

MIAMI-DADE | A Top-Ranking Market

#1 Most Diverse City in the World

Source: World Population Review, 2023

#5 Best Startup Hub in the U.S.

Source: Stripe, 2023

#2 Luxury Price Appreciation in the World

Source: The Knight Frank Prime Global Cities Index, 2023

#9 Most Venture Capital Deals among major U.S. Metros (Miami-Fort Lauderdale)

Source: Pitchbook, 2023

#9 Best Bar in North America (Café La Trova in Little Havana)

Source: Worlds50BestBars.com, 2023

#2 America's second-busiest airport for int'l passengers (MIA)

Source: ACI, 2023

#1 U.S. City for Gen Z tech workers

Source: Jotform, 2023

#1 Most Inbound Population Gains in the U.S. (2019 to 2022)

Source: U.S. Postal Service change-of-address data, 2023

#7 Top real estate market in the U.S.

Source: PwC 2023 Emerging Trends in Real Estate Report

#12 Best Meeting and Convention Destination in North America

Source: Cvent, 2023

#4 Most Super-Prime (\$10M+) Residential Sales in the World

Source: 2023 Knight Frank Wealth Report

#15 Best City in the U.S. (#52 in the World)

Source: Resonance, 2023

#3 Tallest Skyline in the U.S.

Source: Skyscrapercenter.com, 2023

#7 Most Instagrammed City on the Planet

Source: Resonance, 2023

#5 Most Important Real Estate Market for the World's Wealthiest People

Source: 2023 Knight Frank Wealth Report

#5 Where the Super-Rich Own Property in the World

Source: Altrata, 2023



MiamiRealtors.com



MIAMI's

TAX PROGRAMS

MORE with MIAMI

These products are included with your MIAMI Membership at **NO Additional Charge!**

Search property sales history, complete a CMA, create mailing labels and verify ownership



Features

	iMapp	Remine Pro	Realist	RPR
Miami-Dade, Broward and Palm Beach	✓	✓	✓	✓
Frequency of Sales Updates	Daily	Daily	Daily	Weekly
Comparable Market Analysis (CMA) ✓	✓	✓	✓	✓
Link to tax record from MLS listing	✓			✓
Dade and Broward MLS data included	✓	✓	✓	
Ability to save searches	✓	✓	✓	✓
Email Reports	✓	✓	✓	✓
REO Search	✓	✓	✓	✓
Interactive Maps		aerial-street-plat-flood heatmap-AirBnb	aerial-street-plat-flood aerial-street-plat	aerial-street-flood-heat POI's-geographic area
Foreclosure	✓	✓	✓	✓
Demographics	✓	✓	✓	✓
Mailing Labels	5,000	✓	2,500	5,000
Designer Charts and Graphs		✓	✓	✓
Neighborhood Profile	✓	✓	✓	✓
Mobile/Tablet version	✓	✓	✓	✓
Mortgage Detail	✓			
Flood Zone Information	✓	✓		
Nationwide Tax Data		✓	✓	
Florida Tax Info	✓	✓	✓	✓

Things Remine does in addition to the above list:

- Estimated Mortgage Balance information
- Direct integration with a mailing company
- Consumer information/Contact info
- Predictive analytics
- Interactive Share

WANT TO LEARN MORE?

Take a class

- iMapp Tax Roll Solutions
- Realist Tax Roll Solutions
- REALTOR Property Resource
- Remine Pro



Register for these classes at miamirealtors.com/calendar

* This product does not contain all Broward county MLS data



****When You List With Me...
As a MIAMI member, my listings
are featured on MORE than 200
websites around the world and
shared with more than 260 MLSs
across the country, including:***

*Realtor.com
Homes.com
Apartments.com
Apartamentos.com
ForRent.com
ApartmentFinder.com
ApartmentHomeLiving.com
ForRentUniversity.com
RealtyTrac
Juwai
Realopedia
Rent.com
VendeTuCasa
Zumper
RPR- Realtor Property Resource
Commercial RPR
SouthFloridaOpenHouseSearch
SouthFloridaCommercialPropertySearch
ProxioConnect
ProxioDeveloperShowcase
TerraFly PRO
iMapp
FloridaLivingNetwork
GlobalPropertyXchange
WorldProperties.com
InternationalMLS
CREXi
MIAMI Commercial MLS
MiamiMLSonline
Beacon Council
Brevitas*

MIAMI listings

***... Promoted more places
... on more websites
... around the world***

Brokers & Agents

If your MLS is NOT with MIAMI, you're missing out on all the marketing opportunities around the world – be the listing agent/company sellers choose in today's market to get MORE exposure for their property.

MIAMI listings promoted MORE places around the world. Always MORE with MIAMI.



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For Sellers

When you list with me ...

Your property will receive the most U.S. and global exposure.

Your property will be marketed in 19 different languages – so no matter where buyers are located, the information on your property is available in the language they speak.

Your property will be marketed in 19 different languages – so no matter where your buyer comes from the information on your property is available in the language they speak.

For Buyers

When you work with me ...

Whether it's around the corner or around the world...I can find the perfect property you've been looking for or might want in the future.

My International Referral Network gives you access to real estate professionals, expertise and properties in the U.S. and across the globe.

When You List With Me...

**As a MIAMI member, my listings are featured on MORE than 200* websites around the world.

MIAMI MLS shares listings through RPR with more than 260 MLSs across the country.

Realtor.com	InternationalMLS	DigiPropz	MobileHome.net
Homes.com	CREXi	DreamHomeList	MyHouseDeals
Apartments.com	MIAMI Commercial MLS	FindAPlace4Me	Nest.me
Apartamentos.com	MiamiMLSONline	FlipComp	Nestigator
ForRent.com	Beacon Council	Foyer	NewHomeSource
ApartmentFinder.com	Brevitas	GoKnock	Nextdoor
ApartmentHomeLiving.com	WikiRealty	Home2.me	ParkBench
ForRentUniversity.com	RealtyTrac	HomeBidz	PerfLeek
RealtyTrac	Homes&Land	HomePriceTrends	Properties Online
Juwai	RentalGuide.net	HomeSpotter	Property Simple
Realopedia	Realestatebook.com	HomeValueStore	PropStream
Rent.com	LakeHomesUSA.com	HomeWWinks	Radius
VendeTuCasa	RiverHomesUSA.com	Hommati	RadPad
Zumper	OceanHomesUSA.com	Houses.net	Rent.com
RPR- Realtor Property Resource	RealtyStore	HousesForSale	RentBerry
Commercial RPR	LandNetwork	HousingNow	RentHop
South Florida Open House Search	Foreclosure.com	IdealEstate	SpotScore
South Florida Commercial Property Search	Adwerx	International Property Network	Hullily
ProxioConnect	Amarki	KE.com	USHUD.com
ProxioDeveloperShowcase	ApartmentList	KeyBoom	
TerraFly PRO	BackAtYouMedia	LakeHouse	
iMapp	BankingBridg	LandSearch	
FloridaLivingNetwork	BoEfastApp	LearnMoreNow.com/FindHomes	* Not all properties appear on all websites
GlobalPropertyXchange	BreakthroughBroker	LotNetwork.com	** Sites may change from week to week
WorldProperties.com	BrowsingHome	MashVisor	2021 © MIAMI Association of REALTORS®

MIAMI REALTORS®

International Referral Network

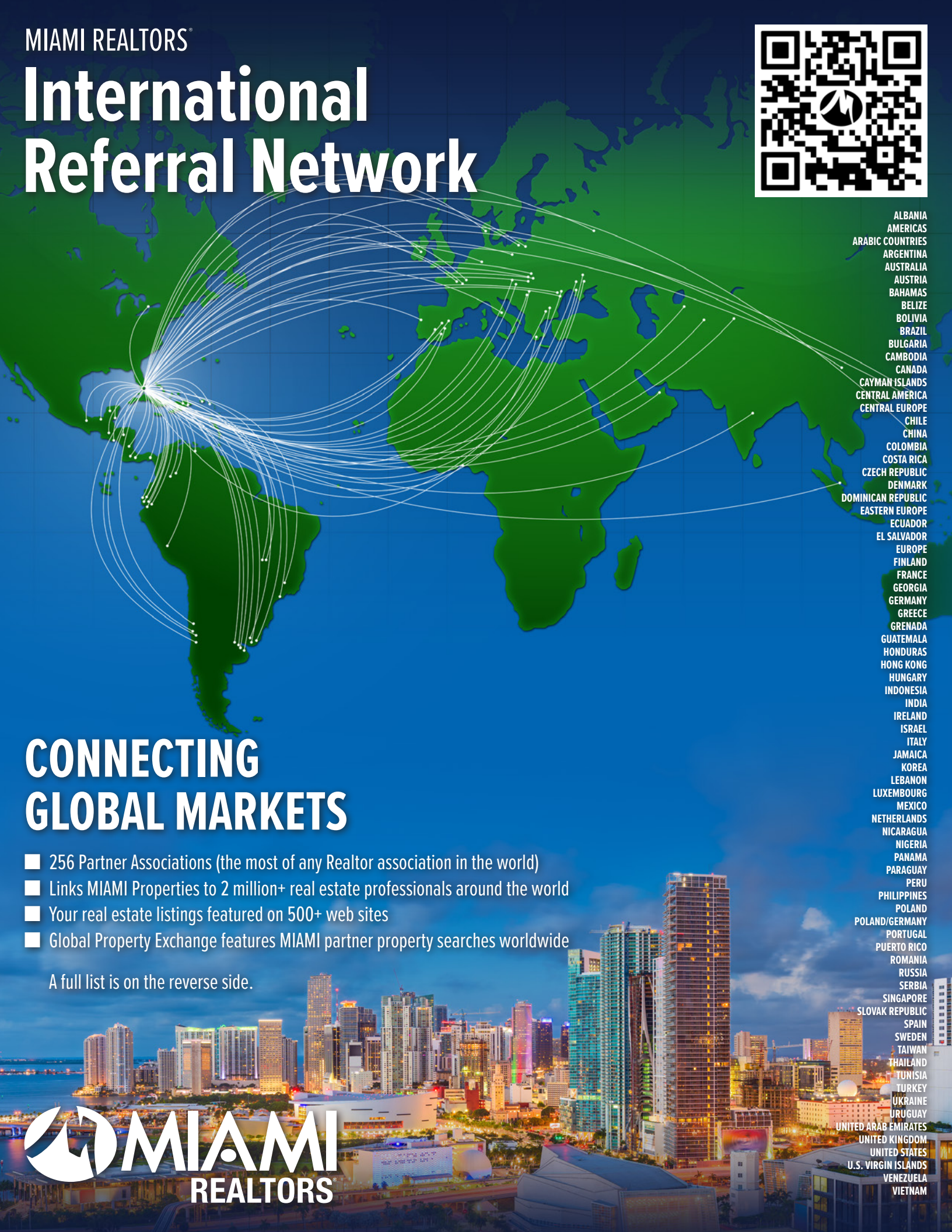


- ALBANIA
- AMERICAS
- ARABIC COUNTRIES
- ARGENTINA
- AUSTRALIA
- AUSTRIA
- BAHAMAS
- BELIZE
- BOLIVIA
- BRAZIL
- BULGARIA
- CAMBODIA
- CANADA
- CAYMAN ISLANDS
- CENTRAL AMERICA
- CENTRAL EUROPE
- CHILE
- CHINA
- COLOMBIA
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- DOMINICAN REPUBLIC
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- TUNISIA
- TURKEY
- UKRAINE
- URUGUAY
- UNITED ARAB EMIRATES
- UNITED KINGDOM
- UNITED STATES
- U.S. VIRGIN ISLANDS
- VENEZUELA
- VIETNAM

CONNECTING GLOBAL MARKETS

- 256 Partner Associations (the most of any Realtor association in the world)
- Links MIAMI Properties to 2 million+ real estate professionals around the world
- Your real estate listings featured on 500+ web sites
- Global Property Exchange features MIAMI partner property searches worldwide

A full list is on the reverse side.



MIAMI Partner Associations

ALBANIA National Albanian Real Estate Association (NAREA) — 2022
AMERICAS Confederación Inmobiliaria de Latinoamérica (CILA) — 2016 FIABCI Americas — 2018, 2019, 2022
ANDORRA FIABCI-Andorra — 2023
ARABIC COUNTRIES FIABCI-Arabic Countries — 2018
ARGENTINA The Argentina Chamber of Horizontal Properties & Real Estate Activities (CAP-H) Camara Inmobiliaria Argentina (CIA) — 2003 Servicio de Ofertas Múltiples (SOM) — 2003 La Federación de la Republica de Argentina (FIRA) — 2003 Colegio de Martilleros y Corredores Públicos de San Isidro (CMCPSI) — 2013 Escuela de Negocios en Real Estate (ENRE) Colegio de Martilleros y Corredores Publicos del Departamento Judicial de la Plata — 2017
AUSTRALIA Real Estate Institute of New South Wales (REINSW) — 2013 FIABCI-Australia — 2023
AUSTRIA FIABCI-Austria — 2022 Die Havsmuvs-Vienna-Austria — 2022 Austrian Association of Real Estate Experts (OVI) — 2016
BAHAMAS Bahamas Real Estate Association (BREA)
BELGIUM FIABCI-Belgium — 2023
BELIZE Belize National Association of Real Estate (BNAR)
BOLIVIA Cámara Nacional Inmobiliaria de Bolivia (CNIB) — 2022 Junta Vecinal de Calacoto — 2014 La Paz Association
BRAZIL SECOVI-SP Sao Paulo — 1996 (*First signed MIAMI international agreement) FENACI — 2008 Associação dos Corretores de Imóveis de Balneário Camboriú (ACIBC) — 2012 Conselho Federal de Corretores de Imóveis (COFECI) — 2005, 2023 Sindicato dos Corretores de Imóveis do Estado do Parana –Sindimoveis — PR — 2014 Conselho Regional de Corretores de Imóveis- Distrito Federal (CRECI-DF) — 2016 Sindicato dos Corretores de Imóveis no Estado de Goiás (SINDIMOVEIS-GO) — 2016 Sindicato dos Corretores de Imóveis do Estado do Espírito Santo (SINDIMOVEIS-ES) — 2016 SIMA Brasil / Sao Paulo Real Estate Expo — 2007 Sindimoveis-MS — 2019
BULGARIA National Real Property Association (NRPA) — 1997, 2002 Bulgarian Association of Business Appraisers — 1997 FIABCI-Bulgaria — 2014, 2019, 2022
CAMBODIA Cambodian Valuers and Estate Agents Association (CVEA) — 2016
CANADA FIABCI-Canada — 2022 Canada Turkey Realtors Alliance (CTRA) — 2022 Toronto Regional Real Estate Board (TRREB) — 2019
CAYMAN ISLANDS Cayman Island Real Estate Brokers Association (CIREBA) — 2019
CENTRAL AMERICA Federación Centroamericana (FECEPAC): El Salvador, Guatemala, Honduras, Nicaragua, Costa Rica, Panamá, República Dominicana y el Caribe de Asociaciones... (8 Associations) — 2010
CENTRAL EUROPE Central European Real Estate Association Network (CEREAN)— 2013
CHILE ACOP Camara Nacional de Servicios Inmobiliarios A.G. (ACOP-CNGI A.G.) Confederación Inmobiliaria de Mercosur y Chile (CIMECH) — 2005 Asociación Gremial de Corredores de Propiedades de Chile (COPROCH) Corredores de Propiedades de Chile
CHINA China Real Estate Association (CREA) — 2018 Ningxia Real Estate Association — 2018 Sichuan Real Estate Association — 2018 China Alliance of Real Estate Agencies (CAREA) — 2019 Alliance of Real Estate New Brokerage Brands (ARENB) — 2019

COLOMBIA Federación Colombiana de Lonjas de Propiedad Raíz (FEDELONJAS) Asociación para el Fomento y Desarrollo Inmobiliario (AFYDI) — 2013 Lonja de Propiedad Raíz de Cali y Valle del Cauca — 2018 La Lonja de Propiedad Raíz de Bogotá — 2023
COSTA RICA Cámara Costarricense de Corredores de Bienes Raíces (CCCBR) — 2010, 2018 Costa Rica Global Association of Realtors (CRGAR) — 2011
CZECH REPUBLIC Assn. of Real Estate Offices of the Czech Republic (ARKCR) — 1997 Assn. of Real Estate Agencies of Bohemia, Moravia, and Silesia — 1997
DENMARK Copenhagen Branch of the Danish Association of Chartered Estate Agents — 1997
DOMINICAN REPUBLIC Asociación de Empresas Inmobiliarias (AEI) — 2009, 2010, 2013
EASTERN EUROPE Eastern European Real Property Foundation (EERPF) — 1999
ECUADOR Asociación de Corredores de Bienes Raíces de el Oro (ACBRO) — 2012 Asociación de corredores de Bienes Raíces del Guayas (ACBIR) — 2012 Asociación de Corredores de Bienes Raíces de Azuay (ASOCOBIRA) — 2013 Asociación de Corredores de Bienes Raíces de Loja (ASOCOBRAL) — 2013 Asociación de Corredores de Bienes Raíces de Pichincha (ACBRP) — 2013 Asociación de Corredores de Bienes Raíces de Esmeraldas (ACBRE) — 2014 Federación Nacional de Corredores de Bienes Raíces del Ecuador (FENACBRE) — 2013 Asociación de Corredores de Bienes Raíces de Imbabura — 2015
EL SALVADOR Cámara Salvadoreña de Bienes Raíces (CSBR) — 2009, 2015 Asociación Salvadoreña de Asesores Inmobiliarios (ASAI) — 2018
EUROPE Confédération Européenne de l’Immobilier (CEI) — 2014 FIABCI Europe — 2019
FINLAND SKVL — 2008
FRANCE Fédération Nationale de l’Immobilier Paris – Ile de France (FNAIM-IDF) — 2005 Fédération Nationale de l’Immobilier – Haute-Garonne — 2010 Fédération Nationale de l’Immobilier French Riviera — 2010 Fédération Internationale de l’Immobilier (FIABCI FRANCE) — 2016, 2023 FIABCI Marseille — 2016 FNAIM Aix-Marseille-Provence — 2017 Premier Syndicat Français de l’immobilier (SNPI) — 2022
GEORGIA Georgian National Association of Real Estate (GNARE) — 2018 FIABCI-Georgia — 2023
GERMANY Immobilienverband Deutschland (IVD) — 2012 FIACB Deutschland — 2018, 2023
GREECE Greek National Association of Certified Real Estate Professionals (EPPA) — 2013 Hellenic Association of REALTORS® (SEK) — 2014
GRENADA Grenada Realtors Association (GRA) — 2019
GUATEMALA Camara de Corredores de Bienes Raices de Guatemala (CBR) — 2010
HONDURAS Camara Nacional de Bienes Raices de Honduras (CANABIRH) — 2010
HONG KONG Overseas Property Alliance (OPA) — 2018
HUNGARY Hungarian Real Estate Association (MAISZ) — 1997 Hungarian Association of Real Estate Managers — 1997
INDONESIA FIABCI Indonesia — 2019, 2022
INDIA NAR INDIA – Agreement includes each of its 28 member associations — 2011, 2022 FIABCI India — 2019
IRELAND Institute of Professional Auctioneers & Valuers (IPAV)
ISRAEL Jerusalem Chamber of Real Estate Brokers (JCREB) — 2015

ITALY Italian Federation of Real Estate Agents (FIAIP) — 1997 Associazione Nazionale Agenti e Mediatori d’Affari (ANAMA-Italy) — 2008 Osservatorio Immobiliare Digitale (OID) — 2017, 2022 FIABCI-Italia — 2023
JAMAICA REALTORS® Association of Jamaica (RAJ) — 2014
KOREA Korea Association of Realtors — 2022
LEBANON Real Estate Syndicate of Lebanon (REAL)
LUXEMBOURG FIABCI-LUXEMBOURG — 2021
MEXICO Asociación Mexicana de Profesionales Inmobiliarios (AMPI) — 2005, 2019, 2023 Mexican Association of Real Estate — 1997, 2009 Baja California (CEPIBC) — 2009 AMPI Los Cabos — 2015 Expo Bienes Raíces (EBR) Mexico City — 2006 Tiburones Inmobiliarios — 2019 Escuela De Negocios En Real Estate (ENRE) — 2014 FIABCI Mexico — 2017 AMPI Sección Matamoros, A.C. — 2017 AMPI Sección Cancun — 2018 AMPI Xalapa — 2018 AMPI Sección Morelia — 2018 AMPI Sección Manzanillo — 2018 AMPI Sección Pachuca — 2018 AMPI Sección Mazatlán — 2018 AMPI Sección Querétaro — 2018 AMPI Sección Ciudad de Puebla — 2018 AMPI Sección Ciudad Juárez — 2018 AMPI Sección Cuernavaca — 2018 AMPI Sección Veracruz — 2018 AMPI Sección Tampico — 2018 AMPI Sección Guaymas – San Carlos — 2018 AMPI Sección Tijuana — 2018 AMPI Sección Mexicali — 2018 AMPI Sección San Juan del Rio y Municipios Mágicos — 2018 AMPI Sección Metropolitana del Estado de Mexico, A.C. — 2018 FIABCI Mexico Young Members — 2018
NETHERLANDS VBO — 2022
NICARAGUA Cámara Nicaragüense de Corredores de Bienes Raíces (CNCBR) — 2005, 2010
NIGERIA FIABCI Nigeria — 2005, 2019, 2022 Association of Estate Agents in Nigeria (AEAN) — 2022
NORWAY FIABCI-Norway — 2023
PANAMA FIABCI-Panama — 2017, 2023 Asociación Panameña de Corredores y Promotores de Bienes Raíces (ACOBIR) — 2005, 2010, 2018
PARAGUAY Cámara Paraguaya de Empresas Inmobiliarias — 2015
PERU Asociación Peruana de Agentes Inmobiliarios – ASPAI — 2012, 2023
PHILIPPINES Chamber of Real Estate and Builders’ Associations, Inc. (CREBA) — 2013
POLAND Polish Real Estate Federation (PREF) — 1997 Polish Federation of Real Estate Brokers — 1997
POLAND/GERMANY Pomeranian Association of Real Estate Brokers — 1997
PORTUGAL Associações Portuguesa das Empresas de Mediação Imobiliária de Portugal (APEMIP) — 2010, 2023
PUERTO RICO Puerto Rico Association of REALTORS® (PRAR) — 2007
ROMANIA Association of Real Estate Investors in Romania (AREI) National Association of Authorized Romanian Valuers (ANEVAR) — 1997 Asociația Profesionala a Agentilor Imobiliari din Romani (APAIR) — 2013
RUSSIA The Russian Guild of REALTORS® (RGR) — 1997 St. Petersburg Association of REALTORS® — 1997 Russian Society of Appraisers (RSA) — 1997 FIABCI-Russia — 2018

SAUDI ARABIA FIABCI-Saudi Arabia — 2023
SERBIA Real Estate Cluster (REC) — 2016
SINGAPORE Institute of Estate Agents (IEA) — 2013
SLOVAK REPUBLIC National Association of Real Estate Offices of Slovakia (NARKS) — 1997 Association of Slovak Real Estate Agencies — 1997 Union of Real Estate of the Slovak Republic — 1997 Society of Slovakian Appraisers — 1997
SPAIN Asociación Empresarial Gestión Inmobiliaria (AEGI) — 2009, 2011 AEGI Murcia — 2009 Cámara de Comercio Tenerife Santa Cruz de Tenerife — 2009 Asociación de Promotores Inmobiliarios de la Provincia de Alicante (PROVIA) — 2020 SIMA/Planner Reed — 2005 Spanish International Realty Alliance (SIRA) — 2016 Cityscape Spain — 2011 International Consortium of Real Estate Associations Federación de Asociaciones Inmobiliarias (FAI) — 2018 FIABCI Spain — 2019 AMPSI España(Asociación de Mujeres Profesionales del Sector Inmobiliario) — 2023
SWEDEN Mäklarsamfundet (Association of Swedish Real Estate Agents) — 2019
TAIWAN Chinese Association of Real Estate Brokers (CAREB) — 2013 Taipei Association of Real Estate Brokers (TAREB) — 2013 FIABCI-Taiwan — 2023
THAILAND Real Estate Sales and Marketing Association (RESAM) — 2022 Real Estate Partnership Trade Association — 2019
TUNISIA Chamber Syndicale Nationale des Promoteurs Immobiliers — 2017, 2022
TURKEY Türkiye Tüm Emlak Müşavirleri Federasyonu (TEMFED) — 2018 GYODER, The Real Estate Investors Association — 2022
UKRAINE Ukrainian REALTORS® Association (URA) — 1997, 2019 Western Ukrainian Real Estate Guild — 1997 Association of Realtors of Odessa — 1997 Kharkiv Union of Entrepreneurs — 1997 Ukrainian Real Estate Union — 2017 FIABCI Ukraine — 2019 Ukrainian Business Council in UAE — 2023
URUGUAY Cámara Inmobiliaria Uruguaya (CIU) — 2003 Confederación Inmobiliaria Mercosur y Chile (CIMECH) — 2005 Asociación de Inmobiliarias de Punta del Este (ADIPPE) — 2012
UNITED ARAB EMIRATES Dubai Real Estate Institute (DREI) — 2013 Invest in Dubai Real Estate — 2021 Realopedia — 2017 FIABCI-Emirates — 2023
UNITED KINGDOM FIABCI-United Kingdom — 2009 OPP (Overseas Property Professional) Live — 2007 U.K. and International Property Consultancy — 2009
UNITED STATES Cityscape New York — 2008 American International Real Estate Expo & Conference — 2008 FIABCI-USA — 2018, 2022 FIABCI-USA Greater Miami Council — 2019 AREAA Denver — 2019 AREAA Greater Miami — 2022
U.S. VIRGIN ISLANDS Virgin Islands Territorial Association of Realtors (VITAR) — 2011
VENEZUELA Cámara Inmobiliaria de Venezuela (CIV) — 2009 FIABCI-Venezuela — 2023
VIETNAM Ho Chi Minh City Real Estate Association — 2014
WORLDWIDE FIABCI – International Real Estate Federation — 2016, 2022 World Property Business Club — 2018 Overseas Property Investment Solutions and Services (OPISAS) — 2018, 2022 CCIM Institute — 2022 AREAA Global — 2022 CIMI — 2022 Property Network Partnership (PNP) — 2023

Go to **MiamiRealtors.com/GlobalPartners** for links to each partner association

South Florida's WEALTH MIGRATION

Global Powerhouse Financial Companies that Now Call South Florida Home

Each has opened headquarters and/or offices in South Florida recently



\$3.5 trillion Total combined assets managed worldwide

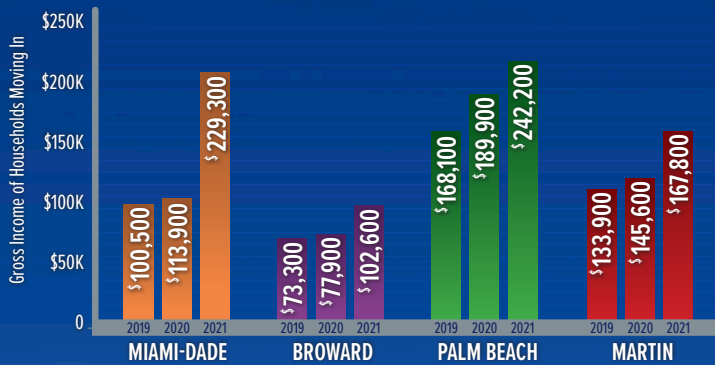
Global Tech Companies that now call South Florida Home

Each has opened headquarters and/or offices in South Florida recently



South Florida's Incredible Wealth Migration

Average Adjusted Gross Income of Households Moving to South Florida



Source: MIAMI REALTORS® analysis of IRS Migration Data

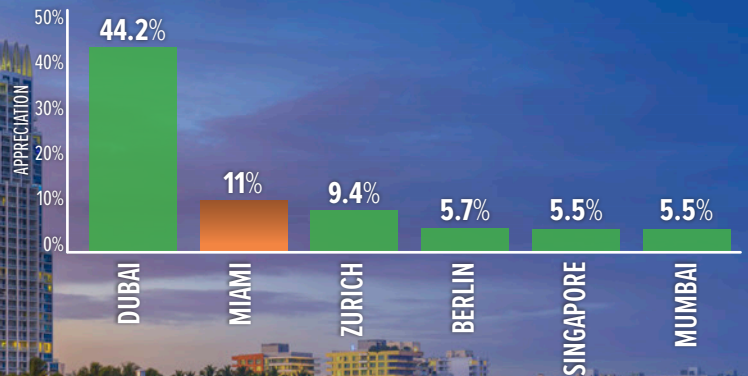
South Florida's Top Feeder Counties

Top out-of-state counties moving to South Florida in 2021



Source: MIAMI REALTORS® analysis of IRS Migration Data

Miami Luxury Price Appreciation Ranks No. 2 in the World



Source: The Knight Frank Prime Global Cities Index 01 2023



MIAMI REALTORS® Your Source for South Florida Real Estate Market Information



The Power of...

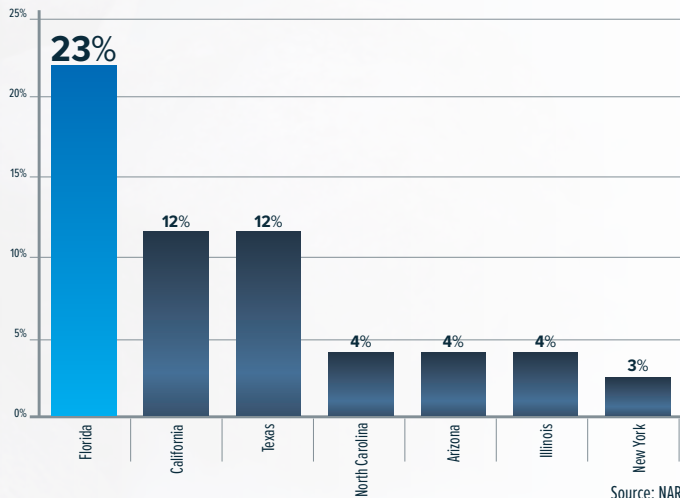
- 103 Years
- 60,000 Members
- 256 Global Partners

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

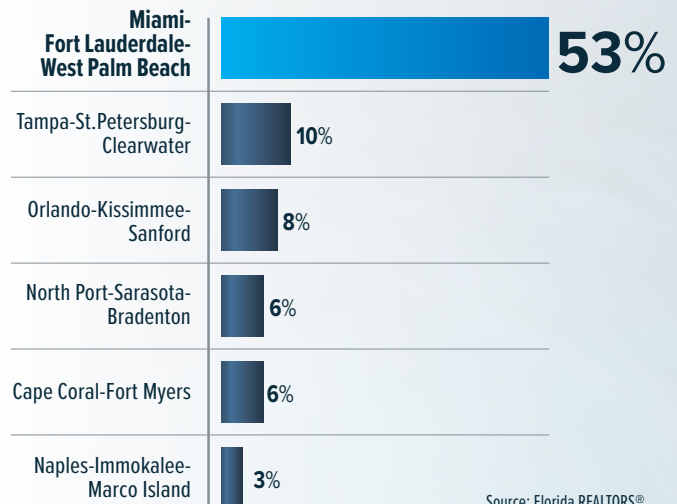
MIAMI
REALTORS®

Florida Again Top State for Foreign Buyers

23% of Foreign Transactions in 2023, Up from 20% in 2019

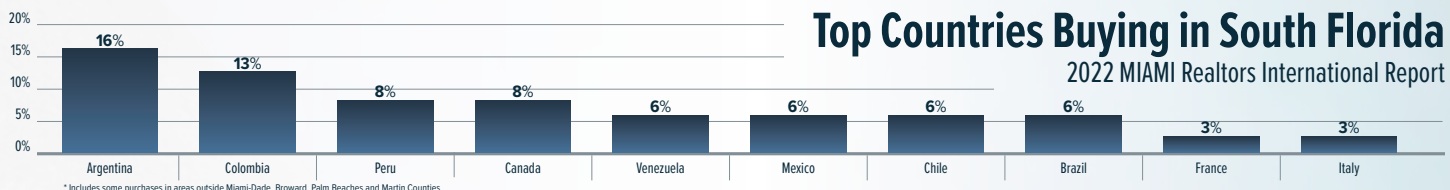


Miami Remains #1 Destination in Florida for International Buyers



Top Countries Buying in South Florida

2022 MIAMI Realtors International Report



Go to SFMarketIntel.com for Local Market Statistics & International Buyer Research

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- Craigslist HTML Code for Beautiful Ads in seconds
- QR Codes
- Sign Riders
- Graphs (linear regression scatter plot, sales volume, average DOM, listing inventory)
- Reports (agent ranking, absorption rate, area sales comparison, production statistics)

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- CRM (Customer Relationship Management)
- Lead Routing for Brokers and Teams
- Agent Roster for Brokers and Teams
- IDX Lead Tracker
- Drip Email Campaigns
- Action Plans
- Market Trend Campaigns
- Video Emails
- Video Tours
- Transaction Manager
- Document Manager
- Calendar



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- Populate your forms with data from your association's MLS database
- Archive your transaction online – no more storage boxes needed
- Revise data on one form and the common fields on all other forms automatically update
- Develop standard forms packages for planned transactions
- Store forms, flyers and documents in one place
- Upload your customized files, documents and photos
- Form updates are automatic
- Web based – no software to install
- Add clauses to a form with one mouse click
- Share documents with third parties and negotiate in real time
- Access technical support via phone, chat or email



Broker Features

- Access your agent's transactions
- Create brokerage-wide packages and clauses
- Add your forms into the library
- Control which forms are available to your agents
- You can transfer your data and documents to Form Simplicity from other services like Transaction Desk, TrueForm, RealFast and ZipForms



www.miamirealtors.com/formsimplicity





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Members



Another way to search the MLS, tax, consumer info and more an all-in-one tool designed to keep real estate professionals and consumers engaged on their home buying process. Sleek, easy to use front end platform for desktop and mobile.

Key Features:

- Advanced search options for business prospecting
- Easy natural language property search
- Nationwide MLS and public record data
- CMA 360
- Customizable agent webpage
- Customer engagement and real time chat
- Customer mortgage and FREE credit score
- Predictive analytics
- CRM capabilities
- Document creation, e-signature & transaction management
- Targeted marketing integrations
- Available on mobile and desktop



Download Remine Mobile today

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Looking for that competitive edge REtechnology.com can help!

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THE MOST COMPREHENSIVE AND OBJECTIVE RESOURCE FOR LEARNING HOW TO SELL MORE REAL ESTATE WITH TECHNOLOGY

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A consumer service that arrives in a monthly scheduled email and keeps them up-to-date on their home and neighborhood

- Makes you the market expert that prospects rely on for home values and neighborhood activity
- Agent branded emails, keeping your name top-of-mind
- Interesting drip-marketing platform
- Dynamic and fresh data each month
- Homeadvisor content now added to eProperty Watch for additional customer value

What is HomeAdvisor Content?

- Add fresh content to engage homeowners
- Provides a home services marketplace that homeowners might find useful

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- 4 Full-Time, Bilingual MIAMI Trainers (MiamiRealtors.com/Trainers)

MIAMI ADVOCACY

- Award-winning Public Policy team that won 2020-21 RPAC victories in Tallahassee
- 100+ Realtor Political Action Committee (RPAC) Major Investors
- NAR Pilot Program - 1st Cargo Container Home in Miami-Dade County
- THE MIAMI Placemaking Letters

MIAMI EDUCATION

- 4,000 Seminars annually – 84% FREE to MIAMI members
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- Youtube.com/MIAMITrainers
- MiamiRealtorsLive.com
- Customized Office Presentations & Trainings

SOUTH FLORIDA MARKET INTELLIGENCE

- Local Market Statistical Reports (sfmarketintel.com)
- Global Research
- Market Focus Reports, Infographics, Videos, and MORE!
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MIAMI COMMERCIAL

- 5th largest Commercial Association in the U.S. (2,700 members)
- 1st Commercial MLS
- Commercial-specific Products & Services
- Commercial Data Distribution & Syndication
- World-class training and guest speakers
- Monthly Commercial Marketplace Programs by County including Global
- Member2Member Commercial Marketing Service facilitating digital fast deal making
- 1st and only NAR 5-Star Accredited Commercial Association in Florida
- 1st Commercial MLS Public Search (southfloridacommercialpropertysearch.com)
- Signature events featuring global and national experts

MIAMI GLOBAL

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- 223 Global Partners Worldwide
- Global Property Xchange
- Largest Global Footprint & Reputation
- Global Market Research
- Foreign Investors Guide
- The Most International Exposure for MIAMI MLS Listings
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OPEN HOUSE WEBSITE

SouthFloridaOpenHouseSearch.com

- 346,518 Users - 4.9 Million page views
- Top U.S. State Visitors: Virginia, Texas, Georgia, New York & North Carolina
- Top Us City Visitors: Washington DC, New York City, Atlanta, Dallas/Ft. Worth & Charlotte
- Top Country Visitors: Colombia, Canada, Brazil, Venezuela & Philippines
- Top Regional/City Visitors: Quebec, Bogota, Ontario, England & Capital District, Venezuela

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- Proudly serving 53,000 members whose success is our #1 priority
- 60+ MIAMI Professionals
- 8 Offices Across 3 South Florida Counties
- 274,590 Total Member Calls Answered in 2020 (avg. of 22,882.5 per month)
- 7,848 Total Live Chats Answered in 2020 (avg. of 654 per month)
- Outreach: Over 275 office presentations in 2020 (in-person & virtual)

MIAMI PRODUCTS & SERVICES

- 5th Largest MLS in the Country
- 200+ Leading Edge Products & Services
- Supra eKey service FREE for MIAMI Members
- 2 Showing Service Options
- First Association to launch Showingly as a member benefit
- 3 MLS options
- 4 Premium Tax Solutions
- RPR - sharing listings with 1.4 million Realtors

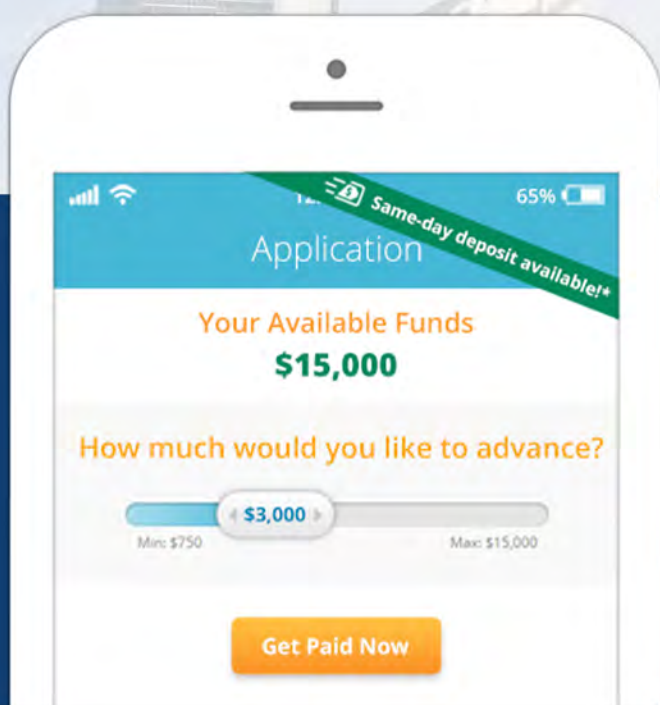


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That's Who We R

MiamiRealtors.com

Provides payment of your future commissions from pending sales and active listings whenever you need it.

Timely Access to the Commissions You've Earned



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- Apply online in minutes and request up to \$15,000
- Sign agreement electronically via DocuSign
- Funds transferred in as little as one hour
- Automatic repayment at closing
- Tax deductible fees with no credit check required

Have questions?

Contact eCommission's award winning customer support team.

877-882-4368 | **agent@ecommission.com**

Helpful Information for Brokers

Who Is eCommission?

eCommission is the #1 provider of commission advance services to real estate professionals across the United States since 1999. As a financial service partner, eCommission allows customers to take control of their business cash flow by advancing commissions on pending sales and active listings.

What Is a Commission Advance?

A commission advance is a financial service whereby an Agent and Broker sell a portion of a future real estate commission for a fee. In exchange, funds are advanced before the closing date. It's not a loan, but rather, access to an earned commission prior to an estimated settlement date.

What Types of Commissions Can Be Advanced?

eCommission will advance up to \$15,000 of an Agent's commission from a pending sale scheduled to close within 120 days, or up to \$4,000 from an active listing with at least 90 days remaining until it expires.

Why Does the Broker Sign the Advance Agreement?

As Broker, all commissions earned by your Agents belong to you. We cannot advance funds without your consent. The agreement you sign authorizes the assignment of the Agent's net commission on a particular sale, after any split with you, to eCommission.

Does the Broker Have Any Risk or Liability?

No. In the unlikely event we advance a commission to one of your Agents on a sale that falls through, it is the Agent's responsibility to replace it using future commissions.

Why Is This Good for My Agents?

Experience indicates that Agents typically use eCommission 2 to 3 times per year, whenever business expenses surpass monthly cash flow. With eCommission as your partner, you can help your Agents better control their cash flow keeping them focused and engaged, resulting in more listings, more sales and higher levels of productivity.

Helpful Information for Agents

Who is eCommission?

eCommission is the #1 provider of commission advance services to real estate professionals across the United States since 1999. As a financial service partner, eCommission allows customers to take control of their business cash flow by advancing commissions on pending sales and active listings.

What Is a Commission Advance from eCommission?

A commission advance from eCommission is a financial service whereby an Agent and Broker sell a portion of a future commission for a fee. In exchange, funds are advanced before closing. A commission advance is not a loan. It is simply access to an earned commission prior to an estimated settlement date.

What Types of Commissions Can Be Advanced?

eCommission will advance up to \$15,000 of your commission from a pending sale scheduled to close within 120 days, or up to \$4,000 from an active listing with at least 90 days remaining until it expires.

How Do I Apply For a Commission Advance With eCommission?

Visit www.eCommission.com to begin the commission advance process. Applying only takes a few minutes, and is completed 100% digitally with contract signatures through DocuSign®. No supporting paperwork is required, and funds are wired to your bank account typically the same day you apply.

How Much Will My eCommission Advance Cost?

The cost depends on the amount requested and the length of time until closing. As an example, for a new customer requesting \$2,500 on a sale closing in 60 days, the cost would be \$358. And that's a tax deductible business expense! This includes a 30% savings on the advance fee on an Agent's transaction. Use promotional code MiamiAOR when applying.

What Happens If My Sale's Closing Is Delayed?

Your fee includes a 20 day grace period, meaning you have 20 additional days beyond the estimated closing date to have the advance repaid in case of delays.

How Does eCommission Get Repaid?

Repayment of the advance happens automatically when your sale closes. The settlement company receives a commission disbursement authorization signed by your Broker instructing them to send the portion of the commission that has been sold directly to eCommission at close of escrow.

What Happens If My Sale Cancels?

90% of all advances eCommission funds close as scheduled. In the unlikely event a sale falls through, you can replace your advance using a future earned commission.



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1 Login via the MIAMI Gateway and click on the BuildersUpdate icon

After logging in, you will see the main Search screen. It will be prepopulated with search data based on your current geographic location.

NOTE: Upon first time login, go to "My Profile" and verify that your photo and city/state are correct, and then upload your logo to ensure your personal information will appear on every property detail sheet.

2 Login to your personal Builders Update portal by clicking on the Builders Update Link on the Search Page...

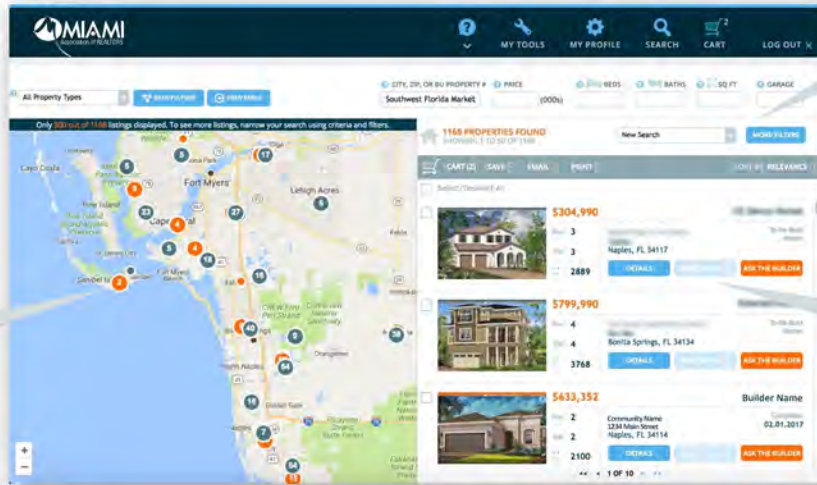
Search results will update automatically in the EZ View Window to the right of the map.

Use the **Radius** or **Polygon** tool to draw a custom area on the map.

DRAW RADIUS **DRAW POLYGON**

Use your mouse to scroll or zoom the map. Properties are shown as colored dots.

- = current inventory
- = to-be-builts
- 5 = X number of properties in this location. Zoom in to expand them.
- = non-participating. Community info only



Narrow your search results by location, price, number of beds/baths, square footage, etc., with the filters.

Click on **More Filters** to show additional filters, like school district or builder.

MORE FILTERS

Search results appear in the **EZ View Window**. The total number of properties is shown at the top of this pane.

1168 PROPERTIES FOUND
SHOWING 1 TO 50 OF 1168

3 Start by drawing a search area on the map

Too many properties to review? Make your search area smaller with the Radius or Polygon tools and/or modify your search filters to shorten the list.

Select a property or multiple properties that you want to take action on.

Save them for review at a later time.

Email them to your buyers (but with only your contact info on them).

Print detailed, one-page Property Details sheets.



Click **Details** to see detailed info on a listing.

Click **Register Buyer** to pre-register your buyers with builders.*

Click to **Ask The Builder** questions about a listing.

Sort properties by price, square footage and builder with the **Sort** tool.

- SORT BY: RELEVANCE**
- Relevance
 - Featured
 - Price
 - Square Feet
 - Builder

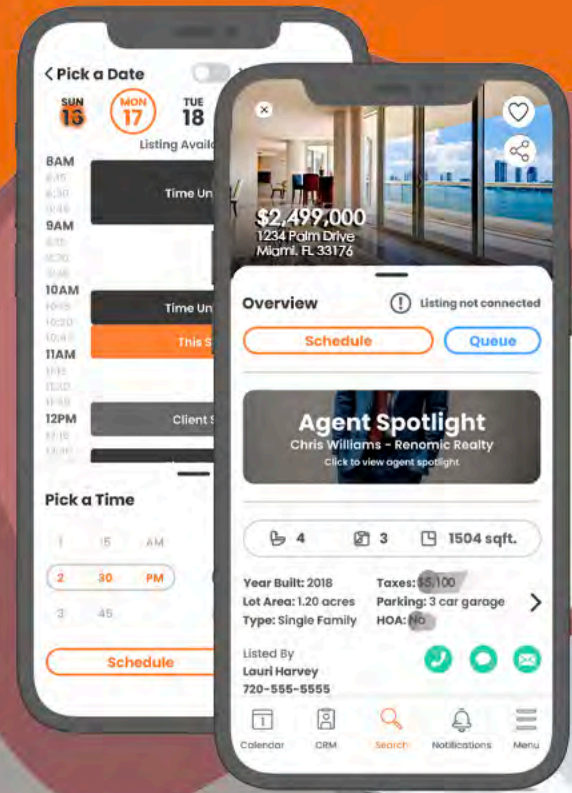


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Streamline the way you manage your listings, schedule showings, and **keep your buyers and sellers** in the loop so that you have more time to focus on the things you want to focus on.



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...on MORE websites & Apps
...across the country
...around the world

Property Owners: When You List With Me...

As a MIAMI member, my Rental and Lease listings are featured on MORE than 50* websites and Apps around the world and shared with MORE than 260 MLSs across the country, including:

Apartments.com	Point2Homes.com
Apartments.com App	Point2Homes App
ApartmentList.com	PropertyShark.com**
BeaconCouncil.com	RealEstateBook.com
Brevitas.com	Realtor.com
CityOfDoral.com	Realtor.com App
CommercialCafe.com**	Realtor.com/International
CommercialSearch.com**	RPR – Realtor Property
CREXI.com	Resource
Florida.Living.net	RPR Commercial
GlobalPropertyXchange	RPR App
GoMLS App	Rent.com
HarmonHomes.com	Rent.com App
HomeBidz.com	RentalBeast.com**
Homes.com	RentalGuide.net
Homes.com App	RentBerry.com
Homes&Land.com	RentHop.com
Homesnap.com	SouthFloridaCommercialProp-
Homesnap App	ertySearch.com
HomeWinks.com	SouthFloridaCondo4Rent.com
SouthFlorida4Lease.com	SouthFloridaOpenHouse-
SouthFlorida4Rent.com	Search.com
MIAMI IDX	FlyOverSouthFlorida4Rentals.
MiamiRealtors.com/Con-	com
sumers	TheMLS.com
OneHome.com**	WikiRealty.com
OneHome App**	WorldProperties.com
PadMapper.com	Zumper.com
	Zumper App



* Not all properties appear on all websites or Apps
* Sites & Apps may change from week to week
** Coming Soon

Brokers & Agents

If your MLS is NOT with MIAMI, you're missing out on all the marketing opportunities around the world – be the listing agent/company that property owners choose in today's market to get MORE exposure for their property. MIAMI Rental & Lease listings promoted MORE places around the world. Always MORE with MIAMI.

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For Property Owners

When you list with me... Your property will receive the most U.S. and global exposure. Your property will be marketed in 19 different languages – so no matter where tenants/renters are located, the information on your property is available in the language they speak.

For Tenants/Renters

When you work with me... Whether it's around the corner or around the world... I can find the perfect property you've been looking for or might want in the future. My International Referral Network gives you access to real estate professionals, expertise and properties in the U.S. and across the globe.

When You List With Me...

As a MIAMI member, my Rental and Lease listings are featured on MORE than 50* websites and Apps around the world. MIAMI MLS shares listings through RPR with more than 260 MLSs across the country.

- ▮ Apartments.com
- ▮ Apartments.com App
- ▮ ApartmentList.com
- ▮ BeaconCouncil.com
- ▮ Brevitas.com
- ▮ CityOfDoral.com
- ▮ CommercialCafe.com**
(Commercial)
- ▮ CommercialSearch.com**
(Commercial)
- ▮ CREXI.com
- ▮ Florida.Living.net
- ▮ GlobalPropertyXchange
(Residential & Commercial)
- ▮ GoMLS App
- ▮ HarmonHomes.com
- ▮ HomeBidz.com
- ▮ Homes.com
- ▮ Homes.com App
- ▮ Homes&Land.com
- ▮ Homesnap.com
- ▮ Homesnap App
- ▮ HomeWinks.com
- ▮ SouthFlorida4Lease.com
(Commercial)
- ▮ SouthFlorida4Rent.com
(Residential)
- ▮ MIAMI IDX
MIAMI Agent & Broker Websites
Residential & Commercial
- ▮ MiamiRealtors.com/Consumers
- ▮ OneHome.com**
- ▮ OneHome App**
- ▮ PadMapper.com
(already MLS by default)
- ▮ Point2Homes.com
- ▮ Point2Homes App
- ▮ PropertyShark.com
(Commercial)**
- ▮ RealEstateBook.com
- ▮ Realtor.com
- ▮ Realtor.com App
- ▮ Realtor.com/International
- ▮ RPR – Realtor Property Resource
- ▮ RPR Commercial
- ▮ RPR App
- ▮ Rent.com
- ▮ Rent.com App
- ▮ RentalBeast.com**
- ▮ RentalGuide.net
- ▮ RentBerry.com
- ▮ RentHop.com
- ▮ SouthFloridaCommercialPropertySearch.com
- ▮ SouthFloridaCondo4Rent.com
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*Sites & Apps may change from week to week

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Select Webinars Access continuing education essential to your long-term success with live webinars covering a wide range of topics.

Daily and Weekly Headlines Stay informed with the top stories of the day and week, delivered straight to your inbox.

Inman Connect Announcements Always be the first to know about guest speakers, product launches, discounts and the latest additions to the Connect line up and schedule.

Inman Select • Smart about real estate

Your INMAN ACCOUNT is already activated!

Login at inman.com/select with your MLS email address and "welcome" as your temporary password

For additional information, go to: miamirealtors.com/inman

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or call 1-800-775-4662 and press 1 to reach Customer Service



CODE OF ETHICS AND STANDARDS OF PRACTICE OF THE NATIONAL ASSOCIATION OF REALTORS®

Effective January 1, 2024



Where the word REALTORS® is used in this Code and Preamble, it shall be deemed to include REALTOR ASSOCIATE®s.

While the Code of Ethics establishes obligations that may be higher than those mandated by law, in any instance where the Code of Ethics and the law conflict, the obligations of the law must take precedence.

Preamble

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®. (Amended 1/00)

Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, REALTORS® urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where REALTORS® believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities whether conducted personally, through associates or others, or via technological means, and to conduct their business in accordance with the tenets set forth below. (Amended 1/07)

Duties to Clients and Customers

Article 1

When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly. (Amended 1/01)

- **Standard of Practice 1-1**

REALTORS®, when acting as principals in a real estate transaction, remain obligated by the duties imposed by the Code of Ethics. (Amended 1/93)

- **Standard of Practice 1-2**

The duties imposed by the Code of Ethics encompass all real estate-related activities and transactions whether conducted in person, electronically, or through any other means.

The duties the Code of Ethics imposes are applicable whether REALTORS® are acting as agents or in legally recognized non-agency capacities except that any duty imposed exclusively on agents by law or regulation shall not be imposed by this Code of Ethics on REALTORS® acting in non-agency capacities.

As used in this Code of Ethics, "client" means the person(s) or entity(ies) with whom a REALTOR® or a REALTOR®'s firm has an agency or legally recognized non-agency relationship; "customer" means a party to a real estate transaction who receives information, services, or benefits but has no contractual relationship with the REALTOR® or the REALTOR®'s firm; "prospect" means a purchaser, seller, tenant, or landlord who is not subject to a representation relationship with the REALTOR® or REALTOR®'s firm; "agent" means a real estate licensee (including brokers and sales associates) acting in an agency relationship as defined by state law or regulation; and "broker" means a real estate licensee (including brokers and sales associates) acting as an agent or in a legally recognized non-agency capacity. (Adopted 1/95, Amended 1/07)

- **Standard of Practice 1-3**

REALTORS®, in attempting to secure a listing, shall not deliberately mislead the owner as to market value.

- **Standard of Practice 1-4**
REALTORS®, when seeking to become a buyer/tenant representative, shall not mislead buyers or tenants as to savings or other benefits that might be realized through use of the REALTOR®'s services. (Amended 1/93)
- **Standard of Practice 1-5**
REALTORS® may represent the seller/landlord and buyer/tenant in the same transaction only after full disclosure to and with informed consent of both parties. (Adopted 1/93)
- **Standard of Practice 1-6**
REALTORS® shall submit offers and counter-offers objectively and as quickly as possible. (Adopted 1/93, Amended 1/95)
- **Standard of Practice 1-7**
When acting as listing brokers, REALTORS® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing. Upon the written request of a cooperating broker who submits an offer to the listing broker, the listing broker shall provide, as soon as practical, a written affirmation to the cooperating broker stating that the offer has been submitted to the seller/landlord, or a written notification that the seller/landlord has waived the obligation to have the offer presented. REALTORS® shall not be obligated to continue to market the property after an offer has been accepted by the seller/landlord. REALTORS® shall recommend that sellers/landlords obtain the advice of legal counsel prior to acceptance of a subsequent offer except where the acceptance is contingent on the termination of the pre-existing purchase contract or lease. (Amended 1/20)
- **Standard of Practice 1-8**
REALTORS®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. Upon the written request of the listing broker who submits a counter-offer to the buyer's/tenant's broker, the buyer's/tenant's broker shall provide, as soon as practical, a written affirmation to the listing broker stating that the counter-offer has been submitted to the buyers/tenants, or a written notification that the buyers/tenants have waived the obligation to have the counter-offer presented. REALTORS®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended 1/22)
- **Standard of Practice 1-9**
The obligation of REALTORS® to preserve confidential information (as defined by state law) provided by their clients in the course of any agency relationship or non-agency relationship recognized by law continues after termination of agency relationships or any non-agency relationships recognized by law. REALTORS® shall not knowingly, during or following the termination of professional relationships with their clients:
 - 1) reveal confidential information of clients; or
 - 2) use confidential information of clients to the disadvantage of clients; or
 - 3) use confidential information of clients for the REALTOR®'s advantage or the advantage of third parties unless:
 - a) clients consent after full disclosure; or
 - b) REALTORS® are required by court order; or
 - c) it is the intention of a client to commit a crime and the information is necessary to prevent the crime; or
 - d) it is necessary to defend a REALTOR® or the REALTOR®'s employees or associates against an accusation of wrongful conduct.

Information concerning latent material defects is not considered confidential information under this Code of Ethics. (Adopted 1/93, Amended 1/01)
- **Standard of Practice 1-10**
REALTORS® shall, consistent with the terms and conditions of their real estate licensure and their property management agreement, competently manage the property of clients with due regard for the rights, safety and health of tenants and others lawfully on the premises. (Adopted 1/95, Amended 1/00)
- **Standard of Practice 1-11**
REALTORS® who are employed to maintain or manage a client's property shall exercise due diligence and make reasonable efforts to protect it against reasonably foreseeable contingencies and losses. (Adopted 1/95)
- **Standard of Practice 1-12**
When entering into listing contracts, REALTORS® must advise sellers/landlords of:
 - 1) the REALTOR®'s company policies regarding cooperation and the amount(s) of any compensation that will be offered to subagents, buyer/tenant agents, and/or brokers acting in legally recognized non-agency capacities;
 - 2) the fact that buyer/tenant agents or brokers, even if compensated by listing brokers, or by sellers/landlords may represent the interests of buyers/tenants; and
 - 3) any potential for listing brokers to act as disclosed dual agents, e.g., buyer/tenant agents. (Adopted 1/93, Renumbered 1/98, Amended 1/03)
- **Standard of Practice 1-13**
When entering into buyer/tenant agreements, REALTORS® must advise potential clients of:
 - 1) the REALTOR®'s company policies regarding cooperation;
 - 2) the amount of compensation to be paid by the client;
 - 3) the potential for additional or offsetting compensation from other brokers, from the seller or landlord, or from other parties;
 - 4) any potential for the buyer/tenant representative to act as a disclosed dual agent, e.g., listing broker, subagent, landlord's agent, etc.; and
 - 5) the possibility that sellers or sellers' representatives may not treat the existence, terms, or conditions of offers as confidential unless confidentiality is required by law, regulation, or by any confidentiality agreement between the parties. (Adopted 1/93, Renumbered 1/98, Amended 1/06)
- **Standard of Practice 1-14**
Fees for preparing appraisals or other valuations shall not be contingent upon the amount of the appraisal or valuation. (Adopted 1/02)
- **Standard of Practice 1-15**
REALTORS®, in response to inquiries from buyers or cooperating brokers shall, with the sellers' approval, disclose the existence of offers on the property. Where disclosure is authorized, REALTORS® shall also disclose, if asked, whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker. (Adopted 1/03, Amended 1/09)
- **Standard of Practice 1-16**
REALTORS® shall not access or use, or permit or enable others to access or use, listed or managed property on terms or conditions other than those authorized by the owner or seller. (Adopted 1/12)

Article 2

REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)

- **Standard of Practice 2-1**
REALTORS® shall only be obligated to discover and disclose adverse factors reasonably apparent to someone with expertise in those areas required by their real estate licensing authority. Article 2 does not impose upon the REALTOR® the obligation of expertise in other professional or technical disciplines. (Amended 1/96)
- **Standard of Practice 2-2**
(Renumbered as Standard of Practice 1-12 1/98)
- **Standard of Practice 2-3**
(Renumbered as Standard of Practice 1-13 1/98)
- **Standard of Practice 2-4**
REALTORS® shall not be parties to the naming of a false consideration in any document, unless it be the naming of an obviously nominal consideration.
- **Standard of Practice 2-5**
Factors defined as “non-material” by law or regulation or which are expressly referenced in law or regulation as not being subject to disclosure are considered not “pertinent” for purposes of Article 2. (Adopted 1/93)

Article 3

REALTORS® shall cooperate with other brokers except when cooperation is not in the client’s best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)

- **Standard of Practice 3-1**
REALTORS®, acting as exclusive agents or brokers of sellers/landlords, establish the terms and conditions of offers to cooperate. Unless expressly indicated in offers to cooperate, cooperating brokers may not assume that the offer of cooperation includes an offer of compensation. Terms of compensation, if any, shall be ascertained by cooperating brokers before beginning efforts to accept the offer of cooperation. (Amended 1/99)
- **Standard of Practice 3-2**
Any change in compensation offered for cooperative services must be communicated to the other REALTOR® prior to the time that REALTOR® submits an offer to purchase/lease the property. After a REALTOR® has submitted an offer to purchase or lease property, the listing broker may not attempt to unilaterally modify the offered compensation with respect to that cooperative transaction. (Amended 1/14)
- **Standard of Practice 3-3**
Standard of Practice 3-2 does not preclude the listing broker and cooperating broker from entering into an agreement to change cooperative compensation. (Adopted 1/94)
- **Standard of Practice 3-4**
REALTORS®, acting as listing brokers, have an affirmative obligation to disclose the existence of dual or variable rate commission arrangements (i.e., listings where one amount of commission is payable if the listing broker’s firm is the procuring cause of sale/lease and a different amount of commission is payable if the sale/lease results through the efforts of the seller/landlord or a cooperating broker). The listing broker shall, as soon as practical, disclose the existence of such arrangements to potential cooperating brokers and shall, in response to inquiries from cooperating brokers, disclose the differential that would result in a cooperative transaction or in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before the client makes an offer to purchase or lease. (Amended 1/02)
- **Standard of Practice 3-5**
It is the obligation of subagents to promptly disclose all pertinent facts to the principal’s agent prior to as well as after a purchase or lease agreement is executed. (Amended 1/93)

- **Standard of Practice 3-6**
REALTORS® shall disclose the existence of accepted offers, including offers with unresolved contingencies, to any broker seeking cooperation. (Adopted 5/86, Amended 1/04)
- **Standard of Practice 3-7**
When seeking information from another REALTOR® concerning property under a management or listing agreement, REALTORS® shall disclose their REALTOR® status and whether their interest is personal or on behalf of a client and, if on behalf of a client, their relationship with the client. (Amended 1/11)
- **Standard of Practice 3-8**
REALTORS® shall not misrepresent the availability of access to show or inspect a listed property. (Amended 11/87)
- **Standard of Practice 3-9**
REALTORS® shall not provide access to listed property on terms other than those established by the owner or the seller. (Adopted 1/10, Amended 1/23)
- **Standard of Practice 3-10**
The duty to cooperate established in Article 3 relates to the obligation to share information on listed property, and to make property available to other brokers for showing to prospective purchasers/tenants when it is in the best interests of sellers/landlords. (Adopted 1/11)
- **Standard of Practice 3-11**
REALTORS® may not refuse to cooperate on the basis of a broker’s race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Adopted 1/20, Amended 1/23)

Article 4

REALTORS® shall not acquire an interest in or buy or present offers from themselves, any member of their immediate families, their firms or any member thereof, or any entities in which they have any ownership interest, any real property without making their true position known to the owner or the owner’s agent or broker. In selling property they own, or in which they have any interest, REALTORS® shall reveal their ownership or interest in writing to the purchaser or the purchaser’s representative. (Amended 1/00)

- **Standard of Practice 4-1**
For the protection of all parties, the disclosures required by Article 4 shall be in writing and provided by REALTORS® prior to the signing of any contract. (Adopted 2/86)

Article 5

REALTORS® shall not undertake to provide professional services concerning a property or its value where they have a present or contemplated interest unless such interest is specifically disclosed to all affected parties.

Article 6

REALTORS® shall not accept any commission, rebate, or profit on expenditures made for their client, without the client’s knowledge and consent.

When recommending real estate products or services (e.g., homeowner’s insurance, warranty programs, mortgage financing, title insurance, etc.), REALTORS® shall disclose to the client or customer to whom the recommendation is made any financial benefits or fees, other than real estate referral fees, the REALTOR® or REALTOR®’s firm may receive as a direct result of such recommendation. (Amended 1/99)

- **Standard of Practice 6-1**
REALTORS® shall not recommend or suggest to a client or a customer the use of services of another organization or business entity in which they have a direct interest without disclosing such interest at the time of the recommendation or suggestion. (Amended 5/88)

Article 7

In a transaction, REALTORS® shall not accept compensation from more than one party, even if permitted by law, without disclosure

to all parties and the informed consent of the REALTOR®'s client or clients. (Amended 1/93)

Article 8

REALTORS® shall keep in a special account in an appropriate financial institution, separated from their own funds, monies coming into their possession in trust for other persons, such as escrows, trust funds, clients' monies, and other like items.

Article 9

REALTORS®, for the protection of all parties, shall assure whenever possible that all agreements related to real estate transactions including, but not limited to, listing and representation agreements, purchase contracts, and leases are in writing in clear and understandable language expressing the specific terms, conditions, obligations and commitments of the parties. A copy of each agreement shall be furnished to each party to such agreements upon their signing or initialing. (Amended 1/04)

- **Standard of Practice 9-1**

For the protection of all parties, REALTORS® shall use reasonable care to ensure that documents pertaining to the purchase, sale, or lease of real estate are kept current through the use of written extensions or amendments. (Amended 1/93)

- **Standard of Practice 9-2**

When assisting or enabling a client or customer in establishing a contractual relationship (e.g., listing and representation agreements, purchase agreements, leases, etc.) electronically, REALTORS® shall make reasonable efforts to explain the nature and disclose the specific terms of the contractual relationship being established prior to it being agreed to by a contracting party. (Adopted 1/07)

Duties to the Public

Article 10

REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Amended 1/23)

REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Amended 1/23)

- **Standard of Practice 10-1**

When involved in the sale or lease of a residence, REALTORS® shall not volunteer information regarding the racial, religious or ethnic composition of any neighborhood nor shall they engage in any activity which may result in panic selling, however, REALTORS® may provide other demographic information. (Adopted 1/94, Amended 1/06)

- **Standard of Practice 10-2**

When not involved in the sale or lease of a residence, REALTORS® may provide demographic information related to a property, transaction or professional assignment to a party if such demographic information is (a) deemed by the REALTOR® to be needed to assist with or complete, in a manner consistent with Article 10, a real estate transaction or professional assignment and (b) is obtained or derived from a recognized, reliable, independent, and impartial source. The source of such information and any additions, deletions, modifications, interpretations, or other changes shall be disclosed in reasonable detail. (Adopted 1/05, Renumbered 1/06)

- **Standard of Practice 10-3**

REALTORS® shall not print, display or circulate any statement or advertisement with respect to selling or renting of a property that indicates any preference, limitations or discrimination based

on race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Adopted 1/94, Renumbered 1/05 and 1/06, Amended 1/23)

- **Standard of Practice 10-4**

As used in Article 10 "real estate employment practices" relates to employees and independent contractors providing real estate-related services and the administrative and clerical staff directly supporting those individuals. (Adopted 1/00, Renumbered 1/05 and 1/06)

- **Standard of Practice 10-5**

REALTORS® must not use harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Adopted and effective November 13, 2020, Amended 1/23)

Article 11

The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage; specifically, residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate.

REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10)

- **Standard of Practice 11-1**

When REALTORS® prepare opinions of real property value or price they must:

- 1) be knowledgeable about the type of property being valued,
- 2) have access to the information and resources necessary to formulate an accurate opinion, and
- 3) be familiar with the area where the subject property is located

unless lack of any of these is disclosed to the party requesting the opinion in advance.

When an opinion of value or price is prepared other than in pursuit of a listing or to assist a potential purchaser in formulating a purchase offer, the opinion shall include the following unless the party requesting the opinion requires a specific type of report or different data set:

- 1) identification of the subject property
- 2) date prepared
- 3) defined value or price
- 4) limiting conditions, including statements of purpose(s) and intended user(s)
- 5) any present or contemplated interest, including the possibility of representing the seller/landlord or buyers/tenants
- 6) basis for the opinion, including applicable market data
- 7) if the opinion is not an appraisal, a statement to that effect
- 8) disclosure of whether and when a physical inspection of the property's exterior was conducted
- 9) disclosure of whether and when a physical inspection of the property's interior was conducted
- 10) disclosure of whether the REALTOR® has any conflicts of interest (Amended 1/14)

- **Standard of Practice 11-2**

The obligations of the Code of Ethics in respect of real estate disciplines other than appraisal shall be interpreted and applied in accordance with the standards of competence and practice which

clients and the public reasonably require to protect their rights and interests considering the complexity of the transaction, the availability of expert assistance, and, where the REALTOR® is an agent or subagent, the obligations of a fiduciary. (Adopted 1/95)

• **Standard of Practice 11-3**

When REALTORS® provide consultative services to clients which involve advice or counsel for a fee (not a commission), such advice shall be rendered in an objective manner and the fee shall not be contingent on the substance of the advice or counsel given. If brokerage or transaction services are to be provided in addition to consultative services, a separate compensation may be paid with prior agreement between the client and REALTOR®. (Adopted 1/96)

• **Standard of Practice 11-4**

The competency required by Article 11 relates to services contracted for between REALTORS® and their clients or customers; the duties expressly imposed by the Code of Ethics; and the duties imposed by law or regulation. (Adopted 1/02)

Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)

• **Standard of Practice 12-1**

REALTORS® must not represent that their brokerage services to a client or customer are free or available at no cost to their clients, unless the REALTOR® will receive no financial compensation from any source for those services. (Amended 1/22)

• **Standard of Practice 12-2**

(Deleted 1/20)

• **Standard of Practice 12-3**

The offering of premiums, prizes, merchandise discounts or other inducements to list, sell, purchase, or lease is not, in itself, unethical even if receipt of the benefit is contingent on listing, selling, purchasing, or leasing through the REALTOR® making the offer. However, REALTORS® must exercise care and candor in any such advertising or other public or private representations so that any party interested in receiving or otherwise benefiting from the REALTOR®'s offer will have clear, thorough, advance understanding of all the terms and conditions of the offer. The offering of any inducements to do business is subject to the limitations and restrictions of state law and the ethical obligations established by any applicable Standard of Practice. (Amended 1/95)

• **Standard of Practice 12-4**

REALTORS® shall not offer for sale/lease or advertise property without authority. When acting as listing brokers or as subagents, REALTORS® shall not quote a price different from that agreed upon with the seller/landlord. (Amended 1/93)

• **Standard of Practice 12-5**

REALTORS® shall not advertise nor permit any person employed by or affiliated with them to advertise real estate services or listed property in any medium (e.g., electronically, print, radio, television, etc.) without disclosing the name of that REALTOR®'s firm in a reasonable and readily apparent manner either in the advertisement or in electronic advertising via a link to a display with all required disclosures. (Adopted 11/86, Amended 1/16)

• **Standard of Practice 12-6**

REALTORS®, when advertising unlisted real property for sale/lease in which they have an ownership interest, shall disclose their status as both owners/landlords and as REALTORS® or real estate licensees. (Amended 1/93)

• **Standard of Practice 12-7**

Only REALTORS® who participated in the transaction as the listing broker or cooperating broker (selling broker) may claim to have "sold" the property. Prior to closing, a cooperating broker may post a "sold" sign only with the consent of the listing broker. (Amended 1/96)

• **Standard of Practice 12-8**

The obligation to present a true picture in representations to the public includes information presented, provided, or displayed on REALTORS®' websites. REALTORS® shall use reasonable efforts to ensure that information on their websites is current. When it becomes apparent that information on a REALTOR®'s website is no longer current or accurate, REALTORS® shall promptly take corrective action. (Adopted 1/07)

• **Standard of Practice 12-9**

REALTOR® firm websites shall disclose the firm's name and state(s) of licensure in a reasonable and readily apparent manner.

Websites of REALTORS® and non-member licensees affiliated with a REALTOR® firm shall disclose the firm's name and that REALTOR®'s or non-member licensee's state(s) of licensure in a reasonable and readily apparent manner. (Adopted 1/07)

• **Standard of Practice 12-10**

REALTORS®' obligation to present a true picture in their advertising and representations to the public includes Internet content, images, and the URLs and domain names they use, and prohibits REALTORS® from:

- 1) engaging in deceptive or unauthorized framing of real estate brokerage websites;
- 2) manipulating (e.g., presenting content developed by others) listing and other content in any way that produces a deceptive or misleading result;
- 3) deceptively using metatags, keywords or other devices/methods to direct, drive, or divert Internet traffic; or
- 4) presenting content developed by others without either attribution or without permission; or
- 5) otherwise misleading consumers, including use of misleading images. (Adopted 1/07, Amended 1/18)

• **Standard of Practice 12-11**

REALTORS® intending to share or sell consumer information gathered via the Internet shall disclose that possibility in a reasonable and readily apparent manner. (Adopted 1/07)

• **Standard of Practice 12-12**

REALTORS® shall not:

- 1) use URLs or domain names that present less than a true picture, or
- 2) register URLs or domain names which, if used, would present less than a true picture. (Adopted 1/08)

• **Standard of Practice 12-13**

The obligation to present a true picture in advertising, marketing, and representations allows REALTORS® to use and display only professional designations, certifications, and other credentials to which they are legitimately entitled. (Adopted 1/08)

Article 13

REALTORS® shall not engage in activities that constitute the unauthorized practice of law and shall recommend that legal counsel be obtained when the interest of any party to the transaction requires it.

Article 14

If charged with unethical practice or asked to present evidence or to cooperate in any other way, in any professional standards proceeding or investigation, REALTORS® shall place all pertinent facts before the proper tribunals of the Member Board or affiliated institute, society, or council in which membership is held and shall take no action to disrupt or obstruct such processes. (Amended 1/99)

- **Standard of Practice 14-1**

REALTORS® shall not be subject to disciplinary proceedings in more than one Board of REALTORS® or affiliated institute, society, or council in which they hold membership with respect to alleged violations of the Code of Ethics relating to the same transaction or event. (Amended 1/95)

- **Standard of Practice 14-2**

REALTORS® shall not make any unauthorized disclosure or dissemination of the allegations, findings, or decision developed in connection with an ethics hearing or appeal or in connection with an arbitration hearing or procedural review. (Amended 1/92)

- **Standard of Practice 14-3**

REALTORS® shall not obstruct the Board's investigative or professional standards proceedings by instituting or threatening to institute actions for libel, slander, or defamation against any party to a professional standards proceeding or their witnesses based on the filing of an arbitration request, an ethics complaint, or testimony given before any tribunal. (Adopted 11/87, Amended 1/99)

- **Standard of Practice 14-4**

REALTORS® shall not intentionally impede the Board's investigative or disciplinary proceedings by filing multiple ethics complaints based on the same event or transaction. (Adopted 11/88)

Duties to REALTORS®

Article 15

REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices. (Amended 1/12)

- **Standard of Practice 15-1**

REALTORS® shall not knowingly or recklessly file false or unfounded ethics complaints. (Adopted 1/00)

- **Standard of Practice 15-2**

The obligation to refrain from making false or misleading statements about other real estate professionals, their businesses, and their business practices includes the duty to not knowingly or recklessly publish, repeat, retransmit, or republish false or misleading statements made by others. This duty applies whether false or misleading statements are repeated in person, in writing, by technological means (e.g., the Internet), or by any other means. (Adopted 1/07, Amended 1/12)

- **Standard of Practice 15-3**

The obligation to refrain from making false or misleading statements about other real estate professionals, their businesses, and their business practices includes the duty to publish a clarification about or to remove statements made by others on electronic media the REALTOR® controls once the REALTOR® knows the statement is false or misleading. (Adopted 1/10, Amended 1/12)

Article 16

REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04)

- **Standard of Practice 16-1**

Article 16 is not intended to prohibit aggressive or innovative business practices which are otherwise ethical and does not prohibit disagreements with other REALTORS® involving commission, fees, compensation or other forms of payment or expenses. (Adopted 1/93, Amended 1/95)

- **Standard of Practice 16-2**

Article 16 does not preclude REALTORS® from making general announcements to prospects describing their services and the terms of their availability even though some recipients may have

entered into agency agreements or other exclusive relationships with another REALTOR®. A general telephone canvass, general mailing or distribution addressed to all prospects in a given geographical area or in a given profession, business, club, or organization, or other classification or group is deemed "general" for purposes of this standard. (Amended 1/04)

Article 16 is intended to recognize as unethical two basic types of solicitations:

First, telephone or personal solicitations of property owners who have been identified by a real estate sign, multiple listing compilation, or other information service as having exclusively listed their property with another REALTOR® and

Second, mail or other forms of written solicitations of prospects whose properties are exclusively listed with another REALTOR® when such solicitations are not part of a general mailing but are directed specifically to property owners identified through compilations of current listings, "for sale" or "for rent" signs, or other sources of information required by Article 3 and Multiple Listing Service rules to be made available to other REALTORS® under offers of subagency or cooperation. (Amended 1/04)

- **Standard of Practice 16-3**

Article 16 does not preclude REALTORS® from contacting the client of another broker for the purpose of offering to provide, or entering into a contract to provide, a different type of real estate service unrelated to the type of service currently being provided (e.g., property management as opposed to brokerage) or from offering the same type of service for property not subject to other brokers' exclusive agreements. However, information received through a Multiple Listing Service or any other offer of cooperation may not be used to target clients of other REALTORS® to whom such offers to provide services may be made. (Amended 1/04)

- **Standard of Practice 16-4**

REALTORS® shall not solicit a listing which is currently listed exclusively with another broker. However, if the listing broker, when asked by the REALTOR®, refuses to disclose the expiration date and nature of such listing, i.e., an exclusive right to sell, an exclusive agency, open listing, or other form of contractual agreement between the listing broker and the client, the REALTOR® may contact the owner to secure such information and may discuss the terms upon which the REALTOR® might take a future listing or, alternatively, may take a listing to become effective upon expiration of any existing exclusive listing. (Amended 1/94)

- **Standard of Practice 16-5**

REALTORS® shall not solicit buyer/tenant agreements from buyers/ tenants who are subject to exclusive buyer/tenant agreements. However, if asked by a REALTOR®, the broker refuses to disclose the expiration date of the exclusive buyer/tenant agreement, the REALTOR® may contact the buyer/tenant to secure such information and may discuss the terms upon which the REALTOR® might enter into a future buyer/tenant agreement or, alternatively, may enter into a buyer/tenant agreement to become effective upon the expiration of any existing exclusive buyer/tenant agreement. (Adopted 1/94, Amended 1/98)

- **Standard of Practice 16-6**

When REALTORS® are contacted by the client of another REALTOR® regarding the creation of an exclusive relationship to provide the same type of service, and REALTORS® have not directly or indirectly initiated such discussions, they may discuss the terms upon which they might enter into a future agreement or, alternatively, may enter into an agreement which becomes effective upon expiration of any existing exclusive agreement. (Amended 1/98)

- **Standard of Practice 16-7**

The fact that a prospect has retained a REALTOR® as an exclusive representative or exclusive broker in one or more past transactions does not preclude other REALTORS® from seeking such prospect's future business. (Amended 1/04)

- **Standard of Practice 16-8**
The fact that an exclusive agreement has been entered into with a REALTOR® shall not preclude or inhibit any other REALTOR® from entering into a similar agreement after the expiration of the prior agreement. (Amended 1/98)
- **Standard of Practice 16-9**
REALTORS®, prior to entering into a representation agreement, have an affirmative obligation to make reasonable efforts to determine whether the prospect is subject to a current, valid exclusive agreement to provide the same type of real estate service. (Amended 1/04)
- **Standard of Practice 16-10**
REALTORS®, acting as buyer or tenant representatives or brokers, shall disclose that relationship to the seller/landlord's representative or broker at first contact and shall provide written confirmation of that disclosure to the seller/landlord's representative or broker not later than execution of a purchase agreement or lease. (Amended 1/04)
- **Standard of Practice 16-11**
On unlisted property, REALTORS® acting as buyer/tenant representatives or brokers shall disclose that relationship to the seller/landlord at first contact for that buyer/tenant and shall provide written confirmation of such disclosure to the seller/landlord not later than execution of any purchase or lease agreement. (Amended 1/04)

REALTORS® shall make any request for anticipated compensation from the seller/landlord at first contact. (Amended 1/98)
- **Standard of Practice 16-12**
REALTORS®, acting as representatives or brokers of sellers/landlords or as subagents of listing brokers, shall disclose that relationship to buyers/tenants as soon as practicable and shall provide written confirmation of such disclosure to buyers/tenants not later than execution of any purchase or lease agreement. (Amended 1/04)
- **Standard of Practice 16-13**
All dealings concerning property exclusively listed, or with buyer/tenants who are subject to an exclusive agreement shall be carried on with the client's representative or broker, and not with the client, except with the consent of the client's representative or broker or except where such dealings are initiated by the client.

Before providing substantive services (such as writing a purchase offer or presenting a CMA) to prospects, REALTORS® shall ask prospects whether they are a party to any exclusive representation agreement. REALTORS® shall not knowingly provide substantive services concerning a prospective transaction to prospects who are parties to exclusive representation agreements, except with the consent of the prospects' exclusive representatives or at the direction of prospects. (Adopted 1/93, Amended 1/04)
- **Standard of Practice 16-14**
REALTORS® are free to enter into contractual relationships or to negotiate with sellers/landlords, buyers/tenants or others who are not subject to an exclusive agreement but shall not knowingly obligate them to pay more than one commission except with their informed consent. (Amended 1/98)
- **Standard of Practice 16-15**
In cooperative transactions REALTORS® shall compensate cooperating REALTORS® (principal brokers) and shall not compensate nor offer to compensate, directly or indirectly, any of the sales licensees employed by or affiliated with other REALTORS® without the prior express knowledge and consent of the cooperating broker.
- **Standard of Practice 16-16**
REALTORS®, acting as subagents or buyer/tenant representatives or brokers, shall not use the terms of an offer to purchase/lease to attempt to modify the listing broker's offer of compensation to subagents or buyer/tenant representatives or brokers nor make the submission of an executed offer to purchase/lease

contingent on the listing broker's agreement to modify the offer of compensation. (Amended 1/04)

- **Standard of Practice 16-17**
REALTORS®, acting as subagents or as buyer/tenant representatives or brokers, shall not attempt to extend a listing broker's offer of cooperation and/or compensation to other brokers without the consent of the listing broker. (Amended 1/04)
- **Standard of Practice 16-18**
REALTORS® shall not use information obtained from listing brokers through offers to cooperate made through multiple listing services or through other offers of cooperation to refer listing brokers' clients to other brokers or to create buyer/tenant relationships with listing brokers' clients, unless such use is authorized by listing brokers. (Amended 1/02)
- **Standard of Practice 16-19**
Signs giving notice of property for sale, rent, lease, or exchange shall not be placed on property without consent of the seller/landlord. (Amended 1/93)
- **Standard of Practice 16-20**
REALTORS®, prior to or after their relationship with their current firm is terminated, shall not induce clients of their current firm to cancel exclusive contractual agreements between the client and that firm. This does not preclude REALTORS® (principals) from establishing agreements with their associated licensees governing assignability of exclusive agreements. (Adopted 1/98, Amended 1/10)

Article 17

In the event of contractual disputes or specific non-contractual disputes as defined in Standard of Practice 17-4 between REALTORS® (principals) associated with different firms, arising out of their relationship as REALTORS®, the REALTORS® shall mediate the dispute if the Board requires its members to mediate. If the dispute is not resolved through mediation, or if mediation is not required, REALTORS® shall submit the dispute to arbitration in accordance with the policies of the Board rather than litigate the matter.

In the event clients of REALTORS® wish to mediate or arbitrate contractual disputes arising out of real estate transactions, REALTORS® shall mediate or arbitrate those disputes in accordance with the policies of the Board, provided the clients agree to be bound by any resulting agreement or award.

The obligation to participate in mediation and arbitration contemplated by this Article includes the obligation of REALTORS® (principals) to cause their firms to mediate and arbitrate and be bound by any resulting agreement or award. (Amended 1/12)

- **Standard of Practice 17-1**
The filing of litigation and refusal to withdraw from it by REALTORS® in an arbitrable matter constitutes a refusal to arbitrate. (Adopted 2/86)
- **Standard of Practice 17-2**
Article 17 does not require REALTORS® to mediate in those circumstances when all parties to the dispute advise the Board in writing that they choose not to mediate through the Board's facilities. The fact that all parties decline to participate in mediation does not relieve REALTORS® of the duty to arbitrate.

Article 17 does not require REALTORS® to arbitrate in those circumstances when all parties to the dispute advise the Board in writing that they choose not to arbitrate before the Board. (Amended 1/12)
- **Standard of Practice 17-3**
REALTORS®, when acting solely as principals in a real estate transaction, are not obligated to arbitrate disputes with other REALTORS® absent a specific written agreement to the contrary. (Adopted 1/96)
- **Standard of Practice 17-4**
Specific non-contractual disputes that are subject to arbitration pursuant to Article 17 are:

- 1) Where a listing broker has compensated a cooperating broker and another cooperating broker subsequently claims to be the procuring cause of the sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. When arbitration occurs between two (or more) cooperating brokers and where the listing broker is not a party, the amount in dispute and the amount of any potential resulting award is limited to the amount paid to the respondent by the listing broker and any amount credited or paid to a party to the transaction at the direction of the respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97, Amended 1/07)
 - 2) Where a buyer or tenant representative is compensated by the seller or landlord, and not by the listing broker, and the listing broker, as a result, reduces the commission owed by the seller or landlord and, subsequent to such actions, another cooperating broker claims to be the procuring cause of sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. When arbitration occurs between two (or more) cooperating brokers and where the listing broker is not a party, the amount in dispute and the amount of any potential resulting award is limited to the amount paid to the respondent by the seller or landlord and any amount credited or paid to a party to the transaction at the direction of the respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97, Amended 1/07)
 - 3) Where a buyer or tenant representative is compensated by the buyer or tenant and, as a result, the listing broker reduces the commission owed by the seller or landlord and, subsequent to such actions, another cooperating broker claims to be the procuring cause of sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97)
 - 4) Where two or more listing brokers claim entitlement to compensation pursuant to open listings with a seller or landlord who agrees to participate in arbitration (or who requests arbitration) and who agrees to be bound by the decision. In cases where one of the listing brokers has been compensated by the seller or landlord, the other listing broker, as complainant, may name the first listing broker as respondent and arbitration may proceed between the brokers. (Adopted 1/97)
 - 5) Where a buyer or tenant representative is compensated by the seller or landlord, and not by the listing broker, and the listing broker, as a result, reduces the commission owed by the seller or landlord and, subsequent to such actions, claims to be the procuring cause of sale or lease. In such cases arbitration shall be between the listing broker and the buyer or tenant representative and the amount in dispute is limited to the amount of the reduction of commission to which the listing broker agreed. (Adopted 1/05)
- **Standard of Practice 17-5**
The obligation to arbitrate established in Article 17 includes disputes between REALTORS® (principals) in different states in instances where, absent an established inter-association arbitration agreement, the REALTOR® (principal) requesting arbitration agrees to submit to the jurisdiction of, travel to, participate in, and be bound by any resulting award rendered in arbitration conducted by the respondent(s) REALTOR®'s association, in instances where the respondent(s) REALTOR®'s association determines that an arbitrable issue exists. (Adopted 1/07)

Explanatory Notes

The reader should be aware of the following policies which have been approved by the Board of Directors of the National Association:

In filing a charge of an alleged violation of the Code of Ethics by a REALTOR®, the charge must read as an alleged violation of one or more Articles of the Code. Standards of Practice may be cited in support of the charge.

The Standards of Practice serve to clarify the ethical obligations imposed by the various Articles and supplement, and do not substitute for, the Case Interpretations in Interpretations of the Code of Ethics.

Modifications to existing Standards of Practice and additional new Standards of Practice are approved from time to time. Readers are cautioned to ensure that the most recent publications are utilized.



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