

The South Florida REALTOR[®]

MIAMI REALTORS[®]

Leading the Way

2018 MIAMI REALTORS[®] Leaders



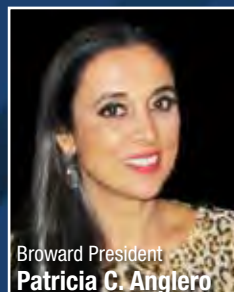
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YPN Chairman
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We invite you to visit our 7 locations - your beautiful MIAMI headquarters & our other 6 full service offices & conference centers conveniently located near you...while you visit or attend a class, enjoy a great cup of Starbucks coffee.

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MIAMI-DADE



HQ - MIAMI

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

- Conference Center for 150
- Computer Lab for 42
- Serving Starbucks Coffee



CORAL GABLES

245 Alcazar Avenue
Coral Gables, FL 33134
(Near Alhambra Circle & Ponce de Leon)

- Conference Center for 80
- Computer Lab for 25
- Serving Starbucks Coffee



NORTHWESTERN DADE

415 West 51st Place
Suite 200
Hialeah, FL 33012
(Near W. 4 Ave. & W. 49 Street)

- Renovated and Expanded
- Conference Center for 80
- Computer Lab for 25
- Serving Starbucks Coffee

BROWARD



W. BROWARD SAWGRASS

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

- Dual Conference Center for 120
- Computer Lab for 42
- Serving Starbucks Coffee



E. BROWARD - DCOTA

1815 Griffin Road, Suite 104
Dania Beach, FL 33004
(Near I-95 & Griffin Road)

- Conference Center for 100
- Computer Lab for 28
- Serving Starbucks Coffee



NORTH EAST BROWARD

6451 North Federal Highway
Suite 116
Ft. Lauderdale, FL 33308

- NEW Location
- Conference Center
- Serving Starbucks Coffee

JUPITER



JTHS-MIAMI in JUPITER

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- Conference Center
- Serving Starbucks Coffee

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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.

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2017 Was a Great Year...



Teresa King Kinney and Lynda Fernandez with CRECI-DF Delegates from Brazil at 2017 MIAMI International Congress



Christopher Zoller and George Jalil lead foreign delegates in flag ceremony at 2017 MIAMI International Congress



Foreign delegates during flag ceremony at 2017 MIAMI International Congress



2017 MIAMI International Congress Opening Reception at the Biltmore Hotel



Slaviša Pešić & Ljubica Ilic of Real Estate Cluster in Serbia in the MIAMI booth at the 2018 NAR Realtors Conference & Expo in Chicago



MIAMI Leaders with delegates from and 2017 NAR President's to Colombia at the NAR Realtors Conference & Expo in Chicago



MIAMI Leaders Brian Sharpe, George Jalil, Jennifer Wollman, and Jose Serrano at the NAR Realtors Conference & Expo in Chicago



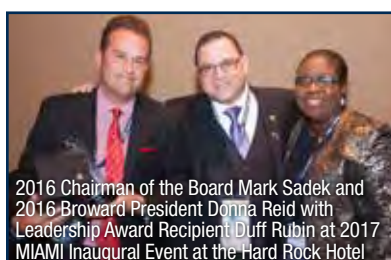
MIAMI Leaders at Inaugural Event at the Hard Rock Hotel



MIAMI Leaders at 2017 MIAMI Inaugural Event at the Hard Rock Hotel



Award Winners at 2017 MIAMI Inaugural Event at the Hard Rock Hotel



2016 Chairman of the Board Mark Sadek and 2016 Broward President Donna Reid with Leadership Award Recipient Duff Rubin at 2017 MIAMI Inaugural Event at the Hard Rock Hotel



MIAMI and Florida Realtors Leaders present \$10,000 donation to Miami-Dade County Animal Services for "Patriot Pets Program" at MIAMI Inaugural Event at the Hard Rock Hotel



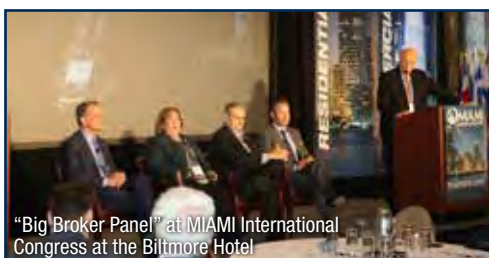
John Kinney, John Dohm and Ron Vanguard at the Planning Conference



2017 MIAMI Leaders at MIAMI Inaugural Event at the Hard Rock Hotel



MIAMI Residential and YPN Leaders at the MIAMI International Congress reception at Robb & Stucky



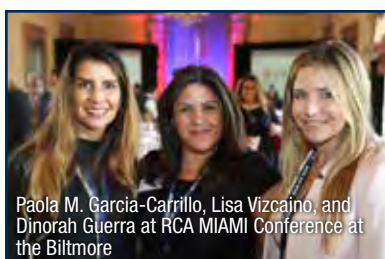
"Big Broker Panel" at MIAMI International Congress at the Biltmore Hotel



MIAMI Leaders at 2017 MIAMI Holiday Party in Coral Gables



RCA MIAMI Members awarded 2017 Commercial Certificate Program at RCA MIAMI Conference at the Biltmore



Paola M. Garcia-Carrillo, Lisa Vizcaino, and Dinorah Guerra at RCA MIAMI Conference at the Biltmore



Danielle Clermont and Broward MIAMI Members at Broward Rock the Market at the Hard Rock Hotel



Marylou Jalil, George Jalil, John Kinney and Teresa King Kinney at the MIAMI Holiday Party in Coral Gables

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The MIAMI Association of REALTORS® represents 46,000 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 we 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.



2018 PRIORITIES

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

RCA Commercial Board of Governors 2018



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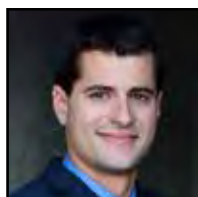
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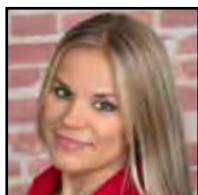
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RCA MIAMI Board of Governors

RCA MIAMI is dedicated to leadership in the commercial industry, the real estate profession, and the communities we 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. The Association also provides international marketing tools and resources for its commercial members. With over 2,000 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®.

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2018 COMMERCIAL PRIORITIES:

- Commercial Services
- Education
- Media, Public Relations & Social Media
- New Member Recruitment

- Technology
- MLS
- YPN
- Community Initiatives
- Partnerships
- Referral System

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MIAMI REALTORS...Leading the Way

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 marketplaces. They are the primary knowledge center for the South Florida residential real estate industry and profession. The Governors identify and monitor threats, opportunities and solutions based on the issues and challenges facing MIAMI members on a day-to-day basis. They focus on how the association can benefit our members and the communities they serve. Together with the MIAMI Professionals, they identify, customize and implement the very best leading-edge products, services and programs— helping them win MORE listings, reach MORE buyers and close MORE sales – increasing their business and profitability. MIAMI will deliver more than 4,000 programs, classes and seminars – 83% FREE – as a result of the input from the Boards and our members.

You are our top priority – helping MIAMI members achieve the highest level of professionalism and deliver the highest level of service to your customers. A few key priorities for 2018 are:

MLS – Making the best possible MLS available to MIAMI members has always been a priority, but in 2018 we have kicked it up several notches . . . beginning with choices! MIAMI Members have a choice of MLS Primary Platforms: Matrix or Rapattoni. And with the introduction of Premium MLS, MIAMI Members will have the

2018 RESIDENTIAL PRIORITIES

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

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Engagement and Customer Relationship Management while leveraging the power of Big Data, Multi-Media Marketing Tools, Buyer & Seller Prospecting tools, the power of Mobile real estate for themselves and their customers and the essential need of going paperless... just to name a few.

Giving Back - MIAMI REALTORS is leading the way by giving back and helping to change our communities in a big way in 2018. What started as a highly successful Pilot Program between MIAMI and the National Association of REALTORS in 2017 has resulted in MIAMI identifying more than 50 incredible projects that will leave our REALTOR mark in dozens of South Florida communities.

2018 BROWARD PRIORITIES

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

opportunity to choose BOTH MLS Platforms in addition to Premium Products and Services! MIAMI REALTORS has enhanced and elevated both Matrix and Rapattoni MLS making them unique and customized for the South Florida market.

Marketing Tools – To stay on top of and more importantly ahead of the market, MIAMI members need the best products and services available. MIAMI now offers MORE than 160 Products, Services & Marketing Tools that provide THE Competitive Advantage. MIAMI members can harness the power of Consumer

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2018 JTHS-MIAMI PRIORITIES

- MLS
- Marketing Tools
- Outstanding Customer Service & Member Experience
- Standards & Professionalism
- Broker & Member Profitability
- Member Engagement & Value Proposition
- Recruitment & Retention
- Professional Development & Participation
- Community Initiatives
- Government Affairs, Housing Initiatives & MIAMI PAC



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The JTHS-MIAMI Board of Governors

The JTHS Governors are the eyes and ears for the local real estate market. As the VOICE for the members, the leaders 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 stay ahead of the competition, JTHS-MIAMI members have access to the very best in products and services. In addition to exclusive local market resources, JTHS-MIAMI members are able to utilize MIAMI's nearly 150 programs to help differentiate themselves in the real estate market. By taking advantage of these outstanding marketing tools, JTHS-MIAMI Members know they have the competitive edge needed to win those buyers and sellers.

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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2017 Miami YPN Leadership Board

2018 YPN PRIORITIES

- YPN All Stars
- Community Initiatives
- Outstanding Programming for MIAMI YPN
- YPN Curriculum
- Success of our YPNs
- Products & Services
- Government Affairs and Text to Action
- Market Issues

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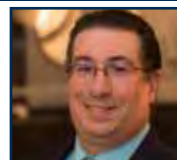
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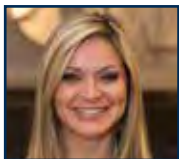


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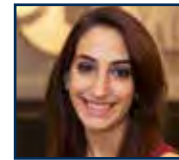
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SFRES



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

In 2017, 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, via 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



Leslie Fernandez Rosales
Director of Business Development

Broward



Lori McQuestion
Manager of Business Development

Palm Beach/Martin



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

46,000 Members...

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

Miamire.com/Trainers

All Things Real Estate with MiamiReal

Websites, IDX & Syndication

- E Proxio Connect**
- E Proxio Developer Showcase**
- E DPI Showcase**
- E Swing Home CORE**
- E Worldproperties.com**
- E BuyDomainNamesandMore.com**
- E TerraFly Pro**
- E Savvy Card**
- E Listing Syndication** (Brokers/Managers)
- ListHub** (Brokers/Managers)
- Blue Roof***
- Homes.com***
- E Discover MIAMI store Websites***

Multi-Media, Photos, Videos, Tours

- E ZignaVisual***
- E PadStyler***
- Property Panorama**
- RPR**
- My Home Plans**
- Virtual Biz360***
- E TerraFlyPro**
- Planomatic***
- MyCondoPlans**
- E Proxio Connect**
- E Proxio Developer Showcase**
- E Discover MIAMI Store Multi-Media***

CRM

- E TotalBrokerage**
- HomesConnect**
- E Homeswing CORE**
- E Discover MIAMI Store CRMs***

Sellers/Buyers, Presentations & CMAs

- Cloud CMA***
- iMAPP**
- Realist**
- RPR**
- E Dashfly**
- Bmonitored Safety**
- EveryDoor (EDDM)**
- HomeSnapPro**
- E New Home Source Professional**
- ListingBook**
- Supra eKey**
- Supra Web**
- RatePlug**
- E Surfina**
- Matrix Client Portal**
- E TerraFly Pro**
- E ShowingTime**
- E Agent InBox**
- E MLS Offers**
- E Broker Open House**
- E LandLord Station**
- E Vizzda**
- E RealConnex**
- E Member-to-Member Email**
- E CRN: Commercial Referral Network**
- E Discover MIAMI Store Products***

Information Central

- Inman Select**
- RIS Media**
- RETechnology**



MiamiRealEstateBegin Realtors.com



Customer Engagement

- Real Satisfied
- E** WikiRealty
- eProperty Extra
- E** GoMLS
- E** Savvy Card
- E** MiamiHomePrograms.com
- E** BrowardHomePrograms.com
- Realknu*
- Smarter Agent App
- HomesConnect Drip Marketing
- INRIX Drive Time
- Rate Plug
- ListingBook
- AnnounceMyNews
- E** AnnounceMyListing
- E** Housing Trends eNewsletter
- E** Proxio Social Search
- GreatSchools
- Live Chat
- HomeSnap for consumers
- ePropertyWatch
- E** Matrix Client Portal
- E** Discover MIAMI Store*

Paperless Transactions

- DotLoop
- Form Simplicity
- Discover MIAMI Store Services*

International Exposure

- E** Proxio Connect (formerly ProxioPro)
- E** Proxio Developer Showcase
- E** Top 20 Reasons to Visit & Buy (translated & CoBranded)
- E** Referral Network Flyer (translated & CoBranded)
- E** Partner Associations (CoBranded)
- E** Juwai
- E** Realopedia
- E** RESAAS
- E** Discover MIAMI Store Products*

Big Data

- RPR
- RPR Mobile
- RPR Commercial
- E** ReboGateway
- Remine
- MyHomesPlans
- MLS Advantage
- Data Co-op
- ListTrac
- E** Gridics
- E** Vizzda
- FIND
- MyCondoPlans
- E** SFMarketIntel.com
- E** Market Focus Reports
- E** Discover MIAMI Store Products*

To find a specific Product or Service type in:

MiamiRealtors.com/the name of the product or service

* Services without * are FREE to MIAMI Members
BOLD with **Green E** are EXCLUSIVE
● **Blue Bullets:** NOT Exclusive
(Deep Discount for MIAMI Members)

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** than any other board with 3,300 classes a year (most at no cost)
- **COMPUTER LABS** offering hands-on computer lab training (2 in Broward & 3 in Miami)
- **MOST PRODUCTS & SERVICES** over 150 to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE** on over 500+ websites & 160+ international partnerships
- **STARBUCKS COFFEE** is complimentary at each of our 7 locations
- **AND SO MUCH MORE!**

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

Go to www.Miamirealtors.com/broward
or call us at 954-843-9779
to learn more.

Broward Members Now Have 3 Convenient Locations to Choose From

For our 11,000+ 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.

Northeast Broward



6451 N. Federal Highway, Ste. 116,
Fort Lauderdale, FL 33308



Opened in early February 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.

East Broward - DCOTA

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



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



West Broward - Sawgrass

13680 NW 14 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 with 42 computers

BROWARD By The Numbers

- More than **11,000 members** in Broward
- Members in **940** Broward real estate offices
- Members in all Broward cities
- **3** Full-Service Member Facilities
- **2** Hands-on Computer Labs – **70** Computers
- **14** Full Time Broward-based Professionals



Danielle Y. Clermont
SVP of Broward, Palm Beach
& Martin Counties
daniellec@miamire.com



Putting the “FUN” in Function

While the Broward Council is known for hosting amazing programs during the day, our Biz After Hours have become the hottest evening functions in South Florida. In 2017, over 1,800 MIAMI members and guests gathered for these sold-out events at the most popular venues across Broward County. Attendees were treated to complimentary appetizers, great drink specials and networking with the area's finest real estate professionals. We look forward to seeing you at our next Biz After Hours in 2018.



Broward's Unique Events By Land & Sea

The word is clearly out: Broward-Miami events are the best! Broward agents have been craving something new and different, which is why most of our events sell out immediately. In 2017, we continued to offer some of the most unique “out of the classroom” activities in South Florida: from our Water Boat Tour of the Fort Lauderdale River to our Rock The Market Products and Services Showcase to our Family Picnic and 2018 will prove even better.



Be On the Lookout For These Top 2018 Broward Events

And be sure to register early!

- Business After Hours Networking Events
- Water Boat Tour of Fort Lauderdale Intracoastal Properties
- City Spotlight Series
- Broward Family Picnic
- Rock the Market Products & Services Showcase
- Plus DOZENS of other valuable & unique events. It's taking networking to new heights and watching your business soar!



As a Broker-associate for over 30 years, I know professionalism in my business. The Broward Council of Miami Realtors have shown me what a 'Professional Association' is all about, from the way they treat members as valued customers to the free classes and networking events. Hands down, this is the best association anywhere!

Carolyn Burns, Broker-Associate
Coldwell Banker Las Olas



BROWARD Resources

Broward Main: 954-335-5200

Transfer Hotline: 954-843-9779

Website: www.miamirealtors.com/broward

E-mail: transfers@miamire.com

■ East Broward/DCOTA:

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

■ West Broward/SAWGRASS:

13680 Northwest 14 Street
Sunrise, FL 33351

■ Northeast Broward:

6451 North Federal Highway, Suite 116
Ft. Lauderdale, FL 33308

SOUTH FLORIDA MARKET INTELLIGENCE

Position Yourself as a Market Expert & Advocate

sfmarketintel.com



*Remember...
when we don't
communicate our message
& tell our story –
the media & public can
tell it for us and create a
very different reality.*

Local Market Statistical Reports

Access monthly and quarterly reports by County or MSA for all residential property types. Available in summary or detail format, these reports feature all market metrics – including closed and pending sales, average and median sale prices, months supply of inventory, cash sales, distressed properties, days on the market, and percent of original list price received - and offer a valid year-over-year comparison. The detail reports, in addition, include statistics and charts going back one year for a historical perspective and certain metrics by price point.



MIAMI offers members all of the market intelligence you need to become a market expert and better serve your clients. Leveraging this information not only boosts your bottom line, it also helps generate accurate and positive stories about the South Florida real estate market, strengthening our public image. Through public relations, MIAMI generates millions of dollars in global exposure annually. You can use this fact and the statistics and research we make available to enhance your business – and to help tell our story!

Code Reports

Launched in late 2016, the City and Zip Code Reports offer hyper local metrics to gain more meaningful insight into market performance. These reports are also available for all counties and can help you determine where there is the most or least demand or the best opportunities - and, again, position you as an expert with clients and prospects.



the statistical news releases and corresponding reports for the previous month, news coverage for our market and association, new research surveys and reports and much more. The Market Focus report is sent out on the first Monday of every month at 10am. We offer versions and statistics for Miami-Dade, Broward, and JTHS.

The Market Focus video is posted and released on the day our market statistics are released to the media. The date varies each month, but you can access our news release schedule as well as all of the featured information and statistics at SFMarketIntel.com.

New... Commercial Statistical Reports

In 2018, you will also have access to extensive sold commercial data! RCA Miami has partnered with Vizzda to provide quarterly statistical reports and information to MIAMI Members and the media. Content includes statistics for all of South Florida and all major commercial property types (industrial, office, retail, and multi-family), cobranded reports, video marketing, news releases, articles and social media posts.



International Research

MIAMI works with NAR every year to produce a South Florida International Report. The survey covers Miami-Dade, Broward, Palm Beach and Martin counties and features top countries buying in South Florida, foreign buyer characteristics and preferences, and trends for international buying activity. You can also access state and national research. Property search statistics by country and state and more!

Market Focus Report & Video

MIAMI produces a monthly Market Focus report that compiles all of



Reports offer a historical comparison and highlight market performance by County, including the five largest transactions. The detailed reports include extensive commentary from regional experts.

News Releases, Articles, Blogs & Social Media

MIAMI produces hundreds of news releases and articles featured in local, national and international publications – as well as blogs and social media content. Access, reference and share this information with your contacts and networks.

Millions of Dollars in News Coverage

Through extensive public relations activity, MIAMI generates millions of dollars in earned news media (valuable publicity gained through promotional efforts other than paid media advertising) on a global level. You can access these stories and post them on social media or share them with your customers and clients. Our market and association have been featured in the most reputable media

outlets throughout the world, making us the primary source of information for South Florida real estate market statistics, information and commentary. This impressive type of exposure solidifies our high credibility and good reputation with the media, the business community and consumers.

MIAMI in the News

On SFMarketIntel.com you can access association and South Florida market news coverage to share with your clients and contacts.

Economic Indicators

Access economic development, business, and tourism facts and statistics through featured links on SFMarketIntel.com. Determine who's investing in, visiting, and doing business with South Florida, to develop business strategies and identify industries and markets to target.

Florida REALTORS® Interactive Graphics

Go to SFMarketIntel.com and Click on "Florida Realtors Research" under "Statistics & Indicators"



Florida Realtors offers members mobile friendly interactive graphics for counties, allowing you to customize housing market reports by selecting one of the 16 housing metrics, property types, price range and county. Generate data-rich market snapshots to share with customer and contacts. Results, which can be viewed on a map for easy comparisons, can be downloaded, printed and shared! Florida Realtors is working on a more robust and impressive version of this tool, which should be available in 2018!

sfmarketintel.com

Leverage South Florida Stats & Information



Blogs Articles Social Media News Releases



MIAMI: A TOP RANKING CITY

One of the top ranked cities in the world, Miami is a global hub for business, art, luxury and nightlife. Miami's growing startup/technology scene and all-year sunny weather make it the "Happiest City to Work" in the United States, according to Career Bliss. Miami is also the second-hottest destination for millennials or those born after 1980, according to Realtor.com. Miami attracts all those who want to live, work and play in our vibrant and innovative communities. Miami's evolution from a tourist destination to a top global city is complete and visible, and the numbers prove it.

\$6.2 Billion

Amount of International Home Sales
in South Florida in 2016.

#1

Miami is the top market for
international buyers and is
expected to outperform other
U.S. markets long into the future

#3

3rd Most Fun City in America
(Source: Wallet Hub — 2016)

100

Number of languages
spoken in Miami

15.5 Million

The record number of travelers who visited Greater Miami in 2015.
Of the 1 million additional visitors in 2015 vs. 2014, about 500,000
traveled to Miami for the first time.

#1

Largest concentration of
domestic & international banks
South of New York City

#1

Most International City
in the United States
(Source: U.S. Census Bureau)

#2

Best place in America
to start a business

75.6 WALK SCORE

Miami is the 5th-most walkable
city in the U.S., according
to WalkScore.com

24

Colleges & Universities in
Miami-Dade County

15

Miles of world-famous
beaches



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

*The only REALTOR® Association in the world with 46,000
members, 167 International Partners around the world and
MORE than 40 Exclusive Products and Services.*





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Top 10 Luxury Market

Christie's International ranked Miami #10 in the world, 2017

#4

Healthiest City in America

(Source: Livability – April 2015)

#1

Miami is “America’s Cleanest City” according to Forbes

#4

Largest school district in U.S.
392 schools in the Miami-Dade
County Public Schools

#2

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

(Source: Wallet Hub – Sept. 2015)

#1

Most searched U.S. City for
international buyers

84

Miles of Atlantic Ocean
coastline in Miami

Happiest City to Work

(Source: Career Bliss – Jan. 2016)

67

Square miles of inland
waterways in Miami

#3

Largest park system in the U.S.
with 260 parks and 12,825 acres

1,000

Multinational companies in Miami - and no state income tax.
Home to 55 foreign consulates, 30 bi-national chambers of
commerce and 18 foreign trade offices.

75°

Average temperature
in Miami (Fahrenheit)

#12

Most important city in
the entire world for the
ultra wealthy

World Class

Arts, Entertainment, Sports,
Shopping and Restaurants

#5

Greenest city in the U. S.

#6

Best air quality in the U. S.



Christina Pappas

Florida REALTORS®
Secretary

**Jose Serrano**

Florida REALTORS®
2017 Commercial REALTOR®
Achievement Award

**Matey Veissi**

Florida REALTORS®
2017 REALTOR®
of the Year



Women's Council of REALTORS®

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Lynne Rifkin
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Jill Barnwell
Director of Membership

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To apply for State Director email:
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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**

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Gene Carlson
Jeffrey Corriolan
Camilo Cota
Andrei De Biaggi
Yohan Garciga
Vivian Guerra
Jose Guerra
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Susan Milgrom
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CPM

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Isoken Emokpae
Jeff George
Marcy Hocking
Roseli Homem
Judith Horvath
Doris H. Houck
Mobley W. McClellan
John Mulroy
Herson Richiez
Keith Rinaldi
Jose G. Rodriguez
Gladys Salkeld
Bibiana Santana
Katrina Scheiber
Jessica Sternthal
Shaun Welsh
James White
Brian Woods

Military Relocation Professional

Yvonne Arenas-Rodriguez
Nuray Tokcan Arik
Irit Bibas
Adriana V. Bonilla
Suzan C. Clough
Kerstin Gladstone
Aida Gonzalez
Ceronida Jules
Lizardo Leyva
Jose Burgos Lugo
Nathan Malo
Jaime Mejia
Anthony Moore
Robert Morales
Maria Murata
Divisha Sawlani
Antonio Pineda
Alvaro Pinto
Rodney W. Rampersad
Michelle Rice
Rodney Ward
Craig Zeleznik

PMN

Performance Management Network

Dinorah De Cardenas
Charmaine A. Hickey
Christopher S. Ricci

RSPS

Resort & Second Property Specialist

Peggy Greene

SRS

Seller Representative Specialist Designation

Camille Ramirez Cortes

SRES

Seniors Real Estate Specialist

Rosalia Albert
Reinaldo Baez
Dorothy E. Bass
Maia Burns
Audrey Cabral-Duarte
Maria Elena Chiappi
Brian Eichler
Craig Emmanuel
Jorge Espinosa
Arleen Davis-Slagle
Anadyls De Armas
Mayte De La Mata
Jennifer DeVore
Joel Dominguez
Susan S. Fertally
Tomas Fonseca III
Virginia Gallopo
Keyhla Garcia
Marco Herrera
Mina Kuhn
Bruce Maxwell
Carmen J. Mingoelli
Katherine Murillo
Genevieve Orr
Shirley Pardon
Teresa Safie
Scott Stratton
Christy A. Taylor
Nery Tejera
Esther Templin
Scott Warner
Jon Wilcox

CCIM

Certified Commercial Investment Member

Julie Abolafia
David Amiel
Jamie Beale
Shoshana Feingold-Studnik
Niko Micin
Christian Peter
Gabriel Zelonker

SIOR

Society of Industrial & Office REALTORS®

Luis Marquez
Andrew Lehrer

RCA CERTIFICATES

Clara E. Arango
Juan Araujo-Roca
Nora Caldera-Lopez
Edward Crews

Sergio Dias

Craig Emmanuel
Angela Fajardo
Claudia Georgiopoulos
Rafael Gonzalez
Oreste Leccese
Valentin V. Llorente
Annette Lopez Munoz
Angela McLeod
Joseph Ortega

Irma Prieto

Isel Del Carmen
Rodriguez Hernandez
Malgorzata Sadowska
Carmen Siman
Natalie Stone
Stony Stonebraker
Victor Valls
Natasha Vasquez-Allenger
Rafael A. Zuzolo

MIAMI Awards

Congratulations to our 2017 Industry Leaders & Award Winners to be Presented at the February 2, 2018 Inaugural Celebration

MIAMI



Christina Pappas
REALTOR® of the Year



Christopher Zoller
Distinguished Service Award



Jorge L. Guerra, Jr.
International Leadership Award



George Jalil
REALTORS® Changing Communities Leadership Award



Mike Pappas
Industry Leader of the Year Award



Jonathan Keith
Humanitarian of the Year Award

MIAMI



Brad Westover
Humanitarian of the Year Award



Antonio Hanna Grayeb
FIABCI Americas Int'l Partner of the Year



Floralba Nuñez
International Outreach Award



The Real Deal
Media Partner of the Year Award



eProperty Watch
Product of the Year Award



COMMERCIAL



Mike Silver
Commercial Leader of the Year



Brian Sharpe
Commercial REALTOR® Give Back Community Award



Josh Kohn
Commercial Champion of the Year



Yulia Vargas
Commercial Rising Star Award



Vizzda
Commercial Service Partner of the Year



RealConnex
Commercial Product of the Year

RESIDENTIAL



Ines Hegedus-Garcia
Residential REALTORS® Give Back Community Award



Anita Cacheldora
Miami Residential Advocate of the Year



Steven David
Excellence in Education Award



Aroosa Rauf
Miami Educator of the Year



Manny Bouza
Miami Broker Partner of the Year



PRMG
Miami Residential Affiliate of the Year

BROWARD



Nathan Klutznick
Broward Champion of the Year



Donna Reid
Broward Above & Beyond Award



Ernesto Vega
Broward Broker Partner of the Year



Jeff Corriolan
Broward Rising Star Award



Grimaldi Law Firm
Broward Affiliate of the Year



Carol Housen
Professional Standards & Ombudsman of the Year

PROFESSIONAL STANDARDS

YPN



Alberto Carrillo
YPN of the Year



Cassandra Gallego
Broward YPN of the Year



Paola Garcia-Carrillo
YPN REALTORS® Give Back Community Award



Neal Oates
YPN Advocate of the Year



Peninsula Title
YPN Affiliate of the Year



Martin Rodriguez
Professional Standards Chairman of the Year

PROFESSIONAL STANDARDS

POLITICAL



Ileana Ros-Lehtinen
Lifetime REALTOR® Advocate Award



Evan Fancher
Public Policy Advocate of the Year



Moe Veissi
MIAMI REALTORS® PAC Champion



Steve Moreira
Political Action Leadership Award



Maria Wells
Outstanding Leadership Award



David Dweck
Mediator of the Year

PROFESSIONAL STANDARDS

2018 Inaugural & Awards Celebration

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

Trump National Doral
4400 Northwest 87 Avenue
Doral, Florida 33178

11:30am Reception

12:30pm Inaugural Program

1:30pm Featuring Chef's Stations
The Best of South Florida with Carving,
Pasta Stations, Stir Fry, Dessert Stations & More!

2:30pm Entertainment

3:00pm Prize Drawings!

Cost: Only \$40 pp
FREE Parking & Discounted Valet

For Table Reservations

Contact Claudia at

305.468.7024 or

claudia@miamire.com

Individual Reservations will be
accepted after January 18th

February 2, 2018

REALTORS® in Action

THANK YOU... 2017 RPAC/PAF Major Investors

Golden R - \$5,000 Investment

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



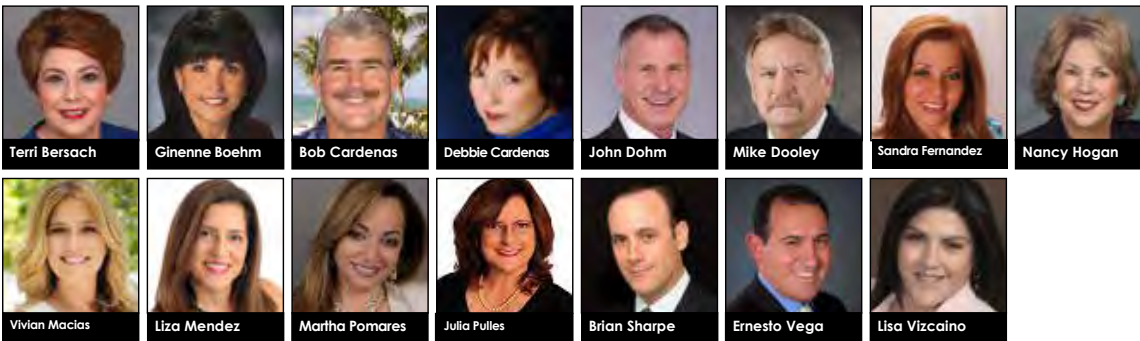
Your Best Investment In Real Estate

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.



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

Crystal R - \$2,500 Investment



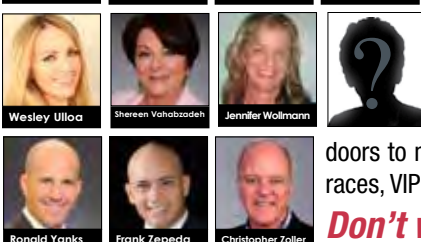
Sterling R - \$1,000 Investment



Want to see yourself here?

Want to see yourself here in 2018? 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 2018 pledge today!



Government Affairs



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

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



Government Affairs & Housing

General Election Day | Nov. 6, 2018

Florida voters are once again asked to consider constitutional amendments on property taxes.

Amendment 1

Homestead Tax Exemption for \$100,000 - \$125,000 of Assessed Value

Most Florida homeowners are familiar with homestead exemptions on their property taxes, but let's quickly review.

Once an owner files for homestead exemption through their county's property appraiser's office, the first \$25,000 of the assessed value is exempt from all taxes. The second homestead exemption applies to the assessed value between \$50,000 and \$75,000, which is exempted from all taxes, except school district taxes. HJR 7105, passed by the 2017 state legislature, creates a third homestead exemption for voters to consider on November 6, 2018. This new proposed exemption would exempt the assessed value between \$100,000 and \$125,000, on all property taxes except for school taxes. This amendment will appear as "Amendment 1" on the 2018 general election ballot and will need 60% approval to pass. Get out and vote!

Sample Property Tax Bill*

\$200,000 Assessed Value of a Homestead Property

Taxing Authority	Millage Rate	Current Taxable Value	Taxes Owed	With Proposed New Exemption	Taxes Owed if Voters Approve
County	7.3716	\$150,000	\$1,105.74	\$125,000	\$921.45
Public Schools	7.138	\$175,000	\$1,249.15	\$175,000	\$1,249.15
Municipal	1.9000	\$150,000	\$285.00	\$125,000	\$237.50
Water Management	.3307	\$150,000	\$49.61	\$125,000	\$41.34
F.I.N.D.	.0320	\$150,000	\$4.80	\$125,000	\$4.00
Total			\$2,694.30		\$2,453.44

*This is a sample for demonstration purposes and does not include all taxing authorities.

Amendment 2

10% Assessment Cap on Non-Homestead Property Taxes

Remember in 2008, when voters approved an amendment to create a 10 percent cap on the annual increase of property taxes for all non-homestead properties? (This limitation did not apply to school board assessments either.) Well, the time has come to vote again. The 2008 amendment is set to expire on January 1, 2019, unless renewed.

Luckily, the 2017 state legislature passed HJR 21 to ask voters to make this constitutional provision a permanent cap. It will appear on the 2018 general election ballot as Amendment 2 and will need 60% approval in order to take effect. MIAMI REALTORS® encourages all electorates to vote "YES" on Amendment 2 on Election Day - November 6, 2018.

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 in 2017 that we have started the MIAMI REALTORS® Political Action Committee (PAC) to do just that.

Visit Miamire.com/MiamiRealtorsPAC for more info.



Florida's Business Rent Tax Reduced in 2018

2018 BUSINESS RENT TAX

5.8% Broward
Martin

6.8% Miami-Dade
Palm Beach

For years, Florida charged a six percent sales tax on business rent, creating a financial burden for any business that leases space. It is still the only state to charge such a tax on business rent. However, the 2017 state legislature passed HB 7109 to provide some relief. The new law took effect on Jan. 1, 2018 and the new state tax rate on commercial leases is 5.8 percent.

Please keep in mind that Miami-Dade and Palm Beach Counties charge an additional one percent for local sales taxes, so starting Jan. 1st, the new business rent tax is 6.8 percent for Miami-Dade and Palm Beach Counties, but 5.8 percent for Broward and Martin Counties.

Lowering the business rent tax will provide Florida businesses with more capital to expand, hire more employees, improve benefits and raise salaries. Businesses throughout Florida will save more than \$60 million each year due to a reduction of the business rent tax. Although the cut is modest, it represents a big first step in long-term efforts to eliminate the tax.

2018 Loan Limits

Broward, Miami-Dade & Palm Beach Counties

	One Unit	Two Units
FHA	\$345,000	\$441,650
Fannie Mae/ Freddie Mac	\$453,100	\$580,150

Martin County

	One Unit	Two Units
FHA	\$316,250	\$404,850
Fannie Mae/ Freddie Mac	\$453,100	\$580,150

Monroe County

	One Unit	Two Units
FHA	\$529,000	\$677,200
Fannie Mae/ Freddie Mac	\$529,000	\$677,200

REALTORS® Are Changing Communities

REALTORS® don't just sell properties; we invest in communities. In 2017, MIAMI REALTORS® was approved for over \$300,000 in grant funds to host a series of events to change our communities.

Plaza 98 in Miami Shores

MIAMI REALTORS® partnered with the Village of Miami Shores, Downtown Advisory Committee, Greater Miami Shores Chamber of Commerce, Miami Shores Community Alliance, and others, to transform the downtown area into a more pedestrian friendly area. Plaza 98, located on 98 Street on the West side of NE 2nd Avenue between the Miami Theater Center and Miami Shores Auto Repair, creates a new destination for gatherings in Downtown Miami Shores for community events and future programming. Special thanks to MIAMI REALTOR® Ines Hegedus Garcia for all of her hard work on this project.

Did you know that Miami Shores used to be a pineapple plantation? MIAMI REALTORS® participated in painting oversized pineapples on the asphalt of Plaza 98 to celebrate the history of the Village of Miami Shores.

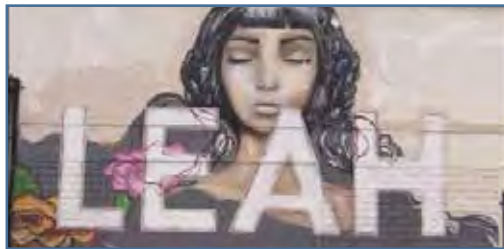
Plaza 98 is a temporary project. The street will be closed on the first Saturday of the month for a few hours. The concept is to reactivate the downtown area. Programming, vendors and themes will change with every event. Hundreds attended the official launch party to enjoy the music, games and networking and Plaza 98 Movie Night Under the Stars. We look forward to many more events in 2018.



Infusion @ Leah Arts District in Hialeah

Infusion @ Leah Arts District is part of MIAMI's Better Block initiative, which aims to empower local communities and stakeholders on ways to reshape and reactivate neighborhoods.

Once a booming industrial hub, the Leah area in Hialeah is home to thrift stores and a growing number of local artists and entrepreneurs. Hialeah Councilman Paul Hernandez and publicist JennyLee Molina came up with the idea to turn it into an arts district. Hernandez introduced and helped pass an Artist Live/Work Overlay District hoping to offer a new neighborhood for Miami's artists.



The Leah Arts District runs from East 13th Street to East 17th Street between East 10th and 11th Ave. The creation of the district came after the incredible success of Miami's Wynwood neighborhood. Once an industrial hub, Wynwood is known worldwide for its colorful wall murals and ability to attract the world's best artists.

MIAMI REALTORS® partnered with the City of Hialeah and local businesses to host Infusion @ Leah Arts District to bring more attention to the area. The event included live art, music, food trucks, paella, a domino park, live artists, a kids' workshop and more. Special thanks to MIAMI REALTORS® members Brian Sharpe, George Jalil and Jessica Martinez for their assistance with this event.



MKTplace at Goombay Plaza in Coconut Grove

MIAMI REALTORS® partnered with the University of Miami's School of Architecture and the Knight Foundation to transform an underutilized area in Coconut Grove. Located at 3685 Grand Ave., Goombay



Plaza has created a relaxing and inviting outdoor gathering space with a distinctive Grove-Caribbean flair, infused with art, music and special events.

MIAMI members helped build furniture, worked with the local children to create the vision for the mural on the feature wall and sponsored the mural.

Miami Beach Dog Agility Equipment

North Shore Open Space Park, 8328 Collins Ave. in North Beach, was enhanced with two new agility courses with the assistance from one of MIAMI REALTORS® placemaking grants. The City of Miami Beach matched the \$5K grant. There's now a course for small breeds and one for larger dogs and a lot more excitement in the park.



Pinecrest Hydration Station

MIAMI REALTORS® was proud to support the Village of Pinecrest and sponsor the Pinecrest Gardens "Hydration Station" and the "Night of Lights" pop-up dog park for our four-legged friends!



"Halloween on the Green" & "Carnival" at Ludlam Trail

Ludlam Trail is a 6.2-mile railroad corridor owned by Florida East Coast Industries (FECI) that runs through the heart of Miami-Dade County. The desire is for the county to develop 80% of the corridor into a linear park. MIAMI REALTORS® has partnered with

FECI and the county to host a series of events, such as “Halloween on the Green” and “Carnival”.



The Underline Bike Ride

The vision of the Friends of The Underline is to transform the underutilized land under the Metrorail into a 10-mile linear park with biking paths and pedestrian trails. MIAMI REALTORS® sponsored and participated in The Underline Cycling Club's ride from Dadeland North Metrorail Station to Vizcaya Museum & Gardens and back spanning 16 miles.



Placemaking Grant

Funds to transform underused or unused public space into vibrant gathering places accessible to everyone in a community.

US-441 Beautification Project in Miami Gardens

Super Bowl LIV will be held in February 2020 at the newly renovated Hard Rock Stadium in the City of Miami Gardens. MIAMI REALTORS® partnered with the city to kick-off the US-441 Beautification Project, where the city will be landscaping, painting and cleaning the city in anticipation of hosting over 100,000 guests. MIAMI members joined Mayor Oliver Gilbert, Commissioner Rodney Harris, city staff and residents to repaint a prominent corner commercial building.



Chapman Partnership Dinner for the Homeless

More than 70 MIAMI REALTORS® members and friends joined Chapman Partnership to feed dinner to 500 homeless residents. Chapman Partnership serves 5,000 homeless men, women and children each year and has a 64% success rate of empowering people to self-sufficiency.



NAHREP's Condo Financing is Back!

MIAMI REALTORS® partnered with the National Association of Hispanic Real Estate Professionals (NAHREP) to host two “Condo Financing is Back!” programs, which discussed the FHA, Fannie Mae and Freddie Mac qualifying guidelines for condominium loans.



South Miami Container Home Prototype

Are Container Homes the Solution to the Affordable Housing Crisis?

PortMiami is the largest container port in Florida and the 9th largest in the United States. Over 1 million twenty-foot equivalent units (TEUs) move through the seaport per year. In 2016, 4.75 million tonnage was imported, but only 4.01 was exported. As a result, we have an excess of containers in South Florida. So, can these containers be upcycled into homes?



That's a theory MIAMI REALTORS® is ready to test. Thankfully, the National Association of REALTORS® agrees it's time for a change and has approved funding for a container home prototype to study the issue. Miami-Dade County Mayor Carlos Gimenez and the county's Public Housing & Community Development (PHCD), are also interested in the idea. They have partnered with us to donate a parcel of land for the project.

Containers homes can be fully constructed in 4-6 weeks at an off-site location, transported to a new site and connected to utilities. The foundation can be elevated for flooding. Construction meets the South Florida building code and can withstand a Category 4 hurricane. All of this can be achieved at less cost, price per square foot, than traditional construction.

Containers homes can be a part of the solution to bring more affordable inventory to South Florida. Look for more info at miamirealtors.com/containerhomes.



Highly Successful 2017 Commercial Conference Packs House with Hot Topics



The 2017 Commercial Conference held on October 13 at the Biltmore was a huge success with 200 attendees and covered a series of hot topics about the future of commercial real estate. Speakers and panelists addressed workforce housing, Bitcoin in commercial real estate, commercial development and the global economy. George Ratiu of the National Association of REALTORS® presented the luncheon keynote, "Global and International Investment in South Florida." He highlighted the unique opportunity in South Florida for international investment as well as growing international markets, including Mexico and Asia. "We succeeded in exploring a broad range of topics with high level speakers and engaged the audience on these topics," said 2017 RCA MIAMI President Jose Serrano. "Our major events will continue in this vein."



One of the most popular and insightful sessions featured crypto-currency expert and attorney Andrew Hinkes. Because Bitcoin and other like currencies are being used in real estate transactions, Hinkes discussed the benefits and pitfalls of using these types of services. In keeping with past years, topics focused on issues impacting the future of commercial real estate. "RCA was one of the first

organizations to address these types of currencies and their potential impact on commercial and international investment," said 2018 RCA President Brian Sharpe. We continue to explore these types of topics that impact our industry."

Other topics included a development and design panel highlighting what makes South Florida attractive to international investors and businesses. Many of the new developments have adapted to our vibrant, growing region by creating state-of-the-art buildings with limited parking but many amenities. Panelists discussed the future zoning changes and advancements in transportation as reasons that South Florida continues to attract developers and investors.

New Commercial Referral Network Increases New Business Opportunities

2018 will see the launch of the RCA Referral System. The system, in partnership with RealConnex, allows commercial and residential members as well as other RealConnex users to refer business to each other. RealConnex currently provides our Member-to-Member Email service that allows our 2,000 members to promote commercial haves and wants. RealConnex is an amazing partner that has helped us create one of our most useful and beneficial commercial tools to better serve our members.

The new referral system will allow our commercial and residential members to promote listings internationally and to refer business to each other and share information. Members can also determine the type of agreement and interaction they will have with other users. One of the

most exciting features of the new system is the incredible exposure for our members - RealConnex is consistently working to add other associations and user groups to maximize visibility and business opportunities.

New – Commercial Statistical Reports Vizzda Launches Commercial Partnership with RCA Miami

RCA Miami has partnered with Vizzda to provide quarterly statistical reports and information to MIAMI members and the media. This partnership allows us to provide comprehensive, quality and timely data from an independent source. Content will include statistics for all of South Florida and all major commercial property types (industrial, office, retail, and multi-family), cobranded reports, video marketing, news releases, articles and social media posts. Reports offer a historical comparison as well as highlight market performance by county, including the five largest transactions. The detailed reports include extensive commentary from regional experts. Vizzda plans to expand its research in the coming year.

RCA MIAMI had previously partnered with Vizzda to provide members access to their South Florida web and email platform, featuring sold commercial properties, planning and zoning data and extensive buyer and seller information such as phone numbers and emails. The platform is map-based and provides daily email updates on recently researched properties.

Get in the Game

- Become a commercial member
- Activate your Member to Member & Vizzda accounts
- Attend training & commercial classes
- Attend Commercial Marketplace in Miami-Dade, Broward & Palm Beach
- Attend the Midyear & Commercial Conferences
- Earn your Commercial Certificate



Commercial Marketplace - Dade
January 4 Headquarters
Members **FREE**
Non Mbrs. \$10

Don't Let Insurance Claims Kill Your Deals
January 18 Headquarters
Members \$15/Onsite \$30
Non Mbrs. \$25/Onsite \$50

Commercial Marketplace - Broward
January 11 Headquarters
Members **FREE**
Non Mbrs. \$10

Zoning Roundtable
February 14 - Coral Gables
Mbrs. \$15/Onsite \$30
Non Mbrs. \$25/Onsite \$50



Paul Cauchi
Senior Vice President
of Commercial

paul@miamire.com



Free Commercial Training Key to Taking Your Business to Next Level

Is one of your New Year's resolutions to close more commercial real estate business in 2018? One of the best ways to take your business to the next level is to attend the training courses we offer throughout South Florida. All of our commercial training is free and available at one of our training facilities in all three counties. Our expert trainers have been integrating our commercial tools into their sessions - and in 2017, we began offering new classes that address how to further leverage these commercial tools.

The Commercial Tools include iMAPP, Member-to-Member Marketing, MLS, Vizzda, RPR Commercial and CommercialSearch. Some of the classes, iMAPP

and RPR for example, are stand-alone classes while others such as Vizzda and Member-to-Member are integrated into a more comprehensive class. For example, Investment Analysis and Research I Part 1 and Part 2 incorporate a variety of commercial tools.

In 2018, we will continue to add tools, such as the Referral Network, and integrate them into our training sessions. In addition to the live classes, RPR Commercial offers online videos and workshops at <http://blog.narrpr.com/training>.

New Forms in Form Simplicity

We are proud to announce two new and one updated commercial form in Form Simplicity. Thanks to the excellent work of the Florida REALTORS Commercial Alliance Committee (including MIAMI Leaders and Members Edward Redlich, John Dohm, Jose Serrano, Brian Sharpe, Diego Leiva, John Kinney, Debra Spadafora, Richard Candia and Oscar Delgado), the following forms are now available:

New

- **Exclusive Right to Lease Agreement, ERL-9**
- **Exclusive Tenant Brokerage Agreement - Commercial, ETBC-1**

Updated

- **Commercial Contract, CC-5**

You can access these forms by going to www.floridarealtors.org and logging in to your Form Simplicity account.

We continue to work with Florida Realtors on new forms and other issues on your behalf and to represent our members at both annual meetings.



JTHS Zoning Roundtable

February 22 - Jupiter
Mbrs. **FREE** for Mbrs.
& Guests

Commercial Midyear - Dade

May 11 - Off-site
Mbrs. \$35/Onsite \$50
Non Mbrs. \$45/Onsite \$60

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:

Quarterly Jupiter Marketplace

Time: 9 AM - 10:30 AM

Location: JTHS-MIAMI
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.

The 2017 COMMERCIAL Super Conference



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

The 2018 COMMERCIAL Super Conference

**Hear from Experts &
Industry Leaders**

October 18, 2018

RCASuperConference.com

Sponsorships Available

From Martin County to Miami-Dade County The JTHS-MIAMI Connection Remains Strong

South Florida is a vast region comprised of several counties, each with its own unique features and residents. Seeing the benefit of connecting these areas, JTHS and the MIAMI Association of REALTORS formed a partnership in August of 2016, creating a powerful organization spanning across 4 counties. The combination of two dynamic Associations has created one of the most recognized and respected brands in the nation, giving members access to an unparalleled selection of products and services. As a result, JTHS-MIAMI agents continue to thrive and succeed as members of the largest Real Estate Association in the country.

Jupiter's Networking Soars To The Moon & Back

While JTHS-MIAMI has established a reputation for putting on amazing events during the day, our after-hours have become some of the best in South Florida. In 2017, hundreds of JTHS-MIAMI members and guests attended one of our Business After Hours Networking events at some of the hottest venues across Palm Beach County. At these can't-miss events, attendees were treated to complimentary appetizers, great drink specials & networking with the area's finest real estate professionals. Keep your evenings open as we hope to see you at some of our Business After Hours socials in 2018!



Not a JTHS/MIAMI Member?

See What You Are Missing!

There's a reason why so many choose to join JTHS-MIAMI. 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-MIAMI by going to Miamiirealtors.com/JTHS

- **LOWEST AGENT DUES** of any board based in Palm Beach
- **SUPRA EKEY SERVICE INCLUDED** with MLS membership (no monthly bills)
- **7 CONVENIENT LOCATIONS**- 1 location in Jupiter + 3 in Broward & 3 in MIAMI
- **MORE EDUCATION** - More than any other board, 3,300 classes a year (80% no cost)
- **MOST PRODUCTS & SERVICES** - over 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 locations (including JTHS)
- **AND SO MUCH MORE!**

JTHS Events Continuing for the Tradition with *Style*

JTHS-MIAMI is known for its long and rich history of putting on member-centric and highly successful events, and 2017 was no exception. From the 32nd Annual Golf Tournament to the 22nd Annual Trade Show to the Business Partners Appreciation Night and a sold-out Rock the Market, JTHS-MIAMI has our members covered. Be on the lookout for these and many more events & programs in 2018.





Leadership Takes on New Meaning at JTHS-MIAMI

Created in 1989, the prestigious JTHS-MIAMI Leadership Academy is tasked with identifying emerging leaders who have demonstrated an interest in supporting their association as well as to empower and motivate participants to get involved and make a difference within their association and community. With the task of organizing and participating in numerous team-building and community-enrichment programs and events throughout the area, this is no easy task. But in 2017, 10 members joined the ranks of this esteemed group and are proud to be the newest members of the JTHS-MIAMI Leadership Academy. Congrats to all!



JTHS-Miami Holiday Party & Awards Celebration



Members Come First With JTHS-MIAMI



Customer Service has Always Been Our #1 Priority!

While valuable and timely educational trainings and state-of-the art products and resources are some of the pillars of our association, at our core is customer service – serving YOU, our members. We've made great improvements to enhancing your JTHS-MIAMI membership experience. In addition to assembling a top-notch professional team, we've enhanced and standardized many aspects of the office to ensure it is the most member-centric and professional environment you deserve. If you haven't visited your JTHS-MIAMI office lately, we encourage you to stop

by and meet your local JTHS-MIAMI team and feel free help yourself to a to fresh cup of Starbucks coffee while there.



JTHS-MIAMI Resources

JTHS Main: 561-746-2707
Fax: 561-575-9766

JTHS:
2151 Alternate A1A South, Suite 1100
Jupiter, FL 33477

Email: jths@miamirealtors.com
Website: JTHSrealtors.com

 facebook.com/JTHSrealtors

 twitter.com/JTHScouncil

 instagram.com/jthscouncil

JUPITER
YPN

JTHS-MIAMI YPN

Jupiter's Launch Pad for Future Leaders

Our JTHS Young Professionals Network (YPN) continues to exceed expectations. Again in 2017, this growing yet active group of young, career-minded professionals planned and executed a number of highly-successful events that solidified JTHS YPN's place on the map. But it's not all work...from after-hours mixers to a sold-out bowling competition and even a Battle of the Bartenders, our JTHS-MIAMI YPN has cultivated a great balance of work and play. And with MIAMI winning the prestigious National YPN Chapter of the Year, JTHS-MIAMI YPN is set to soar in 2018.



MIAMI

YPN

YPN: Young Professionals Network

MIAMI YPN: From a Focused Few to a Globally Recognized Network

What started as a group of 15 young professionals in 2010, has now blossomed to over 1,300 members strong. The MIAMI YPN Leadership Board oversees three different chapters in Miami-Dade, Broward, and Palm Beach Counties that promote professional collaboration through social and community involvement. MIAMI YPN is committed to staying informed of the latest tools, resources, and network opportunities for the REALTOR® community. A culmination of all MIAMI YPN's efforts brought them the ultimate recognition as Young Professional Network of the Year from the National Association of REALTORS® in 2017. Joining MIAMI YPN can provide lifelong benefits to your business through a multitude of activities geared towards helping you excel in the real estate industry:

Community Outreach

MIAMI REALTORS® was given the privilege of implementing a pilot program that allowed for multiple placemaking, diversity, and smart growth grants that help transform the communities that our REALTORS® serve every day. MIAMI REALTORS®, with the help of MIAMI YPN, have completed almost twenty projects in 2017 alone. From creating brand new dog parks with dog friendly water stations and agility equipment to showing communities how to best implement public space for community gatherings through our Better Block Smart Growth Grants, there are projects that will get you excited to be an ambassador for the area you serve. MIAMI YPN is excited for the new projects slated for 2018, and we are always open to new ideas on how we can make our communities better. To get started serving the community, visit MIAMIREALTORS.com/volunteers.



Dinner for the Homeless at Chapman Partnership



International Influence

The world is watching MIAMI. Not only does MIAMI have some of the brightest minds in real estate, but the city itself has some of the best business opportunities in the entire world. MIAMI YPN is host to some of the most technologically advanced and business savvy REALTORS® in the world and is always willing to lend real estate advice to our international partners. On occasion, our members have even been invited abroad to share their wisdom with the rest of the globe at international conferences. MIAMI YPN operations have even been used as a template for starting Young Professional Networks in other countries. Look for MIAMI YPN to continue to be a beacon of influence internationally in 2018.



Jorge Guerra Presents at Immocinate 17 in Spain

Education & Government Affairs

MIAMI YPN takes pride in its educational classes they provide for MIAMI REALTORS®. The Game Changer Series is a six-part showcase that covers almost every aspect of real estate taught exclusively by MIAMI YPN. Hundreds of REALTORS® have attended our classes throughout Broward and Miami-Dade. Whether you are just getting your feet wet or need a quick refresher in a certain area in real estate, look to MIAMI YPN to guide you in the right direction for real

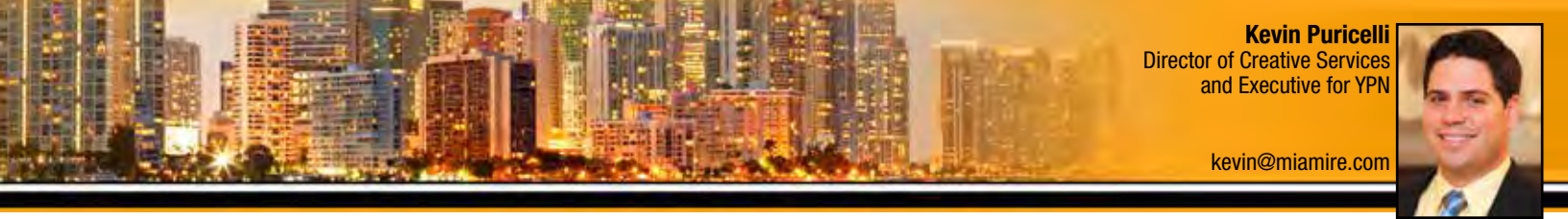


estate success. Protecting the rights of homeowners is another big passion of our young professionals. Every year, MIAMI YPN takes time out of their busy schedules to visit legislators in Tallahassee and Washington D.C. At these meetings, MIAMI YPN along with leaders from MIAMI REALTORS® talk to state and national politicians about REALTOR® initiatives that protect homeowner rights. In 2017 alone, two major policy changes requested by REALTORS® went into effect, the capping of estoppel fees and lowering of the business rent tax. Taking part in these initiatives are important for MIAMI YPN members because these changes will have a lasting impact in their careers for years to come.

Signature Events



MIAMI YPN takes its role as real estate professionals very seriously, but some of the most effective events find a nice balance between networking and education. Every year MIAMI YPN hosts its REBar Camps in both Broward and Miami-Dade for REALTORS® to connect, communicate, and collaborate on some of the most daunting tasks in real estate. MIAMI YPN hosts four break out sessions every half hour for members to discuss the best practices on a certain topic. Our REALTORS® often leave REBar Camps with multiple strategies to implement into their business immediately along with making a few new friends along the way. Another educational event that leaves many of our members inspired is our Legends & Millennials Panel. MIAMI YPN has two different panels, one of younger professionals and the other of experienced REALTORS®, that explain how they conduct business in their market. This event demonstrates that there is more than one way to find success in the real estate industry and looking to successful REALTORS® of



all ages for advice can be instrumental in finding a routine that works best for their business.

If you're looking to unwind after a busy day, MIAMI YPN has you covered here too. We host many networking events in the hottest venues in Miami, Ft. Lauderdale, and Jupiter. Enjoy a few hors d'oeuvres and visit the MIAMI YPN table! We are always looking forward to making new friends. MIAMI YPN also enjoys competition and sports. Skate with us before a Florida Panthers hockey game on their home ice and then cheer them on from the luxury box. If hockey isn't for you, MIAMI YPN hosts the biggest YPN bowling tournament in Florida with the Tri-County Bowling Tournament. Over 200 competitors from Miami-Dade, Broward, and Palm Beach battle it out to see which county has the best bowlers in South Florida.



Final MIAMI YPN Leadership Board Meeting of 2017



MIAMI YPN Wins
2017 Network
of the Year from
National Assn.
of REALTORS®

"No matter what you are looking for in a young professional network, MIAMI YPN has you covered. We take pride in the wide range of activities we provide for REALTORS® locally and abroad. We feel very accomplished in winning 2017 Network of the Year from the National Association of REALTORS®, but we are even more excited to build off this nationally acclaimed program in 2018 with YPN Allstars. Join us in making the world of real estate a better place one young professional at a time," said Jorge Fernandez 2018 MIAMI YPN Chairman.



New in 2018 YPN AllStar Program

Starting in 2018, YPN All Stars is a brand-new program that will bring our best YPNs together for a brand-new experience. Members who join this exclusive group will have the opportunity get exciting educational opportunities, discounts to events, and much more.



Midyear Legislative Meetings & Trade Expo



US Senate Building

2018 Upcoming Events

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

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.

Join NOW at:
Miamire.com/YPN



MIAMI YPN Visits New Member Orientation



MIAMI YPN at Florida REALTORS® Conference & Expo



MIAMI Global

The Top International Council in the Nation

Who was Searching Miami Real Estate in 2017?

- Colombia
- Canada
- Venezuela
- Brazil
- Argentina
- India
- Spain
- France
- Philippines
- Dominican Republic

What Languages Do You Speak?

Update Your Member Profile

1. Go to Miamiirealtors.com & Click on MIAMI Gateway
2. Click on MIAMI Dashboard
3. Click on Home
4. Click on Update Your Member Profile
5. Click on Personal Information
6. Select Languages You Speak & Click Save

INTERNATIONAL SCHEDULE

FIABCI Americas International Global Summit
February 28 – March 2
Cancun, Mexico
fiabciamericas.com

MIPIM – The World's Leading Property Market
March 13-18, 2018
Cannes, France
mipim.com

AREAA Global Luxury Summit
April 7-9, 2018
Seattle, Washington
summit.areas.org

Learn to Succeed: Int'l Real Estate Conference & Building Trade Fair
April 17-21, 2018
Belgrade, Serbia
expo@learntosucceed.rs

69th FIABCI World Congress Dubai
April 27 – May 2, 2018
Dubai, UAE
fiabcidubai.ae

SIMA
May 10-13, 2018 Expo
May 9-11 SIMApro
Madrid, Spain
simaexpo.com

Inmacionate 18
June 7-9, 2018
Valencia, Spain
inmacionate.com

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

Go Global with MIAMI's Tools and Resources

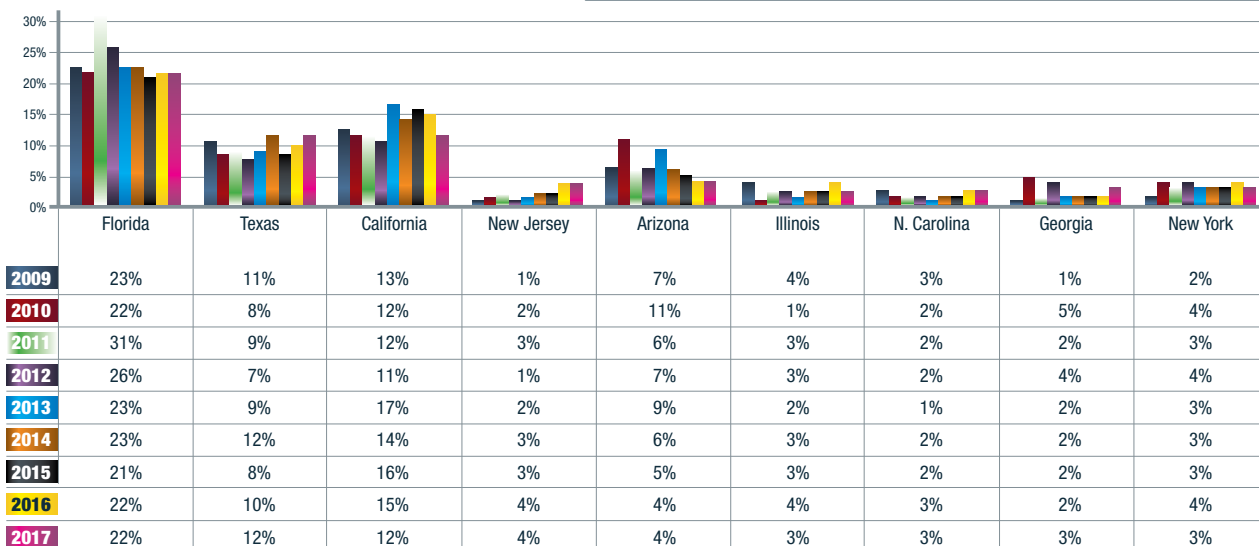
Access Miamiirealtors.com/International to Grow Your International Business

MIAMI Offers:

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

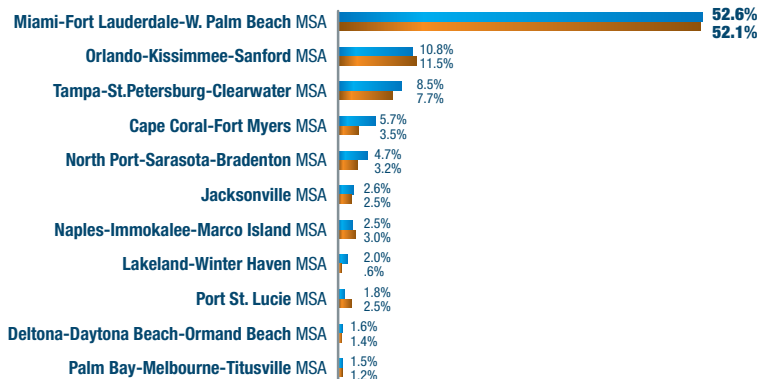


Major U.S. Destinations of Foreign Buyers



Top Markets for Foreign Buyers in Florida - 52% Choose South Florida

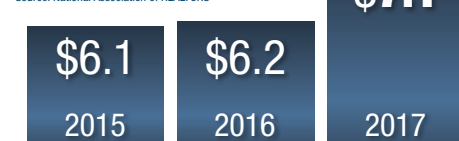
Source: National Association of REALTORS®



Dollar Volume of Foreign Buyer Residential Purchases Increased to \$7.1

Dollar Volume of Foreign Buyer Purchases in the Counties of Miami-Dade, Broward, Palm Beach & Martin

Source: National Association of REALTORS®





Lynda Fernandez, CAE, RCE, CIPS, TRC, e-PRO
Senior Vice President of
Public Relations & International

lynda@miamire.com



Connecting Members & Markets... 167 International Partners

MIAMI now has 167 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.



FNAIM Aix-Marseille-Provence (France)



Colegio de Martilleros y Corredores Publicos del Departamento Judicial de la Plata (Argentina)



Ukrainian Real Estate Union (Ukraine)



Digital Real Estate Observatory - OJD (Italy)

MIAMI's New Partners:

■ Argentina

■ Colegio de Martilleros y Corredores Públicos del Departamento Judicial de la Plata

■ France

■ FNAIM Aix-Marseille-Provence

■ Italy

■ Digital Real Estate Observatory - OJD

■ Mexico

■ FIABCI Mexico

■ Asociacion Mexicana de Profesionales Inmobiliarios (AMPI) Sección Matamoros, A.C.

■ PANAMA

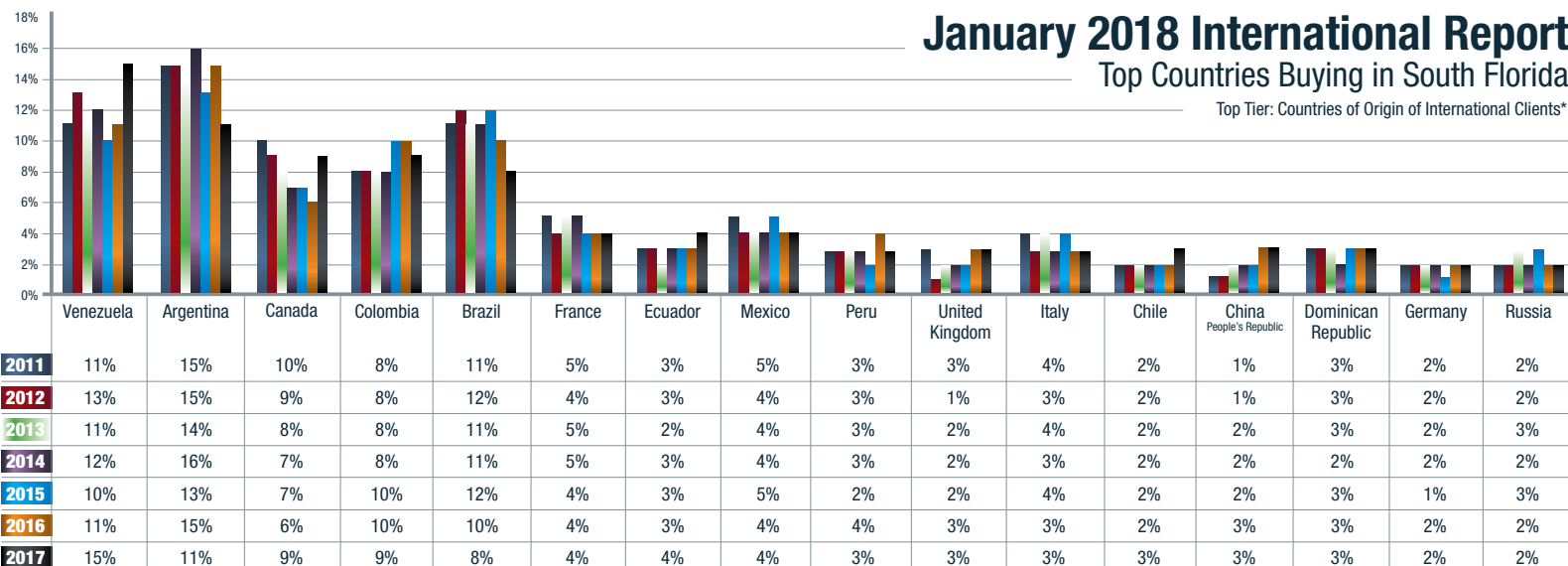
■ FIABCI – Panama

■ Ukraine

■ Ukrainian Real Estate Union



AMPI Sección Matamoros (Mexico)



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

January 2018 International Report Top Countries Buying in South Florida

Top Tier: Countries of Origin of International Clients*

Join Miami's International Council

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

NAR-India 10th Annual Convention
August 2018
India
narindiaconvention.in

XIII Gran Salon Inmobiliario
August 9-12, 2018
Bogota, Colombia
gransaloninmobiliario.com

SECOVI Convention Real Estate Week 2018
August 2018 Convention
August 2018 Premio Master Imobiliario
Sao Paulo, Brazil
convencaoasecovi.com.br

Salon National de L'Immobilier
October 12-14, 2018
Paris, France
salons-immobilier.com

AMPI
October 2018
Mexico
congresonacionalampi.com.mx

Miami Int'l Real Estate Congress
October 28-30, 2018
Miami, Florida
miamicongress.com

REALTORS® Conference & Expo
November 1-5, 2018
Boston, Massachusetts
Realtor.org/conference

Education & Professional Development

miamire.com/education



Register at: miamirealtors.com/cips

Global real estate opportunities are everywhere. People move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in your current market may look to invest in property overseas. No matter which audience you cater to, the CIPS designation will provide you with the knowledge, research, network and tools to globalize and expand your business.

Feb. 5 - JTHS-Miami • Feb. 7 - W. Broward • Feb. 9 - Coral Gables

GLOBAL REAL ESTATE LOCAL MARKETS*

CIPS PREREQUISITE • MUST BE TAKEN BEFORE ANY OTHER COURSE

Come prepared with pen or pencil and highlighter

MUST BE TAKEN BEFORE ANY OTHER COURSE

*Local Markets course must be taken before you take these courses

■ THE AMERICAS & INTERNATIONAL REAL ESTATE*

Mar. 5 - JTHS-Miami • Mar. 7 - W. Broward • Mar. 9 - Coral Gables
Come prepared with pen or pencil and highlighter

■ GLOBAL REAL ESTATE: TRANSACTION TOOLS*

Apr. 16 - JTHS-Miami • Apr. 18 - W. Broward • Apr. 20 - Coral Gables
Come prepared with pen or pencil and highlighter

■ ASIA / PACIFIC & INTERNATIONAL REAL ESTATE*

Apr. 30 - JTHS-Miami • May 2 - W. Broward • May 4 - Coral Gables
Come prepared with pen or pencil and highlighter

■ EUROPE & INTERNATIONAL REAL ESTATE*

Jun. 18 - JTHS-Miami • Jun. 20 - W. Broward • Jun. 22 - Coral Gables
Come prepared with pen or pencil and highlighter

Each class **ONLY** \$79 Mbrs., \$99 Non-Mbrs.

Each Course is Approved for 7hrs CE

Registration: 7:30am | Course: 8am - 5pm



Instructor:

Deborah Boza-Valledor

CIPS, CRB, CRS, GRI, TRC, RSPS, AHWD

2015 CIPS Instructor of the Year

IMPORTANT NOTICE:

Global Real Estate Local Markets **MUST** be taken before any additional courses



The Path to a Successful Career with the MIAMI Association

■ **MIAMI REALTORS® offers over 3,300**

Seminars annually

■ **7 locations in Dade, Broward & Palm Beach counties**

Get your real estate education from the Largest REALTOR® Association in the U.S. We are experts in real estate licensing and training. We are here to help you increase

6 Milestones to Success

First 60 Days

- iMapp
- Showingtime
- ProxioPro
- ListingBook
- HomeSwing

Specialty

- Commercial
- International
- First Time Home Buyers
- Luxury
- WorkforceHousing

Career Enhancement

- GRI Graduate REALTOR® Institute
- CIPS Certified Property Specialist
- CRS Certified Residential Specialist
- ABR Accredited Buyer Representative
- SRS Seller Representative Specialist



Real Estate Career Starts Education of REALTORS®

- **84% FREE to MIAMI Members**
- **Full curriculum of real estate training options**

your earnings potential and build better relationships with your clients.

Jump Start

- New Member Orientation
- MLS Matrix
- Rapattoni
- Supra
- RPR

First 180 Days

- 45hr Post Licensing
- FR/BAR Contracts
- Newly License?
- Now What? - 3hrs CE
- Building the Listing Presentation - 6hrs CE
- If You Can't List You Can't Buy - 3hrs CE

Broker

- FREC II
- Broker Pre License
- 60hr Broker Post License
- Broker Series
- Broker Form Simplicity
- MLS Add/Edit
- Subscribe to MIAMI Broker Newsletter

South Florida Real Estate School Excellence in Real Estate Education



Get Your Broker License Today!

Only 2½ Weeks • Only \$495
Includes **FREE** State Exam Cram class
Don't pay \$600 elsewhere.

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



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

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

2018 Broker's Course Schedule

JANUARY

MIAMI HQ
Jan. 8 to 24

FEBRUARY

SAWGRASS
Feb. 5 to 21

MARCH

CORAL GABLES
Mar. 19 to Apr. 4

APRIL

DCOTA
Apr. 9 to 25

JTHS-Miami
Jupiter
Apr. 9 to 25

MAY

CORAL GABLES
May 14th to 30th

JUNE

NE-BROWARD
Jun. 18 to Jul. 3

JULY

MIAMI HQ
Jul. 9 to 25

AUGUST

SAWGRASS
Aug. 13 to 29

SEPTEMBER

CORAL GABLES
Sept. 17 to Oct. 3

OCTOBER

East Broward
DCOTA
Oct. 9 to 24

JTHS-Miami
Jupiter
Oct. 9 to 24

NOVEMBER

CORAL GABLES
Nov. 5 to 21

DECEMBER

NW DADE
(HIALEAH)
Dec. 3 to 19

Convenient Locations:

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

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

FREE 45 HOUR POST LICENSING

Other courses available at SFRESchool.com

BROWARD

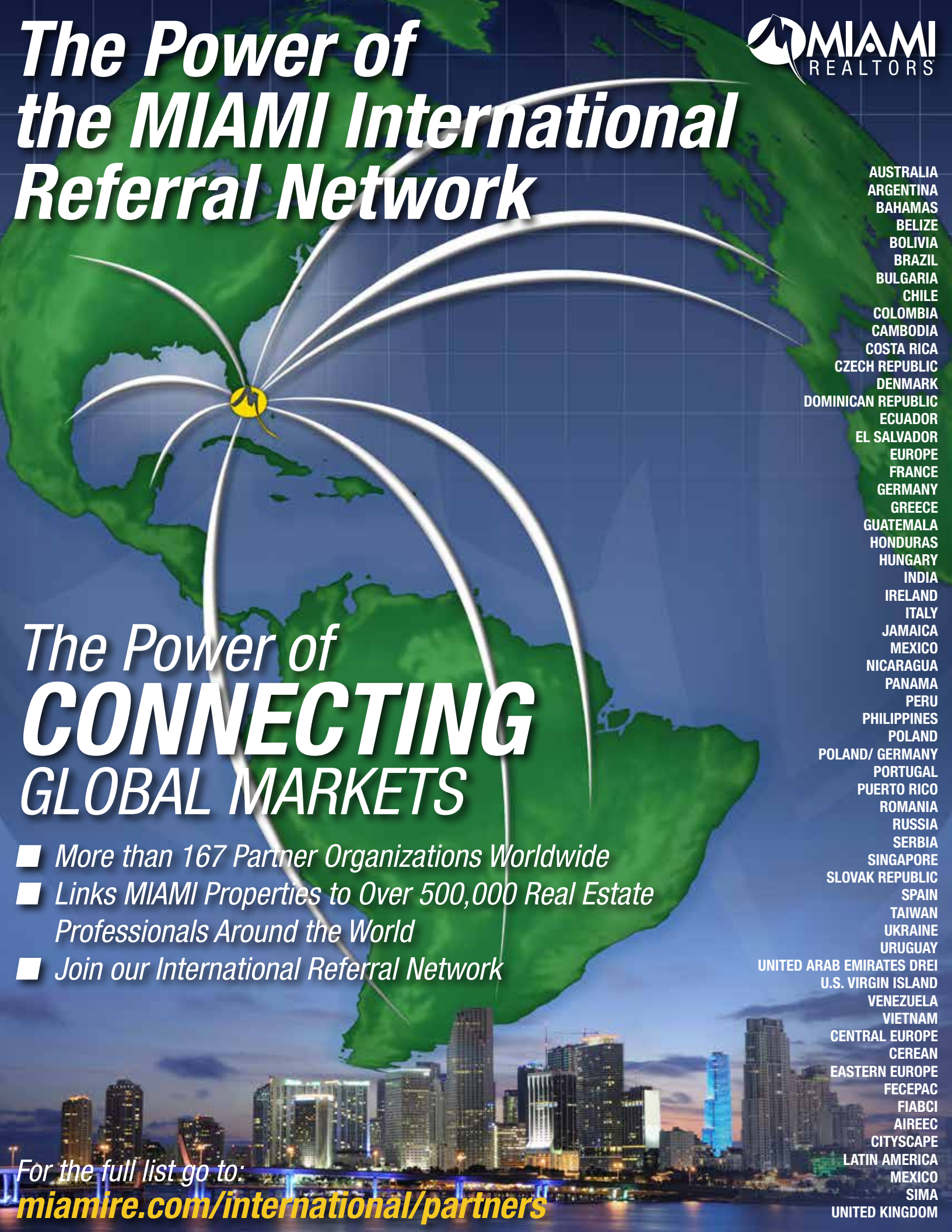
Sheraton Cypress Creek
February 5-9

JTHS-MIAMI

Jupiter Office
February 12-16

MIAMI-DADE

Miami Airport Convention Center
Sept. 10-14



The Power of the MIAMI International Referral Network

AUSTRALIA
ARGENTINA
BAHAMAS
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 167 Partner Organizations Worldwide*
- *Links MIAMI Properties to Over 500,000 Real Estate Professionals Around the World*
- *Join our International Referral Network*

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