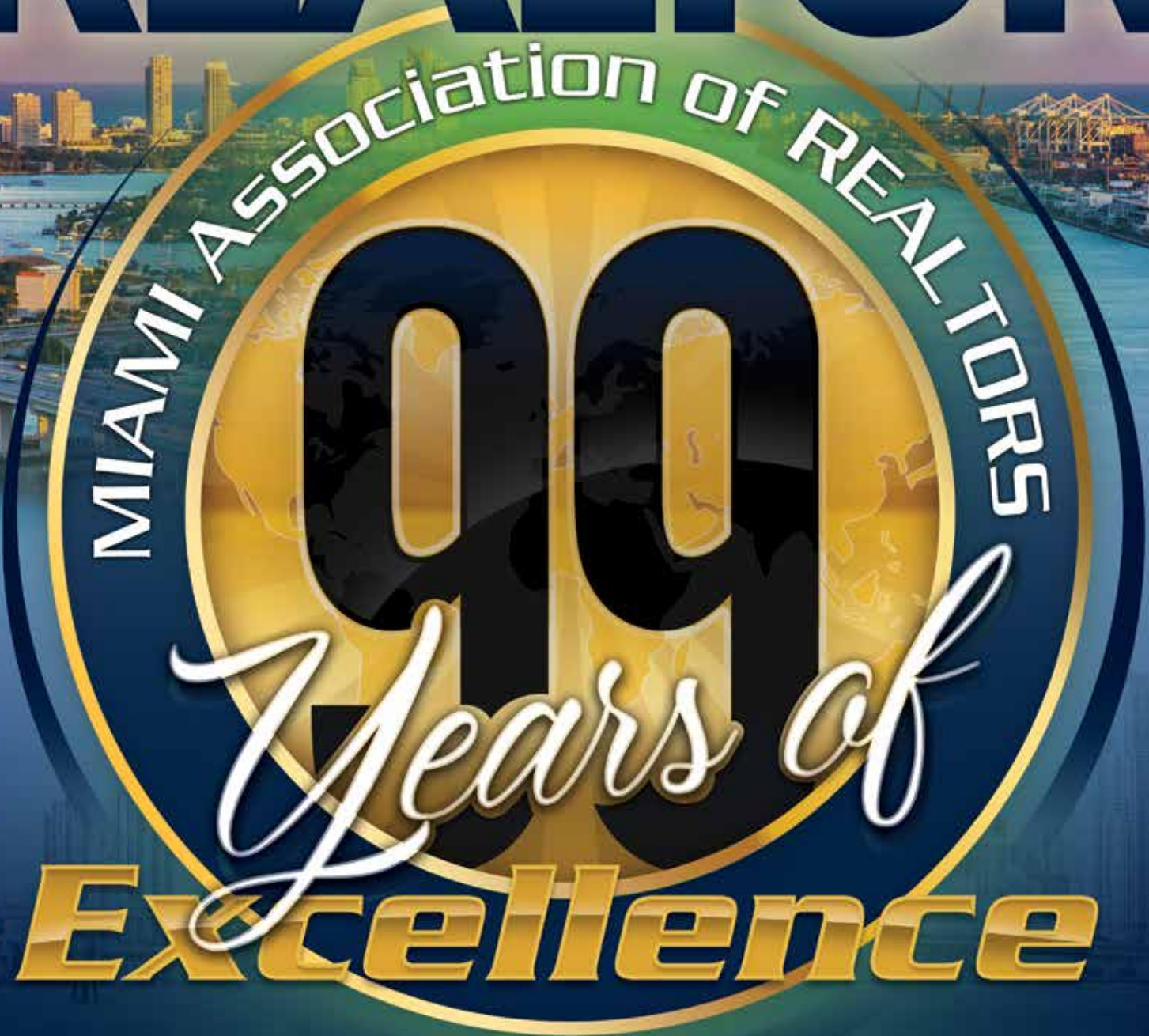


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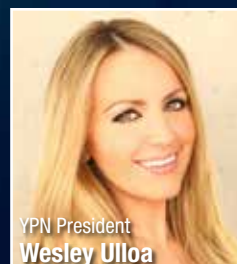
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MIAMI Mission

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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2018... We Rocked the Market



2018 Inaugural



Commercial Mid-Year Update



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MIAMI International Congress



Commercial Mid-Year Update



Miami Commercial Conference



ROCK the Market Industry Titans



ROCK the Market
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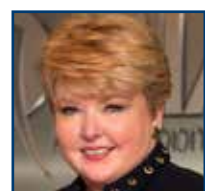
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The MIAMI Association of Realtors represents nearly 50,000 professionals and is the largest local Realtor association in the U.S. The Association and its Board of Directors are dedicated to our members, leadership in the industry, the real estate profession, and the communities we serve. Our leaders impact the market, further our international presence, make key policy decisions and recommendations on 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.

2019 CORPORATE PRIORITIES

- Market Influence
- Broker/Member Profitability
- Commercial
- International
- Advocacy, RPAC & Housing Initiatives
- Increased Professionalism
- Professional Development
- Collaboration & Cooperation with other Organizations
- Community Initiatives



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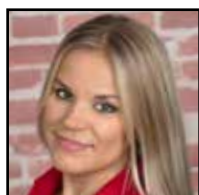
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- Commercial Services
- Education
- Technology & Social Media
- New Member Recruitment
- South Florida Commercial MLS
- Community Initiatives
- Media, Public Relations
- Referral System

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MIAMI REALTORS®... 99 Years of Excellence

The Residential Board of Governors and the Broward-MIAMI 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.

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 2019, MIAMI is helping YOU to be the best professional possible and helping YOU win MORE listings, reach MORE buyers and close MORE sales...creating a better marketplace for everyone. A few key priorities for 2019 are:

MLS – Making the best possible MLS available to MIAMI members has always been a priority, in 2019 we continue to kick it up several notches and it begins with choices! MIAMI Members have a choice of MLS Primary Platforms: Matrix or Rapattoni. And with the MIAMI Platinum PLUS, MIAMI Members have the opportunity to choose BOTH MLS Platforms in addition to Premium Products and Services! Both Matrix and Rapattoni MLS have been customized for the South Florida market with enhanced reports and new data fields that reflect the changing real estate needs of both customers and members. MORE and MORE MLS integrated, market-centric and consumer engaging products and services than ever before to provide THE best MLS experience.

2019 RESIDENTIAL PRIORITIES

- MLS
- Professional Development
- Standards & Professionalism
- Community Initiatives
- Member Engagement
- International

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2019 BROWARD PRIORITIES

- International
- Marketing Tools
- Member Engagement & Events
- Recruitment & Retention
- Broward Website
- Community Partnerships
- Commercial
- Professional Development
- Government Affairs & Housing Initiatives

Professional Development – In addition to our more than 1,800 MLS classes, MIAMI will be offering an unprecedented line-up of top level Professional Designation and Certification courses in 2019: CRS - Certified Residential Specialist, CRB - Certified Residential Brokerage Manager, CIPS - Certified International Property Specialist, ABR - Accredited Buyer Representative, SRS - Seller Representative Specialist and CLHMS - Certified Luxury Home Marketing Specialist... just to name a few. In

response to the ever-changing real estate industry, MIAMI will be expanding its offerings on Social Media Management, Reputation Management, Marketing, Branding and International, plus MORE courses than ever before for Broker/Managers and Commercial practitioners. The MORE you learn, the MORE you earn!

International – Connecting Members and Markets – MIAMI has more than 200 international real estate

partners, the most of any REALTOR Association in the U.S. These alliances create business opportunities for MIAMI members, Residential and Commercial, enhance MIAMI's global position and strengthen the local real estate market and economy. MIAMI's International tools and resources help its members to grow their global business through Global Market Research, Global events in Miami & abroad, International Professional Development, Cobrandable International Marketing materials and much MORE!

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The JTHS-MIAMI Board of Governors

Our JTHS-MIAMI Board of Governors are committed to leading the way in our South Florida real estate market as well as in the local areas they represent. With a strong "boots on the ground" approach, these leaders are highly engaged in their respective business and social communities, serving on numerous boards and councils in order to best represent the clients they serve. As a result, this has enabled our JTHS-MIAMI leaders to keep abreast of the most relevant issues and concerns affecting our members. Several key priorities for 2019 include: ensuring our JTHS-MIAMI members are taking advantage of unparalleled international exposure for their listings; encouraging brokers and agents to become more involved in Association activities and issues; identifying and implementing the top products & services to enhance member profitability... and much more.

2019 JTHS-MIAMI PRIORITIES

- International
- Member Engagement & Recruitment
- Broker & Member Profitability
- Community Initiatives & Advocacy
- Market Intel
- Professional Development & Participation
- YPN
- Commercial
- Professional Standards
- MLS



YPN - Young Professionals Network Leadership Board 2019



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2019 YPN PRIORITIES

- Success of our YPNs
- Membership Marketing, & Outreach
- Build & Grow our 3 Chapters
- Highest Quality of YPN Programming
- New Educators, Topics, & Presentations
- Market Issues & Product Promotions
- Global MIAMI YPN
- Government Affairs & State Directors
- Leadership in Community Service
- Coordination with Leadership Boards



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david@miamire.com



Kevin Puricelli CIPS
Director of Creative Services
and Executive for YPN
P: 305-468-7023 • F: 305-468-7030
kevin@miamire.com



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

In 2018, 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.

Congratulations... 25 years of Leadership, Excellence & Accomplishments

- Taking association from 5,000 to 50,000 mbrs.
- Launching award-winning Miami International Congress
- Securing over 200 International Reciprocal Agreements Worldwide
- SP Top 20 Organized Real Estate Leaders, 200 Most Powerful People in Real Estate
- 2018 Agents' Choice Awards Association VIP
- 2018 BASF CEO of the Year
- 25 Most Influential Business Women in South Florida - South Florida Business Journal
- 2016 NAR Global Achievement Program 1st Diamond Council
- 2015 Global Pioneer Award Greater Miami Chamber of Commerce
- 2013 Visionary Leader of the Year Greater Miami Chamber of Commerce
- 2013 Progressive Industry Leadership Award Miami Beach Chamber of Commerce
- 2013 Global Game Changer Award Miami Beach Chamber of Commerce
- 2008 Chairman of the Board, Florida Society of Association Executives
- 2000 Chairman of Association Executives, NAR
- 1996 Charter Member Smith Leadership Society, NAR
- RPAC Golden R Major Investor, President's Circle and Hall of Fame
- 1990 Founding member of RCE Certification Board



Teresa King Kinney
CEO of MIAMI REALTORS®

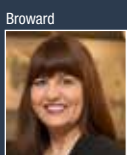
Member Outreach Connecting With You!

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

Miami-Dade



Leslie Fernandez Rosales
VP of Business Development



Lori McQuestion
Director of Business Development



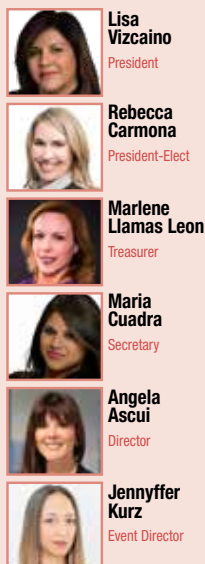
From left to right
Nelson Roque, Maggie Curiel, Liset Hanes,
Connie Nieto & Robert Rodriguez

- 4 Full-Time Trainers
- 7 Office Locations
- 50 Trainings Per Week
- 200+ Products & Services
- 160 Hands-on Computers
- 2510 Trainings Per Year
- 50,000 Members...

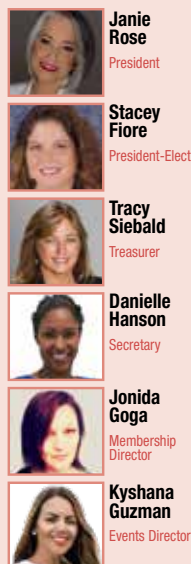
Trainers@Miamire.com
Tips, Tricks & Resources from
your Miami Trainers

Women's Council of REALTORS®

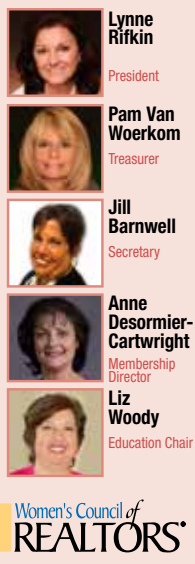
MIAMI-DADE Network



BROWARD Network



JTHS Network



Women's Council of
REALTORS®

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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!

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Edgar Escorcia
Eric Firestone
Aida Gonzalez
Margarita Guerra
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Alexandra Rojas
Vilma Sinclair
Ana Steinman
Vicqui Zavala

Redondo De Wolfe

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Kathleen Smarsh
Maria Cristi Valencia
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David Worth
Rafael Zuzolo

Norma Busbee

Julia Gray
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Belen Torrens
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Cecilia Cardozo
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Ligia Maria Hernandez
Leslie Lecourt
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Shelley Wood
Edgar Escorcia
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Janeth Gamarra
Sandor R. Ochoa
Ana D. Steinman
Yanet Nadjar
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Jean-Robert Latortue, Jr.
Laura Rodriguez
Susan Samole
Federico Nunez
Griselda Krausse

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Certified Commercial Investment Member
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Krystelle Lay
Jonathan Lay
David Restainer

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Terence Copeland
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Maksim Cruz
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Mario Prado
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Elisa Salmeron
Susanne Schiffer
Lorraine Steen
Wilber Williams
Juliana Yepes



Congratulations

Oscar Resek

Florida CRS President

MIAMI Awards

*Congratulations to our 2018 Industry Leaders & Award Winners
to be Presented at the February 1, 2019 Inaugural Celebration*

MIAMI



MIAMI



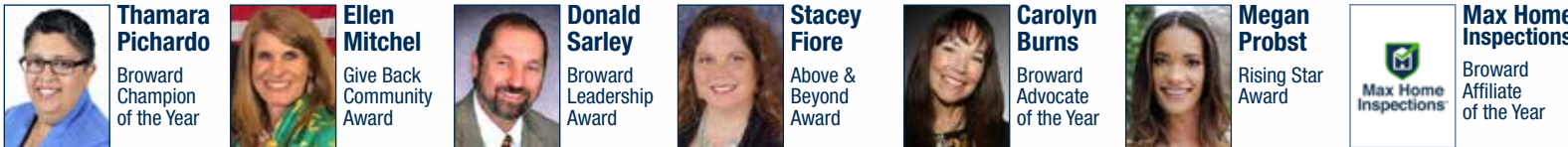
COMMERCIAL



RESIDENTIAL



BROWARD



JTHS-MIAMI



YPN



PROFESSIONAL STANDARDS



REALTOR® EMERITUS



2019 Inaugural & Awards Celebration February 1, 2019

An Afternoon of Celebration 11:30am - 3pm

Jungle Island | 1111 Parrot Jungle Trail | Miami | FL 33132

11:30am • Reception
12:30pm • Inaugural Program
1:30pm • Luncheon
2:30pm • Entertainment
3:00pm • Prize Drawings!

Cost: Only \$40 per person

For Table Reservations Contact Claudia at 305.468.7024 or claudia@miamire.com
Individual Reservations will be accepted after January 18th

MiamiRealtors.com/Services

Websites, IDX & Syndication

- Proxio Premier Agent*
- Proxio Connect (Formerly ProxioPro)
- Proxio Developer Showcase
- HomeSwing CORE
- Worldproperties.com
- BuyDomainNamesandMore.com
- TerraFly Pro
- Savvy Card
- Listing Syndication (Brokers/Managers)
- ListHub (Brokers/Managers)
- Blue Roof 360*
- Homes.com*
- Discover MIAMI Store*



FREE, Exclusive, Subscription

Miami Platinum PLUS Subscription**

- Matrix plus Rapattoni
- Rapattoni plus Matrix
- Form Simplicity Ultimate Edition
- Cloud CMA
- Proxio Premier Agent
- RealDax



Multi-Media, Photos, Videos, Tours

- iUSEphotography*
- PadStyler*
- Property Panorama
- RPR
- My Home Plans
- Virtual Biz360*
- TerraFlyPro
- Planomatic*
- MyCondoPlans
- Proxio Connect (Formerly ProxioPro)
- Proxio Developer Showcase
- Discover MIAMI Store*



SUPRA

- GetSupraNOW.com
- Supra on your Smartphone
- Supra eKey
- Order Supra eKey Online
- Supra BT LE Lockbox
- Supra Web
- Start and End of Showing Notifications

CRM

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



Marketing Tools

- Top 20 Reasons to Visit & Buy in Miami, Broward, Palm Beach & Martin County
- MIAMI: Top Ranking City
- Broward & Palm Beach Top Ranking Market
- Link to the World: Miami, Broward, Palm Beach & JTHS
- International Referral Network: Miami, Broward & JTHS
- Miami-Dade Int'l School Choices
- Miami-Dade School Choices
- Top Countries Searching So. FL Properties
- Foreign Consumers Searching U.S. Properties
- Miami Luxury: Knight Frank Report
- Miami International Airport Statistics
- South Florida Market Intel
- Miami Int'l Magazine
- When You List with Me...
- Logos
- Link to the World Postcard
- Miami-Dade, Broward, Palm Beach & Martin County in the Rankings

Sellers/Buyers, Presentations & CMAs

- Cloud CMA*
- iMAPP
- Realist
- RPR
- Dashfly
- Bmonitored Safety App
- EveryDoor Direct (EDDM)*
- HomeSnapPro
- New Home Source Professional
- Elevate
- Supra eKey
- Supra Web
- RatePlug
- Surfina
- Matrix Client Portal
- TerraFly Pro
- ShowingTime
- MLS Offers
- Broker Open House
- LandLord Station
- Vizzda
- RealConnex
- Member-to-Member Email Marketing
- CRN: Commercial Referral Network
- Discover MIAMI Store*
- SouthFlorida-OpenHouseSearch.com
- MIAMI RealTimeMLS



Services without * are FREE to MIAMI Members

BOLD with Green E are EXCLUSIVE

■ Red Square: MIAMI Platinum Plus

● Blue Bullets: NOT Exclusive

(Deep Discount for MIAMI Members where applicable)

Information Central

- Inman Select
- RIS Media
- RETechnology

Your One-Stop Destination...



on & Discounted Services

Commercial

- E South Florida**
 - Commercial MLS
 - Member-to-Member Marketing
 - International Reports
 - iMapp
- E Premium Terraflly**
 - Search other MLSs
 - DotLoop
 - Organizations
- Affiliates**
- Resources**
- Industry News**
- RPR Commercial**
- Remine**
- E Real Time MLS**
- E Proxio**
 - Form Simplicity
 - Education
- E RealConnex**



Customer Engagement

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

Education

- Calendar**
- Online Education**
- Webinars**
- South Florida Real Estate School**
- Designations and Certifications**
- E MIAMI REALTORS® Live**
- E MIAMI on Demand**



Paperless Transactions

- Form Simplicity* Ultimate Edition**
- DotLoop**
- Form Simplicity**
- Discover MIAMI Store Services***

Member Benefits

- GEICO - MIAMI Discounts**
- CORE Health Insurance**
- E&O Insurance**
- NAR Benefits Program**
- FR Benefits Program**
- REALTORS® Federal Credit Union**



International Exposure

- Proxio Premier Agent**
- E Proxio Connect** (formerly ProxioPro)
- E Proxio Developer Showcase**
- E Top 20 Reasons to Visit & Buy** (Translated & Co-Branded)
- E Referral Network Flyer** (Translated & Co-Branded)
- E Partner Associations** (Co-Branded)
- E Juwai**
- E Realopedia**
- E RESAAS**
- E Discover MIAMI Store***

Big Data

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



To find a specific Product or Service simply type in:

MiamiRealtors.com/the name of the product or service

**** MIAMI Platinum PLUS is a Subscription service of Premium Products, Services and Perks. Pricing is \$179.00/yr. MiamiRealtors.com/The Choice Total Cost if Purchased Separately \$1372.00**

SOUTH FLORIDA MARKET INTELLIGENCE

Position Yourself as a Market Expert & Advocate



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!

City & Zip 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.

Market Focus Reports & Videos

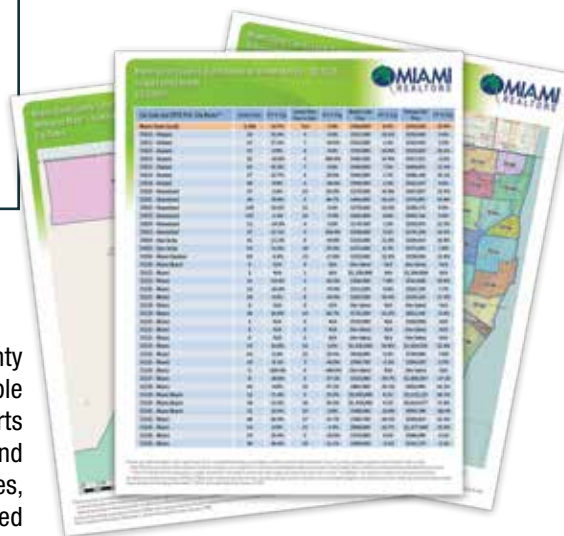
MIAMI produces monthly Market Focus reports that compile all of the statistical news releases and corresponding reports for the previous month, news coverage for our market and association, new research surveys and reports and much more. The Market Focus reports are sent out on the first Monday of every month. We offer versions and statistics for Miami-Dade, Broward, and JTHS.

The Market Focus reports and videos are 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 information and statistics we offer at 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.

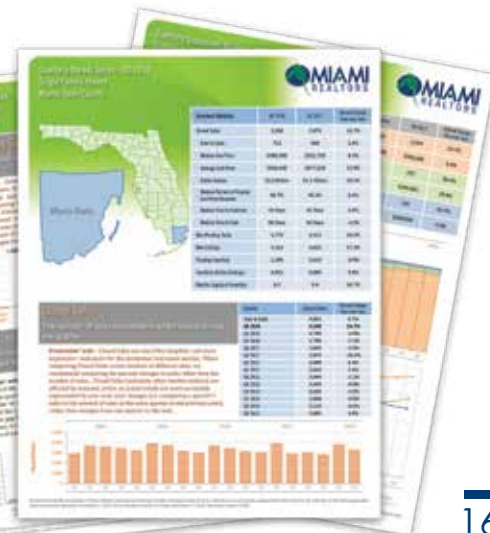
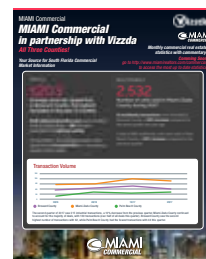


International Research

MIAMI works with NAR and Florida Realtors 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!

New... Commercial Statistical Reports

In 2018, MIAMI Commercial partnered with Vizzda to launch new quarterly statistical reports. The new reports offer detailed commercial market 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 - and offer a historical comparison while highlighting market performance by County, including the five largest transactions. The reports also feature extensive MIAMI Leader commentary.

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 a 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 2019!

Promote South Florida Stats & Information



Blogs Articles Social Media News Releases

One of the top ranked markets in the world, South Florida has become an international hub for business, art, luxury and nightlife. South Florida attracts those who want to live, work and play in our vibrant and innovative communities. The evolution from tourist destination to global mecca is evident, and the numbers prove it!

MIAMI

#1

Miami leads all U.S. cities in foreign-born homeownership rate (26%).

(Source: Lending Tree, 2018)

#10

Miami Beach ranked No. 10 among the Top 10 Best Cities for Science Technology Engineering and Math (STEM) workers in 2018.

(Source: Livability, 2018)

#2

Miami is home to the second fastest growing economy among large U.S. cities.

(Source: WalletHub, 2018)

#2

Florida International University in Miami is ranked the No. 2 public university in the state.

(Source: Florida Board of Governors, 2018)

#2

Miami ranks No. 2 in the nation in international residents with advanced degrees & bachelor's degrees.

(Source: Miami Urban Future Initiative, 2018)

Tech Hub

Miami increased its technology jobs by 21.5 percent, adding 4,080 positions from 2012 to 2017.

(Source: CBRE "Scoring Tech Talent in North America" report, 2018)

Richest ZIP Code in the U.S.

Miami's Fisher Island is America's most expensive zip code. (33109)

(Source: Property Shark, 2018)

Lowest Greenhouse-Gas Emissions per Capita

Hialeah tied with three other cities for the lowest greenhouse-gas emissions per capita in the United States.

(Source: Wallet Hub, 2018)

24-Hour City

Miami is one of seven 24-hour cities in the United States. 24-hour cities perform better in most real estate metrics.

(Source: Hugh F. Kelly's "24-Hour Cities," 2016)

One of Most Globalized Cities in the U.S.

The Miami Metro Area competes with New York, San Francisco and Los Angeles as a top "globalized city."

(Source: Miami Urban Future Initiative, 2018)

79.2 WALK SCORE

Miami is the 4th-most walkable city in the U.S.

(Source: Walkscore.com, 2017)

#18

American Airlines Arena in Miami is ranked as the 18th most popular in the world by annual ticket volume.

(Source: Pollstar, 2018)

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

The only REALTOR® Association in the world with 50,000 members, 204 International Partners around the world and MORE than 200 Products and Services.





Lynda Fernandez, CAE, RCE, CIPS, TRC, e-PRO
Chief of Communications & International

lynda@miamire.com

Chris Umpierre
Director of Communications

chris@miamire.com



BROWARD Fast-Growing Economy

In 2017, Broward County created 17% of Florida's new jobs, though it accounts for only 8% of the state's population.

(Source: Florida Trend, October 2018)

Top Schools

Broward high schools rank No. 1 and No. 2 with the most Harvard, Princeton and MIT grads among Florida high schools.

(Source: U.S. News and World Report, 2018)

Top Real Estate Market to Watch

Fort Lauderdale ranked No. 6 among the top markets to watch in the United States.

(Source: PriceWaterhouseCoopers and the Urban Land Institute, 2018)

#21

Weston is ranked the No. 21 best place to live in the United States.

(Source: Money Magazine, 2018)

Fastest Commute

Fort Lauderdale, Hollywood and Pompano in Broward County have the fastest work commutes in Florida.

(Source: HomeArea.com, 2018)

PALM BEACH

#4

Palm Beach County ranks No. 4 among Florida counties in per capita income (\$74,754 - up 4.4 percent vs. 2017).

(Source: U.S. Bureau of Economic Analysis, 2018)

#1

West Palm Beach has the nation's hottest mansion market.

(Source: Redfin, 2018)

Work-Life Balance

South Florida ranks among the best major markets in the U.S. with work-life balance for employees.

(Source: Robert Half International, 2018)

Top U.S. Airport

Palm Beach International Airport is ranked as one of the top airports in the U.S.

(Source: Travel + Leisure, 2018)

Best Beach Communities

Boca Raton and Jupiter are ranked among the nation's best beach communities in which to live.

(Source: WalletHub, 2018)

MARTIN

#12

Martin County ranked No. 12 among the healthiest places for retirement.

(Source: 24/7 Wall Street, 2018)

#7

Martin County is ranked as the seventh-best county to live in Florida.

(Source: Niche, 2018)

#11

Stuart is ranked the 11th most charming small town in Florida.

(Source: SmartAsset, 2018)



South Florida Commercial MLS: A Listing Revolution

In 2019, MIAMI Commercial will launch the South Florida Commercial MLS, which will both revolutionize the MLS platform for commercial and residential members as well as greatly expose commercial listings. With well over 5,500 commercial & investment listings in all three counties at any given time, the new visibility will highlight the power of the MLS. This year alone over a billion dollars in commercial transactions were completed.



The expansive changes will take place on two important areas. First, a new public search platform will make it easier for members, commercial practitioners and the public to search and find commercial listings. Also, the easy-to-use searchable portal will create unprecedented visibility to commercial listings through an increase in partnerships and syndication with providers. Currently, commercial listings have exposure to more than 300 other multiple listing services through out the entire United States, RPR Commercial and international generate viability on platforms such as ProxioPro, RealConnex and Vizzda. The public portal will expose listings to the national firms, investors and other practitioners that are currently not MLS members.

Secondly, commercial members will have access to a new Commercial Gateway with programs, products and services. The Gateway will be streamlined for easy access to tools that have commercial application such as Member-to-Member Marketing, RPR Commercial and ProxioPro. These tools will be complimented by other resources like comprehensive quarterly research reports, recent commercial presentations and educational resources.

New specialized training will be designed to help integrate these powerful tools and services for maximum effect. They will not only show members the new and streamlined South Florida Commercial MLS but how the integrated tools we offer can save you time and make you more money when working with buyers, sellers, landlords and tenants.

Premier Commercial Conferences Look into the Future

MIAMI Commercial held two Commercial Conferences this year, one in Coral Gables on October 19, and the other in Hollywood on November 9. Featured topics ranged from opportunity zones to medical marijuana and covered unique investment and tax strategies such as cost segregations and brownfields. Keynote speakers included local and national speakers, city officials, attorneys, technology experts and even a local chef who discussed restaurant trends. They highlighted many of the ways commercial real estate professionals can leverage resources provided by the government, institutions and the private sector.

The Commercial Conference in Coral Gables had over 200 attendees with eight brokerage firms purchasing tables and the generous support of title sponsor Iberia Bank and Allied Building Inspections. It also provided an opportunity for those in attendance to network with other attendees, speakers and sponsors. Two of the sessions, the retail and office panels, provided an opportunity for the audience to engage and ask questions regarding the two sectors, particularly as they relate to commercial space where change is inevitable. Another highlight was a new zoning resource developed by the University of Miami that features affording housing data, tools to create assemblages, detailed ownership information and critical overlays such as opportunity zones and brownfields.

Over 70 attended the Broward Commercial Conference, which brought together hot topics that addressed Broward's growth opportunities. Several cities, for instance, have designated Community Redevelopment Agencies (CRAs) that offer incentives for developers, businesses and investors. The directors of CRAs from both Hollywood and Lauderdale Lakes provided a brief overview of their organizations while discussing future prospects in their areas. The keynote lunch speaker Steven David made a passionate case for how to look at real estate investment and property management through a long-term perspective. These two annual Conferences, as well as the two Midyear events will continue to explore topics that prepare members for long and successful careers in the commercial industry by exploring trends and cutting edge topics, offering resources and providing networking opportunities.

Access the Conference Presentations at
miamiRealtors.com/commercial/resources

City Spotlights & Sawgrass Marketplace Bolster Broward

As the association has grown its membership to be the largest in Broward, MIAMI Commercial has offered more classes, networking opportunities and City Spotlights. City Spotlights are a series of events that highlight key speakers in Broward communities. For example, our City Spotlight Pompano Beach had over 70 attendees and featured an impressive lineup of speakers including Mayor Lamar Fisher, brokers Nathan Klutznick and Jonathan Keith and commercial brokers Joe Pelayo & Richard Abraham among others.

Another important addition to Broward is the new Sawgrass Commercial Marketplace, which occurs every fourth Thursday of the month. Like the other Marketplaces they include a brief commercial presentation followed by the opportunity for attendees to present their haves and needs. This Marketplace along with the ones in Miami-Dade and DCOTA provide members with the opportunity to network three times per month over breakfast at no cost while also hearing topical commercial content. Please be sure to check the calendar since locations are subject to change.



Aventura City Spotlight

Other offerings this year included: Crowdfunding, Commercial Core Law, Commercial Letter of Intent, Understanding Business Brokerage and Bankruptcy & Real Estate: Implications & Opportunities. There has also been an increase in commercial training classes, including Commercial MLS, RPR Commercial and IMAPP for Commercial. We are committed to continuing to deliver high quality, leading edge Broward education in addition to the Commercial Midyear and Broward Conferences on a regular basis.



The 2018 **COMMERCIAL** Super Conference

Member Access to Commercial Research Grows

A new partnership between MIAMI Commercial and data firm Vizzda kicked into full gear in 2018 with our expansive quarterly reports. The reports detail office, retail, industrial and multi-family in three counties: Miami-Dade, Broward and Palm Beach. In addition to the data by market area, the reports also highlight market highpoints, largest transactions by county and property types, county comparisons and quarterly totals.

The partnership provides MIAMI members research they can share with their clients and the community without having to source industry competitors since Vizzda is a data firm and not a real estate company.

The quarterly report also includes articles on important commercial topics such as, market updates, timely legislative issues and industry trends. For example, we were one of the first organizations, in partnership with Florida Realtors, to advocate for Amendment 2, which permanently places a 10-percent cap on the annual increase of non-homestead property tax assessments. The amendment, which we featured in the second quarter report, was successfully passed into law in the November election.

Our public relations team is featuring the reports and market insight in press releases that are sent to worldwide media outlets, generating coverage in leading publications such as Florida Trend, Globe Street and World Property Journal. With each release we are building momentum and solidifying exposure, as MIAMI Commercial cements its position as a go-to source for commercial market information.

Name Change Ensures Stronger Future Course



2018 was the year, after over a decade, that the Realtors Commercial Alliance of MIAMI (RCA MIAMI) changed its name to MIAMI Commercial. The name change reflects the desire for stronger branding and name recognition. "The new name connects us with the region and is instantly synonymous with commercial real estate in South Florida," says Brian Sharpe, 2018 Commercial President. Brian was a main advocate for the change and helped establish its identity in the real estate community.



Speaker Adam Yormack with
MIAMI Commercial leaders



Commercial President Brian Sharpe
with our Retail Panel



Doral Mayor J.C. Bermudez
and Commercial Governor Gus Fonte

Increase Your Network...

Commercial Marketplace

*The place to be to market
your commercial listings & 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 and exchange listings & business cards while networking over coffee and bagels.

Cost: FREE for Mbrs. \$10 for Non-Mbrs | RSVP is Required

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

1st Thurs. of Every Month

9 AM - 10:30 AM

MIAMI Headquarters

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

2nd Thurs. of Every Month

9 AM - 10:30 AM

E. Broward - DCOTA

1815 Griffin Rd., Ste. 104
Dania, FL 33004

4th Thurs. of Every Month

9 AM - 10:30 AM

W. Broward - Sawgrass

13680 Northeast 14 Street
Sunrise, FL 33323

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

The 2019 **COMMERCIAL** Super Conference

**Hear from Experts &
Industry Leaders**

October 18, 2019

RCA SuperConference.com

Sponsorships Available

Why do so many in BROWARD choose the MIAMI Association of REALTORS®?

- **LOWEST AGENT DUES**
of any Association in South Florida
- **BROWARD-BASED MEMBERSHIP TEAM**
at all 3 Broward facilities
- **BROWARD-BASED BOARD OF GOVERNORS** representing our dynamic local member needs
- **SUPRA EKEY SERVICE INCLUDED**
with your MLS membership
(no monthly fees)
- **3 LOCATIONS IN BROWARD**
+ 3 in Miami & 1 in Jupiter =
7 convenient offices to serve you
- **MORE EDUCATION**
than any other Board, with nearly
4,000 classes a year (83% no cost)
- **COMPUTER LABS** - only Association
to offer hands-on computer
training (2 locations in Broward
and 3 in Miami)
- **MOST PRODUCTS & SERVICES** -
over 200 to help you excel in today's
competitive market
- **INTERNATIONAL EXPOSURE**
for your listings on more than 500
websites & to over 200+
international partnerships
- **STARBUCKS COFFEE**
is always complimentary at all
3 locations throughout Broward
- **AND SO MUCH MORE!**

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

Go to www.miamiRealtors.com/broward
or call us at 954-895-7464 to learn more.

Broward Members Now Have 3 Convenient Locations to Choose From

With the opening of our newest location in Northeast Broward in February of 2017, we are pleased to now offer our members three full-service facilities throughout Broward County. At each of our Broward offices, over 11,000 members can attend valuable education trainings and seminars, as well as have access to all member services including: Supra eKey activation and assistance, purchase of eKey Fobs, leasing of Supra Lockboxes, assistance with paying membership dues and much more. We hope you visit all of our Broward offices throughout the year enjoy a complimentary cup of fresh Starbucks coffee on us.



NE Broward
Fort Lauderdale

- 6451 N. Federal Highway, Ste. 116
Fort Lauderdale, FL 33308
- On Federal Highway
Just North of Cypress Creek Rd.
 - Convenient 1st floor office suite
 - Free & ample parking
 - 45-seat training center
 - Conference room



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 international airport
 - 100 seat auditorium
 - Hands-on computer lab with 28 computers



West Broward | Sawgrass

- 13680 Northwest 14th Street
Sunrise, FL 33323
- Close to IKEA & Sawgrass Mall
 - Minutes from I-75, I-595 & the Sawgrass Expressway
 - Ample FREE parking
 - 120 seat auditorium
 - Hands-on computer lab with 42 computers





Danielle Y. Clermont
Chief of Broward & Palm
Beach Operations
daniellec@miamire.com



Broward's Events Are One of a Kind

Whether you prefer the high seas or terra firma, BROWARD-MIAMI has you covered. In 2018, members enjoyed everything from a relaxing and informative Intracoastal boat tour of properties to our sold-out Rock The Market showcase at the Hard Rock. With even more new unique and exciting things in store, 2019 promises to be yet another banner year for events in Broward.



You Can't Spell Function Without F-U-N

While BROWARD-MIAMI is known for a variety of programs during the day, Business After Hours continues to be our most popular networking event in South Florida. In 2018, hundreds of members and their guests gathered for these standing room only events at some of the hottest venues in Broward. Attendees enjoyed complimentary hors d'oeuvres, drink specials and mingling with some of the best local real estate professionals. We look forward to seeing you at our next "Biz After Hours" in 2019!



Member Outreach - Connecting With You!

Our member outreach efforts have proven to be a highly-successful and integral part of our Association, enabling us to connect with members in person to better understand your needs, wants and concerns. Our active and dedicated outreach program allows us to keep our pulse on the market by visiting offices across the tri-county area - meeting one-on-one with brokers and agents, giving product & services presentations, as well as providing customized trainings.



BROWARD By The Numbers

- More than **11,000** Members - largest Association in Broward
- Members in **940** Broward real estate offices (Representation in all Broward cities)
- **3** Full-service facilities throughout Broward
- **2** Hands-on Computer Labs – **75** Computers
- More than **1441** programs offered
- More than **639** FREE seminars
- More than **802** FREE hands-on classes
- **14** Full Time Broward-based Professionals



Be On the Lookout For These Top 2019 Broward Events

And be sure to register early!

- Business After Hours networking
- Boat Tour of Fort Lauderdale Intracoastal properties
- City Spotlight Series with the latest local updates
- Rock the Market featuring top Trends, Tools & Technology
- Plus DOZENS of other valuable & unique events

BROWARD Resources

Broward Main: 954-335-5200

E-mail: membership@miamire.com

Transfer Hotline: 954-843-9779

Transfer E-mail: transfers@miamire.com

Website: www.miamiRealtors.com/broward

■ East Broward/DCOTA:

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

■ West Broward/SAWGRASS:

13680 Northwest 14 Street
Sunrise, FL 33351

■ NE Broward/Fort Lauderdale:

6451 North Federal Highway, Suite 116
Fort Lauderdale, FL 33308

From Martin to Miami-Dade We've Got Our Members Covered

In August of 2016, Jupiter-Tequesta-Hobe Sound (JTHS) and the MIAMI Association of Realtors formed a partnership that connected collective memberships spanning across four counties. Within two short years, this collaboration has created one of the most recognized and respected brands in the nation, resulting in an unparalleled selection of products and services. As a result, JTHS-MIAMI members continue to thrive and succeed as part of the largest REALTOR® Association in the country.

It's All About Our Members at JTHS-MIAMI

While offering timely educational programs and the latest products and resources are some of the pillars of our Association, at our core is customer service – serving YOU, our valued members. We've made great strides in enhancing your JTHS-MIAMI membership experience. In addition to assembling a top-notch professional team, we have made improvements to the office to ensure it is the most member-

centric and professional environment you deserve. If you haven't visited JTHS-MIAMI lately, we encourage you to stop by and meet the team - and help yourself to a fresh cup of Starbucks coffee while you are there!

The JTHS-MIAMI Board of Governors

The JTHS-MIAMI Board of Governors are the eyes and ears for the local real estate market. As the VOICE for the members, JTHS-MIAMI 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 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



JTHS Events Bringing a Rich History into the Future

While JTHS-MIAMI has established a reputation for hosting amazing events during the day, our after-hours have become some of the best in South Florida. In 2018, hundreds of JTHS-MIAMI members and guests attended numerous Business After Hours networking events at some of the hottest venues across Palm Beach and Martin Counties. At these can't-miss gatherings, attendees are treated to complimentary appetizers, great drink specials and networking with the area's finest real estate professionals. Keep your evenings open, as we hope to see you at some of our "Biz After Hours" events in 2019.





Danielle Y. Clermont
Chief of Broward & Palm
Beach Operations
daniellec@miamire.com



marketing tools, JTHS-MIAMI Members know they have the competitive edge needed to win those buyers and sellers.

Professional Development

Since the JTHS-MIAMI merger two years ago, JTHS-MIAMI's Professional Development program has moved into the fast lane – and shows no signs of slowing down. In addition to increasing the number of classes offered, members have had the

opportunity to experience many new classes taught by nationally-recognized instructors. With over 1,600 participants attending classes in 2018 and many new classes slated for the year ahead, we know 2019 is poised for great success.



JTHS-MIAMI YPN

Jupiter's Young Professionals Go Above and Beyond

Once again, our JTHS-MIAMI Young Professionals Network (YPN) surpassed expectations and shattered records. Throughout 2018, this dedicated group of career-minded professionals planned and executed a number of highly-successful events that solidified JTHS-MIAMI YPN's place on the map. But it's not all about work...from several after-hours mixers, a St Patty's themed mini-golf event, and a sold-out Battle of the Bartenders, our JTHS-MIAMI YPN has cultivated a great balance of work and play. And to top it off, our 1st Annual JTHS-MIAMI YPN Legends & Millennials Panel was standing room only, further solidifying the interest and engagement of our younger members.



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 the latest selection of exclusive, state of the art marketing tools and resources have empowered our members with a unique and competitive advantage in the real estate marketplace. Find out why many of your peers have joined JTHS-MIAMI by going to MiamiRealtors.com/JTHS

- **LOWEST AGENT DUES**
of any Palm Beach-based Association
- **SUPRA EKEY SERVICE INCLUDED**
with MLS membership (no monthly fees)
- **7 CONVENIENT LOCATIONS** - 1 in Jupiter
+ 3 in Broward + 3 in Miami
- **MORE EDUCATION**
than any other local Board, with 4,000
classes a year
- **200+ PRODUCTS & SERVICES**
to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE**
on over 750 websites &
200 international partnerships
- **STARBUCKS COFFEE**
is always complimentary at each of
our offices
- **AND SO MUCH MORE!**

JTHS-MIAMI Resources

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

2151 Alternate A1A South, Suite 1100
Jupiter, FL 33477

Email: jths@MiamiRealtors.com
Website: JTHSRealtors.com



facebook.com/JTHSRealtors



Twitter.com/jthsmiami



Instagram.com/jthsmiami

MIAMI YPN: Curating the Newest Real Estate All Stars

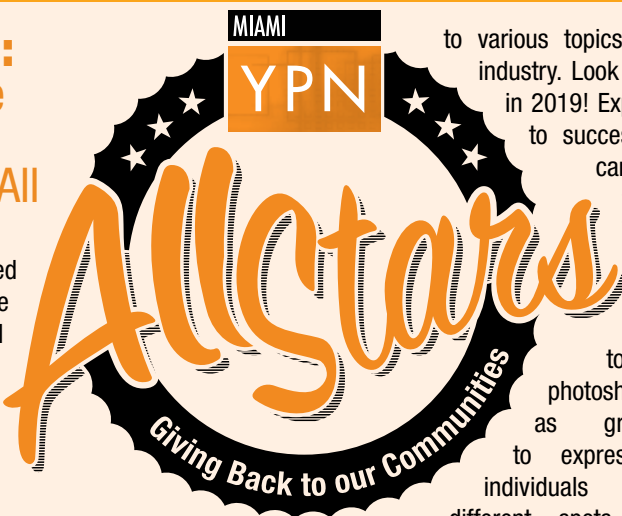
After be recognized as network of the year by the National Association of Realtors in 2017, MIAMI YPN Leaders knew they were on to something special.

Fresh off the win, MIAMI YPN embarked on a brand-new mission to bring the highest level of education and exposure to MIAMI Realtors youngest members. YPN All Stars, a sub group of MIAMI YPN, was created to engage our most active member base. For just \$30 members received YPN All Star swag, free classes, and other benefits not offered through the regular MIAMI YPN membership. In 2018 alone, 130+ members have signed up to be a YPN All Star. Outside of YPN All Stars, the MIAMI YPN Leadership board oversees 3 chapters in Miami-Dade, Broward, & Palm Beach that promote professional collaboration through social and community involvement. Its leaders are committed to staying informed of the latest tools, resources, and network opportunities for the Realtor community. Joining YPN can provide lifelong benefits to your business through real estate-oriented activities and education formulated to help you excel in the real estate industry:

YPN All Star Benefits:

YPN All Stars had an incredible first year. Over 130 members have signed up for the benefits and many have reaped its rewards. Education and exposure are two great ways to gain prominence in the MIAMI market.

Realtors who learn more typically earn more. YPN All Stars had the opportunity to attend almost 10 different classes in both Miami-Dade and Broward free with their membership. Classes were created and presented by the MIAMI YPN Leadership Board, providing real world context and applications



to various topics in the real estate industry. Look for fresh curriculum in 2019! Exposure can also lead to success in a real estate career, especially through social media. Throughout 2018, YPN All Stars were provided different opportunities to participate in photoshoots, which served as great opportunities to express themselves as individuals while showcasing different spots throughout South Florida. These photoshoots are a great way to stay top-of-mind with your sphere of influence while showcasing lifestyle and living choices for clients or customers. Not to mention, you will receive hundreds of likes along the way.



To sign up for YPN All Stars, go to www.miamiRealtors.com/ypnallstars.

Education & Government Affairs:



Some MIAMI YPN Members have found success in a relatively short period of time. The best part is most of them are willing to share what they have learned, so you don't have to make the same mistakes they did! Not to mention, the Miami real estate market is constantly changing. So, to address those changes, MIAMI YPN is constantly adapting their curriculum to stay current with the times. Whether you are looking to get your feet wet regarding a certain topic or need a refresher in a certain area, MIAMI YPN will keep you on the straight and narrow to success. Classes are \$15 each, but free for MIAMI YPN All Stars. MIAMI YPN also takes their education on the road every year by presenting at the District 4 Conference, which takes place in the Florida Keys annually.

Community Outreach:

Now through its second year, "MIAMI Realtors are Changing Communities," has continued to bring placemaking, diversity, & smart growth grants that help improve the communities that our Realtors serve every day. From creating a brand-new Bahamian market for a group that wanted to share their traditions with the world to helping build a sensory garden that will help people with disabilities learn about plants and nature, MIAMI YPN along with rest of the MIAMI Leadership will be collaborating on many community projects throughout 2019 in a community near you. MIAMI YPN is always open to new outreach ideas and ways to make the community better. You're always welcome to help and to sign up to volunteer!



To view what projects, go to www.MiamiRealtors.com/volunteers



Speaker Spotlights Auditions

If you have a topic that you would like to share with the rest of South Florida, be sure to audition at our Speaker Spotlights. The best presenters are invited to teach classes at MIAMI Realtors 7 locations and present at the District 4 Conference, which will take place in Key West in 2019. Besides education, MIAMI YPN is also very passionate about homeownership rights and government affairs. Every year, MIAMI YPN Leaders join other MIAMI Leaders and Members in Tallahassee for Great American Realtor Days (GARD) and at the National Association of Realtors Legislative Meetings in Washington D.C. to meet with state and national elected officials to advocate for homeownership rights and issues that impact the real estate industry. See page 31 for an overview of the power of government advocacy and how it helps protect consumer and property rights and the real estate industry.



2019 Upcoming Events

- Legends & Millennials Series
- MIAMI v. Broward v. Palm Beach Bowling Night
- REBarCamps
- Florida Panthers Hockey Game Night Meet Up
- 2018 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 Instagram:
@MiamiYPN

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

Signature Events

The easiest way to make your local YPN successful is to host engaging and fun events. Most MIAMI YPN events strike the perfect balance between education and entertainment.

REBarcamps & Legend & Millennials

Every year MIAMI YPN hosts REBarcamps in both Broward and Miami-Dade for Realtors and affiliates to connect, communicate, and collaborate on some of the most daunting tasks in real estate. Each REBarcamp hosts four breakout sessions every half hour for members to discuss the best practices on a certain topic. Our Realtors usually leave REBarcamps with multiple strategies to immediately implement in their business along with making new contacts along the way.



Legends & Millennials is another event that greatly inspires our members. MIAMI YPN hosts two different panels, one of younger professionals who have found success in a relatively short period of time, and the other a group of experienced Realtors who have built their real estate empire. Members get a few minutes at the end of every panel to ask questions from the experts. This event demonstrates that there is more than one way to find success in the real estate industry and that having a unique business practice can sometimes pay dividends in the long run. Be on the lookout for Legends & Millennials during the second half of 2019.

If you're looking to unwind after a busy day, MIAMI YPN has you covered here, too. MIAMI hosts many networking events at the hottest venues in South Florida. Enjoy a few hors d'oeuvres and visit the MIAMI YPN Table! We always look forward to making new friends.



If you're more into having "frenemies," MIAMI YPN is no stranger to some friendly competitions. Skate with us before a Florida Panthers hockey game at the BB&T center. MIAMI YPN Leadership Board Member David Silverman has yet to lose a race on the ice! After skating, cheer the Panthers on from the luxury box. If hockey isn't for you, we typically look to host events with other local professional sports teams. If playing games is more your speed, MIAMI YPN hosts the biggest YPN bowling tournament in Florida - 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. No matter what type of activities you're looking for, MIAMI YPN has the hook-up!



"MIAMI YPN has been a blessing in so many ways! This group of professionals has provided me the confidence and inspiration to take on any issues I've had in this industry. As this incredible group grew, so too did my connections in MIAMI real estate, which is so incredibly important when getting your start. I love that we use the hashtag "together we are better," because trying to take on this industry alone is a daunting task. As your next President for MIAMI YPN, our chapter will find more ways to collaborate as a cohesive group in 2019 and make our global market a better place one young professional at a time."

- Wesley Ulloa
2019 MIAMI YPN President



Join NOW at:
Miamire.com/YPN

THANK YOU... 2018 RPAC/PAF Major Investors

Golden R - \$5,000 Initial Investment (\$2,000 to Sustain)

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



Hall of Fame includes members who have invested at least \$25,000 to RPAC/PAF.

Crystal R - \$2,500 Initial Investment (\$1,500 to Sustain)



Sterling R - \$1,000 Annual Investment



Want to see yourself here next year? 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!

Make your investment today! FloridaRealtors.org/invest

Realtors don't just sell real estate, we transform communities. Special thanks to our volunteers for their selfless dedication and generosity. Below are some of the 2018 highlights:

MKTplace at Goombay Plaza Mural 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 for the community with a distinctive Grove-Caribbean flair, infused with art and music for special events.



We worked with local children from The Barnyard, The START Program and The Home Team (all local after-school programs) to create the vision for the mural on the featured wall. Wendell McShine, a Caribbean artist, incorporated the children's work into a food-to-art interpretation for the mural, which MIAMI Realtors sponsored through the NAR grant program. At the kick-off block party, with over 130 local participants, University of Miami dedicated the plaque (pictured below) to the MIAMI Realtors. Miami YPNs rocked this one!

Plaza 98 Bench in Miami Shores



MIAMI Realtors partnered with Miami Shores Village, 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. As our final piece, we donated a bench for the residents. Special thanks to Miami Shores resident and Realtor Ines Hegedus-Garcia for all of her hard work on this project.



Miami Shores Mayor Mac Glinn, Ines Hegedus-Garcia & MIAMI Realtors Chairman George Jalil at ribbon cutting ceremony of the bench donated by MIAMI Realtors.

Miami Springs Boat Ramp & Tiki Hut

Miami Springs Mayor Billy Bain has big plans for this boat ramp area and it all starts with a "Tiki Hut", donated by MIAMI Realtors. Championed by Councilwoman Maria Puente Mitchell, the vision is to revitalize the river. The city recently restored the boat ramp for residents to launch canoes and kayaks and planted new landscaping on the corner of Albatross St. and North Royal Poinciana Blvd. Stay tuned for the kayak races the city plans to host in the spring. Special thanks to Miami Springs resident and Realtor Maria Carrillo for her perseverance in making this happen.



Cinquez Park Dog Agility Equipment in Jupiter

Jupiter residents are excited about the new Cinquez Park, which opened on October 27, 2018, and they should be. This beautiful open space, located at 2183 W. Indiantown Rd., features three new dog parks, sidewalks, gazebos, a lake and more. JTHS-Miami is proud to have partnered with the Town of Jupiter to donate dog agility equipment for this amazing new space. Special thanks to Barb Fox, Kim Price and Lynne Rifkin for their determination.



Chapman Partnership Dinner for the Homeless



MIAMI Realtors joined Chapman Partnership once again to provide dinner to 500 homeless residents. Chapman Partnership serves 5,000 homeless men, women and children each year. With the help of 20,000 volunteers, they serve 3 hot meals a day, 365 days a year.

Upcycled Living South Miami's Container Home

It all started with one idea – Upcycled Living! Could we repurpose a shipping container into livable space for an affordable price as part of the solution to workforce housing while also helping the environment?



MIAMI Realtors leaders took the lead and received a grant from the National Association of Realtors to identify the barriers, affordability and viability for this type of housing. We worked with Miami-Dade County Mayor Carlos Giménez and Public Housing & Community Development (PHCD) to identify a parcel of land and last November, the Board of County Commissioners approved the deed transfer for us to proceed. CBS 4 Miami featured the story.

Thank you, Jack H. Levine, for taking the lead on this project and donating numerous hours for a great cause, to Evan Fancher with South Miami's CRA for your guidance and to Cheryl Lambert, Florida Realtors Vice President for your leadership and endless encouragement. Next Step - Groundbreaking in South Miami.

Government Affairs & Housing

Tackling the Demand for Housing Everything is on the Table...

With the Atlantic Ocean to the East and Everglades to the West, it's no secret, we have limited land and this drives up the cost of housing. Two years ago, Miami Realtors Board of Governors began examining different housing concepts to increase our housing supply and address affordability. Below are some of the big ideas that came from our planning session, along with some others we've adopted along the way. We're excited that many of the original ideas are now becoming a reality.

Container Homes

They're a viable, trendy solution and perfect for shotgun lots. Miami Realtors received a grant from the National Association of Realtors to build a container home as a pilot program in order to study the affordability and barriers. Miami-Dade County donated a parcel of land, which prompted commissioners to ask, "How many other surplus lots can be used to build workforce housing?"



Overlay Zones

The container project also prompted another intriguing discussion in the City of South Miami. Mayor Philip Stoddard suggested that perhaps the commission should consider an "overlay zone" for the 40+ non-conforming shotgun lots within the city. The city could reduce minimum setback requirements for non-conforming lots so that a tiny home could be built or reduce the minimum landscaping to make it affordable, etc.

Parking Garage Units

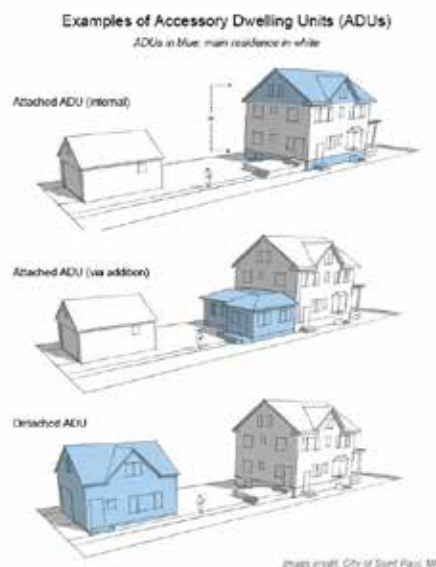
Miami Beach's City Commission is exploring the idea of putting a floor (or two) of affordable housing units on top of the public parking



garages. They have narrowed the selection to the 13th Street and Collins Ave parking garage. With the increasing need for curbside pickup and drop-off locations and declining demand for actual parking spaces, architects in California have already begun incorporating new garage designs that can be easily converted later. Where will the future take us?

Accessory Dwelling Units (ADUs)

An ADU is a secondary dwelling unit with complete independent living facilities. In South Florida, they are more commonly referred to as "illegal efficiencies", but should they be? The California legislature recognized that ADUs are an essential component in meeting housing needs and has prohibited local governments from adopting an ordinance to preclude them. Instead, they have provided an outline for local governments to regulate them, maximizing and integrating housing choices within existing neighborhoods.



Repurposing Underutilized Commercial Space

A South side Milwaukee building that once housed a Schuster's department store, then a series of retail vendors and county departments, was finally

converted into remodeled retail space on the first floor, a child care center on the fourth and 90 mixed-income apartments on the other levels with the help of Low Income Housing Tax Credits (LIHTC). That's just one example of repurposing existing space into mixed use. The National Housing & Rehabilitation Association (NH&RA) will hold its Annual Meeting & Symposium at the Fontainebleau in Miami Beach, Feb. 27 – Mar. 2, 2019. We look forward to working with them to learn about more creative solutions to repurposing commercial space.

Teacher Housing on Campus

We were excited to see that Miami-Dade County Public Schools has considered proposals to put teacher housing on or near school campuses. Some of the initial locations discussed were Brickell and Overtown. A private developer in Doral is also incorporating units into a plan for a new charter school.

Micro-Units

Popular in other urban areas, micro-units are still a new concept for South Florida. Wynwood has been the popular go-to destination for developers looking to construct these 400 sq. ft. units, but will this movement continue? The City of Miami hopes so and approved a Miami 21's zoning change to reduce the minimum size of micro units from 400 sq. ft. to 275 sq. ft. in Transit-Oriented Development (TOD) areas.

Houses of Worship

Religious organizations service the needs of a community and often times own oversized lots, so it would seem a natural fit for a house of worship to provide additional onsite housing, but there is a catch. Vacant property owned by religious entities qualify for a property tax exemption. They would lose this exemption as landlords. Perhaps the Florida Legislature should review this and determine if it's time for a change.



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Chief of Public Policy

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Ana Maria Rodriguez, MSL
Vice President
of Public Policy

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Community Land Trust (CLT)

CLTs are primarily used to ensure long-term housing affordability by separating the land from the improvements (house). How does it work? A nonprofit organization buys land and places it in a community land trust. A buyer purchases a house outright, but leases the land underneath for a small fee to the nonprofit. The buyer agrees in advance to resale the house for predetermined amount, ensuring that the homes remain permanently affordable, and received the added benefit of only paying property taxes on the house, not the land. It's a win/win. For more info, visit MiamiRealtors.com/CLT.

Condo Financing

Perhaps the most overlooked solution is right in front of us - literally. We have existing affordable inventory in condo market, but unless an association is putting 10% of the budget into a reserve account, a buyer has to come up with 25% as a down payment in order to qualify for a loan*. Buyers in other states only have to put 10 percent. We have identified this as a major issue and will continue to fight for a change.

	Full Reserve	Partial or Streamlined Reserve	Florida
Fannie Mae's Limited (84-2.2-01)	3-5% Down	30% Down	25% Down
Freddie Mac's Streamlined (Sec. 5701.4)	5% Down	30% Down	25% Down

On that same \$200,000 unit, you now need a \$50,000 down payment!

*- There are other qualifying factors, but a lack of budget reserves is the most common disqualifier.

Other Ideas by Local Elected Officials

Inclusionary Zoning (IZ)

Miami Dade County Commissioner Barbara Jordan successfully passed an inclusionary zoning ordinance in 2007 that created a voluntary IZ program for new construction, but her goal continues to be mandatory (MIZ). The IZ concept is for developers to build more units (higher density) if they commit to setting aside and selling a certain number to units to our workforce, individuals who earn 65-140% of the area median income (AMI) in Miami-Dade's model. In lieu of this set aside, developers could pay a fee to the affordable housing trust fund for the higher density. Under the mandatory proposal, the set aside would be required. Developers would have to pay the fee if they

didn't set aside the workforce units. In early 2008, the Town of Davie's Council adopted MIZ, but soon suspended it for 2 years when they saw a significant decrease in new construction. The Town of Jupiter adopted MIZ in May 2015 and the City of Miami passed an ordinance on first reading for MIZ in the Omni Community Redevelopment District. For more info, visit MiamiRealtors.com/IZ.

Vacancy & Luxury Taxes

Four Miami-Dade Commissioners met publicly to discuss imposing a vacancy and luxury tax, similar to what Vancouver, Canada has done. The proposed concept would require approval from the Florida Legislature, as it would levy additional property taxes and create a new real estate transfer fee. Commissioner Jordan has directed staff to draft a resolution urging the legislature to allow it.

Vancouver Real Estate Taxes



"The market has been extremely slow ever since July 2016, when the 15% foreign buyers' tax was introduced," he said. "So far this year, only 18 homes were sold in the area, the lowest level on record since the 1980s; adding 5% transfer tax for foreign buyers will make it worse."

Real Estate Taxes	Percentage	Frequency
Vacancy Tax (Empty Homes)	1% - Taxable Value	Property Tax
Luxury Tax	5% - Sales Price of C\$3M (\$2.36 Million U.S.)	Transfer Tax
Foreign Buyers Tax	20% - Sales Price	Transfer Tax

In West Vancouver, arguably the most expensive housing market in British Columbia and even across Canada, according to Mr. Smeaton, there were only 505 single-family sales in 2017, down from 817 in 2016. On busy years, it used to reach 1,000 sales.

Source: <https://www.mansionglobal.com/articles/luxury-brokers-in-vancouver-wary-as-property-taxes-hiked-89354>

Special Thanks to the Master Brokers Forum's

Miami Chapter and Alicia Cervera Lamadrid for hosting a RPAC reception at Aria on the Bay and to our dynamic speaker Leigh Brown, NAR's 2019 Realtor Party Fundraising Liaison from Concord, North Carolina.



2018 REALTOR® Wins



State Representative Ana Maria Rodriguez

Congratulations to our newly elected State Representative Ana Maria Rodriguez, representing House District 105 (parts of Doral, Naples, Miramar and Sweetwater). Ana Maria served as a Doral Council member for the past eight years and as a MIAMI Realtors professional for the past four. She has passionately advocated for Realtor issues and now will have the opportunity to champion them at our State Capitol in Tallahassee, FL.

FL Voters Approved Amend. 2

Florida voters permanently extended the 10% assessment cap for non-homestead properties (except for school district taxes) when they approved Amendment 2 last November, averting what could have been a large, sudden unexpected tax crisis for more than 530,000 properties in South Florida. If Amendment 2 had failed to garnish 60% of the voters' approval, property owners in Broward, Miami-Dade and Palm Beach Counties alone would have seen an immediate increase of \$422 million on their 2019 property tax bills.





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Who was Searching Miami Real Estate in 2018?

	Colombia 11.4%
	Venezuela 8.2%
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	Canada 6.2%
	Argentina 4.8%
	Brazil 4.5%
	Pakistan 4.3%
	Spain 3.8%
	Dominican Republic 3.0%
	Philippines 2.9%

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INTERNATIONAL SCHEDULE

Viennese Real Estate Ball
March 1, 2019
Vienna, Austria
www.immobiliensball.at

MIPIM 2019
March 12-15, 2019
Cannes, France
www.mipim.com

Learning To Succeed Real Estate Cluster
April 2019
Belgrade, Serbia

AREAA Global & Luxury Summit
April 13-15, 2019
Beverly Hills, CA
www.areas.org/event/2019-areaa-global-luxury-summit

FIABCI 70th World Real Estate Congress
May 27-31, 2019
Moscow, Russia
fiabci.org/en/world-congress

SIMA 2019
May 30 – June 2, 2019
Madrid, Spain
simaexpo.com

Inmoción
June 13-14, 2019
Port Aventura, Tarragona, Spain
www.inmocionate.com

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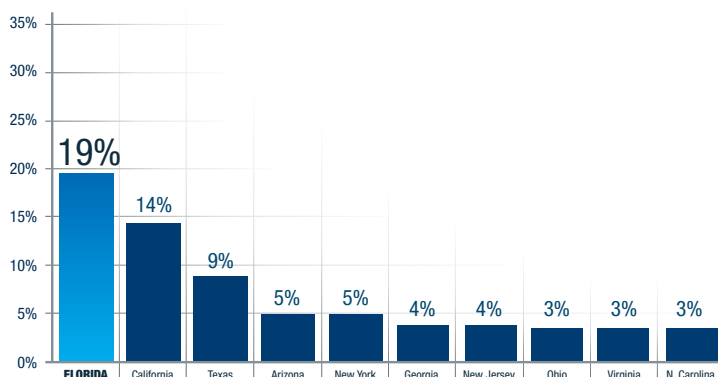
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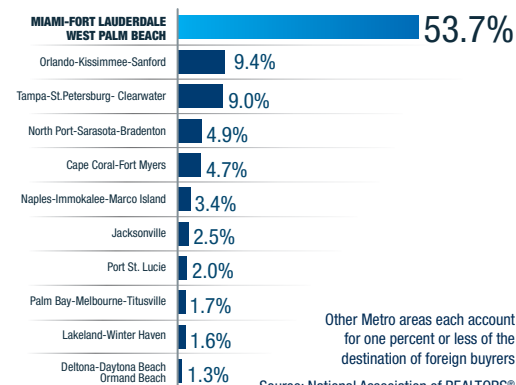


Major U.S. Destinations of Foreign Buyers



Source: National Association of REALTORS®

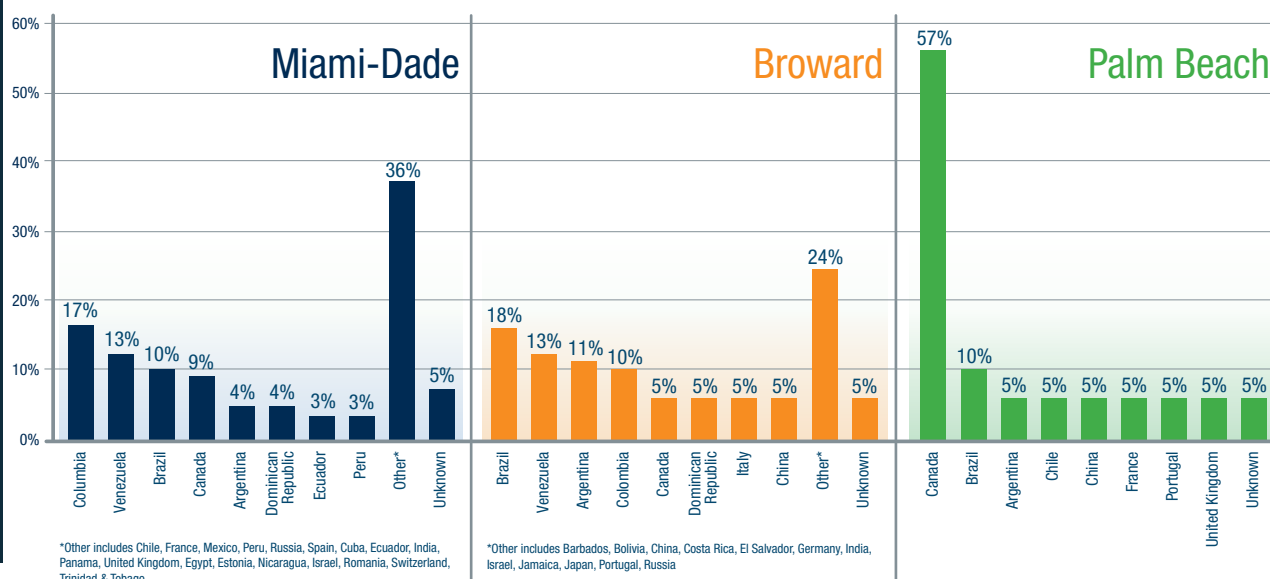
Top Markets for Foreign Buyers in FL - 54% Choose S. FL



Other Metro areas each account for one percent or less of the destination of foreign buyers

Source: National Association of REALTORS®

Top Foreign Buyers



*Other includes Chile, France, Mexico, Peru, Russia, Spain, Cuba, Ecuador, India, Panama, United Kingdom, Egypt, Estonia, Nicaragua, Israel, Romania, Switzerland, Trinidad & Tobago

*Other includes Barbados, Bolivia, China, Costa Rica, El Salvador, Germany, India, Israel, Jamaica, Japan, Portugal, Russia



Lynda Fernandez, CAE, RCE, CIPS, TRC, e-PRO
Chief of Communications
& International

lynda@miamire.com



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MIAMI now has 204 international real estate partners, the most of any Realtor Association in U.S. 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 in more than 50 countries and five continents.



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World Property Business Club & OPISAS



China Associations & AREA



Turkey - TEMFED



Spain - FAI

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- FIABCI Arabic Countries
- FIABCI Germany
- FIABCI USA

ASIA

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- Ningxia Real Estate Association (China)
- Sichuan Real Estate Association (China)
- Overseas Property Alliance (Hong Kong)

EUROPE

- FAI - Federación de Asociaciones Inmobiliarias (Spain)

EUROASIA

- Georgian National Association of Real Estate (Georgia)

LATIN AMERICA

- Lonja de Propiedad Raíz de Cali y Valle del Cauca (Colombia)
- ACOBIR (Panama)
- ASAI - Asociación Salvadoreña de Asesores Inmobiliarios (El Salvador)

MEXICO

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- AMPI Sección Xalapa
- FIABCI Mexico Young Members
- AMPI Sección Morelia
- AMPI Sección Manzanillo
- AMPI Sección Pachuca
- AMPI Sección Mazatlán
- AMPI Sección Querétaro
- AMPI Sección Ciudad de Puebla
- AMPI Sección Ciudad Juárez
- AMPI Sección Cuernavaca
- AMPI Sección Veracruz
- AMPI Sección Tampico
- AMPI Sección Guaymas - San Carlos
- AMPI Sección Tijuana
- AMPI Sección Mexicali
- AMPI Sección San Juan del Rio y Municipios Mágicos
- AMPI Sección Metropolitana del Estado de Mexico, A.C.

WORLDWIDE

- World Property Business Club
- Overseas Property Investment Solutions and Services (OPISAS)



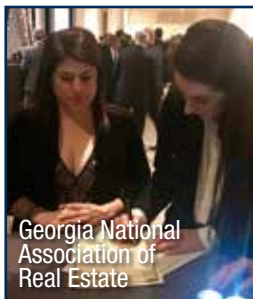
Hong Kong - Overseas Property Alliance



Mexico AMPI - Cancún



México - AMPI Sección Xalapa & FIABCI Young Members



Georgia National Association of Real Estate



FIABCI Moscow



El Salvador - ASAI



FIABCI Arabic Countries

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gransaloninmobiliario.com

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Cartagena de Indias, Colombia
direccionadministrativa@fedelonjas.org.co

AMPI - XLVIII Congreso Nacional

Oct. 16-18, 2019
Centro de Convenciones San Luis Potosi
San Luis Potosi, Mexico

AREA National Convention

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Boston, MA
www.areaa.org/upcoming-events

MIAMI International Congress

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MiamiCongress.com

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www.conference.realtor



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February 6
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11
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6
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15 & 16
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20
21

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on Calendar



HQ - ABR Designation (Spanish)

HQ - Real Estate Investing (ABR Elective)

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CIPS Local Markets - 7CE

SRS: Seller Representative Specialist

CIPS: Americas and International Real Estate - 7CE

CIPS: Global Real Estate Transaction Tools - 7CE

CIPS: Asia/Pacific & International Real Estate - 7CE

CLHMS: Certified Luxury Home Marketing Specialist - 8CE

CIPS: Europe and International Real Estate - 7CE

District Four Conference -
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SRS: Seller Representative Specialist

SRS: Seller Representative Specialist

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MRP: Military Relocation Professional - 8CE

MRP: Military Relocation Professional - 8CE

CLHMS: Certified Luxury Home Marketing
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Rick is an award winning real estate professional; with over 30 years of experience in the real estate industry and is a past member of NAR Board of Directors, Florida Realtors Board of Directors and Florida Realtors Honor Society and was named Realtor of the Year in 2004 and Educator of the year in 2010.

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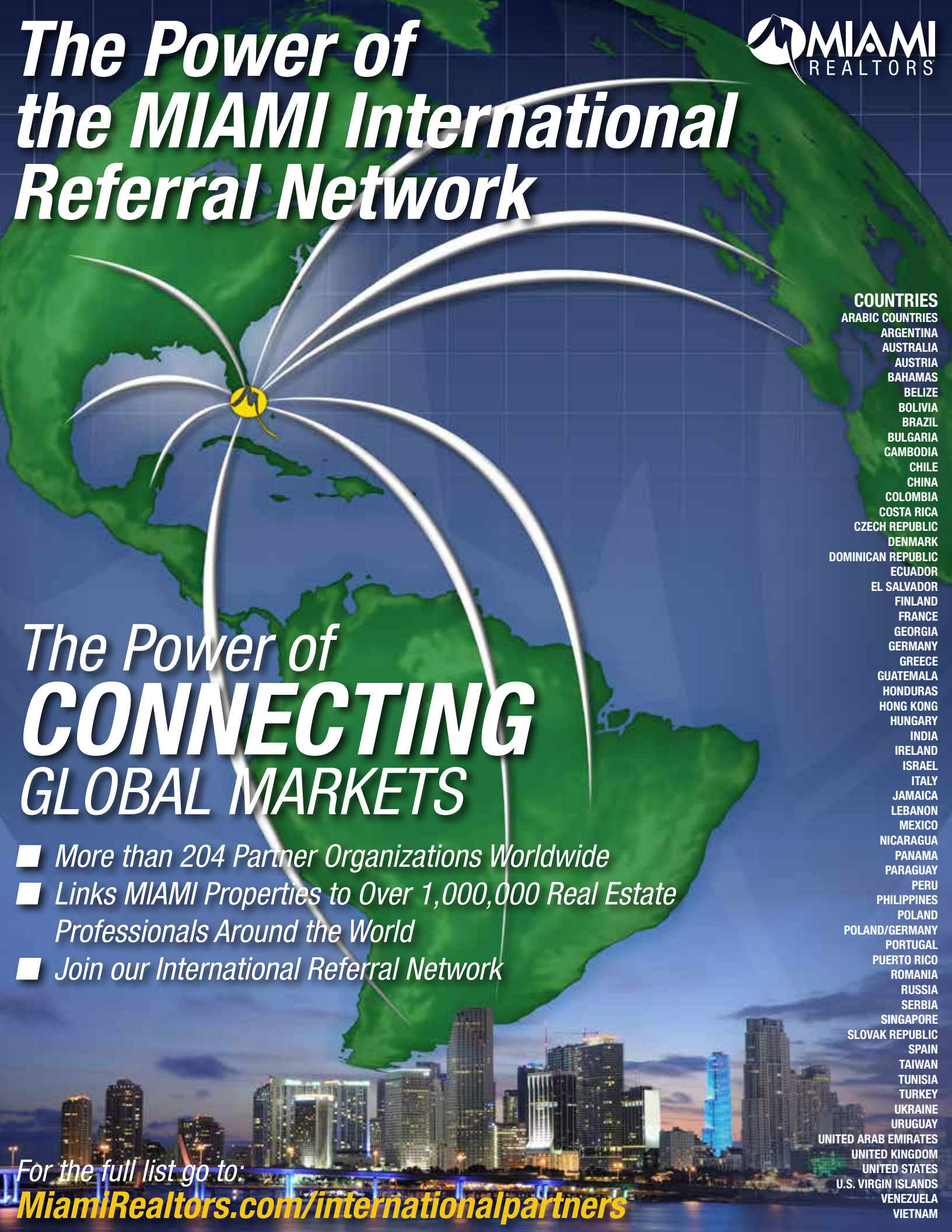
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