeth Deoliveira, Joaquim Ribeiro and Teresa King Kinney at 2016 Miami International Congress Reception



MIAMI Young Professionals



2016 MIAMI leaders at Inaugural event at the Hard Rock Hotel



Sharon Lindblade, Teresa King Kinney, Christopher Zoller, and Janie Rose at the MIAMI booth at NAR's Realtor Expo in Orlando



MIAMI 2015 Award Winners at Inaugural event



Jose Maria Serrano, Simona Tessaro, & Martha Pomares



Teresa King Kinney and Lynda Fernandez with Representatives from the Trade Commission of Spain in MIAMI at the Realtors Expo in Orlando



Jose Maria Serrano and John Dohm



The Real State of the Real Estate Market Event at the Biltmore Hotel in Coral Gables



WCR presents check to Moe Veissi for Silent Angels



Teresa King Kinney and Mark Sadek with leaders of the Cambodian Valuers and Estate Agents Association, MIAMI's new International Partner



Christopher Zoller, Elisabeth Rohr, and Teresa King Kinney with Austrian Delegates at Miami International Congress Opening Reception

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- Market Influence
- Broker/Member Profitability
- Commercial
- International
- Government Affairs, MIAMI REALTORS® PAC & Housing Initiatives
- Increased Professionalism in the Market
- Professional Development
- Collaboration and Cooperation with other Organizations
- Broward & JTHS Initiatives
- Young Professionals
- Community Initiatives

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The MIAMI Association of REALTORS® represents 45,000 members and is the largest local REALTOR® association in the U.S. The Association and its Board of Directors are dedicated to our members, leadership in the industry, the real estate profession, and the communities they serve. Leaders impact the market, our international presence, 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.



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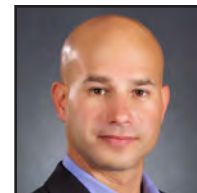
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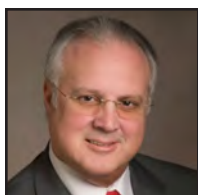
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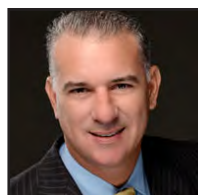
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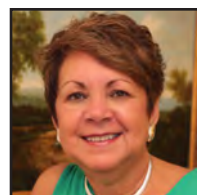
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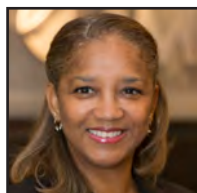
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- Referral Service
- Commercial YPN
- Government Affairs & Property Rights
- Social Media
- International
- Commercial Services
- Partnerships
- Media & Public Relations
- MLS & CIE



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Giving Back to Our Profession and Our Communities

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 solutions. Together with the MIAMI Professionals, they 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. The Residential and Broward Boards of Governors are MIAMI's primary knowledge center for the South Florida residential real estate industry and profession.

Giving Back to Our Profession...
YOU are our top priority – helping all MIAMI members achieve the highest level of professionalism and deliver the highest level of service to your customers – and that means ongoing education. With MORE than 4,000 programs, classes and seminars in 2017, MIAMI is helping YOU to be the best professional possible and helping

2017 Residential Priorities

- MLS
- Broker & Member Profitability
- Marketing Tools
- Professional Development
- Standards & Professionalism
- Member Engagement
- Leadership Development
- Community Initiatives
- Government Affairs, Housing Initiatives & MIAMI REALTORS® PAC

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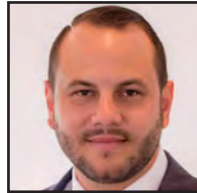
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MLS – Making the best possible MLS available to MIAMI members has always been a priority. In 2017, we are dedicated to making YOUR MLS the best in the country! We continue to enhance and add new features to Matrix to ensure MIAMI members have the fastest, most robust and comprehensive database of MLS information...unlike anything before.

Professional Development – In addition to our more than 4,000 classes, seminars & programs that include 1,600 MLS classes alone, MIAMI will be offering an unprecedented line-up of top level Professional Designation and Certification courses in 2017 and expanding its offerings on Social Media Management, Reputation Management, Marketing, Branding and International plus MORE courses for commercial practitioners. The MORE you learn, the MORE you earn!

Giving Back to Our Communities...

MIAMI REALTORS® will be giving back and helping to change our communities in 2017 as part of a Pilot Program between MIAMI and the National Association of REALTORS®. MIAMI has identified over 50 incredible projects that will leave our REALTOR® mark in dozens of South Florida communities.

2017 Broward Priorities

- **MLS**
- **Broker & Member Profitability**
- **Marketing Tools**
- **Professional Development**
- **Standards & Professionalism**
- **Member Engagement**
- **Recruitment & Retention**
- **Community Initiatives**
- **Government Affairs, Housing Initiatives & MIAMI REALTORS® PAC**

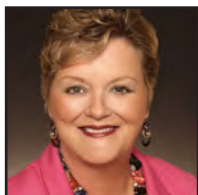
YOU win MORE listings, reach MORE buyers and close MORE sales...creating a better marketplace for everyone. A few key priorities for 2017 are:

Products, Services & Marketing Tools - To stay on top of and ahead of the market, MIAMI members need the best products and services available. MIAMI now offers MORE than 150 Products, Services & Marketing Tools that provide MIAMI members with THE Best Competitive Advantage.

JTHS Council Board of Governors 2017



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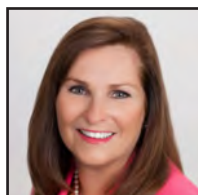
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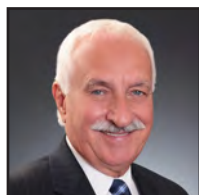
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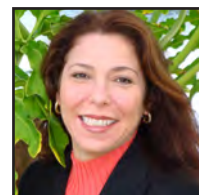
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2017 JTHS Priorities

- MLS
- Customer Service & Outstanding Member Experience
- Broker Outreach & Communication
- Member Retention & Recruitment
- Professional Development & Training
- Enhanced Local & International Exposure
- Government Affairs & Community Initiatives
- Marketing Tools & Technology

The JTHS Board of Governors

The JTHS Governors are the eyes and ears for the local real estate market. As the VOICE for the members, JTHS Governors help identify challenges, opportunities and solutions to the relevant market issues that affect our members. Keeping a pulse on emerging industry trends, the leaders also help identify, customize and implement the top products, services and programs to ensure members' success - helping them win MORE listings, reach MORE buyers and close MORE sales - increasing their business and profitability. The Governors also make decisions relative to how the association can be an integral part of our members' business, professional and community solutions.

Products, Services & Marketing Tools

To remain ahead of the competition, JTHS/MIAMI members need the best

products and services available. In addition to unique local market resources, JTHS/MIAMI members now have access to MIAMI's nearly 150 Products, Services & Marketing Tools that provide members with the competitive advantage to WIN those buyers and listings.

Professional Development

JTHS/MIAMI's Professional Development program has moved into the fast lane. In addition to increasing the number of classes offered at JTHS/MIAMI, members have experienced many new and exciting classes. JTHS/MIAMI members have also been able to take advantage of various Pre and Post Licensing Courses available through Miami's South Florida Real Estate School (SFRES) available to JTHS/MIAMI at a Members-Only discount.



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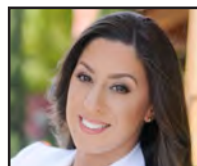
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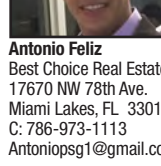
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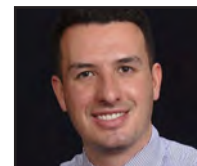
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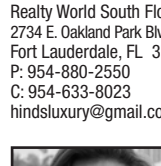
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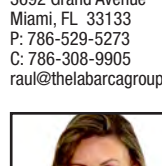
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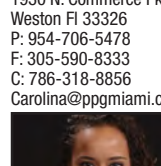
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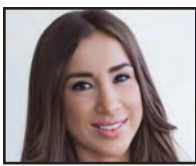
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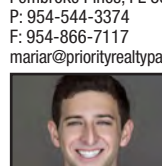
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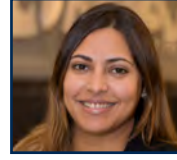
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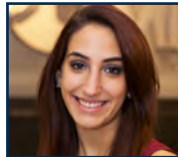
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At MIAMI... It's All About You, the Members!

In 2016, We Added MORE MIAMI Professionals to Better Serve You. The MIAMI Professionals are always here to serve you and help you grow and support your business and profitability. We consistently strive to provide the absolute highest levels of customer service and to expand products and services that will enhance the way you do business. This includes expanding our facilities to accommodate more FREE training and education – ALWAYS with YOU in mind.

Member Outreach Connecting With You!

Our dedicated Member Outreach professionals keep their pulse on the market by connecting face-to-face with YOU, our members, in office visits across the tri-county area. Meeting one-on-one with brokers and agents and providing product & services presentations for sales meeting as well as customized trainings - MIAMI Member Outreach is another one of the amazing benefits of your MIAMI Membership.

Miami-Dade

Broward

Broward

Palm Beach/Martin



Leslie Fernandez Rosales
Director of Business Development



Jason Aybar
Manager of Member Relations



Maureen Miller
Director of Mbr. Relations & Commercial



Lori Nichols
Member Relations Manager

The Power of... FIVE



From left to right
Alex Henry-Millington, Isabel Smith,
Nelson Roque, Connie Nieto,
Robert Rodriguez

5 Full-Time Trainers

7 Office Locations

50 Trainings Per Week

100+ Products & Services

160 Hands-on Computers

2400 Trainings Per Year

45,000 Members...

Trainers@Miamire.com
Tips, Tricks & Resources from your

Miami Trainers

Miamire.com/Trainers

Everything in Real Estate Begins with Miamire.com

Begin Your Search with Miamire.com

Searching the MIAMI website is easy if you start your search with miamire.com and follow it with a forward slash and the section of the site you're looking for:

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 /Education
 /School
 /Services
 /Global
 /Commercial
 /News
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 /Calendar
 /Trainers
 /GovernmentAffairs
 /Webinars
 /Affiliates
 /Broward
 /Consumers
 /JTHS
 /YPN
 /Contact
 /Locations

Building Core Skills & Knowledge in 2017

According to the recently released 2016 Profile of Home Buyers and Sellers, 88 percent of buyers and 64 percent of sellers used a real estate agent/broker and over 80 percent would use their agent/broker again. Each year a great deal of your time, money and personal effort goes into marketing your expertise to the public to build your customer base. Once you've done a great job for them, repeat business and referrals will follow. But first, you have to do business with them. Marketing featuring the skills and assets they value will give you a competitive advantage. From most important down, here are the top skills and qualities of real estate agents that actual home buyers and sellers said they value:

- Honesty and integrity
- Knowledge of purchase process
- Responsiveness
- Knowledge of real estate market
- Negotiation skills
- Communication skills

MIAMI provides the most expansive selection of education, training and specialty classes & programs of any association in the state of Florida – more than 4,000 per year including over 2,000 hands-on classes in our state-of-the-art computer labs. From Residential to Commercial to International and all the specialties in-between, our Education is second to none. Build your core skills and knowledge in 2017.

Miamire.com/Education

Mobile Marketing

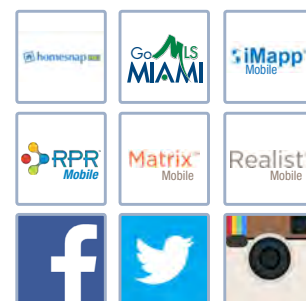
Consumers are accustomed to using their mobile phones as their main, and sometimes only, device for the majority of their communications for personal and business use.

Mobile Marketing is not the future... It's NOW! MIAMI provides the products & services to leverage mobile and help grow your real estate business. Leave your laptop behind!

- Rapid CMA Reports
- Branded Localized Email
- MLS on the Go
- Demographics
- Tax Information
- Presentations on Your Mobile Device and More!

MIAMI now offers hands-on Mobile Marketing Classes

Miamire.com/Calendar



▶ Not All MLS's are Created Equal – MIAMI Tools to Close MORE Deals

YOUR MIAMI MLS has more premium products and services integrated than any other MLS in South Florida.

You have dozens of services to make information available at your fingertips: MyCondoPlans, iMAPP, FIND, RatePlug, TerraFly, Surfina, WikiRealty... just to name a few. And NOW MIAMI Members will have the best in Communication and Collaboration services integrated with your MLS.



GOMLS MIAMI: The MIAMI MLS App that allows YOU to communicate & collaborate in real-time with your customers while they search the MLS. NEW: ADD/EDIT on GOMLS MIAMI.



ShowingSuite: MIAMI's newest Showing Appointment Service that makes getting appointments and getting confirmations a breeze.
Coming 1st Quarter 2017



Agent Inbox: An all-in-one unified communications platform that has everything a real estate agent needs to message, schedule, and make a deal. Access across 3 counties. Coming 1st Quarter 2017



RealTime MLS: Communicate, Collaborate & Share listings with YOUR fellow REALTORS® in a social media-style environment.
Coming 1st Quarter 2017

Miamiire.com/MLS

▶ Prospecting & Farming for Buyers & Sellers

Real estate prospecting is one of the best ways to generate more real estate leads. Real estate farming is the practice of focusing your prospecting on a very specific region, area, neighborhood or demographic.

Both prospecting and farming require a very important component, a first step: RESEARCH - before you can successfully market using DIRECT MAIL – either electronic or print. MIAMI provides 3 services that can help you leverage your prospecting & farming:



ReboGateway Tract Utility: Turnover rates, local competition and area trends for one of the best farming tools around.

Miamiire.com/ReboGateway



iMAPP: Enhanced integration of MLS and public record information for target marketing.

Miamiire.com/iMAPP



EDDM: Amplify your farming with Every Door Direct Marketing from the USPS – Best mailing rates anywhere!

Miamiire.com/EDDM

MIAMI now offers hands-on workshops on Mobile Marketing, Lead Generation & Management and Prospecting & Farming

Miamiire.com/calendar

**Calendar
of EVENTS**



▶ Connecting Our Markets to Buyers From Around the World



International Buyers purchased \$102.6 Billion in Residential Real Estate last year. One out of every four of those purchases was in Florida, and 50 percent of ALL Florida International purchases took place in OUR Market: South Florida. MIAMI provides Products & Services, Tools, Resources, Education & Training and Partnerships to connect OUR market with the world:

- ProxioPro
- Developer Showcase
- Realopedia
- Juwai.com
- Realtime MLS International
- CoBranded Flyers Translated
- Over 160 Global Partnerships
- Research & Resources
- CIPS Designation
- Specialty Classes
- "Doing Business With" Series
- International Real Estate Congress
- Foreign Investors Guide

Miamiire.com/Global

▶ CoBranding

Marketing materials to CoBrand with YOUR own logo & information – print or electronic and many translated into multiple languages

Miamiire.com/CoBrand



▶ RCA MIAMI

REALTORS® Commercial Alliance – One stop resource for education, marketing, services & tools and resources

Miamiire.com/Commercial



▶ Broker/Managers

One click away from everything you need including MLS Resources, Professional Standards, Recruitment/Retention, Tools & Services and MORE!

Miamiire.com/Broker



▶ Government Affairs & Housing Opportunities

Advocacy for local, state and national issues plus local and state Housing issues & the new MIAMI PAC

Miamiire.com/GovernmentAffairs



The Power of MORE in Broward

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

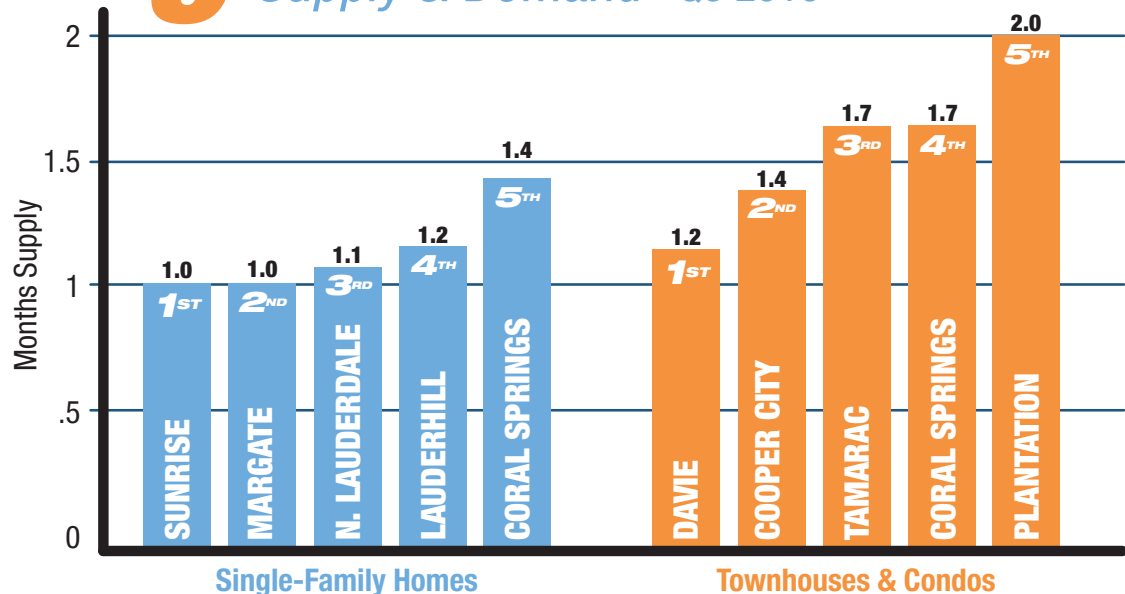
Not a MIAMI Member? Find Out What You're Missing:

- **LOWEST AGENT DUES** of any board in South Florida
- **BROWARD-BASED MEMBERSHIP STAFF** - at all of our 3 Broward facilities
- **BROWARD-BASED BOARD OF GOVERNORS** Representing our dynamic local member needs
- **SUPRA EKEY SERVICE INCLUDED** with your MLS membership
- **3 LOCATIONS IN BROWARD** + 3 in Miami & 1 in Jupiter = 7 convenient locations to serve you
- **MORE EDUCATION** - More than any other board, 4,000 classes a year (78% no cost)
- **COMPUTER LABS** - only association to offer hands-on computer lab training (2 in Broward and 3 in Miami)
- **MOST PRODUCTS & SERVICES** - Nearly 150 to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE** on over 500+ websites & 160+ international partnerships
- **STARBUCKS COFFEE** - complimentary at each of our 7 locations
- **AND SO MUCH MORE!**

Experience why many of your peers have joined the largest local REALTOR® Association in the nation.

Go to www.Miamire.com/broward or call us at 954-843-9782 to learn more.

Top 5 Hottest Broward Markets Supply & Demand • Q3 2016



For City and Zip Code Reports featuring all market metrics & much more, go to SFMarketIntel.com

Note: Above results were determined by lowest months of supply in areas with significant closed sales activity in the third quarter of 2016.

A New Home in Northeast Broward! Broward Members Now Have 3 Convenient Locations to Choose From



For our 10,000+ Broward members, we're pleased to announce the opening of our newest full-service office at 6451 North Federal Highway in Fort Lauderdale – making this our third full-service office strategically located in Broward County.

Opened in early January 2017, you can attend valuable education trainings and also have access to all member services needs including: Supra eKey activation and assistance, purchase of eKey Fobs, leasing of Supra Lockboxes, assistance with paying membership dues and much more. Stop by and meet your NE Broward team, and have a complimentary cup of fresh Starbucks coffee.

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 42 Computers



East Broward - DCOTA

1815 Griffin Road., Ste. 104, Dania Beach, FL 33004

- Located at Griffin Road & I-95
- Plenty of parking
- Closest REALTOR® Association to an int'l airport
- 100 seat auditorium
- Hands-on computer lab 28 computers





Hands On Training ONLY with MIAMI

Did You Know that MIAMI is the Only REALTOR® Association in Broward County with Hands On Computer Labs?

2 Full-Service Computer Labs to be Exact

Hands on MLS training is a big focus for our members' professional development, and we are proud to say that five of our seven facilities feature hands-on computer labs. In Broward County, we are the ONLY REALTOR® association to offer our members not only one, but two computer labs for hands-on MLS and cutting-edge technical trainings.



PRACTICE MAKES PERFECT

Hands-on training is more than just having access to a keyboard. Students get the chance to practice what they've learned with the guidance of one of our experienced instructors. Statistics have shown that students who participate in hands-on learning retain 50% more information than lecture-style learning.



Networking at New Heights

While we are known for putting on amazing events and programs during the day, our Business After Hours events have become some of the best in South Florida. In 2016, over 1,000 members and guests attended one of our Business After Hours events at some of the hottest venues across Broward County. People are more likely to do business with someone they know, versus someone they don't...and our after-hours events are the perfect place to meet new REALTOR® peers and to increase your referral business. It's not just networking, it's networking at new heights... for more business!



Broward YPN: Broward's Starting Point for Future Leaders



In its second year, our Broward Young Professionals Network (YPN) has proven to be the nucleus for some of the area's most promising and successful future leaders and top producers. Led by an enthusiastic yet professional team of young REALTOR® rock stars, the Broward YPN has yet again put on numerous educational panels, workshops and courses to better train and prepare tomorrow's future leaders. But it's not all work...from quarterly after hours Meet-Ups, to a tri-county REALTOR® Bowling Night and even a Florida Panthers Hockey game, our Broward YPN has also cultivated a great balance of work & play. While YPN targets those under 40, everyone is welcomed to participate.



For more information or to learn more, go to Miamiire.com/YPN or email Danielle Clermont at daniellec@miamire.com.

Broward Resources

Broward Main: 954-335-5200

Transfer Hotline: 954-843-9782

Website: www.miamire.com/broward

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 33351

■ NE Broward (NEWEST LOCATION):

6451 N Federal Hwy., Ste. 116
Ft. Lauderdale, FL 33308



MIAMI: A TOP RANKING CITY

Most International City in the United States

(Source: U.S. Census Bureau – 2014)

Most-Searchd U.S. City for International Home Buyers

(Source: Realtor.com – November 2016)

America's Cleanest City

(Source: Forbes – 2008)

2nd-Fastest Growing Economy Among Large U.S. Cities

(Source: Wallet Hub – September 2015)

2nd-Best Place in America to Start a Business

(Source: American City Business Journals study of small-business vitality, April 2016)

4th-Healthiest City in America

(Source: Livability – April 2015)

5th-Most Walkable City in the United States

(Source: Walk Score – April 2015)

2nd-Largest Health District in the United States

(Source: University of Miami Life Science & Technology Park — 2016)

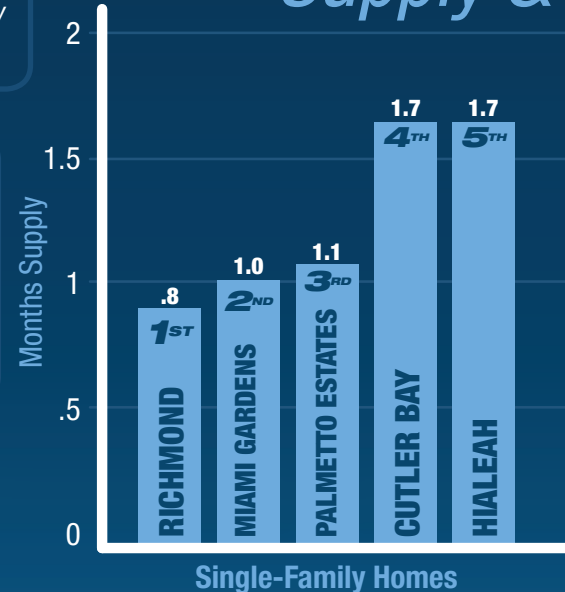
No. 1 Eye Hospital (Bascom Palmer Eye Institute) in the Nation

(Source: U.S. News & World Report, Best Hospitals 2017 edition)

Happiest City to Work

(Source: Career Bliss – January 2016)

Top 5 Hottest Markets Supply &



For City and Zip Code Reports featuring counties & much more, go to **SFMarketIntel.com**

Note: Above results were determined by lowest months of supply in the third quarter of 2016.

South Florida MARKET INTELLIGENCE
Provided by the MIAMI Association of REALTORS®

Go to SFMarketIntel.com for all South Florida Facts & Complete Rankings





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6th-Best Air Quality in the United States

(Source: 2014 U.S. Environmental Protection
Agency's daily Air Quality Index)

3rd-Most Well- Read City in the United States

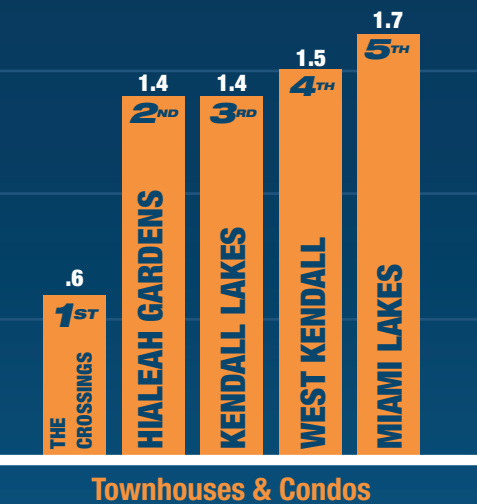
(Source: Amazon —2013)

11th Best Public Transit in the United States

(Source: AllTransit – April 2016)

Miami-Dade

Q3 2016 Demand



measuring all market metrics in all
MarketIntel.com

apply in areas with significant closed sales activity

5th-Greenest City in the United States

(Source: NerdWallet – May 2015)

Top Destination for Migrating New Yorkers

(Source: U.S. Census Bureau — August 2015)

8th-Most Populated Region in the United States

(Source: U.S. Census Bureau –
March 2016)

4th-Fastest Growing Neighborhood (Downtown Miami) in America

(Source: Realtor.com – April 2016)

12th-Most Important City in the World for the Ultra- Wealthy

(Source: Knight Frank- March 2016)

2nd-Highest Percentage of Luxury Cars in the United States

(Source: Parking Panda — 2015)

3rd-Most Fun City in America

(Source: Wallet Hub — 2016)



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John Dohm
Jorge H. Fernandez
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Carlos Gutierrez
George C. Jalil
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Cheryl Lambert
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Reinaldo "Rei" L. Mesa
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Donna Reid
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Madeline "Matey" H. Veissi
Maurice "Moe" J. Veissi
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Jennifer Wollmann
Albert A. Yabor
Ronald "Ron" Yanks
Francisco J. Zepeda Campos

To apply for State Director,
email: ana@miamire.com

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

Efren Lezcano
Christina Hildebrand
Yanely Cruz
Jonathan Lorber
Luis Fernando Manrique
Ruben Cruz
Patricia Fitzgerald
Blanca M. Milanese
William Lyons
Desi Rodriguez
Jon Penny
Tatyana Meerson
Marija Kuzina
Clarence W. Williams
Paul A. Stennett
Justin Robertson
Eyal Chai
Evelyn Reibel
Robert Menard
Mary Jeanne Robinson
Maria Carbonell
Daniel Amy
Alan Salerno
Michael Ortega
Edmundo Otton
Reinaldo Roman
Brian Woods
Martha Gillespie-Beeman
Maria Dufau
Patricia Roseboom
Liliana C. Aguiar
Monico Aguiar
Johanna Vicente
Joe Robaina
Coralia Braverman
Christine Grieco
Ximena Alzate
Roy Barker
Cheryl Rubman
Andres E. Fernandez
Kenneth Herzbrun
David Lopez
Jacqueline Bleyer

Rosemary Cortes
Betty Hernandez
Charlene Oakowsky
Diana P. Gomez
Carlos R. Suarez
Gabriela Buery
Dominic Tirado
Andre Reuter
Vilma Lopez
Ron A. Coleman
Amgad Zaki
Dorina Lipovanciu
Anhya Matsufuji
Peggy Greene
Cortes Camille Ramirez
Rosa Alvarez
Marino Ynirio
Sarai Morales

CIPS

Certified International Property Specialist

Maria T. Gonzalez
Claudia Georgiopoulos
Yelena Tsuladze
Robert Menard
Paola Robles
Andrea Cabrera
Yi-jean Lin
Victoria M. Cooney
Vidyawatee Seepersad
Clara E. Arango
Jill Brown
Dezurey Garcia
Haimnath Ragbir
John Mayfield
Francisco J. Lago
Diana P. Gomez
Paul Koch
Sandra Fuentes
Paola M. Garcia-Carrillo
Julio Cesar Perez
William Barnes
Laura Auten
Floralba Nunez
Daniel Amy

Griselda Krausse
Zulma L. Hernandez
Frecia Neitman
Luisana Rincon
Beatriz Rocha
Torres Edna Talavera
Maria A. Medina
Maria Bennett
Maria T. Vidal
Monica Torres
Christopher Todd
Hernandez Daniela Lucas
Deanna Fonseca
Mary Ann Smith
Mister Harvin
Neal Oates
Fiordaliza Maria
Hofmann Monika Von
Natalie Coren
Helcio Pires
Jennifer B. Lopez
Giovanna Bolivar
Emel Onur
Bruce Henry
Christopher Martin
Indra Ragbir
Renée Grossman
Irina Sang
Thomas Buetikofer
Bruno Portelli
Jose Pena
Luiz Santos

CPM

Certified Property Manager

Steven G. Evans

CRE

Counselors of Real Estate

Timothy Gifford

CRS

Certified Residential Specialist

Liliana P. Almeida
Carol J. Muir
Edia Maria Matos
Lydia E. Trujillo

Richard Paz
Karen Sneed
Antonia Buxo

GREEN

Green Designation

Julia Poliadias
Beatriz Rocha

GRI

Graduate, REALTOR® Institute

Liliana C. Aguiar
Amy Deaner
Vilma Lopez
Mildred Ferreira
Monico Aguiar
Everton Spaulding
Debra Wellins
Cheryl Rubman
Hofmann Monika Von
Chi Hoang
Laura F. Kijner
Mark Stennett
Leticia Alvarez
Larry Waters

PMN

Performance Management Network

Sharon Lindblade
Delmas Harper

SRES

Seniors Real Estate Specialist

Paul Carnrick
Donna Addy
Vilma Tabares
Hofmann Monika Von
Bernadette Upton
Magda S. Saltzman
Scott Nicot
Nohra Faciolince
Nicole Brousseau
Consuelo Peniza

Women's Council of REALTORS®

MIAMI-DADE Network



Dinorah Guerra
President



Alma Betancourt
President-Elect



Ana Farje
Secretary

BROWARD Network



Venus Proffer
President



Chris Ricci
President-Elect



Stacey Fiore
Secretary



Janie Rose
Treasurer

JTHS Network



Jay Gilbert
President



Alicia Quick
President-Elect



Michele Dyer
Secretary



Anné Desormier-Cartwright
Treasurer

Women's Council of
REALTORS®

CCIM

Certified Commercial Investment Member

Frederick Grace
Pablo Hoberman
Francisco Jaramillo
Dessiree A. Kane
German Llanos
Jorge L. Napoles

Casper (C.J.) Maier
Carlos A. Diez

SIOR

Society of Industrial & Office REALTORS®

Maria Juncadella
Reshma Parvani
Frank Trelles

RCA CERTIFICATES

Enrique Castelo
Alfonso Chacon
Diana Escobar
Michael Hinton
Elizabeth Perez
Joey Waknin
Josh Kohn

Katrina Garcia
Karina Garcia
Cristobal Martin
Lana Pyak
Manual Perez
Mirian Pantaleon
Nabeel Abunassar
Roberto Rodriguez

MIAMI Awards – 2016

Congratulations to our 2016 Industry Leaders & Award Winners to be Presented at the February 3, 2017 Inaugural Celebration

MIAMI



Mark Sadek
REALTOR®
of the Year



Duff Rubin
Leadership
Award



Anthony Graziano
Industry Analyst
of the Year



Alicia Cervera
Industry
Champion
of the Year



Jose Fernandez
Humanitarian
of the Year



Mayor Oliver Gilbert
Elected Official
of the Year



Christopher Zoller
Public Policy
Advocate
of the Year



Neal Litman
Attorney
of the Year



Ben Solomon, Esq.
Association
Legal Counsel
of the Year



Greg Romanelli & The Miami Herald
Media Partner
of the Year

RESIDENTIAL



Jose Collado
Residential
Educator
of the Year



Karen Kafin
Ombudsman
of the Year



Martha Pomares
Prof. Standards
Person
of the Year



Raul Estrada
Grievance
Person
of the Year



Michelle Rojas
Code of Ethics
Volunteer
of the Year

COMMERCIAL



Jose Maria Serrano
Mediator
of the Year



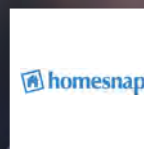
Jennifer Wollman
Commercial
Advocate
of the Year



Tom Dixon
Commercial
Educator
of the Year



RPR Commercial
Commercial
Product
of the Year



HomeSnap
Product
of the Year

YPN



Irina Kim Sang
Miami YPN of
the Year



Jimmy Branham
Broward YPN
of the Year



Jorge L. Guerra, Jr.
YPN Educator
of the Year



Van Dyke Mortgage
YPN Affiliate
of the Year



Assured Title & Trust
Miami Affiliate
of the Year

BROWARD



Ron Yanks
Broward
Community
Advocate
of the Year



Jonathan Keith
Broward
Champion
of the Year



Tamara Pichardo
Broward Above
& Beyond Award



Chris Ricci
Broward
Advocate
of the Year



South Florida Virtual Tour
Broward Affiliate
of the Year

JTHS



Nancy Lubeck
JTHS
REALTOR®
of the Year



Pamela Van Woerkom
JTHS Business
Partner
of the Year



Alicia Quick
JTHS Rookie
of the Year



Lou Ludwig
JTHS
President's
Award



Gary J. Nagle, Esq.
Excellence in
Service Award



Palm Beach Post
JTHS Media
Partner
of the Year

2017 Inaugural & Awards Celebration

Giving Back to our Profession & our Communities
February 3, 2017

An Afternoon of Celebration 11:30am - 3:00pm
Seminole Hard Rock Casino • 1 Seminole Way, Hollywood, FL 33314

11:30am Reception

12:30pm Inaugural Program

1:30pm Featuring Chef's Stations

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

2:30pm Entertainment

3:00pm Prize Drawings!

Cost: Only \$40 per person • FREE Parking

For Table Reservations Contact Claudia at 305.468.7024 or claudia@miamire.com

Individual Reservations will be accepted after January 18th



REALTORS® in Action

THANK YOU... 2016 RPAC/PAF Major Investors

Golden R - \$5,000 Investment

RED box Indicates members of the President's Circle - Additional \$2,000 Annual Investment



Hall of Fame includes members who have invested at least \$50,000 to RPAC/PAF.

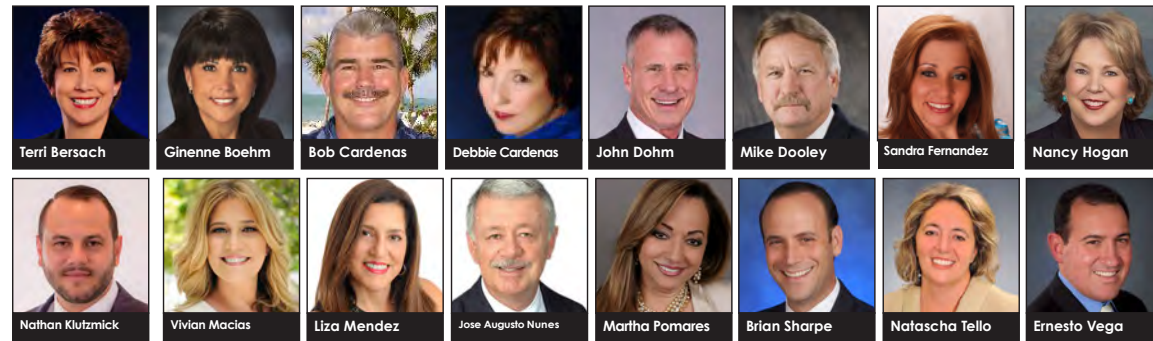


Your Best Investment In Real Estate

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC/PAF (Political Advocacy Fund) is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests. The money to accomplish this comes from voluntary contributions made by REALTORS®. These are not members' dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. RPAC/PAF doesn't buy votes. RPAC/PAF enables REALTORS® to support candidates that support the issues that are important to their profession and livelihood.



Crystal R - \$2,500 Investment



Sterling R - \$1,000 Investment



Want to see yourself here?

Want to see yourself here in 2017? We want to see you here too! Whether you choose to come in at the **Sterling-R level, Crystal-R, or Golden-R**, your investment will pay-off in dividends for the REALTOR® industry, and will open doors to many networking opportunities through exclusive "Major Investor Only" events such as candidate screenings for local races, VIP receptions at our annual meetings, and much more! Don't wait... make your 2017 pledge today!



Danielle Blake
Senior VP of Government
Affairs & Housing
danielle@miamire.com

Ana Maria Rodriguez, MSL
VP of Government Affairs
ana@miamire.com



Miami-Dade County's Amnesty Program

It is very important for all property owners to comply with building, fire, safety and zoning standards outlined in state and local laws, but when you have an emergency water leak or a malfunctioning air conditioning unit, most homeowners try to get these issues resolved immediately. Their last thought is the required permit. While these are probably the most common violations, there can be larger ones, like remodeling your kitchen or bathroom without a permit.

Since August 12, 2011, the residents of the unincorporated area of Miami-Dade County have benefitted from an amnesty period when faced with civil penalties and liens for Building Code violations.

How the Amnesty Program Works:

1. Homeowners must present ownership evidence;
2. A permit is issued to bring the structure into compliance within the amnesty period;
3. The work is completed; and,
4. The owner must pay all direct costs of Building and Neighborhood Compliance Departments.

In exchange, the County waives all civil penalties and liens. In the first five years, the county has closed 2,632 cases saving property owners over \$26.5 million in relief. The program is working and our neighborhoods are safer.

Whether or not a homeowner requested a permit properly the first time, the main focus should always be safety. That's why the MIAMI Association of REALTORS® encourages all municipalities to follow this example and applauds the Miami-Dade County Commission in extending their Amnesty Program through July 12, 2017.

For more info visit:

www.miamidade.gov/building/amnesty-program.asp

Introducing the MIAMI REALTORS® PAC...



As former U.S. House Speaker Tip O'Neill famously said, "All politics is local". A politician's success is directly tied to the person's ability to understand and influence the issues of their constituents. Our constituency is you and it's our business to advocate for your rights. That's why we're proud to announce for 2017 that we have started the MIAMI REALTORS® Political Action Committee (PAC) to do just that.

Visit Miamire.com/MiamiRealtorsPAC for more info.

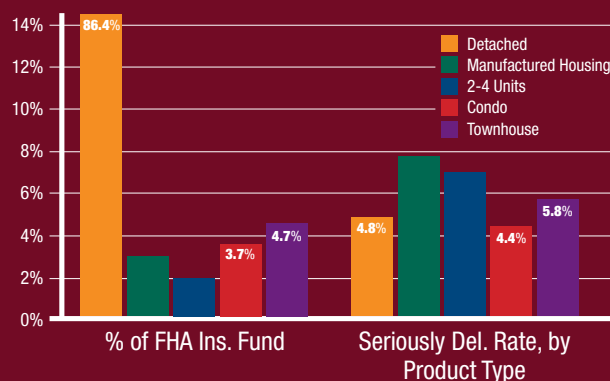
FHA Condominium Financing

According to the National Association of REALTORS®, condominium mortgages are the strongest performing loans in Federal Housing Administration's (FHA) portfolio. The seriously delinquent rate for all FHA loans was 4.95 percent as of August 2016, whereas condominiums had a 4.39 percent rate, the lowest seriously delinquent rate in the entire portfolio. So, why is it so hard to get a FHA insured condo loan?

The reason is FHA has strict approval guidelines for condo projects. For four years, we have heard that FHA is revisiting these rules and will be publishing new ones soon. In late 2016, FHA circulated proposed changes and solicited public comment, so 2017 may be the year. Two items of great importance to our market that NAR put forward are:

Performance & Share of Insurance Fund: August 2016

Source: FHA, NAR



Spot Loan Approval

NAR fully supports the proposed return of single-unit approval for non-FHA certified condominium projects, also known as spot loans. This will help buyers interested in older condo projects that do not have FHA project approval and buyers interested in newer buildings that have not yet undertaken the process of becoming FHA certified. Further, NAR urges FHA to allow spot approval in non-certified projects that do not meet current FHA condominium project requirements. For example, in condominium projects with lower owner-occupancy rates than required for FHA certification, single-unit approvals would provide a way for a building that wishes to gain FHA certification to bring in financially responsible owner-occupants, helping to build up the necessary FHA owner-occupancy requirements.

Commercial Space

Mixed-use neighborhoods, those with a variety of housing, retail and public transportation options are increasingly the preferred choice for today's homebuyers. In fact, 56 percent of millennials and 46 percent of baby boomers prefer to live in areas with a mix of retail and housing options. Mixed-use neighborhoods have held up their value better in recent years compared to solely residential neighborhoods. Given FHA's mission to promote safe and affordable housing, the current policy limiting commercial space hinders efforts to build neighborhoods that have a mix of residential housing and businesses with access to public transit that HUD has championed. NAR recommends FHA allow up to 45 percent commercial space without documentation (The current limit is 25%). Greater levels of commercial space should be evaluated holistically along with the strength of the project, but should not be capped at a specific percentage.

For more info visit:

Miamire.com/FHA

Commercial Education Continues with Core Classes But Expands With New Options

2016 was an excellent year for commercial education. We continued our commitment to core education by offering a variety of comprehensive classes such as commercial contracts, leasing, letter of intent and commercial fundamentals. There was excellent attendance at these events including the Tom Dixon Commercial series. Two new core classes, "triple net leases" and "lead generation using incentive financing," were successful additions, generating positive feedback and great attendance. We plan to continue offering these two classes in 2017.

Another success in 2016 was our "New & Noteworthy" series. We held events on key areas in transition such as Hollywood, Dania Beach and North Miami Beach. We look forward to identifying more of these key areas where growth and opportunity create vital benefits for residents, businesses and investors. These events will take place in all three counties and will bring together brokers, city officials, developers and business owners.

One of the most exciting developments this year was the continued success of our Commercial Certificate program. The program, only in its third year, has record interest and certificate earners. Not only were we able to offer more classes and therefore, more points and options, but also we promoted the program more consistently and are ecstatic with the results and response.



CCIM Panel at the Commercial Midyear
Edward Schmidt, Ronald Kohn, Sandra Goldstein,
2017 RCA President, Jose Serrano © 2016 Miami Association of

As always, networking is vital for our commercial members. Our monthly Commercial Marketplace events in Dade, Broward and now Palm Beach, offer a unique opportunity to promote haves and needs as well as networking and building long-term business relationships. Each Marketplace also had speakers, often board members, discuss their experience and provide market updates. Our expansion into Palm Beach is exciting not just because it is a new opportunity, but also because we can learn and expand our services to more members.

2017 planning is already in the works, we promise to continue our commitment to innovation, offer more interactive classes and provide unique opportunities for you to grow your business whether you are new to commercial or a seasoned professionals.

Addition of Vizzda & Future Tools Will Drive RCA

In an exciting announcement this year, RCA MIAMI has partnered with the information and technology supplier Vizzda to provide timely commercial sales information and detailed content. The partnership between RCA MIAMI and Vizzda will include new and pertinent data for our members next year. 2017

President Jose Serrano outlined our commitment to offering you more in the coming year "Our goal is to continue to make RCA your number one resource for tools and products next year and in the future. These tools will help you grow your business, save you time and offer you new and exciting marketing tools. Vizzda is just one example of what you can expect in 2017."

The data will be distributed to commercial members and will include all of the commercial sales for that week in three counties: Miami Dade, Broward and Palm Beach Counties. The emails will feature properties and include emails and phone numbers of buyers and sellers. Property types include: industrial, land, multi-family, retail and office. In addition to sales, Vizzda also tracks zoning changes and disseminates detailed information on public records including: county, architects, engineers and developer contacts. Active properties, quick access to comparisons and research tools will be available soon.

Our goal in 2017 is to add more critical tools that impact the daily business of our members. We also want to continue to educate members on current programs such as RPR Commercial, Commercial IMAPP, Member to Member Emails and Vizzda.

Connect with Us on Social Media

As one of the largest commercial REALTOR® associations in the nation, RCA MIAMI is committed to engaging, leading and inspiring the South Florida commercial real estate industry.

Each business day on its Facebook page, RCA MIAMI posts commercial real estate articles impacting South Florida. Like, share and comment on our posts. RCA MIAMI also shares photos, news releases and articles from its events on all of its social media platforms.

Our Facebook Page is: www.facebook.com/RCAmiami. RCA MIAMI Twitter and Instagram are under the handle: @RCAmiami

Snap a photo and tag us on Facebook, Twitter and/or Instagram when you're attending our 2017 networking events, conferences and marketplace sessions. We want to engage with our 2,000-

plus members and the world on the latest South Florida commercial real estate trends and issues.

Remember to tag @RCAmiami in posts and use the hashtag: #RCAMIAMI

RCA MIAMI Social Media Channels



Facebook:
www.facebook.com/RCAmiami



Twitter:
@RCAmiami



Instagram:
@rcamiami

Commercial Core Law & LOI

March 7 • West Broward
March 9 • Coral Gables
Mbrs. \$35/Onsite \$60
Non Mbrs. \$55/Onsite \$80

Single and Multi-Family Investing – 4hrs CE

May 9 • West Broward
May 16 • MIAMI HQ
Mbrs. \$35/Onsite \$60
Non Mbrs. \$55/Onsite \$80

Investment Property Analysis 11hrs CE

March 21-22 • West Broward
Sept. 13-14 • MIAMI HQ
Mbrs. \$175/Onsite \$215
Non Mbrs. \$195/Onsite \$215

Advanced Income Property Analysis

March 23 • West Broward
Sept. 15 • MIAMI HQ
Mbrs. \$135/Onsite \$175
Non Mbrs. \$155/Onsite \$175



Paul Cauchi
Senior Vice President
of Commercial

paul@miamire.com

Maureen Miller
Director of Member
Relations & Commercial

maureen@miamire.com



The 2016 Commercial Super Conference



2017 Commercial Looks to Continue Hot Streak

The South Florida commercial real estate market again outperformed other areas in the U.S. in 2016. All asset classes have shown growth, with multifamily and industrial leading the way. There continues to be strong demand in the retail and office sectors. Several positive trends have helped buoy the market while emerging trends point to continued strength.

One exciting trend is the increased interest from Middle Eastern and Asian investors in our market and they are more than comfortable buying commercial and residential real estate. This includes countries as diverse as Dubai, China, India and Pakistan. MIAMI professionals Teresa Kinney and Lynda Fernandez have both traveled to Asia for trade shows this year and have strengthened our partnerships there. The interest is not limited to Miami. Dubai's Emirates will launch a new daily service to Fort Lauderdale in December, the airline's eleventh U.S. passenger route. Qatar Airways began nonstop flights from Miami to Doha in May 2014, later expanding to daily travel on a larger aircraft due to strong demand.

Incredibly low interest and vacancy rates have bolstered prices and lowered capitalization rates. This national trend is also playing out strongly in our region with investors purchasing commercial real estate for its cash flow and general safety. Even with increased rental rates, 2017 looks to be a tight market making it a continued success in 2017. According to CBRE's 2016 third quarter report, industrial vacancy rates in Miami is only 3.7%, Broward is at 5.3%, and Palm Beach at 5.3%; that compares favorably to the 2016 second quarter national average of 9.8%.

Commercial Midyear Conference



Increase Your Network... Commercial Marketplace

The place to be to market your commercial listings and needs.

Increase your business by presenting your commercial property hases and wants to an ELITE group of real estate professionals and get first hand info on other listings. Attendees can bring brochures & marketing materials, exchange listing & business cards while networking over coffee and bagels.

First Thursday of Every Month

Time: 9 AM - 10:30 AM

Location: MIAMI Headquarters
700 S. Royal Poinciana Blvd., Ste. 400
Miami, FL 33166

Second Thursday of Every Month

Time: 9 AM - 10:30 AM

Location: East Broward Office • DCOTA
I-95 & Griffin Road
1815 Griffin Road, Ste. 104
Dania, FL 33004

Recently Added:

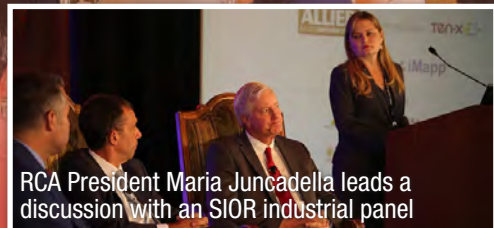
Third Wednesday of Every Month

Time: 9 AM - 10:30 AM

Location: JTHS
2151 Alternate A1A South, Ste. 1100
Jupiter, FL 33477

Cost: FREE for Mbrs. \$10 for Non-Mbrs.
No cost to RCAMIAMI/MIAMI members
but you must RSVP.

Contact: paul@miamire.com to attend, confirm
location, sponsor a Marketplace or
inquiries.



RCA President Maria Juncadella leads a discussion with an SIOR industrial panel



Audience listens to presentation on the future of technology



Resilience panel tackles workforce housing, transportation and sea level rise

**Pre-Register for the
Commercial Event
of the Year**

The 2017 Commercial Super Conference

**Hear from Experts
& Industry Leaders**

October 13, 2017

RCASuperConference.com
Sponsorships Available



RCA Certificate Recipients at the November Commercial Market Place



More Recipients in 2016 than previous years



JTHS Council of the MIAMI Association of REALTORS®

Not a JTHS/MIAMI Member?

What Are You Waiting for?

There's a reason why the JTHS Council of the MIAMI Association of REALTORS has taken off! Our enhanced educational offerings coupled with a new selection of exclusive and state of the art marketing tools and resources have empowered our members with a unique competitive advantage at listing presentations and in the marketplace. Find out why many of your peers have joined JTHS by going to Miamire.com/JTHSRealtors.

- **LOWEST AGENT DUES** of any board based in Palm Beach County
- **SUPRA EKEY SERVICE INCLUDED** with MLS membership (no monthly bills or annual costs)
- **7 CONVENIENT LOCATIONS** - 1 location in Jupiter + 3 in Broward & 3 in MIAMI
- **MORE EDUCATION** - More than any other board, 4,000 classes a year (78% no cost)
- **MOST PRODUCTS & SERVICES** - over 100 to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE** on over 500+ websites & 160+ international partnerships
- **STARBUCKS COFFEE** - complimentary at each of our locations (including JTHS)
- **AND SO MUCH MORE!**

What is the JTHS Council of the Miami Association of REALTORS®?

There's no denying that South Florida is a vast land, and while there are many similarities, there are also dynamic differences that make each South Florida County unique. To ensure our Palm Beach and Martin County members are well-represented, we rely on our JTHS Council of the Miami Association of REALTORS® to focus on the distinct issues, needs and challenges of the local area. This distinguished Jupiter and Palm Beach-based Board of Governors, is charged with keeping the pulse on the top local issues to ensure our trainings, programs and government affairs are not only proactive and timely, but also represent the unique needs of our JTHS real estate professionals.

JTHS Resources

JTHS Main: 561-746-2707

Fax: 561-575-9766

Transfer Hotline: 561-746-2707

E-mail: JTHStransfers@miamire.com

JTHS:

2151 Alternate A1A South
Suite 1100
Jupiter, FL 33477

Email: jths@miamire.com

Website: JTHSrealtors.com



facebook.com/JTHSrealtors



twitter.com/JTHScouncil



instagram.com/jthscouncil

Your JTHS Team Here to Serve YOU



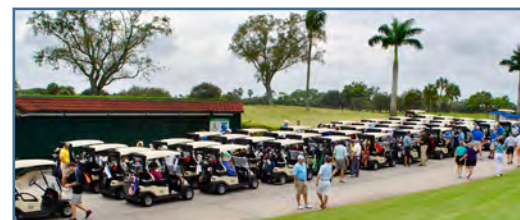
Outstanding
Customer
Service is Our
#1 Priority!

We've made great improvements to your JTHS membership experience. If you haven't visited your JTHS office lately, we encourage you to stop by and meet your JTHS team, and have a fresh complimentary cup of Starbucks coffee.



JTHS Events - Bringing a Rich History into the Future

JTHS is proud to have a long and rich history of putting on member-centric and highly successful events, and 2016 was no exception. From the 21st Annual Business Partners Trade Show to the 31st Annual Golf Tournament, to the Business Partners Appreciation Night and several Membership Meetings, JTHS has our members covered. Watch for these and many more events & programs in 2017.



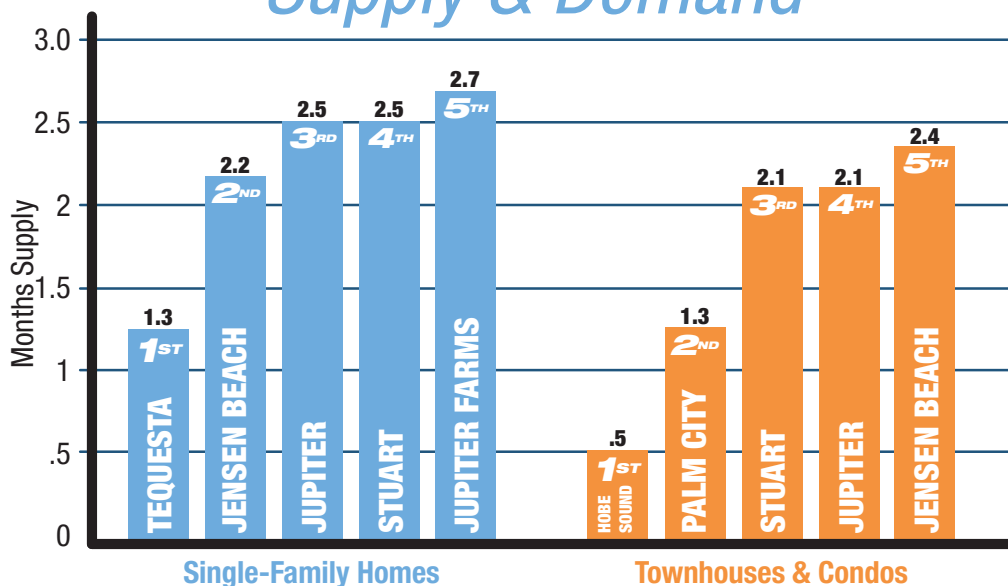


Danielle Y. Clermont
SVP of Broward, Palm Beach
& Martin Counties

daniellec@miamire.com



Top 5 Hottest JTHS Markets • Q3 2016 Supply & Demand



For City and Zip Code Reports featuring all market metrics & much more, go to JTHSrealtors.com/MarketReports

Note: Above results were determined by lowest months of supply in areas with significant closed sales activity in the third quarter of 2016.

Jupiter YPN



Our JTHS Young Professionals Network (YPN) is a growing and active group of young, career-minded professionals who want access to the latest tools, resources and networking opportunities. JTHS YPN also helps develop association members to create strong leaders who eventually take on key roles within the organization and in the communities we serve at local, state, and national levels.



For more information or to learn more, go to Miamiire.com/YPN or email Danielle Clermont at daniellec@miamire.com.

JTHS Installation Celebration & Awards Luncheon



YPN: Young Professionals Network

The MIAMI Association of REALTORS® Young Professionals Network (YPN) is the future of real estate. These young men and women are career-minded real estate professionals who are revolutionizing the industry through the use of new technology, educational classes, and social networking.

"Miami's real estate market is one of the most rewarding places to work as a REALTOR®. The work isn't always easy and success may not come overnight, but networking with MIAMI YPN professionals can make all the difference for your career. We take pride in staying current with the latest technologies and philosophies that will help your business grow in an ever evolving industry.

There's no one direct path to success, but working with YPN can help guide you to the promised land," says 2017 Chair Alberto Carrillo.

While there's no official age limit for the network, the target audience is for real estate professionals under the age of 40, as well as members who have held a real estate license for less than a year, regardless of age.



Rock The Market

Tell me about the 2016 events. What should I expect this year?

REBarCamp

What is REBarCamp and why is this always one of the best attended events? REBarCamp is not your typically planned conference. The agenda is created onsite on the fly. A giant grid-like chart is created with time slots on one side and breakout locations on the other. Attendees fill in squares with different topics they want to learn about or discuss with others and place it on the grid. There are usually four or five different topics being discussed at one time, and members can walk freely from one discussion to another. Sessions are not planned in advance, speakers are not paid, and all attendees are encouraged to share their knowledge during these discussions. There is no such thing as a dumb question. It is the best way to interact and learn from your peers and make new connections. In 2016, MIAMI YPN hosted their official REBarCamp at Blackbird Ordinary in Brickell. YPN always picks inspiring places to get your creative side in action!



MIAMI REBarCamp at Blackbird Ordinary

Miami v. Broward v. Palm Beach Bowling Night

The Annual "Miami v. Broward v. Palm Beach Bowling Night" has become a must attend event. Miami and Broward have both taken the crown as best bowling team, but Palm Beach has their sights set as champions in 2017. Over 200 real estate professionals come every year to show what it means to be a true bowling kingpin, but with abundant pizza and wings, everyone wins.



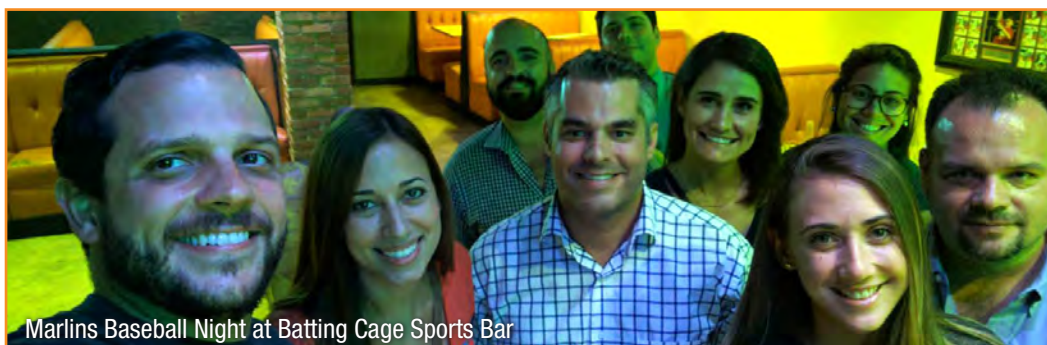
MIAMI YPN Bowling Night

Florida Panthers Hockey Night

YPNs put on their favorite cold weather attire and attend a Florida Panther's game against a highly contested opponent. Every year YPN gets two sections of special seating where you can enjoy hot dogs, pizza, and pitchers of soda and beer. Before the game, our YPNs receive special access to enjoy an on ice experience and test their hockey skills! Come join us as we cheer on the Panthers when they play for another chance to hoist the Stanley Cup!



Florida Panthers Hockey Night



Marlins Baseball Night at Batting Cage Sports Bar



Kevin Puricelli
Director of Creative Services
and Executive for YPN

kevin@miamire.com



Legends & Millennials All-Star Panel

Who doesn't want new advice and tips from REALTORS® who are ultra-successful? That's why you need to be sure to attend our Legends and Millennials Panel. YPN always secures some of the top real estate producers in South Florida to discuss different strategies they have implemented to find success. Attending this event could help you find that one missing piece of the real estate puzzle to take you to new levels of success.

Chairman's Ball

Every year the YPN Chair picks a theme for the YPN's signature event. From a Brazilian inspired carnival theme at the Hard Rock Hotel to Miami Vice inspired Casino Night at Margaritaville, our members pull out all the stops for this event! With so many incredible venues in South Florida, the possibilities are endless for what our YPN members can dream up for an incredible party. Don't miss out!

2017 Upcoming Events

- Chairman's Ball
- Legends & Millennials Series
- MIAMI v. Broward v. Palm Beach Bowling Night
- REBarCamps
- Florida Panthers Hockey Game Night Meet Up
- Marlins Baseball Meet Up
- 2017 Community Projects Pilot Program



MIAMI Legends & Millennials



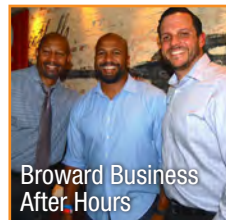
MIAMI Bowling Night



2015 YPN Leadership Board Meeting at HQ



MIAMI YPN Meet Up



Broward Business After Hours



Florida REALTORS® Convention & Expo



Broward Legends & Millennials



YPN Gives Back

Get Social with YPN

for Events, Opportunities & Programs



Find YPN MIAMI on Facebook:
Facebook.com/groups/MiamiYPN
Facebook.com/groups/GlobalYPN
#MiamiYPN #GlobalYPN



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

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



2016 YPN Leadership Board Meeting at HQ

Join NOW at:
Miamire.com/YPN

MIAMI Global

The Top International Council in the Nation

Who was Searching Miami Real Estate in 2016?

-  Colombia
-  Venezuela
-  Argentina
-  Brazil
-  Canada
-  India
-  Spain
-  Philippines
-  United Kingdom
-  France
-  Russia
-  Israel
-  Peru
-  Mexico
-  Dominican Republic
-  Italy
-  Puerto Rico
-  Germany
-  Bolivia
-  Ecuador

What Languages Do You Speak?

Update Your Member Profile

- Go to MiamiRE.com & Click on MIAMI Gateway
- Click on MIAMI Dashboard
- Click on Home
- Click on Update Your Member Profile
- Click on Personal Information
- Select Languages You Speak & Click Save

Go Global with MIAMI's Tools and Resources

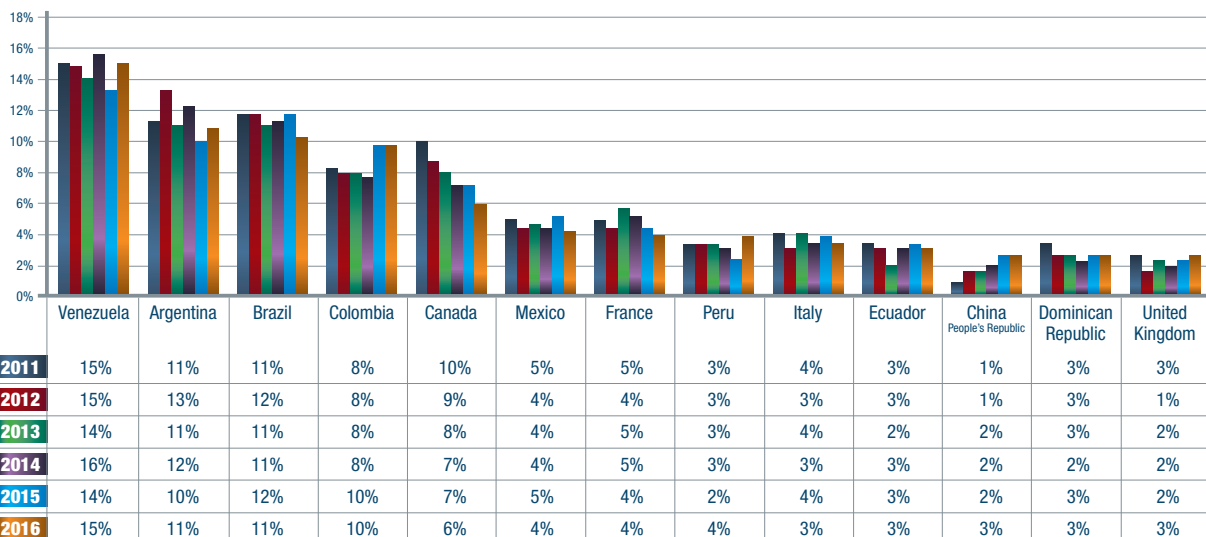
Access MiamiRE.com/International to Grow Your International Business

MIAMI Offers:

- Global Market Research
- Global Events in Miami & Abroad
- International Professional Development
- Cobranded International Marketing Materials
- Foreign Investors Guide
- And Much More!

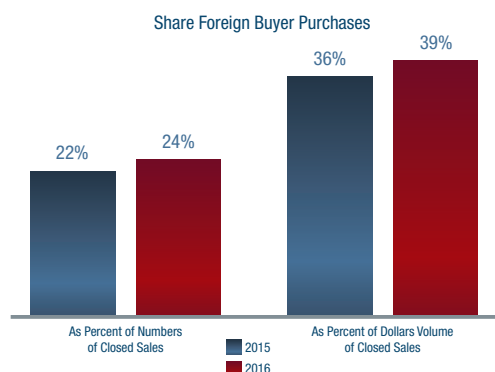
January 2017 International Report Top Tier Countries of Origin

Top Tier: Countries of Origin of International Clients*



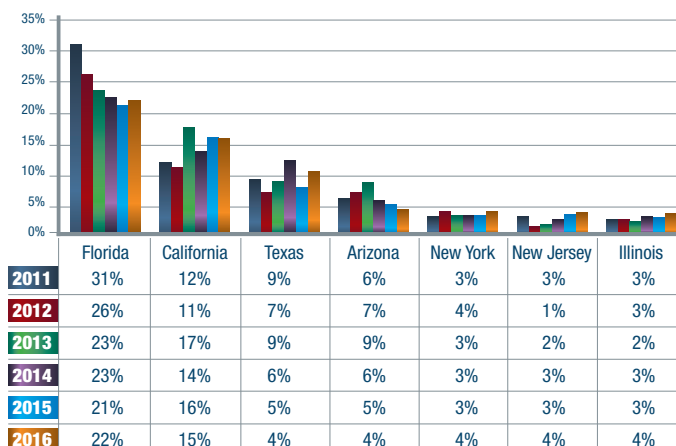
* Includes some purchases in areas outside Miami-Dade, Broward, Palm Beaches and Martin Counties

Foreign Buyer Purchases Slightly Increased to 24 Percent of Closed Sales and 39 Percent of Dollar Volume



Major Destination of Foreign Buyers

Source: NAR



INTERNATIONAL SCHEDULE

Expo Inmobiliaria ACOBIR
January 25-29, 2017
Panama City, Panama
expoinmobiliariapanama.org

MIPIM 2017
March 14-17, 2017
Cannes, France
mipim.com
MIAMI EXHIBITING

AREAA Global Luxury Summit
April 21-23, 2017
Miami, Florida, USA
summit.areas.org

68th World Congress FIABCI Andorra
May 23-28, 2017
Andorra La Vella, Andorra
fiabciandorra.com

SIMA
May 25-28, 2017
Madrid, Spain
simaexpo.com

LPS Beijing
June 16-18, 2017
Beijing, China
lps-china.com

Inmoción 17
June 16-17, 2017
Sevilla, Spain
inmoción17.com

For updates, go to <http://www.miamire.com/international/events>



Connecting Members & Markets... 160 International Partners

MIAMI now has 160 international real estate partners, the most of any REALTOR® association in U.S, after signing eight International Collaboration Agreements in just four days in November. These alliances create business opportunities for MIAMI members, enhance Miami's global position and strengthen the local real estate market and economy. The bilateral agreements also provide resources, visibility and connections for our valued international partners. MIAMI has international partners in more than 50 countries and five continents.

MIAMI's New Partners:

■ Austria - OVI

Austria Association of Real Estate Experts

■ Brazil - CRECI-DF

Conselho Regional de Corretores de Imóveis - Distrito Federal

■ Brazil - SINDIMOVEIS-GO

Sindicato dos Corretores de Imóveis no Estado de Goiás

■ Brazil - SINDIMOVEIS-ES

Sindicato dos Corretores de Imóveis do Estado do Espírito Santo

■ Cambodia

Cambodian Valuers and Estate Agents Association

■ France - FIABCI France

Fédération Internationale de l'Immobilier

■ Latin America - CILA

Confederación Inmobiliaria de Latino America

■ Serbia

Real Estate Cluster Serbia

■ Spain - SIRALIA

Spanish International Realty Alliance



Brazil - SINDIMOVEIS-ES



Latin America - CILA



Cambodian Valuers & Estate Agents Association



Austria - OVI



Brazil - CRECI-DF



Brazil - SINDIMOVEIS-GO



Real Estate Cluster Serbia



Diamond Award and 6 Times Platinum!

On Nov. 5 in Orlando, Florida, MIAMI was the first and only association in the nation to be awarded the Diamond Global Business Council Award from the National Association of REALTORS® (NAR). The Diamond award is the highest level of recognition presented by NAR and highlights MIAMI's unprecedented commitment to excellence in global achievement on behalf of its 45,000 members.



Join Miami's International Council

There is no cost to join. Email internationalcouncil@miamire.com to join today.

NAR-India 9th Annual Convention

August 2017
India
<http://narindiaconvention.in>

SECOVI Convention – Real Estate Week 2017

Aug. 26-29, 2017 - Convention
August 30, 2017 - Premio Master Imobiliario
Sao Paulo, Brazil
convencaosecovi.com.br

Salon National de L'Immobilier

October 2017
Paris, France
salons-immobilier.com

AMPI

October 17-21 2017
Villahermosa, Mexico
congresonacionalampi.com.mx

Miami International Real Estate Congress

October 29-31, 2017
Miami, Florida, USA
miamicongress.com
MIAMI EXHIBITING

Realtors Conference & Expo

November 3-6, 2017
Chicago, Illinois, USA
Realtor.org/conference
MIAMI EXHIBITING



Education & Professional Development

miamire.com/education

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

letty@miamire.com



GRI Series

MIAMI Members \$99

Non-Members \$129

For Registration & Information please
call Florida REALTORS® at 800-669-4327



GRI Series 100: Standards of Practice

GRI 101, 102 and 103 are each a 15-hour course with a 1.5-hour exam approved for 11 hours of continuing education specialty credit or 15 hours of sales associate post licensing credit per module. Modules GRI 101 and 103 each carry 3 hours of Core Law credit.

GRI Module 101: Professionalism and the Law

June 13 and 14

MIAMI HQ
700 S. Royal Poinciana Blvd.
Suite 400
Miami, FL 33166

June 15 and 16

West Broward Office
13680 NW 14 Street
Sunrise, Florida 33323

June 20 and 21

JTHS Council Office
2151 Alternate A1A South
Suite 1100
Jupiter, FL 33477

GRI Module 102: Starting Your Business

June 6 and 7

JTHS Council Office
2151 Alternate A1A South
Suite 1100
Jupiter, FL 33477

June 13 and 14

West Broward Office
13680 NW 14 Street
Sunrise, Florida 33323

June 20 and 21

MIAMI HQ
700 S. Royal Poinciana Blvd.
Suite 400
Miami, FL 33166

GRI Module 103: Maximize Your Profitability

June 6 and 7

MIAMI HQ
700 S. Royal Poinciana Blvd.
Suite 400
Miami, FL 33166

June 8 and 9

West Broward Office
13680 NW 14 Street
Sunrise, Florida 33323

June 13 and 14

JTHS Council Office
2151 Alternate A1A S.
Suite 1100
Jupiter, FL 33477

GRI Series 200

GRI 201 and GRI 202 are each a 15-hour course with a 1.5-hour exam approved for 11 hours of continuing education specialty credit or 15 hours of broker post licensing credit per module.

GRI Module 201: It's all about You!

March 7 and 8

JTHS Council Office
2151 Alternate A1A S.
Suite 1100
Jupiter, FL 33477

March 9 and 10

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

March 21 and 22

MIAMI HQ
700 S. Royal Poinciana Blvd.
Suite 400
Miami, FL 33166

GRI Module 202: Technology & Investments

March 7 and 8

East Broward Office
1815 Griffin Road
Ste 104
Dania Beach, FL 33004

March 9 and 10

MIAMI HQ
700 S. Royal Poinciana Blvd.
Ste 400
Miami, FL 33166

March 21 and 22

JTHS Council Office
2151 Alternate A1A South
Suite 1100
Jupiter, FL 33477

ABR: Accredited Buyer Representative

Take the ABR® Designation Course...
Don't Ever Work for Free Again

Approved for 11hrs CE • Members \$149 • Non-Members \$169
For Registration & Information please call Florida REALTORS® at 800-669-4327



- Build a buyer- representation business
- Value the services you perform on behalf of buyer-clients
- Increase confidence to work toward a signed buyer representation agreement if written buyer representation agreements are customary in your market
- Gain methods, tools, and techniques to provide the support and services that buyers want

ENGLISH March 7 and 8

MIAMI HQ
700 S. Royal Poinciana Blvd., Ste. 400
Miami, FL 33166

March 9 and 10

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

March 13 and 14

JTHS Council Office
2151 Alternate A1A S., Ste. 1100
Jupiter, FL 33477

SPANISH March 7 and 8

West Broward Office
13680 NW 14 Street
Sunrise, Florida 33323

March 9 and 10

MIAMI HQ
700 S. Royal Poinciana Blvd., Suite 400
Miami, FL 33166

Certified International Property Specialist (CIPS) Designation Courses - Each Class 7 Hrs CE



The Certified International Property Specialist (CIPS) Designation is the only designation of its kind in the real estate community. It's synonymous with advanced expertise, a global perspective and distinct understanding of global buyers, and comes with powerful brand recognition with designees in over 50 countries. By earning your CIPS Designation, you instantly align yourself with the best in the business, and join an influential network of international professionals. Don't just give your business a global spin, take your business to the global level.

Global Real Estate: Transaction Tools

March 6, 2017 • JTHS Office
March 8, 2017 • West Broward - Sawgrass Office
March 10, 2017 • Coral Gables Office

The Americas & Int'l Real Estate

April 3, 2017 • JTHS Office
April 5, 2017 • West Broward - Sawgrass Office
April 7, 2017 • Coral Gables Office

Asia, Pacific & Int'l Real Estate

May 8, 2017 • JTHS Office
May 10, 2017 • West Broward - Sawgrass Office
May 12, 2017 • MIAMI HQ

Global Real Estate: Local Markets

February 8, 2017 • W. Broward - Sawgrass Office
February 10, 2017 • Coral Gables Office
February 27, 2017 • JTHS Office

Europe & Int'l Real Estate

June 5, 2017 • JTHS Office
June 7, 2017 • West Broward - Sawgrass Office
June 9, 2017 • Coral Gables Office

CRS 201: Listing Strategies Feb. 13 & 14 - SPANISH & ENGLISH

Course Credits: Counts as 16 Education credits towards the CRS designation
MIAMI HQ • Members \$225 • Non-Members \$275



Only the professionals who learn proven listing strategies will win over the client and increase their conversion rate. Listing Strategies provides you with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively. The course takes you through an actual listing presentation that helps you understand the key steps in this process and create a system for success:

- Conducting an effective listing presentation
- Pricing a home to sell
- Seller guidance and counseling
- Closing techniques
- Sellers' needs and motivations
- Marketing plans and servicing systems

REALTOR® BRANDING:

Marketing Yourself for REAL ESTATE SUCCESS

It is an excellent guide for:

- New agents who are just starting their careers
- Agents who have tried several things and gotten lost
- Seasoned agents who have been doing business successfully and looking for a more structured and consolidated approach to their Marketing and branding
- Agents who have established preferred images in the market and would like to rebrand and reposition themselves



Instructor:
Irina Kim Sang

\$120 includes

- Workbook
- 2 Day Workshop
- 11hr. CE
- Optional Book \$20 (\$26 Value)

2 DAY WORKSHOP APPROVED 11HRS CE

South Florida Real Estate School

Excellence in Real Estate Education



Get Your Broker License Today!

Only 2½ Weeks • Only \$475
Includes **FREE** State Exam Cram class
Don't pay \$600 elsewhere.



Rick Burch CRB, CRS, GRI, TRC, e-Pro
Director of SF Real Estate School
rick@miamire.com

www.SFRESchool.com

Dade (305) 468-7068
Broward (954) 335-5200

- 63 Hour Sales License
- 72 Hour Broker License
- 45 Hour Sales Post
- 60 Hour Broker Post
- 14 Hour CE
- State Exam Prep Review
- Commercial Investment & Analysis
- Foundations for Success
- Landlord Academy
- CAM License
- CAM State Review

- Full-Service
- Top Instructors
- Competitive Pricing
- Pre and Post-license Courses
- Competitive Pricing
- Courses offered in English & Spanish
- Day and night classes

7 Convenient Locations:

- **MIAMI Headquarters**
- **East Broward** (DCOTA)
- **Coral Gables**
- **NE Broward** (Pompano Beach)
- **Northwestern Dade** (Hialeah)
- **Jupiter**
- **West Broward** (Sawgrass)

For all your real estate licensing needs and to find a course near you: miamire.com/school

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

45Hr

45 Hour Post Licensing

- Must be completed prior to first real estate sales license renewal
- Education & skills training necessary to grow & compete

72Hr

FREC II 72 Hour Broker Course

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

STATE PREP CRAM

State Exam Prep Review

- **Three** day review of all course material
- For both Sales and Brokers license candidates
- Free to all SFRES students

60Hr

Broker 60 Hour Post License

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

CAM

Community Association Manager

- 2 day course is taught by a real world CAM professional
- Prepares 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

New Courses:

Commercial Investment & Analysis for REALTORS®

An introductory look at investment real estate including:

- Consumer motivations, Types of investing, Investment analysis
- Real estate investment term, FAR Commercial purchase contract
- Vacant Land Contract

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

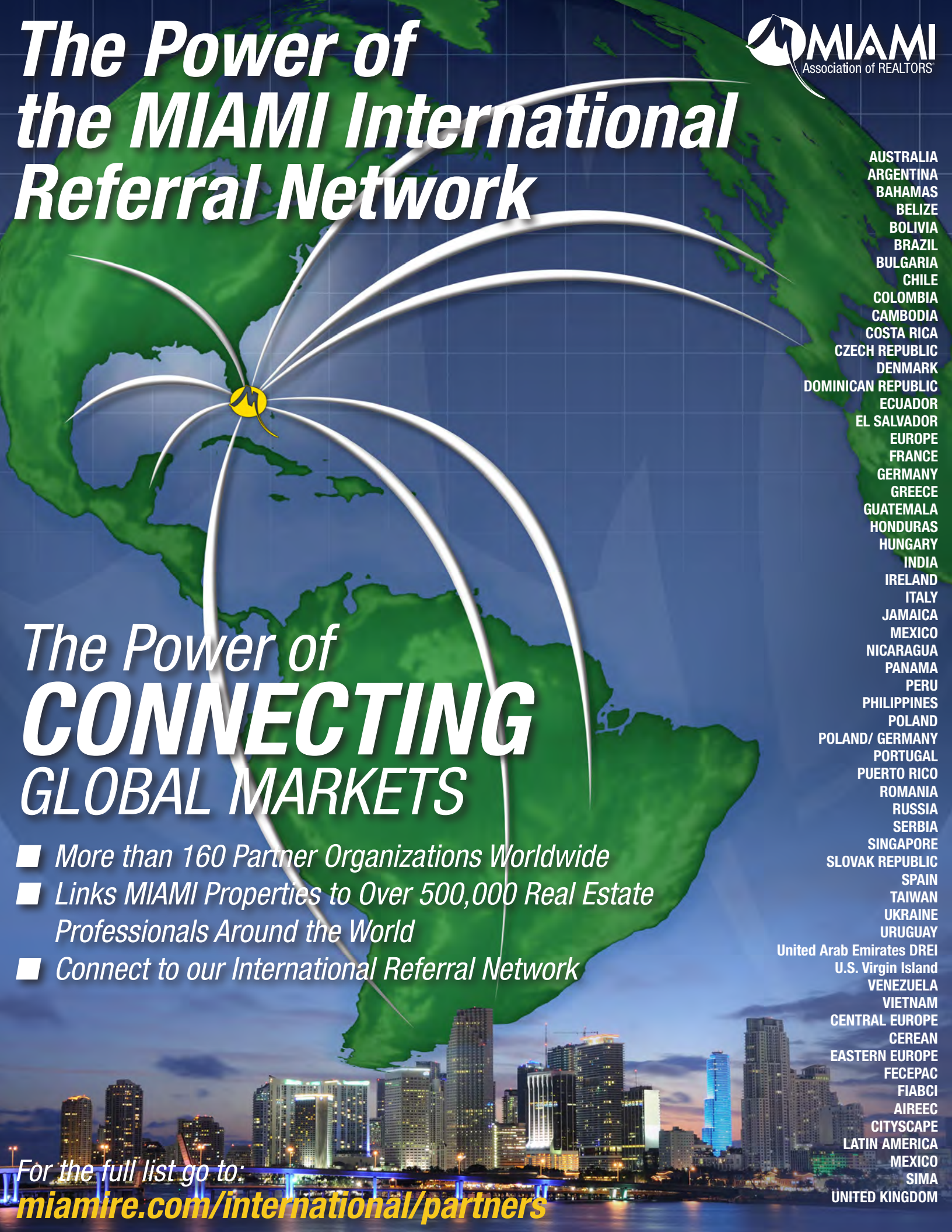
FREE 45 HOUR POST LICENSING

Other courses available at SFRESchool.com

Broward
Sheraton
Cypress Creek
February 6-7

Jupiter
Jupiter Office
February 13 - 17

Miami-Dade
Miami Airport
Convention Center
August 2017



The Power of the MIAMI International Referral Network

AUSTRALIA
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BELIZE
BOLIVIA
BRAZIL
BULGARIA
CHILE
COLOMBIA
CAMBODIA
COSTA RICA
CZECH REPUBLIC
DENMARK
DOMINICAN REPUBLIC
ECUADOR
EL SALVADOR
EUROPE
FRANCE
GERMANY
GREECE
GUATEMALA
HONDURAS
HUNGARY
INDIA
IRELAND
ITALY
JAMAICA
MEXICO
NICARAGUA
PANAMA
PERU
PHILIPPINES
POLAND
POLAND/ GERMANY
PORTUGAL
PUERTO RICO
ROMANIA
RUSSIA
SERBIA
SINGAPORE
SLOVAK REPUBLIC
SPAIN
TAIWAN
UKRAINE
URUGUAY
United Arab Emirates DREI
U.S. Virgin Island
VENEZUELA
VIETNAM
CENTRAL EUROPE
CEREAN
EASTERN EUROPE
FECEPAC
FIABCI
AIREEC
CITYSCAPE
LATIN AMERICA
MEXICO
SIMA
UNITED KINGDOM

*The Power of **CONNECTING** GLOBAL MARKETS*

- *More than 160 Partner Organizations Worldwide*
- *Links MIAMI Properties to Over 500,000 Real Estate Professionals Around the World*
- *Connect to our International Referral Network*

For the full list go to:
miamire.com/international/partners