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LEADERSHIP ISSUE 2021
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101 YEARS
1920-2021



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- Conference Center for 150
- Computer Lab for 42
- Supra & Member Services



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Hialeah, FL 33012
(Near W. 4 Ave. & W. 49 Street)

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- Computer Lab for 42
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- 75-seat auditorium
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- Supra & Member Services

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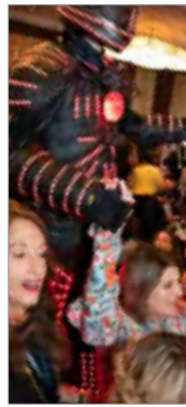
MIAMI is the voice for real estate, influencing and shaping the industry.

MIAMI Mission

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

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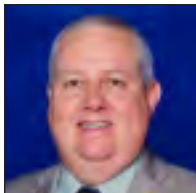
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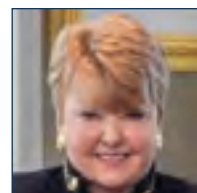
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2021 CORPORATE PRIORITIES

- Advocacy, RPAC and Community Initiatives
- Data/Analytics/Tech
- Collaboration and Cooperation with other Organizations

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The MIAMI Association of Realtors represents over 52,000 professionals and is the largest local Realtor association in the U.S. The MIAMI Association and its Board of Directors are dedicated to our members, leadership in the industry, the real estate profession, and the communities we serve. Our leaders impact the market, further our international presence, make key policy decisions and recommendations on important issues affecting the real estate industry, analyze trends and information, and provide the most impressive and comprehensive package of programs, products and services available in the market today.

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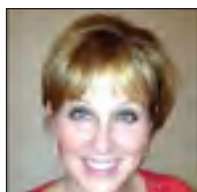
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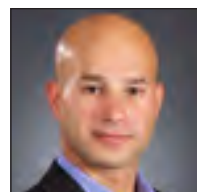
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MIAMI COMMERCIAL is dedicated to leadership in the commercial industry, the real estate profession, and the communities we serve. MIAMI COMMERCIAL impacts key policy decisions and important issues affecting the commercial industry, analyzes information, has strong legislative initiatives, provides important member services and presents commercial events and programming throughout the year. The Association also provides international marketing tools and resources for our commercial members. With over 2,800 members, we are the largest leading commercial Realtor association in Florida and one of the largest in the nation - offering more education, marketing tools and services than any other. MIAMI COMMERCIAL received the first accreditation from the National Association of REALTORS®.

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- MLS
- Education and Networking
- Research
- Partnerships
- Products and Tools
- Global
- Advocacy
- Recruitment
- Social Media
- Media & Public Relations

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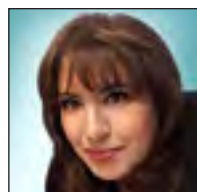
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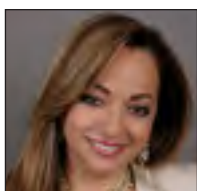
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MIAMI REALTORS®... Compounding the MIAMI Effect

As the Association's think tank, brain trust and expert resource for their respective marketplaces, the Residential Board of Governors and the BROWARD-MIAMI Board of Governors are MIAMI's eyes and ears in the residential real estate market. The Governors identify and monitor threats, opportunities and solutions based on the issues and challenges facing MIAMI members on a day-to-day basis. The Governors make decisions relative to the Association being an integral part of our members' business and of their professional and community solutions. Together with the MIAMI Professionals, they identify, customize, and implement the very best leading-edge products, services and programs to benefit members, increasing their business and profitability by helping them win MORE listings, reach MORE buyers and close MORE sales.

MIAMI Members: You are our top priority – helping all MIAMI members achieve the highest level of professionalism and deliver the highest level of service to your customers – and that means ongoing education, Virtually and In-Person (when available). With MORE than 4,000 programs, classes and seminars in 2021, MIAMI is helping YOU be the best professional possible and creating a better marketplace for everyone. A few key priorities for 2021:

MLS – Making the best possible MLS available to MIAMI members has always been a priority. In 2021 we continue to raise the bar on data integrity and choices!

2021 RESIDENTIAL PRIORITIES

- MLS
- Professional Development
- Standards and Professionalism
- Broker/Member Engagement & Profitability
- RPAC and Advocacy
- Data/Analytics



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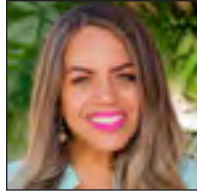
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- MLS
- Global
- Commercial
- Broker/Member Engagement & Events
- Community & Business Partnerships
- Ambassador Program
- BROWARD-MIAMI Leader Engagement
- BROWARD-MIAMI Website & Social Media
- Broker/Agent Outreach – Recruitment & Retention
- Professional Development
- Government Affairs & Housing Initiatives

MIAMI Members have a choice of MLS Primary Platforms: Matrix or Rapattoni. MIAMI Platinum PLUS Members can choose BOTH MLS Platforms in addition to Premium Products and Services. MIAMI members can also choose Matrix en Español and the MIAMI COMMERCIAL MLS. Both Matrix and Rapattoni feature customization for the South Florida market with enhanced reports and specialized data fields that reflect the changing real estate needs of both customers and members. We are also adding MORE MLS-integrated, market-centric and consumer engaging products and services than ever before to provide THE best MLS experience. MIAMI MLS pledges to provide

Buyers, Sellers and Renters with the best and widest range of residential and commercial properties and services available.

Professional Development and Global – In addition to our more than 1,800 MLS classes, in 2021, MIAMI will continue to offer an unprecedented line-up of top-level Professional Designation and Certification courses Virtually and In-Person (when available) and MIAMI Global resources, connectivity, and exposure, including access to global programs, education events and our more than 200 partners worldwide.

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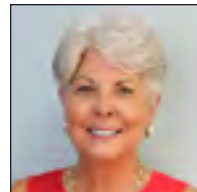
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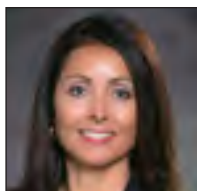
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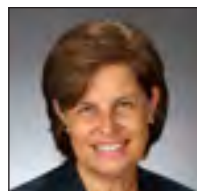
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- MIAMI Association of REALTORS Resources
- JTHS-MIAMI Leader Responsibilities
- Large Broker Outreach/Broker & Member Profitability
- Member Engagement & Recruitment
- Professional Development & Professional Standards
- Community Initiatives & Government Affairs
- Housing Initiatives
- Business Partner Support
- Commercial & International Resources
- Neighboring Association Cooperation

The JTHS-MIAMI Board

The 2021 JTHS-MIAMI Board of Governors will continue to pave the way for members throughout Palm Beach and Martin County. These diligent leaders are committed to maintaining a strong presence within the business community, as well as developing key relationships with representatives from our local government. One of this year's primary goals is to increase and enhance our membership by showing the value proposition of being a JTHS-MIAMI member. In addition, our 2021 board will be laser-focused on relevant issues in our industry such as affordable housing and REALTOR advocacy.



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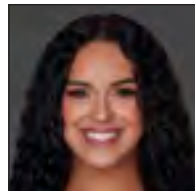
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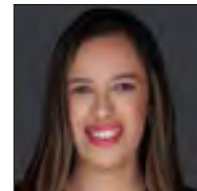
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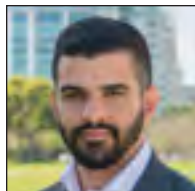
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- Success of our YPNs
- Grow Miami, Broward, & JTHS Chapters
- New Educators, Topics, & Presentations
- Creating MIAMI YPN Preferred Partners
- Global MIAMI YPN Network
- New Engaging Events
- New Creative Content
- YPN Branding
- Government Affairs & State Directors
- Coordination with other Leadership Boards



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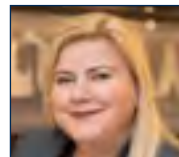
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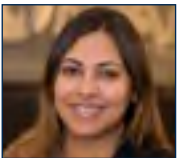


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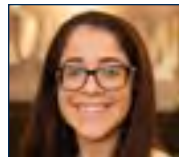


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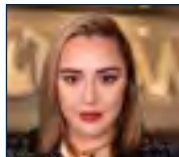


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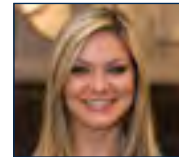
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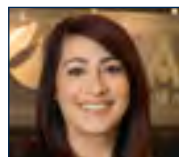
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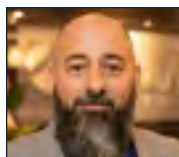
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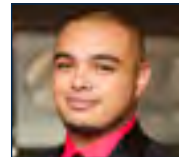


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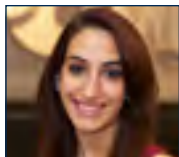
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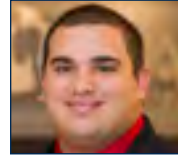


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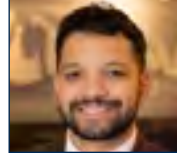
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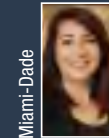
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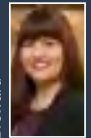
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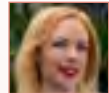
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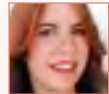
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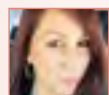
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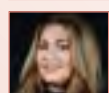
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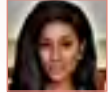


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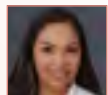
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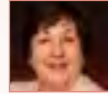


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Harrison Flynn

MIAMI Awards

Congratulations to our 2020 Industry Leaders and Award Winners who were honored at our Inaugural Celebrations in March

MIAMI



**Lt. Governor
Jeanette M. Nuñez**
Industry Champion



Raquel Regalado
REALTOR® Advocate
of the Year



Agent 3000
Product of the Year



Neal Oates Jr.
Educator of the Year



Daniel Guerra
MIAMI PAC Advocate
of the Year



TruView Inspections
Corporate Affiliate
of the Year



SIRA
Global Partner
of the Year

COMMERCIAL



Fernando Arencibia
Commercial REALTOR®
of the Year



**Member-to-Member
& Webauthor**
Commercial Product
of the Year



CoreLogic
Commercial MLS Partner
of the Year



Kay Conegeski
Commercial Champion
of the Year



Tamika Moses
Commercial Rising Star



**Commercial Marketplace
(Josh Kohn)**
Commercial Networking Series
of the Year



RESIDENTIAL



Margy Grant
Residential REALTOR®
Advocate of the Year



Angelique Hibbert
Residential
Rising Star Award



Ines Hegedus-Garcia
Residential Educator
of the Year



Caliber Home Loans
Residential Affiliate
of the Year



Maggie Buck
Chairman of the Year



Israel Ameijeiras
Ombudsman
of the Year



Jena Congdon
Grievance Chairman
of the Year

PROFESSIONAL STANDARDS

BROWARD-MIAMI



Dan Lindblade
Broward Community
Leader of the Year



**Ernesto Vega –
Canvas Real Estate**
Broward Broker Partner
of the Year



Karla Guadamuz-Davis
Broward Rising Star



Venus Proffer
Broward Community
Advocate



Sophia Allen
Broward YPN
Rising Star



**Florida's Title Insurance
Company - Randy Gilbert**
Broward Business Partner of the Year



JTHS-MIAMI



Jeff Molner
JTHS-MIAMI
President's Award



Joan Thomson
Waterfront Properties
and Club Communities
JTHS-MIAMI Broker
Partner of the Year



Mike Dooley
JTHS-MIAMI
Legacy Award



John Renaldo
Jupiter Inlet Title, LLC
JTHS-MIAMI Business
Partner of the Year



Shakearah Rolle
JTHS-MIAMI Rising Star

YPN-MIAMI



Dania Diaz
YPN of the Year



Desi Rodriguez
YPN Pro of the Year



Katherine Arteta
YPN Educator of the Year



Gabriel Amedee
YPN Rising Star



**Damage Control
(Grimaldi/PRMG)**
YPN Podcast of the Year



MiamiRealtors.com/Services

FREE, Exclusive, Subscription and Discounted Services

Websites, IDX and Syndication

- Proxio Premier Agent*
- Agent 3000
- Proxio Connect
- Proxio Developer Showcase
- SaleCORE (formally HomeSwing)
- TerraFlyPro
- BuyDomainNamesAndMore.com*
- SouthFloridaOpenHouseSearch.com
- SouthFloridaCommercialPropertySearch.com
- MiamiBrokerOpenHouse.com
- MiamiRealtors.com/IDX
- SavvyCard
- Listing Syndication (Brokers/Managers)
- Juwai
- Realopedia
- Global Property Xchange
- WorldProperties.com
- Trestle*
- Bridge
- HomeVisit*
- World Property Journal News Syndication*
- ListHub Syndication (Brokers/Managers)
- Homes.com
- TheInternationalMLS.com



Multi-Media, Photos, Videos, Tours

- Proxio Connect
- Proxio Developer Showcase
- Agent 3000 Upgrade*
- IUSE Photography*
- MIAMI Preferred Photographer* Program*
- PadStyler*
- TerraFly PRO
- Klear
- Agent 3000
- Amarki*
- Property Panorama
- MyHomePlans
- MyCondoPlans
- BombBomb*
- Planomatic*
- RPR
- BoxBrownie*
- HomeVisit*
- immoviewer
- Remine Live
- Homesnap Pro



CRM

- Agent 3000 Upgrade*
- Total Brokerage
- Klear
- SaleCORE*
- HomesConnect
- Remine PRO
- Elevate



Sellers/Buyers, Presentations and CMAs

- Top CMA* *COMING SOON*
- Proxio Premier Agent*
- Form Simplicity Ultimate Edition*
- RealDax*
- Agent 3000
- Commercial Member-2-Member Marketing
- Proxio Connect
- RateMyAgent
- DeepBlocks
- Klear
- CartoFront
- MLS Offers
- Landlord Station
- Proxio Developer Showcase
- SouthFloridaOpenHouseSearch.com
- SouthFloridaCommercialPropertySearch.com
- MiamiBrokerOpenHouse.com
- RentalBeast.com
- CRN: Commercial Referral Network *COMING SOON*
- TerraFlyPro
- Amarki*
- Real Estate Toolbox
- Showingly
- Remine PRO
- Homesnap Pro
- RPR
- RPR Commercial
- Elevate
- Supra eKEY
- Supra Web
- RatePlug
- Matrix Client Portal
- ShowingTime
- iMapp
- EDDM – Every Door Direct Mail
- RPR Mobile
- HomeVisit*
- eProperty Watch
- INRIX Drive Time
- MyRental Tenant Screening
- NewHomeSource Professional
- Builders Update New Home Search
- Homes Connect Drip Marketing



MIAMI Platinum PLUS Subscription**

- Matrix plus Rapattoni
- Rapattoni plus Matrix
- Form Simplicity Ultimate Edition
- One FREE NAR Designation Class
- Top CMA *COMING SOON*
- Proxio Premier Agent
- RealDax



Supra

- NO COST/FREE Supra eKEY Service
- Contactless Lockbox/ Fob pickup available at 4 locations: HQ, Coral Gables, Sawgrass & JTHS
- Agent Safety Alert
- Data at the Door
- Start and End Showing Notification
- Showing Feedback
- GetSupraNow.com
- Supra Web
- Supra on your Smartphone
- Order Supra eKEY online
- Supra BT LE Lockboxes*
- Supra eKEY Service for Affiliates*
- Use phone biometric feature or Apple watch to open key box
- Customize access hours, agent note, flyer and business card in key box
- Showing notification when key leaves GPS geo-fence



Marketing Tools

- Amarki
- Agent 3000
- Broker Command
- Homes Connect Drip Marketing
- Klear
- Miami International Magazine
- Rental & Leases (F)
- When You Work With Me/ Commercial (F)
- International Referral Network/ Commercial (F)
- MIAMI COMMERCIAL Listings Go More Places (F)
- Top 20 Reasons to Visit & Buy in Miami, Broward, Palm Beach and Martin County (F)
- Miami: Top Ranking City (F)
- Broward and Palm Beach: Top Ranking Market (F)
- When You List with Me (F)
- Link to the World: MIAMI, Broward & JTHS (F)
- Global Referral Network: Miami, Broward and JTHS (F)
- Miami-Dade International School Choices (F)
- Top Countries Searching So. FL Properties (F)
- Foreign Consumers Searching U.S. Properties (F)
- Miami Luxury: Knight Frank Report (F)
- Miami International Airport Statistics (F)
- Miami-Dade, Broward, Palm Beach and Martin County in the Rankings (F)
- Market Focus Reports
- HomeVisit*



Affiliates

- Affiliate Directory by Business Category
- JTHS Business Partners
- Presidential Membership
- Diamond Membership
- Platinum Membership
- Gold Membership
- Silver Membership
- Bronze Membership



Information Central

- Inman Select – FREE Subscription
- RETechnology – FREE Subscription
- RIS Media/MIAMI Dashboard
- Trending News/ MIAMI Dashboard
- Residential News/ MIAMI Dashboard
- Commercial News/ MIAMI Dashboard

MIAMI Platinum PLUS

- Exclusives
- Not Exclusive but great Service – Deep Discounts for MIAMI Members where applicable

(F) Marketing Flyer

■ Services without * are FREE to MIAMI Members

Your One-Stop Destination...

Commercial

- RealDax*
- Form Simplicity Ultimate Edition*
- South Florida Commercial MLS
- South Florida Commercial Property Search
- M2M: Member2Member Marketing
- Commercial Marketplace
- Listing Syndication Partnerships
- World Property Journal Commercial News Syndication
- Amarki - CoBranding
- When You Work With Me (F)
- International Referral Network (F)
- MIAMI COMMERCIAL Listings Go More Places (F)
- DeepBlocks*
- Proxio Connect
- Premium TerraFly
- CompStak
- Reonomy*
- CREOP*
- WikiRealty
- Agent 3000
- iMapp
- BoxBrownie*
- DotLoop
- Affiliates
- Resources
- International Reports
- Search Other MLSs
- Partner Associations
- Resources
- Advocacy
- Industry News
- RPR Commercial
- Form Simplicity Education/Training
- Realist
- Remine PRO
- CREXi*
- immoviewer
- BombBomb*
- eCommission*



Customer Engagement

- RateMyAgent
- Klear
- H2File*
- WikiRealty
- SavvyCard
- SouthFloridaOpenHouse-Search.com
- SouthFloridaCommercial-PropertySearch.com
- Ask the Experts
- Showingly for Consumers/Vendors
- eProperty Watch
- Remine App for Consumers
- RealKnu*
- SmarterAgent App for Consumers
- HomesConnect Drip Marketing
- RatePlug
- Elevate
- Great Schools
- Live Chat
- Matrix Client Portal
- Matrix en Espanol + Client Portal
- ShowingTime
- HomeVisit*



Education

- MIAMI Realtors LIVE
- MIAMI-on-Demand
- MIAMI Video Library
- 4 Full-Time Trainers
- MIAMI Trainers Video Library
- Virtual and Hands-On Classes (when available)
- Online Education
- Webinars
- Designation and Certifications
- Online and Print Calendar
- South Florida Real Estate School



Member Benefits

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



Broker/Managers

- Broker Command
- Broker/Manager Newsletter
- ListHub Syndication
- ListTrac Website Tracking Reports
- ListHub Brokerage Reports*
- Syndication
- Broker/Manager Dashboard



Paperless Transactions

- Form Simplicity Ultimate Edition*
- Glide
- H2File
- Form Simplicity
- DotLoop
- Transaction Desk*



Global Exposure

- Proxio Premier Agent*
- RealDax*
- Global Property Xchange
- Proxio Connect
- Top 20 Reasons to Visit & Buy (Translation & CoBrandable) (F)
- Referral Network (F) (Translated & Co-Brandable)
- Partner Association (CoBrandable) (F)
- Research
- Juwai
- Realopedia
- Proxio Developer Showcase
- WorldProperties.com
- SouthFloridaOpenHouse-Search.com
- SouthFloridaCommercial-PropertySearch.com
- International MLS
- RentalBeast.com



Big Data

- RealDax*
- Broker Command
- SF Market Intel
- Market Focus Reports
- ReboGateway Utility
- Agent 3000
- Compstak
- CREOP*
- Reonomy*
- MyCondoPlans
- MyHomePlans
- Remine PRO
- RentalBeast.com
- RPR
- RPR Commercial
- RPR Mobile
- ListTrac
- SunStats
- Professional Search
- Data Co-op
- MLS Advantage
- ListHub Broker Reports*



To find a specific Product or Service simply type in:
MiamiRealtors.com/the name of the product or service
 i.e. MiamiRealtors.com/Supra

** MIAMI Platinum PLUS is a Subscription Service of Premium Products, Services and Perks for top professionals

■ Pricing is \$179.00/yr. MiamiRealtors.com/PlatinumPLUS

■ Total Cost if Purchased Separately \$1720.00

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

MIAMI

#1

Miami is ranked the most glamorous city in the U.S.

(Source: LawnStarter, 2021)

#1

Miami-Dade County ranked No. 1 for having the most former Californians getting Florida driver's licenses for 2019, 2020 and the first four months of 2021.

(Source: Florida Department of Highway Safety & Motor Vehicles, 2021)

#1

Miami is ranked the No. 1 best city for foodies in America

(Source: Apartmentguide.com, 2020)

#26

Wynwood is ranked No. 26 coolest neighborhood in the world

(Source: TimeOut, 2020)

#4

South Florida ranked No. 4 for top U.S. relocation destination for Americans who have moved during COVID-19

(Source: Orbital Insight, 2020).

#2

Miami ranked No. 2 Best U.S. city for small business in 2020

(Source: Biz2Credit study, 2020)

#1

South Florida ranked No. 1 among U.S. metros with largest migration changes for software and IT workers- February 2021 year-over-year.

(Source: Axios, 2021)

#1

South Florida is home to the three most popular destinations for New York transplants changing to Florida driver's licenses for the calendar years 2019, 2020 & 2021 through April.

(Source: Florida Department of Highway Safety & Motor Vehicles, 2021)

#1

Miami Beach ranked No. 1 best market for homebuyers

(Source: Realtor.com, 2021)

#1

Miami ranks No. 1 in the U.S. with the most racially and ethnically diverse tech industry- diversity index quartile.

(Source: CompTIA analysis, 2021)

#8

The Miami/Fort Lauderdale area is now ranked #8 in the United States for dollar value of deals in all of 2020, beating Austin & Washington D.C.

(Source: Univision, 2020)

Top 40

Miami ranked among top-40 most sustainable U.S. cities

(Source: Commercial Café, 2020)

BROWARD

#4

Fort Lauderdale ranks No. 4 for best cities for LGBTQ

Home Buyers

(Source: Realtor.com, 2021)

#6

Fort Lauderdale ranked among the Top 10 Zip Codes with the biggest improvement in equity-rich share of homes in Q4 2020

(Source: ATTOM Data Solutions, 2020)

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

The only REALTOR® Association in the world with 52,000 members, 223 International Partners around the world and MORE than 150 Products and Services.



#6

Hollywood Beach ranked
No. 6 for best beach
in the U.S.

(Source: TripAdvisor, 2020)

#15

Broward County named
15th healthiest community
in Florida

(Source: U.S. News, 2020)

#15

Broward County
public high schools ranked
among the best
in the nation

(Source: U.S. News & World Report's
Best High Schools, 2020)

PALM BEACH

#1

Jupiter Medical Center
became the only Treasure
Coast hospital to receive a
4-star rating from Overall
Hospital Quality

(Source: Centers for Medicare & Medicaid Services, 2020)

#2

Palm Beach International Airport
ranked No. 2 for overall customer
satisfaction among medium
U.S. airports.

(Source: J.D. Power, 2020)

#11

Palm Beach County named
11th healthiest community
in Florida

(Source: U.S. News, 2020)

#16

Delray Beach ranked among
the 16 Top East Coast
Beaches to Visit

(Source: U.S. News, 2020)

#18

Palm Beach ranked 18th on
richest places in the United States
- based on U.S. Census data for
average household income.

(Source: Bloomberg, 2020)

MARTIN

**Hobe Sound is
home to two
of the best
golf courses
in Florida:**

McArthur (No. 6)
The Grove XXIII (No. 9)

(Source: Golf.com, 2020)

#4

Martin County named fourth
healthiest community in Florida

(Source: U.S. News, 2020)

#10

Martin County ranked as the
No. 10 best county
to live in Florida

(Source: Niche, 2020)



CELEBRATING



1920

Miami Real Estate Board is founded with 128 members on March 7. A week later, they change their name to Miami Realty Board. On June 1, the Board is chartered by NAREB (which later becomes NAR).

1926

At a cost of \$650,000, the Board starts a 15-story building downtown, which is later lost during the Great Depression.

1941

Board membership drops to 62 because of the war. The Board moves to the second floor of a warehouse to save money.

1944

Board membership grows back to 169 members.

1946

The Board acquires Realty Listing Service of Miami.

1948

The Board sponsors its first home show and continues sponsorship until 1966.

1949

Board membership grows to 261, including 23 women.

1961

The Kendall-Perrine Board of Realtors is formed with 27 brokers and 29 associates, and Jack Pym is elected their first president.

1962

Herb Simon is elected president of the Miami Board, later to serve a record-setting three terms in three different decades.

1966

Miami Board's Home Show, which started in 1948 and ran for nearly 20 years, ends.

1970

The Miami Board celebrates its 50th anniversary during Real Estate Week in May.

After his grand gala celebration and much fanfare, beloved president A. O. Renuart dies of a heart attack the evening of his 50th birthday. Mildred C. Simon is elected the Board's first woman president and coins the motto "It's Great to be a Realtor!"

1920

1930

1940

1950

1960

1970

1932

The Coral Gables Board is founded and A. O. Renuart is elected their first president.

1934

The first Miami Zoning Ordinance is adopted through the efforts of the Miami Board and Past President Frank Stearns is named the first zoning and planning director.

1936

The first woman is admitted to membership.

1939

The Miami Realty Board officially becomes the Miami Board of Realtors.

1950

The Hialeah Board of Realtors is formed, and the NAR Convention is hosted in Miami Beach.

1956

The Miami Board buys building across from the Orange Bowl, which features an auditorium that seats over 200.

1959

Enrique Valledor is first Cuban and first Hispanic elected president. He is later elected FAR president and NAR regional vice president.

The Board is the fourth largest association in the U.S. with 1,686 members.

1973

Miami Board's first woman president, Mildred C. Simon, is elected during Herb Simon's term.

1977

Jerome Bain becomes the first African American president, leaving the residual of his position to establish the Real Estate Education Fund, used to set up an educational fund for the Real Estate Institute.

1978

On Valentine's Day, the Board proclaims, "Betty Strickland, 1978, for her years of service with the Board, the most ever assembled."

1979

Rose Gordon is elected president, beginning the tradition of women presidents and ending with the Board's history.





1920 - 2020

MIAMI ASSOCIATION OF REALTORS®

1980

The Miami Board celebrates its Diamond Jubilee, and Frank Kowalski is until then youngest president ever elected.

1983

Board moves into new headquarters.

1988

Board Leads the fight against Graffiti.

1989

Miami launches Commercial Marketplace.

1990

Eduardo San Roman is the youngest Board president ever elected.

1992

Miami Board changes its name to REALTOR® Association of Miami (RAM), creates separate boards/membership for residential and commercial within the association.

1993

Miami Miami Executive VP Betty Strickland retires after 32 years - Board names Teresa King Kinney as CEO.

NAR Convention hosted in Miami Beach.

1996

RAM launches first website, becomes first large market to post its listings online.

2000

RAMB launches new online Broker Open House.

2001

RAMB creates first exclusive premium service for Members – iMapp.

2010

RAMB Celebrates 90th Anniversary

RAMB has the fastest merger in NAR history with Realtor Association of Miami-Dade, creating the largest Realtor association in the nation. 2 months later, they merge with Northwestern Dade to become the only association in Miami-Dade.

2011

MIAMI Association of REALTORS® creates its first Facebook page.

2012

MIAMI's Moe Veissi is elected NAR president!

2015

MIAMI Association merges with JTHS and sets home sales record.

2017

MIAMI REALTORS® launches NAR Pilot Program "Changing Communities".

2020

Celebrating
MIAMI's
100th
ANNIVERSARY

1980

1990

2000

2010

2020

Salesman's Training School launches second term as president.

es Miami Board president, later of his estate to the Miami Board of Foundation, of which \$500,000 was endowment creating the Jerome Bain at FIU.

the Miami Board and Dade County "ickland Day," honoring her for 20 years largest gathering of Board presidents

sted Board president. The decade with the first two women presidents in

1996

MIAMI creates its first International Council, signs first-ever International Agreement with SECOVI-SP in Brazil and hosts first International Congress.

1997

RAM merges with Miami Beach Association, changes name to Realtor Association of Greater Miami and the Beaches (RAMB).

1998

RAMB launches new website and moves into new headquarters.

2003

RAMB linked to international partner websites; number of committees reduced to allow staff and leaders to focus on serving Members.

2005

RAMB headquarters upgraded and expanded.

2007

RAMB membership hits new peak of more than 14,000 Members.

2008

"First in the World" Global Listing Exchange

2018

MIAMI REALTORS® launches MIAMI Platinum PLUS and rebrands Commercial association as MIAMI COMMERCIAL.

MIAMI presents South Florida's Biggest Open House Weekend.


2019

MIAMI REALTORS® breaks ground on city's first cargo container home.

Special 25th Annual MIAMI Global Real Estate Congress attracts foreign delegates, industry leaders.

MIAMI REALTORS® CEO Teresa King Kinney awarded highest honor by the National Association of REALTORS®.

MIAMI launches first Commercial MLS and largest Commercial property portal in Florida.

 MIAMI REALTORS®

MARCH 25 | BILTMORE HOTEL

101 INAUGURAL GALA RECEPTION



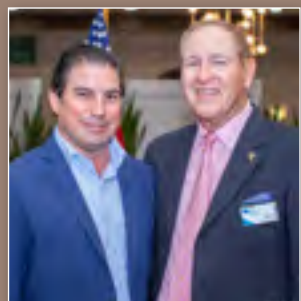
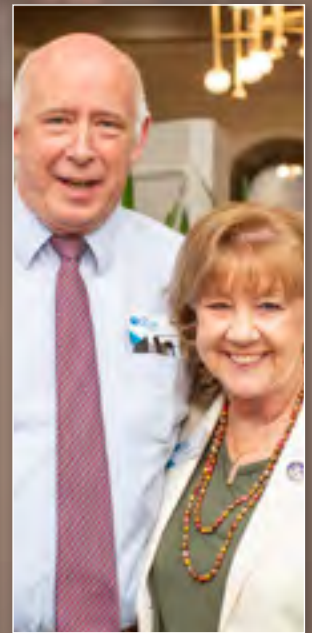
BROWARD MIAMI A DIVISION OF MIAMI REALTORS'
101 INAUGURAL GALA RECEPTION

MARCH 18
RIVERSIDE HOTEL



JTHS MIAMI A DIVISION OF MIAMI REALTORS®
101 INAUGURAL GALA RECEPTION

MARCH 10
EASTPOINTE COUNTRY CLUB



CONGRATULATIONS



Christina
PAPPAS
Florida REALTORS®
President-Elect



Jorge L.
GUERRA, Jr., CRS, C2EX
District 4 DVP
NAR Global Liaison



José María
SERRANO, CCIM, C2EX
Florida CCIM
Chapter President



Vivian
MACIAS, CDE, CRS, GRI, SFR, SRS
Florida RRC President



Stephen R.
RIGL, CCIM, MBA, SIOR
Florida CCIM President-Elect

ANNOUNCING MIAMI PROFESSIONALS



Congratulations to Lynda Fernandez who has been named CEO of the Greater Louisville Association of Realtors! Lynda is leaving the MIAMI Association of Realtors after serving us for 16 years and contributing to the significant success and expansion of the Communications and Global departments. We are grateful for her contributions and wish her continued success in all her future endeavors.



WE ARE EXCITED TO ANNOUNCE NEW COMMUNICATIONS & GLOBAL ROLES...



Chris Umpierre
chris@miamire.com
Chris has been at MIAMI for over 6 years as communications director, will be taking over Lynda's communications responsibilities as VP of Communications.

Liz Juffin

LizJ@miamire.com

Liz is currently in charge of Affiliate Members, Sponsorships, and Corporate Alliances, and will expand her role as VP of Business Development and Global, working with Teresa King Kinney.



Daniel Zapata Vasco
danielz@miamire.com
Social Media
Specialist

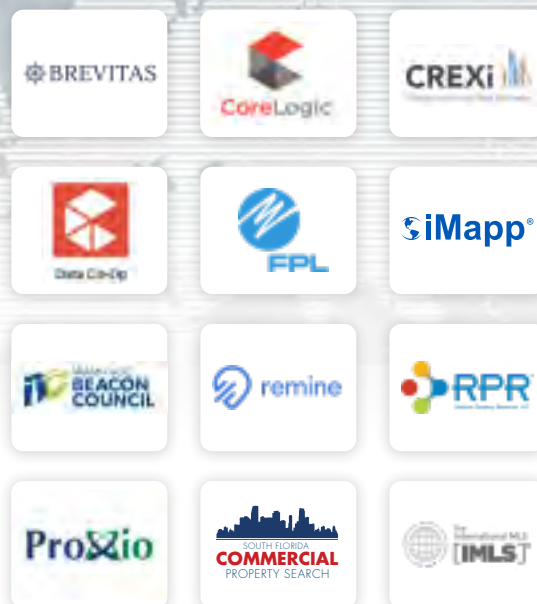
COMMERCIAL MLS LISTINGS | EXPOSURE GROWS IN 2020

With more than 10 new commercial partners, this year we focused on increasing commercial MLS listing exposure globally. MIAMI COMMERCIAL signed agreements with powerhouse commercial websites and partners such as CREXi, Beacon Council, IMLS (The International MLS) and Brevitas, giving our members' commercial listings national, local and global exposure. Importantly, all partners committed to having any lead generated from these listings go directly to the listing agent.

Our renewed partnership with Beacon Council, Miami-Dade County's premier economic development agency, is a prime example of key exposure for MIAMI COMMERCIAL listings. Their commercial website MiamiDadeSites.com is not just home to our commercial listings but also to incredible additional layers of information for businesses, investors and brokers, including opportunity zones.

We were also able to secure CREXi, another extremely popular commercial platform and one of MIAMI COMMERCIAL's newest partners. CREXi garners a robust amount of exposure and traffic, which has been very beneficial for the recent syndication of our commercial listings and has generated rave reviews from MIAMI COMMERCIAL members who are already getting leads and prospects from the website. In addition to the listing exposure, members are now eligible for 35% off of their full-service offering that includes marketing and comparable tools. Thanks to former Lynda Fernandez, MIAMI chief of communications and global, our commercial listings are also getting expansive international exposure. Both the IMLS and Global Property Xchange are new global platforms attracting investors and developers from countries all over the globe.

Other partners include the City of Doral, RPR Commercial, and Proxio Pro.



BY THE NUMBERS ACTIVE LISTINGS

1,761

Commercial Land

2,844

Commercial Leases

1,830

Commercial Sales

1,106

Business Opportunities

Total: 7,541

TOTAL MLS SALES DOLLAR VOLUME

\$907,938,749

Commercial Improved Sales

\$295,457,421

Commercial Land Sales

\$45,609,024

Business Opportunities

Over 1.2 Billion
in Commercial Sales



DATA FROM NOV. 2019 TO NOV. 2020



MIAMI COMMERCIAL Expands Products and Services in 2020

More than ever, in 2020, MIAMI COMMERCIAL added key tools and products to help members better prospect, market their haves and needs, build improved offering memorandums, and access crucial market data. Many of these partnerships are exclusive for our Realtor members in South Florida.

We partnered with CompStak, the leading crowdsourced commercial real estate data platform specializing in lease comps and other commercial real estate data. Although CompStak is always free, our commercial members have as many as 15 free preloaded lease comparisons, and then just need to give a "comp to get a comp".

In addition to CompStak, we added CREOP, an incredible tool that creates beautiful offering memorandums and offers a 25% discount off their monthly and yearly pricing for MIAMI members. In response to members asking for an affordable program that creates presentations that will win more listings, CREOP, which is being used by commercial brokers all over the US, offers the perfect solution.

We also added marquee prospecting and data tool Reonomy as a partner, their large database

of information and prospecting tools includes the ability to search 50M+ commercial properties nationally with 300+ search filters, including property type, sales, debt, and more. With access to names, numbers, emails, and addresses, users can pierce the LLC and contact owners in seconds. MIAMI COMMERCIAL members receive a 15% discount on their Reonomy services.

In addition to bringing these new tools and discounts to members, we also expanded our training on existing tools such as RPR Commercial, IMAPP and Remine Pro just to name a few. Our goal has always been to bring cutting-edge tools to expand our current services and increase member profitability. We will continue to identify unique opportunities in 2021 and beyond. You can learn more about these and other commercial tools at

miamirealtors.com/commercial/services

Free Commercial Education and Training Take Center Stage in 2020

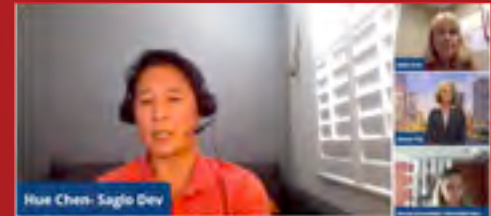
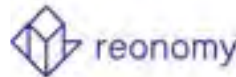
Challenges often provide unique opportunities. In 2020, we offered more free commercial education than any year in our history. The classes were varied and included content on contracts and other timely and unique issues such as forbearance and force majeure. We also held a series of webinars that addressed leasing and subleasing. While many of our members work with investors, leasing is the lifeblood of commercial real estate. Topics ranged from leasing fundamentals to issues regarding subleasing and addressing specific asset classes such as retail.

All sessions were virtual and free, allowing members to watch remotely and stay safe during the COVID-19 pandemic. In addition, the webinars were recorded and posted to MiamiRealtorsLive.com, where, usually within 24 hours, members can review the recordings. In addition to classes, MIAMI COMMERCIAL's More Commercial Business Series expanded training on tools such as M2M, CompStak, CREOP, Remine Pro, RPR Commercial, and many more and included

training on how to prospect using a myriad of free tools.

Some of our most popular sessions, especially while agents were working remotely and looking for ways to build their pipeline:

M2M, the premier free commercial tool was of great benefit. We also featured training on how to create offering memorandums, develop and market property videos, and master social media. Another silver lining during COVID-19 was the ability to secure leading national speakers, such as renowned authors and economists, to virtually address a wide range of topics, including investing, business planning, and repurposing buildings. We will continue to offer many of the classes and trainings that we developed in 2020 into the new year, including the More Commercial Business Series and many of the topics that made 2020 unique and challenging but still very rewarding.



Pre-Register for the
Commercial Event of the Year

'21 COMMERCIAL SUPER CONFERENCE

FEATURING TOP EXPERTS &
INDUSTRY LEADERS

OCTOBER 1, 2021

CommercialSuperConference.com

Sponsorships Available

Why choose BROWARD-MIAMI?

- **LOWEST AGENT DUES**
of any local Realtor Association
- **FULL-TIME MEMBERSHIP TEAM**
at 3 Broward facilities to serve you
- **BROWARD-BASED
BOARD OF GOVERNORS**
representing our members
- **SUPRA eKEY SERVICE**
included with your membership
(no additional fee)
- **3 LOCATIONS IN BROWARD +**
4 in Miami + 1 in Jupiter =
8 convenient locations
- **MORE TRAINING & EDUCATION**
than any local association
(4,000 classes/year)
- **EXCLUSIVE HANDS-ON
COMPUTER LABS**
- **OVER 225 PRODUCTS & SERVICES**
to give you a competitive advantage
- **INTERNATIONAL EXPOSURE**
The most exposure for your MLS listings -
150+ Publishers - up to 500 websites -
220+ global partnerships
- **COMPLIMENTARY
STARBUCKS COFFEE**
at each of our office locations
- **AND SO MUCH MORE!**

*Join the more than 12,000
BROWARD-MIAMI agents who are
part of the largest local REALTOR
Association in the country!*

Go to www.miamirealtors.com/broward or
call us at 954-335-5200 to learn more.

BROWARD-MIAMI Resources

Broward Main: 954-335-5200

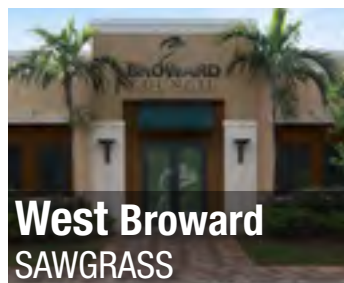
Transfer Hotline: 954-895-7464

Transfer E-mail: transfers@miamire.com

Website: miamirealtors.com/broward

We ARE BROWARD COUNTY

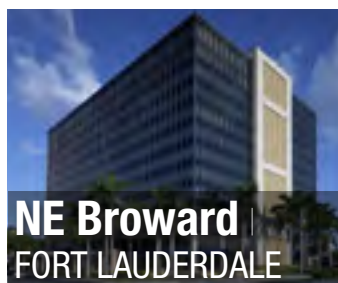
Whether you live or work in North, West or Southeast Broward, we've got you covered. Our members already know about our Northeast office in Fort Lauderdale and Sawgrass office in Sunrise, but now they have the added convenience of a new East Hollywood location. Situated just east of I-95 in the popular Oakwood Plaza, our southernmost Broward office is yet another full-service facility with training classes, seminars and member resources. And, as always, there is plenty of FREE Starbucks coffee for our members and guests.



West Broward SAWGRASS

13680 Northwest 14 Street
Sunrise, FL 33323

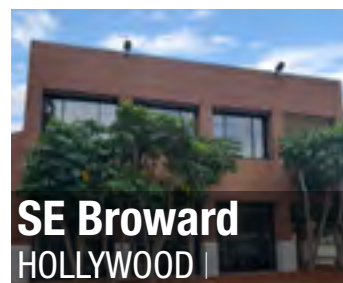
- Close to IKEA & Sawgrass Mall
- Minutes from I-75, I-595 & the Sawgrass Expressway
- Free parking
- 120 seat auditorium
- Hands-on training lab with 42 computers



NE Broward FORT LAUDERDALE

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

- In the Bayview Corporate Tower just north of Cypress Creek Rd
- Convenient 1st floor office suite
- Secured parking garage
- 45-seat training center
- 12 computers
- Conference room



SE Broward HOLLYWOOD

1 Oakwood Boulevard, Ste. 175
Hollywood, FL 33020

- Located in Oakwood Plaza near Dania Pointe
- Closest Realtor Association to an international airport
- 100 seat auditorium
- Free parking
- Hands-on training lab with 28 computers

Reaching Out... FROM A DISTANCE

Just because we couldn't touch base in person doesn't mean we couldn't stay connected to our members. Despite some of the challenges presented by COVID-19, BROWARD-MIAMI quickly adapted our outreach initiatives by bringing virtual trainings to nearly 2,000 agents throughout Broward County. Online platforms allowed our Outreach Team to connect with more members than ever before while training them on the top MIAMI tools & services. Interested in a presentation for your office? Contact Lori McQuestion at lori@miamire.com.



MORE in Broward

Danielle Y. Clermont
C2EX, CIPS, e-PRO®, MRP, PSA, RSPS
Chief of Broward & Palm
Beach Operations
daniellec@miamire.com



Rollin' Down the River

In February, we set sail on our Water Property Tour of Fort Lauderdale. This SOLD-OUT event was once again a huge hit with members and guests who participated from across South Florida. These lucky attendees enjoyed a leisurely waterway cruise while hearing information and updates on key properties and developments along the way. A very special thanks to our narrator, 2018 BROWARD-MIAMI President Patricia Anglero, for guiding us with her knowledge and expertise.



Networking Was A Breeze

Our BROWARD-MIAMI members are ALWAYS ready to have fun while doing business, which is what makes our Broward Biz After Hours so successful. We started off 2020 with our first – and only – in person networking event at the ever-popular Bahama Breeze in Sunrise. Over 100+ attendees enjoyed networking with peers along with complimentary food and drink. Although the pandemic suspended the remainder of these events for the year, we picked up right where we left off in 2021!



Engaging Experiences Rule

We hit the ground running in 2021 with several successful (and socially distanced) in-person events. It was clear our BROWARD-MIAMI members were ready to get out and do some networking when all of the events SOLD OUT within days of marketing! We look forward to making up for lost time and hosting more face-to-face events throughout the remainder of 2021.



BROWARD-MIAMI has MORE

- Over **12,000** members throughout Broward
- Largest countywide member representation
- **3** full-service facilities
- Exclusive hands-on computer labs for training
- **14** full-time Broward-based professionals



We Clean Up Well

BROWARD-MIAMI agents don't just care about real estate... they care about their communities as well. In July 2020 and in February 2021, our members took a hands-on approach volunteering in our first-ever Broward Beach Clean-Up. With over 220 participants, efforts of our tireless Broward leaders and members made both our Hollywood and Lauderdale-By-The-Sea beaches even more beautiful with lots of trash pick-up. Due to an overwhelming outpouring of support - and much more territory to cover - plans are already underway for additional waterways clean ups in 2021.



Looking Back... and Moving Ahead

While 2020 brought many challenges, it has also allowed us the opportunity to reflect on the past five years and recognize just how far JTHS-MIAMI has come. Back in 2015, who would have known that the joining of these two entities would create such a powerful force in the real estate industry. With the dedication and determination of our team of leaders both past and present, JTHS-MIAMI continues to provide the perfect balance of hands-on customer service coupled with the reach and vision of a world-class, international association. We can't wait to see what lies ahead for 2021 - and beyond!

The Best of The Best

The 2nd Annual JTHS-MIAMI YPN Legends & Millennials Panel once again proved to be a popular event with our members. Of course, there was the added advantage of attending from the comfort of their home office! Over 180 people "Zoomed" in to hear the secrets of success from some of our more experienced agents as well as those newer to the real estate industry.



LEGENDS & MILLENNIALS ZOOM EVENT Part 2
YPN - JTHS
OCT 15 | 3:00PM - 4:30PM

MODERATOR Mike Dooley
Illustrated Properties/Hobe Sound

LEGENDS

- Carly Weigand, CRP, National Social Media Strategist
- Chris Cox, SRE, Naples Elite Real Estate
- Ernest Reynolds, International Inc.

MILLENNIALS

- Jeff McLean
- Krista Saville Wells
- Ben Subachinas, SRE

Time For Official Business

We were honored to host Congressman Brian Mast, our U.S. Representative for Florida's 18th Congressional District, at our JTHS office, one of just a few in-person events in 2020. A friend to the real estate community, Congressman Mast provided our leaders and major investors a seasoned perspective on key housing, real estate and other industry-related issues.



One Little Library, Many Big Hearts

In March of 2020, JTHS-MIAMI, along with the Village of Tequesta, revealed the new Little Free Library in Constitution Park. The idea stemmed from 2019 President Kim Price, who had approached the Village about working together on creating an outdoor public space. This resulted in JTHS-MIAMI graciously donating the library through the National Association Placemaking Grant, which focuses on low-cost, yet high-impact projects.



A Fresh New Look

The next time you visit our JTHS-MIAMI office you will definitely notice a few enhancements. As you can see from the photos, we've done some remodeling to better enrich the JTHS-MIAMI member experience including fresh paint, new tables and chairs and a new boardroom. But don't worry - you'll still have access to the same refreshing Starbucks, now served at a sophisticated new coffee bar.





Danielle Y. Clermont
C2EX, CIPS, e-PRO®, MRP, PSA, RSPS
Chief of Broward and Palm
Beach Operations
daniellec@miamire.com



Joanne Werstlein
C2EX, AHWD, e-PRO®, MRP, PSA
JTHS-MIAMI
Vice President
joanne@miamire.com



Sarah Jensen, C2EX
JTHS-MIAMI
Assistant Manager
sarah@miamire.com

Got SUPRA?

Our JTHS office didn't skip a beat during COVID-19. Though the team continued to work virtually during most of the year, members were able to pick up and return dozens of lockboxes at this location, completely contact-free. JTHS-MIAMI is proud to have helped our members continue doing business, despite the many challenges during this time.



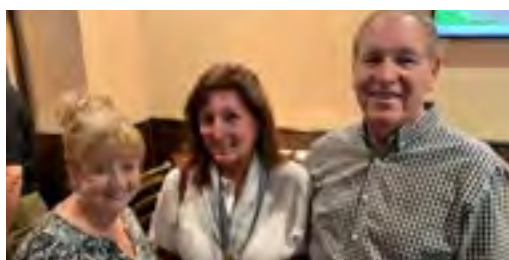
A Driving Force

JTHS-MIAMI has always been at the forefront of community outreach; however, this year one leader in particular went above and beyond – and also made local and national news. JTHS-MIAMI past president, current board of governor and Palm Beach County Housing Authority Vice Chair Phyllis Choy spearheaded a wildly successful book drive. Through her tireless efforts and the generosity of our members, Phyllis was able to collect and deliver more than 1,000 donated books for local children in low-income and underserved communities.



Handshakes and Happy Hour

Before businesses shut down in-person dining for the majority of 2020, JTHS-MIAMI was lucky enough to get in one last in-person networking event. Carmine's Coal Fired Pizza was the proud host for our Business After Hours event where over 70 local real estate professionals and guests enjoyed a wonderful evening of business and networking. Due to overwhelming member-demand, in mid-2021, we made a return to in-person events by hosting several face-to-face socials at popular Jupiter area venues. We look forward to even more throughout the year.



Get Social with JTHS for Events, Opportunities and Programs



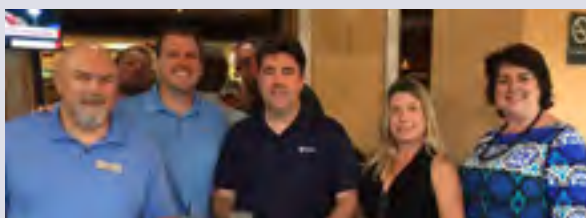
Follow JTHS-MIAMI on Facebook
facebook.com/JTHSMIAMI



Follow JTHS-MIAMI on Instagram
Instagram.com/jthsmiami



Follow JTHS-MIAMI on Twitter
Twitter.com/jthsmiami



WHY CHOOSE JTHS-MIAMI?

Real estate professionals across South Florida have chosen to join us because they know the value that a JTHS-MIAMI membership brings. Our members have access to the top products and services, many of which are FREE and exclusive, which gives them a competitive advantage in the market. Want to take YOUR business to the next level? Go to miamirealtors.com/JTHS or call 561-746-2707 to learn more.

- **LOWEST AGENT DUES**
of any local REALTOR association
- **SUPRA eKEY SERVICE INCLUDED**
at no additional cost
- **8 CONVENIENT LOCATIONS**
in Jupiter, Broward & Miami-Dade
- **MORE TRAINING & EDUCATION**
with nearly 4,000 classes/yr.
- **225+ PRODUCTS & SERVICES**
to give you a competitive edge
- **THE MOST INTERNATIONAL EXPOSURE** for your MLS listings
- **FREE STARBUCKS COFFEE**
at all office locations

AND SO MUCH MORE!

JTHS-MIAMI Resources

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

■ **JTHS-MIAMI**
2151 Alternate A1A South, Suite 1100
Jupiter, FL 33477

Email:
jthsm@miamire.com

Website:
www.miamirealtors.com/JTHS

As a network that thrives on community and collaboration, we couldn't be more excited to finally be back together in person! In 2020, we had to get extremely creative to keep our motto, #togetherwearebetter. MIAMI YPN could not be more appreciative for all the support. While we are finally back together in person, we just want to ensure you that MIAMI YPN is ready to serve you safely no matter the occasion or capacity. Moving forward, we will do our best to accommodate your event preferences whether in person or online. We've partnered with the best affiliates to offer you the greatest services for when you're on the job and captivating programming when you're at home or looking to connect. New and innovative classes for 2021 are being drafted as we speak. We have a Rockstar President in Bethany Martinez and we have one of the most qualified groups of young professionals to date. Join the movement! Our biggest events of the year are still ahead!



Christopher
ADELEKE



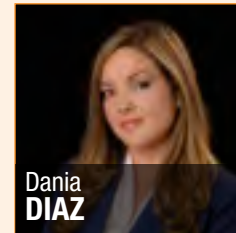
Gabriel
AMEDEE



Darnell
APONTE



Jeff
CORRIOLAN



Dania
DIAZ



Abel
GILBERT



Alexander
GOLDSTEIN



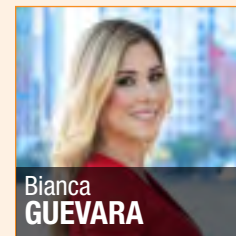
Mate
GRANIC

MIAMI YPN 20 Under 40 AWARD RECIPIENTS

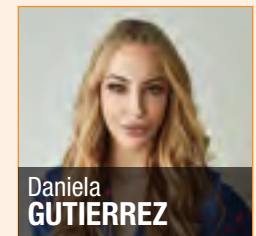
In 2020, MIAMI YPN recognized the first class of 20 Under 40. It was an interesting year to launch a brand-new award, and we had to get creative to celebrate the group's achievements. Special thanks to everyone who participated in the 20 Under 40 Pro Talks and the 20 Under 40 Video Awards. These two brand new events should evolve from virtual to live in 2021, where we plan to feature the 2020 Class in addition to celebrating the 2021 Class of 20 Under 40.

CONGRATULATIONS

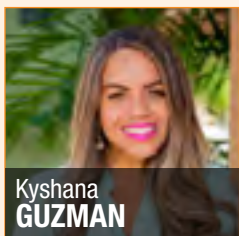
2020 MIAMI YPN "20 Under 40"!



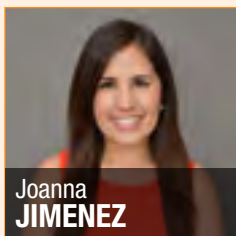
Bianca
GUEVARA



Daniela
GUTIERREZ



Kyshana
GUZMAN



Joanna
JIMENEZ



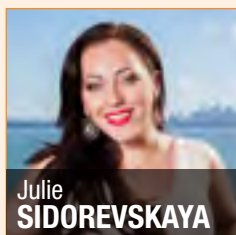
Nadine
PIERRE



Desi
RODRIGUEZ



Luis
ANDREW RUIZ



Julie
SIDOREVSKAYA



Marcelo
STEINMANDER



Oscar
TERAN



Wesley
ULLOA



Tenisha
WILLIAMS



It has been an honor to serve YPN since 2017. To watch our association come together to give our community the most outstanding service and support has made me so proud to be a leader. Our 2021 YPN Leaders have been working endlessly to make sure that we provide the most comprehensive and engaging content and events for our members. Our goal in 2021 is to expand our network, set up more opportunities for more referrals, and influence young professionals all over the country to develop programs that will foster the growth of members who enter this challenging industry. Together we inspire real estate professionals to be better, more tech savvy, and informed of Realtor issues. We look forward to building strong and lasting relationships with all associations and serving as a shining example that anyone can succeed when one adapts to the MIAMI vision.

Bethany Martinez | 2021 YPN President

Real Estate Influencers Creating the Next Generation of Real Estate Leaders

Kevin Puricelli
Director of Creative Services
and Executive for YPN

kevin@miamire.com



Signature Events

If having fun while becoming a better, more effective real estate professional is wrong, then we don't want to be right. It is very important for us to offer members the opportunity to engage and find new and creative ways to create business opportunities. Connecting with our members can help get you through the tough times and help you grow in the good times.

REBarcamp

Every year MIAMI YPN hosts at least one REBarcamp in South Florida. In 2020, it was virtual but just as successful. We cannot wait to see what live venues we find in 2021. If you have access to an incredible venue, please email Kevin@miamire.com and let us know. REBarcamps are so successful because Realtors and affiliates can connect, communicate, and collaborate to address some of the greatest challenges facing our industry. Each in-person REBarcamp has four simultaneous breakout sessions every half hour, allowing members to discuss best practices on individual topics. Attendees leave REBarcamps with multiple strategies to implement in their business immediately and with a few new friends. With 200-plus attendees, our virtual event was our biggest REBarcamp to date. We hope our in-person events can one day attract even larger audiences. Watch for REBarcamp announcements in early 2021.



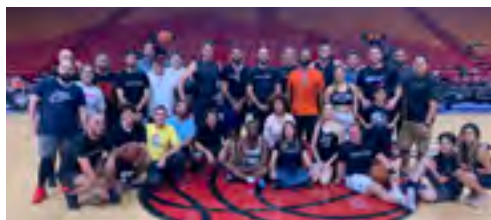
Beach Clean Up

We love our amazing beaches and are grateful for our natural resources in South Florida. So, it is imperative that we protect our environment for future generations to enjoy. Whether we kayak to a remote island to clean up trash from castaways or cruise Miami Beach to keep our beach clean, we are always looking for new, safe, and fun ways to contribute while also enjoying each other's company at the after-party!



MIAMI YPN 3-on-3 Coed B Ball Tourney & Heat Game

Share the glory of playing on the same court with players like Dwyane Wade and LeBron James! That's right! It's not every day you get to play on the American Airlines home court, but MIAMI YPN has the hook up! Every year we host a Miami Heat Night where we have a 3-on-3 tournament and happy hour before the game. MIAMI YPN took the crown as the best team in the tournament. Now that we have the championship ring, we're not letting go!



Unlock a whole new realm of possibilities when you sign up to be a YPN PRO Member! All YPN Leadership Board Members are YPN PROs! All YPN classes instantly become free with your membership. Gain access to a whole on-demand library of past classes and seminars! Receive PowerPoints to host your own YPN PRO lectures and other branding materials. YPN PROs will also have first access to exclusive events and will be eligible to receive additional benefits at events. The cost to join is only \$50 per year. We hope to bring a few more additional surprises in 2021, as we continue to forge new partnerships.

MiamiRealtors.com/YPNPRO

2021 Upcoming Events

- 3-on-3 Basketball Tournament
- REBarcamp
- Legends & Millennials Series
- MIAMI v Broward v Palm Beach Bowling Night
- 20 Under 40 Awards and PRO Talks

Education

We have put the power in the YPN PROs' hands for the selection of our curriculum. Now at the start of every new series, YPN PROs choose the classes that matter most to them and bring in special guests to best tell the story. Here are some classes coming in hot in 2021:

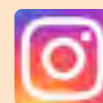
- How to Make Six Figures in Real Estate
- Lead Generation and Conversion
- Sellers and Buyers Representation
- Lead Conversion
- Branding
- So much more!

Get Social with YPN
for Events, Opportunities and Programs

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



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



Follow YPN on Instagram
@MiamiYPN

SOUTH FLORIDA MARKET INTELLIGENCE

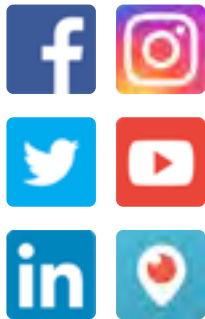
Position Yourself as a Market Expert & Advocate

MIAMI offers extensive market intelligence to position members as market experts. Leveraging this information not only boosts your bottom line, but it also helps generate accurate and positive stories about the South Florida real estate market, strengthening our public image. This is particularly important when facing uncertainty, as we did in 2020 with the pandemic. MIAMI generates millions of dollars in global media exposure annually. Use our market statistics and research to enhance your business – and to help tell our story! SFMarketIntel.com



News Releases, Articles, Blogs & Social Media

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



Local Market Statistical Reports

Available in summary or detail format, these monthly and quarterly reports feature all market metrics and offer a valid year-over-year

comparison and a historical perspective. The City and Zip Code reports offer hyperlocal metrics to gain more meaningful insight into market performance.

Global Research

With NAR, MIAMI publishes its annual Profile of International Home Buyers, covering Miami-Dade, Broward, Palm Beach and Martin counties. You can also access state and national research, property search statistics by country, state and more!



Market Focus Reports & Infographic Videos

The monthly Market Focus report compiles all the statistical news releases and corresponding reports for the previous month, market and association news coverage, research and much more. Watch for it on the first Monday of every month – including separate versions for Miami-Dade, Broward, and JTHS.



In 2020, we launched the Market Focus Infographic Video. Share from our social media pages or from SFMarketIntel to engage more followers.



REALTORS® in Action

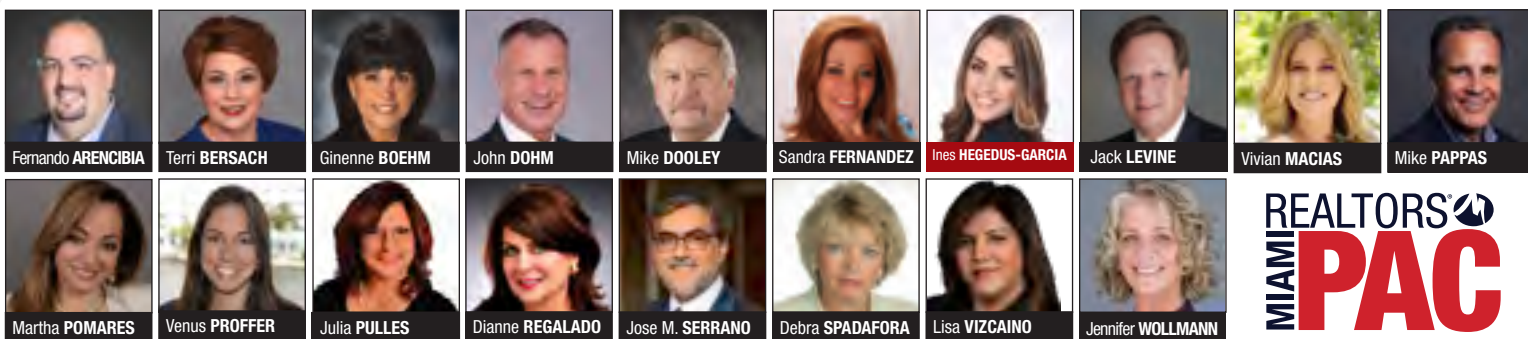
THANK YOU... 2020 RPAC/PAF Major Investors

Golden R - \$5,000 Initial Investment (\$2,000 to Sustain)
RED box Indicates members of the President's Circle - Additional \$2,000 Annual Investment

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



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



Sterling R - \$1,000 Annual Investment



Want to see yourself here next year? We want to see you here too! Whether you choose to come in at the **Sterling-R level**, **Crystal-R**, or **Golden-R**, your investment will pay off in dividends for the Realtor industry, and will open doors to many networking opportunities through exclusive "Major Investor Only" events such as candidate screenings for local races, VIP receptions at our annual meetings, and much more!

Make your investment today! FloridaRealtors.org/invest



Real Estate Services Remained Essential

Governor Ron DeSantis declared residential and commercial real estate services essential in his Executive Order 20-91.

REALTORS® Granted Access to Condos

After hearing from over 800 members, MIAMI Realtors was successful in getting the DBPR Secretary to revoke the emergency powers of condominium associations, once again allowing our members to regain access to units in buildings.

10% Property Tax Cap Permanently Extended

Realtors advocated for, and voters approved, a permanent extension of the 10% property tax cap on non-homestead properties. This saves business owners from a reassessment and huge increase. This was so valuable during the pandemic.

Commercial Leases Simplified

Commercial leases just got easier. The legislature passed a bill to eliminate the burdensome dual signature requirement for witnesses on a commercial lease over one year. Thanks, RPAC!

Remote Online Notary Allowed

Realtors advocated for online notaries and Florida passed a law allowing notaries to verify signatures virtually in real estate transactions. Incredibly, this law took effect on January 1, 2020. Talk about great timing!

Unlicensed Real Estate Investigations Funded

Realtors are once again protected because the state funded \$500,000 to combat unlicensed real estate activity, protecting our members and your livelihood. Efforts like this happen because of the Realtors PAC!

Open/Expired Permits Closed

Open and expired permits can delay a closing, and, in some cases, kill a deal. Realtors advocated for a law that allows local governments to close an old permit six years after its issuance as long as no apparent safety hazards exist. The law also prevents local governments from penalizing property owners for an open permit that was applied for by a previous owner. This law took effect on October 1, 2019.

COVID-19 Business Liability Protections

Florida businesses and healthcare providers received protections from lawsuits resulting from COVID-19-related circumstances. An affidavit from a physician attesting that a company caused the injuries/damages is now required and the business is immune from liability if a court determines a company made a good-faith effort to comply with government health standards.

Massive Reduction to the Business Rent Tax (BRT)

Out-of-state retailers now must collect and remit sales taxes on purchases made by Floridians, producing an estimated \$1 billion a year in revenue. This new revenue will initially be used to replenish Florida's Unemployment Compensation Trust Fund and then it will reduce the BRT from 5.5% to 2%, saving commercial tenants an estimated \$1.23 billion annually.



**We Invest
in Your Success**

MIAMI REALTORS® CHANGING COMMUNITIES

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



Realtors Advocate for Housing Affordability with Container Home



Source: Miami Homes For All, Affordable Housing Framework

Before we jump into the container home project, let's discuss affordability. Housing is considered affordable when the household is spending 30% or less of their income on housing expenses. The area median household income (AMI) for the Miami Metro area in 2020 was \$59,100, according to the U.S. Housing and Urban Development (HUD).

MIAMI Realtors explored the option of converting two shipping containers into an affordable housing unit in South Miami with the target of selling it to a buyer at 80% of the area median income. With the assistance of a grant from the National Association of REALTORS® and the transfer of a parcel of land from Miami-Dade County, we were set to build. Here is what we learned from our project:

1. **Excessive Regulations** – When HUD Secretary Ben Carson unveiled his affordable housing plan in 2019, he said, "There are certain regions of the country where there are enormous restrictions, zoning restrictions, all kinds of regulatory problems — those are the places where the [housing] prices are the highest. Most of the things that are driving [up] the cost are not national things, they're not federal things — 80-plus percent of the cost is done at the state and local level." This was certainly the case with our project.

The City of South Miami's Environmental Review and Preservation Board (ERP) reviews all site plans, landscaping, open space, etc. prior to application of building permits. Applicants must appear before this board twice. At the first meeting, it was recommended for us to hire a landscaping architect. This was not required under the city's code and not in our original budget, but we needed to pass this board. At an additional cost of \$4,500, we hired a landscaping architect and passed. However, once the initial quote was received for all the work, it was



\$25,000. Our general contractor, who specialized in affordable projects, said that he usually spends no more than \$5,000. The code requires three trees and 50 shrubs. This board wanted to see seven trees and 143 scrubs on a 3,200 sq. ft. lot. This was excessive. Additionally, the board requested that we add architectural elements to the windows. While not excessive, it is another example of how personal taste is interjected into designs, driving up costs. From our first meeting to final passage, it took us 11 months to clear this board. From there, we could apply for the building permit.

One possible solution that we have seen used in California is over the counter permitting for accessory dwelling units (ADUs). With his concept, the city has preapproved plans, including structural, mechanical and electrical blueprints, saving property owners thousands if they wanted to follow these plans instead of starting from scratch.

2. Water and Sewer – Water is handled by the county and sewer is handled by a private contractor. We budgeted for \$10,000-\$15,000 for a sewer lateral to connect the house to the main sewer system. Our first quote was over \$40,000. The second was \$32,000, and the third was \$20,000. As you can see, these charges greatly varied. Our recommendation was to streamline this process because of our next finding.

3. Resurfacing Asphalt – Water was connected first by the county. The City of South Miami does not permit patched asphalt resurfacing, so we needed to resurface the entire street. Once we were ready to connect the sewer lateral, we once again had to pay to resurface the entire street. We recommended that both of these be handled at the same time by the county to reduce overall costs.



For more on the container home, visit miamirealtors.com/containerhome for the final report and updates.

MiamiRealtors.com

Community Involvement

Urban walkability has gained popularity in recent years. Local governments were already focused on providing more outdoor space for enjoyment, but the pandemic highlighted the need for more. Art in public places can help this growing trend.

MIAMI Letters

MIAMI Realtors commissioned the MIAMI letters in partnership with the City of Miami. The letters were featured as part of the Super Bowl LIV celebration. We were told by Miami's Downtown Development Authority (DDA) that this art piece was one of the most popular attractions. We look forward to debuting a permanent location soon.



CHINATOWN MIAMI

For years, Miami-Dade County and the Cities of North Miami and North Miami Beach have proposed developing CHINATOWN MIAMI. MIAMI Realtors partnered with the City of North Miami Beach in early February 2020 to host a celebration and explain the concept and expectations to residents. Unfortunately, it seems this project has fallen victim to the pandemic, as plans have stalled indefinitely.



MIAMI members finished the year by volunteering to serve meals at Camillus House.



Sign Up Now

Want to participate in our community projects?
Join MIAMI's Neighbors Program.

Send an email to danielle@miamire.com to join.

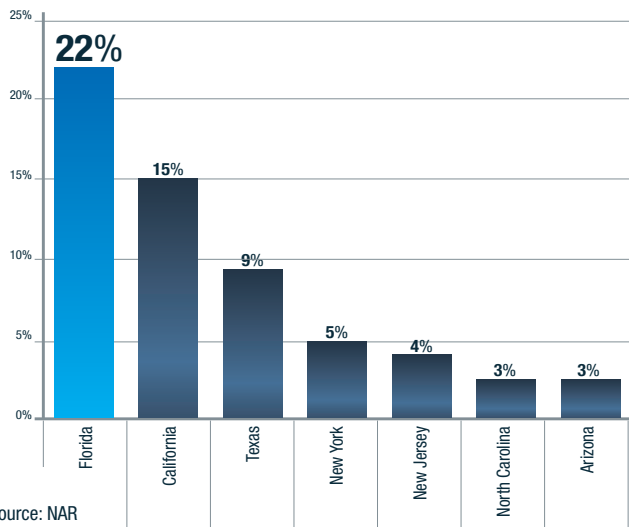
Go Global with MIAMI's TOOLS & RESOURCES

Access MiamiRealtors.com/global to Grow Your International Business

- Global Market Research
- Global Events – Locally and Abroad
- Global Professional Development
- Co-Brandable Global Marketing Materials
- Foreign Investors Guide
- And Much More!

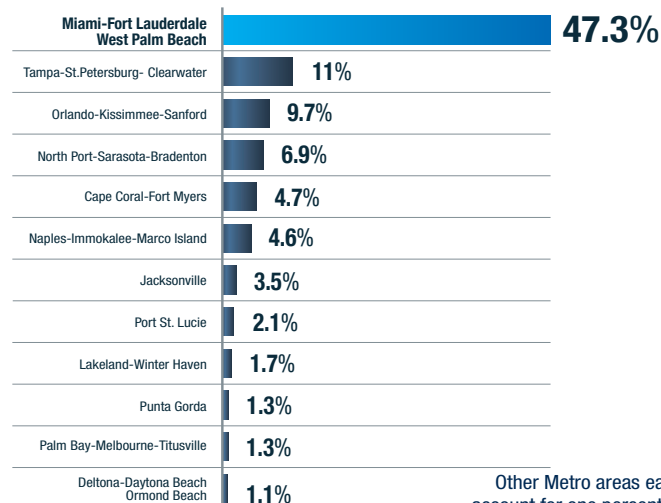
Florida Again Top State for Foreign Buyers

22% of Foreign Transactions, Up from 20% in 2019



Source: NAR

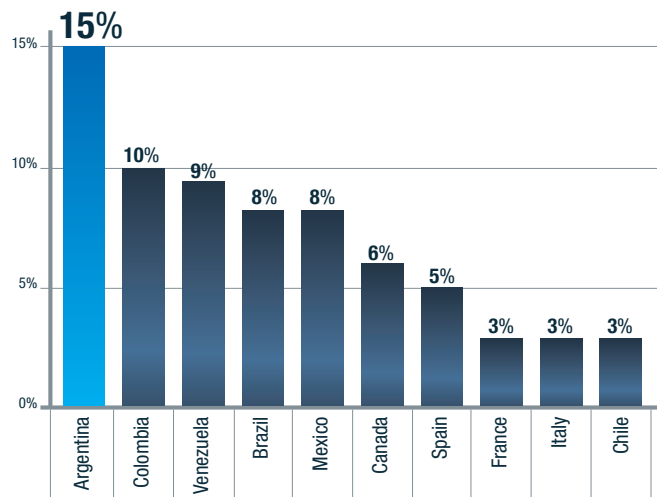
Miami Remains #1 Market in the U.S. for International Buyers



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

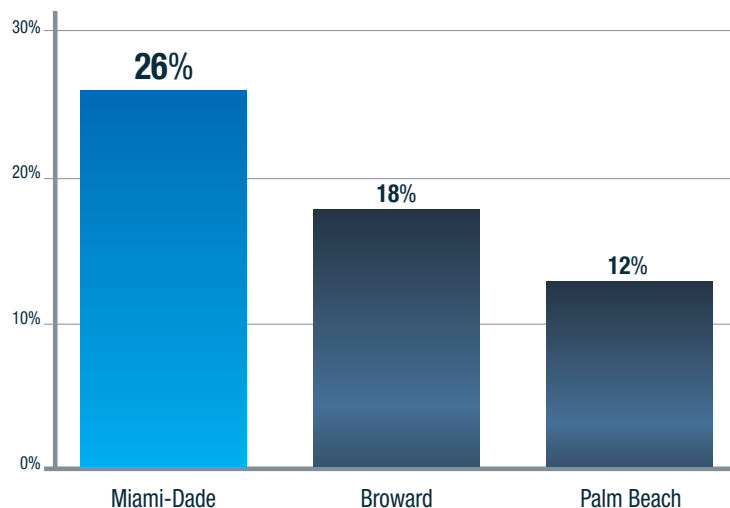
Source: Florida REALTORS, NAR

South Florida Foreign Buyers by Country



Source: MIAMI and NAR

% of Foreign Buyers by County



References MIAMI Member sales to foreign buyers in all of South Florida.
Source: MIAMI and NAR

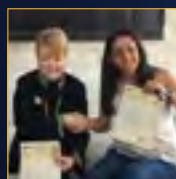
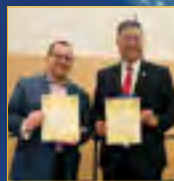


Connecting Members and Markets... **223** Global Partners

MIAMI now has 223 international real estate partners, the most of any Realtor Association in U.S. These alliances create business opportunities for MIAMI members, enhance Miami's global position and strengthen the local real estate market and economy. The bilateral agreements also provide resources, visibility and connections for our valued international partners in more than 60 countries and six continents.



- ARABIC COUNTRIES
- ARGENTINA
- AUSTRALIA
- AUSTRIA
- BAHAMAS
- BELIZE
- BOLIVIA
- BRAZIL
- BULGARIA
- CAMBODIA
- CAYMAN ISLANDS
- CHILE
- CHINA
- COLOMBIA
- COSTA RICA
- CZECH REPUBLIC
- DENMARK
- DOMINICAN REPUBLIC
- ECUADOR
- EL SALVADOR
- FINLAND
- FRANCE
- GEORGIA
- GERMANY
- GREECE
- GRENADA
- GUATEMALA
- HONDURAS
- HONG KONG
- HUNGARY
- INDIA
- INDONESIA
- IRELAND
- ISRAEL
- ITALY
- JAMAICA
- LEBANON
- MEXICO
- NICARAGUA
- NIGERIA
- PANAMA
- PARAGUAY
- PERU
- PHILIPPINES
- POLAND
- PORTUGAL
- PUERTO RICO
- ROMANIA
- RUSSIA
- SERBIA
- SINGAPORE
- SLOVAK REPUBLIC
- SPAIN
- SWEDEN
- TAIWAN
- THAILAND
- TUNISIA
- TURKEY
- UKRAINE
- UNITED ARAB EMIRATES
- UNITED KINGDOM
- UNITED STATES
- URUGUAY
- U.S. VIRGIN ISLANDS
- VENEZUELA
- VIETNAM
- TORONTO



MIAMI's Global Property Exchange (GlobalPropX) features MIAMI Partner Property Searches worldwide, all on one platform. The only initiative of its kind, it generates additional exposure for MIAMI and MIAMI Partner Property Listings by compiling links to public facing property portals and offering wide promotion to members, consumers, partners and business enterprises. Participating partners, including those without public facing property search portals, agree to feature our MIAMI property searches (residential and commercial) on their websites. To feature your association's property search, email GPX@miamire.com.



Participating Partners

Argentina	France/	Mexico
Austria	WPBC	Panama
Bahamas	Greece	Serbia
Brazil	Hong Kong	Spain
China	Israel	Sweden
Colombia	Italy	Toronto
Costa Rica	Lebanon	

GlobalPropX.com

What Languages Do You Speak?

Update Your Member Profile

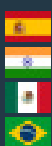
1. Go to MiamiRealtors.com and Click on MIAMI Gateway
2. Click on MIAMI Dashboard
3. Click on Home
4. Click on Update Your Member Profile
5. Click on Personal Information
6. Select Languages You Speak & Click Save

MiamiRealtors.com/foreign-partners

**Who was Searching
Miami Real Estate
in 2020?**



1. Colombia
2. Argentina
3. Canada
4. Venezuela



5. Spain
6. India
7. Mexico
8. Brazil



9. United Kingdom
10. Philippines



DON'T FORGET Take advantage of your early dues payment that expired on Feb. 28, 2021

The path to a successful real estate career starts with the MIAMI Association of Realtors and our nearly 4,000 Seminars annually - 84% FREE to MIAMI Members throughout 8 locations in Dade, Broward and Palm Beach counties. We offer real estate professionals a full curriculum of real estate training options, including state-of-the-art classroom facilities, continuing education, training towards earning designations and certifications, webinars, Code of Ethics, and a Real Estate School. In addition, we are partnered with The CE Shop, the leader in on-line real estate education. It makes sense to get your real estate education from the association that represents more than 52,000 Realtors. We are experts in real estate licensing and training, and our Education Specialists are here to help you increase your earning potential and build better relationships with your clients.

Pathways to Success

JUMP START

- New Member Orientation
- Code of Ethics
- Matrix MLS 101 and 201
- Rapattoni MLS 101 & 201
- Form Simplicity
- Supra
- ShowingTime
- iMapp
- RPR

FIRST 60 DAYS

- Matrix MLS 301
- Rapattoni 301
- Agent 3000
- ProxioConnect
- Homesnap Pro
- CMA Workshop

FIRST 180 DAYS

- 45hr Post Licensing
- CRSP Contract
- Newly Licensed?
- Now What? – 3 CE
- MLS and You – 3 CE
- Building the listing Presentation – 6 CE
- Prospecting & Farming – 6 CE
- Servicing the listing and Working with Buyers – 6 CE
- FR / Bar “AS-IS” Contract – 4 CE
- Exclusive Right of Sale Contract – 3 CE

SPECIALTY

- Commercial
- Global
- Luxury
- Property Management
- Working with Investors
- Prospecting
- Social Media/Reputation Management

CAREER ENHANCEMENT

- ABR – Accredited Buyer's Representative
- CIPS – Certified Int'l Property Specialist
- GREEN Designation
- CRS – Certified Residential Specialist
- GRI – Graduate REALTOR® Institute
- PSA – Pricing Strategy Advisor
- SRES – Senior Real Estate Specialist
- SRS – Seller Representative Specialist

BROKERS

- Broker Orientation
- FREC II – Broker Pre-License
- 60hr Broker Post License
- ListHub
- Broker Specialty: Daily Operations - 2hrs CE
- Broker Specialty: Liability 2hrs CE
- Broker Command
- Broker Specialty: Managing the Office – 2hrs CE
- Listing Syndication
- ListTrac

LIVESTREAM/ZOOM CLASSES

AUGUST

60hr Broker Post
July 26 to August 5
Monday to Thursday
9am to 6pm

Prospecting and Farming for Listing
6hr CE
August 6
9:30 to 4:30

45hr Post License
August 9 to 13
9am to 6pm

14hr Continuing Education
August 16 & 17
9am to 4pm

NAR's e-Pro Certification
August 18 & 19
9am to 5pm

14hr Continuing Education Spanish
August 19 & 20
9am to 4pm

State CRAM Review
August 23
9am to 12pm
August 24 & 25
9am to 4pm

45hr Post License Spanish
August 23 to 27
9am to 6pm

3hr Core Law
August 31
9am to 12

Ethics and Professional Business Practices
August 31
1pm to 4pm

3hr Core Law Spanish
August 31
9am to 12pm

Ethics and Professional Business Practices Spanish
August 31
1pm to 4pm

SEPTEMBER
NAR's e-Pro Certification Spanish
September 1
9am to 5pm

Exclusive Right of Sale 3hr CE
September 2
9:30am to 12:30pm

Creating an office Policy Manual
September 3
9am to 1pm

CRB – Performance Leadership – Coach, Manage & Mentor
September 14 & 15
9am to 5pm

45hr Post License
September 13 to 17
9am to 6pm

45hr Post License Spanish
September 20 to 24
9am to 6pm

60hr Broker Post License
September 20 to 30
Monday to Thursday
9am to 6pm

Congratulations to New Designees

Carlos Garcia
Reinaldo Gonzalez
Thomas Gonzalez
Sandra Gordon
Ashlee Harry
Andres Hernandez
Ingrid Liz Hernandez
Monika Von Hofmann
Nasko Ivanov
Stephen Kellogg
Monica Lanigan
Leslie Livesay
Norma Llanes
Mariaelisa Luzardo
Nitza Manes
Lucy Mangrum
Warren Matthews
Nagibe Mejia
Alejandra Miranda
Katherine Murillo
Yanelis Navarro
Anamaria Nicolau
Neal Oates
Alain Oliveros
Milton Ortega
Marcelo Peralta
Aliuska Perez Blanco
Tracey Preston
Cynthia Rai
Saud Rai
Luis Ramos
Colin Ramsay
Catalina Restrepo
Lizette Riollano
Fabiana Rodriguez
Gabriela Rodriguez
Alexandra Rojas
Shakearah Rolle
Stephanie Saldarriaga
Michelle San Juan
Nicole Sauer
Romi Schneider
Susan Smith
Mark Stennett
Rocio Torres
Richard Trujillo
Jolayne Tullis
Jibelsa Unzalu
Joanne Werstlein
Roger Williams
Maisie Wong

PSA

Pricing Strategy Advisor
Seana Abdelmajid
Clara Abeid
Gary Aboff
Bonnie Acampora
Moises Acosta
Yesmin Alabart
Madeline Aleman
Kelia Alfonso
Ruben Alfonso
Vicki Allen
Mayra Alonso
Oriando Alpizar
Ruben Alvarado
Jorge Alvarez
Ximena Alzate
Gabriel Amedee
Alison Anderson
James Antillon
Darnell Aponte
Grace Appleton
Michelle Araujo
Fernando Arencibia
Ruddy Arevalo
Angelica Arrous
Desiree Avila
Margarita Avila
Michael Babst
Beatrice Barlet
Michelle M. Barnes
Lauren Bazante
Yvonne Belardo
Valerie Benadi
Olga Benito
Pola Berggrun
Monica Bermudez
Ruth Bettini
Stephen Booker
Vanessa Bresseau
Amanda Brilliant
Jaquaris Brown
Carla Bryan Sheard
Tessely Buchanan
Jose Burgos Lugo
Adam Bursztein
Andrea Bustle

Marlon Cadenas
Angela Calleja
Sevil Camtepe
Kevin Cardona
Cecilia Cardozo
Silvana Carlotto
Ana Carreno
Maria Carrillo
Milene Carvalho
Gina Priscila Carvalho
Rosanne Castellanos
Gladys Castellon
Zobeida Castillo
Jeannie Castor Brumfield
Nicole Chen
Dominique Chevallier
James Choate
Jonathan Chiriqui
Silvia Chudnovsky
Jorge Luis Cifuentes
Mendez
Danielle Clermont
Laura Coll
Gladys Colon
Sharon Colon Echevarria
Denise Costello
Marta Crane
Maksim Cruz
Francesca Curcio
Svetlana Daleo
Arleen Davis-Slagle
Dinorah De Cardenas
MariaJessica DeLuna
Betty Demartini
Mac Dery
Maria Di Mauro
Daniel Diaz
Marcia Diaz
Maria Diaz
Stoyan Dichev
Ivette Dilan
Joel Dominguez
Hannah Dorigatti
Mark Stennett
Millie Doyle
Estrella Duran
Julia Escaffi
Mayte Espinosa
Peter Estlick
Sandra Fagan
Sohella Farshchi
Janelle Fernandez
Maria Ferreira
Consuelo Ferretti
Eric Firestone
Keyli Flores Gomez
Maria Fontanella
Maria Fonte
Nordis Forcade-Martin
Edner Francois
Monique Freitas
Carlos Garcia
Caterine Garcia
Jiovany Garcia
Jose Garcia
Lindsay Garcia
Ingrid Gatto
William Gatz
Jose Gener
Patricia Gimenez
Donna Gineries
Alejandra Goldstein
Yolaimy Goldstein
Liza Gomez
Andreina Goncalves
Aida Gonzalez
David Gonzalez
Juan Gonzalez
Mayda Gonzalez
Howard Gordon
Frances Gotsis
Linda Grady
Marion Grigsby
Daniel Guerra
Vivian Guerra
Mayra Guillarte
Jesyca Guillian
Alexis Guini
Monica Gutierrez
Kyshana Guzman
Michelle Haast
James Hatch
Timothy Haynackie
Betty Hernandez
Omaida Hernandez
Norma Hernandez-More
Yuruari Herrera
M Claudia Hersman
Sonya Hickman

Kathleen Hidy
Nicholas Hiersche
Lakisha Hills Williams
Alisha Hinds
Marina Holm
Tiffany Hudson
Lisset Ibarra
Jacqueline Infante
Lilian Jacobsen
Rosa Jacquelin
David Jean Gilles
Ismelie Jean Marie
Devana Johnson
Reginald Johnson
Marielee Jones
Barbara Kassdikian
Javier Kawas
Martha Kazmierczak
Elaine King
Ivette Klein
Kelly Klierer
Angelica Lang
Monica Lanigan
Ellen Lawless
Sandra LeBel
Laurence Lehiani
Grace Levine
Karen Lewis
Lolitta Lewis
Hao Li
Lucio Liranzo
Ysleyda Liriano
Christel Liscombe
Marlene Llamas
Claudia Llanes
Philicia Lloyd
Grecia Lohn
Carlos Lopez
Lori Lopez
Andy Louissaint
Maria Cristi Lujan
Phong Luu
Lisa Malservisi Cornillot
Eliisa Manoogian
Luis Marquez
Sajay Marquez
Kelly Martelo
Oneida Marti
Leslie Martin
Melkys Martinez
Jack Masiello
Susan McGee
Ana McMillan
Alba Medina
Sorty Mejia
Maria Caroli Mendez
Cabrera
Gabriela Mendible
Ruth Mendoza
Atalaya Millington
Jenny Ivette Mills
Tanya Milton
Javier Miyakawa
Teresa Moises
Ekaterina Molina
Ashley Moline
Belmis Montesino
Erika Morales
Juana Morales
Esthela Morera
Devika Muruga
Esther Myburgh
Luciana Nadeau
Rosa Napoles
Carlos Navas
Alejandra Negrete
Kandace Nelson-Simmons
Anamaria Nicolau
Diana Niever
Jose Nino
Sonia Novoa
Neal Oates
Sandor Ochoa
Nichola Officer
Camille Olinto
Leticia Oliver
Peter Ortega
Arturo Otero Alcalde
Gustavo Ovuna
Alexis Palen
Patricia Parker
Samaris Parra Rengifo
Parul Patel
Valerie Patterson
Elaine Perez
Aracely Perez Beato
Andrew Persaud
Gipskra Petitfour
Nadine Pierre

Carmen Pinto-Martinez
Martha Pomares
Holly Poore
Anna Porowska
Carolina Preciado
Liliam Prendes
Tracey Preston
Venus Proffer
Iris Quinones-Gonzalez
America Ramirez
Dianne Regalado
Norma Ramirez
Thamara Ramirez
Marisela Ramo
Jill Ramos
Patricia Ramos-Escalona
Liliana Reeves PA
Dianne Regalado
Franca Reig
Monica Restrepo
Ashleigh Riddell
Ricardo Rios
Elizabeth Ristine
William Ivan Rivera
Angela Rizzi
Beatriz Rocha
Alma Rodriguez
Ileana Rodriguez
Jennifer Rodriguez
Johan Rodriguez
Luis Rodriguez
Monica Rodriguez Uramis
Jessica Rodriguez-Diaz
Danisa Rojas
Michelle Rojas
Filomena Rose
Sabrina Rosen
Sacha Roude
Monique Rubaine
Maria Rubin
Leah Ruppe
Claudia Rychkov
Miren Amaia Sahonero
Rodolfo Salazar
Michelle San Juan
Alberto Sanchez
Luz Sanchez
Ruben Sanchez
Guillermo Sanjurjo
Dominique Santana
Freda Santiago
Leslie Santos
Irma Scherer
Maria H. Segovia
Maria I. Segovia
David Seigel
Marina Shibirina
Eileen Silio
Daniel Silverstein
Carmen Siman
Patrick Simm
Steven Smelley
Mary Ann Smith
Jerome Soimaud
Mariana Solano
Michael Solovay
Miguel Soria
Gina Sosa
Silvana Sosa
Reinaldo Soto
Iris Sotolongo
Meredith Stafford
Juan Suarez
Karla Sucre
Mile Susic
Zeynep Talu-Balci
Claudia Tamayo
Roberto Tamayo
Monika Tefel
Lorena Tello
Kadeen Thomas
Fernando Tito
Magdalena Tomasino
Ana Torres Caraballo
James Tundidor
Yansey Valdes
Heli Valero
Aida Vega-Medinilla
Alberto Velandia
Elizabet Velitchkova
Gemma Viladegut
Yalennie Vinas
Monika Von Hofmann
Joanne Werstlein
Clarence Williams
Michael Williams
Tocchara Williams
Anthony Willis
Carlos Zapata
Alberto Zevallos

RSPS

Resort & Second-Home
Property Specialist
Ulises Arias
Danielle Clermont
Stoyan Dichev
Laura Doan
Reinaldo Gonzalez
Diane Laframboise
William Lyons
Kelly Quinn
Mile Susic
Anthony Willis

SFR

Short Sales &
Foreclosure Resource
Clara Abeid
Germain Abraham
Della Abreu
Orealis Aguilar
Jackelyne Aguirre Matat
Samantha Aiello
Irene Alfonso
Vicki Allen
Mayra Alonso
Mildred Altuve
Maria Alvarez
Milagros Aquino
Lina Arango
Ena Maria Arjona
Desiree Avila
Victoria Bace Perdomo
Thomas Barbat
Beatrice Barlet
Eduardo Barreto
Juan Beltran
James Bennett
Monica Bermudez
Elias Bichachi
Alexandro Bolanos
Danuska Bordon
Milagros Boulloq
Sara Bulnes
Jose Burgos Lugo
Francisco Cabrera
Gladys Cala
Altairis C. Espallargas
Pierina Cancino
Olga Capurro
Kevin Cardona
Silvana Carlotto
Niurka Castaneda
Maria Castellanos
Enrique Castelo
Luis Castillo
Patricia Chaput
Carolyn Chebaro
Avril Cherasard
Edwine Cherubin
Valerie Chung
Yoanka Cobas
Steven Copeland
Elizabeth Coronel
Gina Costa
Svetlana Costantini
Marco Craig
Amarilys Cruz
Cristina Cruz
Maria Angele De Bastos
MariaJessica DeLuna
Frantz Desir
Javier Diaz
Maria Diaz
Jason Dicastro
Stoyan Dichev
Laura Doan
Maria Downing
Marcos Duenas
Natacha Duenas
Audra Elvikyte
Julia Escaffi
Diana Escobar
Elena Espino
Marcia Exelrud
Maria Ferreira
Mildred Ferreira
Consuelo Ferretti
Celeste Flores
Nordis Forcade-Martin
Elizabeth Foreiter
Elizabeth Forero
Rosie Franco
Edner Francois
Marileide Freitas
Eugenio Gallardo
Wilson Garces
David Garcia Jr.
Mario Garcia

Maydelis Garcia
Rosa Garcia
Michael Gerrits
Vene Giurfurta
Brendaliz Goldstein
Candice Gonzalez
Cigdem Gonzalez
Juana Maria Gonzalez
Liliana Gonzalez
Simon Gonzalez
Vivian Gronlier
Mayra Guilarte
Jesyca Guillian
Alexis Guini
Keefe Guy
Michelle Haast
Alpidio Hernandez
Miriam Hernandez
Omaida Hernandez
Branly Hernandez Morales
Paola Herrera
Odette Hitti
Lisset Ibarra
Johanna Izaguirre
DeAnne James Hoo
Marva Jarman
Ceronda Jules
Griselda Krausse
Paul Krebs
Aleksandr Kruchakov
Monica Lanigan
Daniel Lascano
Tatiana Leal
Sandra LeBel
Laurence Lehiani
Roy Lemus
Lucio Liranzo
Adrian Lopez
Jonathan Lorber
William Lyons
Leonardo Machado
Nikola Magdelinic
Rosafrancia Mago
Nitza Manes
Oneida Marti
Leslie Martin
Melkys Martinez
Samy Matat
Karen Mathis
Susan McGee
Tashina McKenzie
Nagibe Mejia
Hector Mendez
Lourdes Mendoza
Ruth Mendoza
Waqas Merchant
Alexandrine Meyers
Joana Molina
Juana Morales
Moises Moreno Vanegas
Tamika Moses
Marianela Muniz
Alfred Munoz
Macarena Munoz
Sonia Muriel
Ada Naranjo
Anamaria Nicolau
Diana Niever
Floralba Nunez
Ezequiel Oms
Folakemi Onayemi
Ivet Ortega
Peter Ortega
Herbert Ortiz
Rosmary Ortiz
Niliyem Padron
Mariela Patterson
Henry Pedroso
Raquel Pelaez
Marianna Perez
Vanessa Perez
Nesly Pierre
Marilyn Pimentel
Anna Porowska
Susy Prado
Niurka Puentes
Cynthia Rai
Saud Rai
Angelo Ramirez
Giovanna Ramirez
Mabel Ramos Cubela
Catalina Restrepo
Luis Rivera
Oscar Rivera
Yanet Rivero
Mary Jeanne Robinson
Violeta Rocha
Emilio Rodriguez
Jasmari Rodriguez

Michael Rodriguez
Divy Rodriguez Tornes
Monica Rodriguez Uramis
Carlos Rojas
Diana Ruiz Torres
Claudia Rychkov
Michelle San Juan
Luz Sanchez
Roxana Sangiorgi
Freda Santiago
Juan Santos
Leslie Santos
Nayaret Santos
Miriam Sarmiento
Corey Schwartz
Robyn Selner
Matias Semprevivo
Shaheed Shaw
Carmen Siman
Stephany Sirius
Maria Solano
Odette Soler
Laura Solis
Sandra Soto
Mark Stennett
Mariya Stoyanova
Xiomara Suarez
Karla Sucre
Mile Susic
Roberto Tamayo
Jacqueline Tedesco
Diana Torres Villarroel
Jolayne Tullis
Bart Upthegrove
Barbara E Valdes
Yansey Valdes
Veronica Vedder
Tony Verde
Gabriella Verne
Iris Waugh
Patricia Whalen
Clarence Williams
Anthony Willis
Franklin Wollmann
Sandy Zarraga

SRES

Seniors Real Estate
Specialist
Bonnie Acampora
Ana Acevedo
Iris Allen
Vicki Allen
Mayra Alonso
Ricarda Arana
Leda Araujo
Olga Aristizabal
Jose Arreaza
Margarita Avila
Beatrice Barlet
Nilian Barrera Otero
Sarita Bergstein
Ruth Bettini
Yvonne Biederman
Patrick Bodnar
Rene Bowen
Odalys Erika Cabezas
Marchese
Joshua Cadillac
Angela Calleja
Herminia Carvajal
Maria Castellanos
Nina Chandler
Sandra Chirino
Dyatha Colebrook
Elizabeth Cooper-Garcia
Kathleen Corcoran
Madeline Cowley
Sylvia D'Amico
Angie Dayal
Maria-Hanne De Oliveira
Inna Diaz Silveira
Enrique Dominguez
Patrick Dominique
Natacha Duenas
David Dweck
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