

The South Florida



# REALTOR<sup>®</sup>

## BUILDING OUR FUTURE

MIAMI Global Headquarters Opening Fall 2023



LEADERSHIP ISSUE 2022  
MiamiRealtors.com



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# The POWER of 8 Locations

We have eight (8) full service offices and conference centers located conveniently near you. Whenever you stop by or attend a class... enjoy a great cup of Starbucks coffee.

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## HQ - MIAMI

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

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



## CORAL GABLES

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

- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services



## NORTHWESTERN DADE

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

- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services



## AVENTURA

20803 Biscayne Blvd., Ste. 420  
Aventura, FL 33180

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- Computer Lab for 25
- Supra & Member Services

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PALM BEACH



## JTHS-MIAMI

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Ste. 1100  
Jupiter, FL 33477

- Conference Center for 70
- Supra & Member Services

BROWARD



## WEST BROWARD SAWGRASS

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

- Dual Conference Center for 120
- Computer Lab for 42
- Supra & Member Services



## NORTHEAST BROWARD FORT LAUDERDALE

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

- Conference Center for 45
- 12 Computers
- Supra & Member Services



## SOUTHEAST BROWARD HOLLYWOOD

1 Oakwood Boulevard, Ste. 175  
Hollywood, FL 33020

- Conference Center for 75
- 28 Computers
- Supra & Member Services

## REFERENCE: Important Numbers and Websites

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## Vision

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

## MIAMI Mission

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

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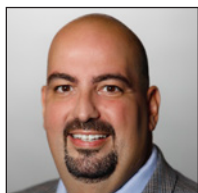




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**73rd FIABCI WORLD REAL ESTATE CONGRESS**  
**MIAMI | 2023**



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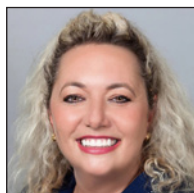
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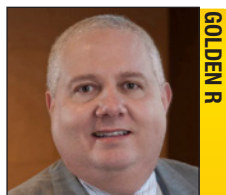
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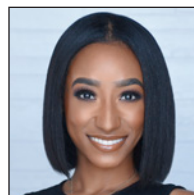
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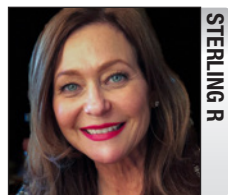


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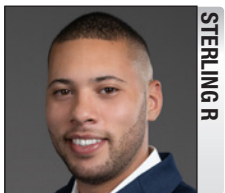
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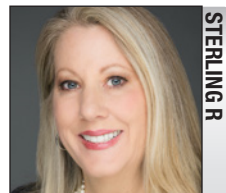


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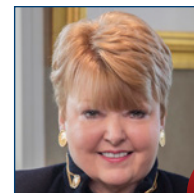
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## 2022 CORPORATE PRIORITIES

- Data Analysis & Implementation
- Advocacy - Our Value Proposition
- Collaboration & Cooperation - Creating Synergy

## MIAMI Corporate Board of Directors

The MIAMI Association of Realtors represents over 60,000 total 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 prominence, 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.

■ Indicates President's Circle | ★ Indicates Hall of Fame

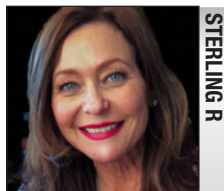


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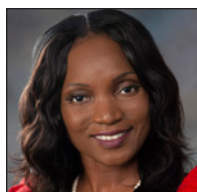


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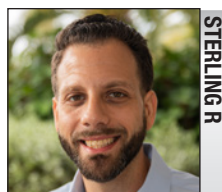
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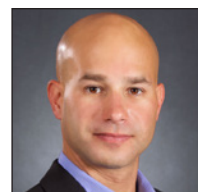


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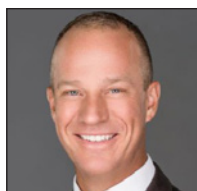


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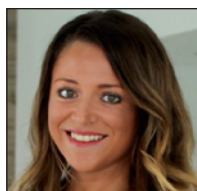


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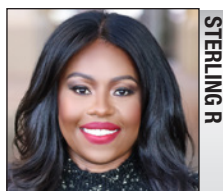
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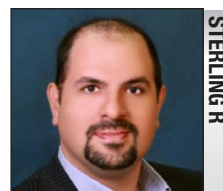


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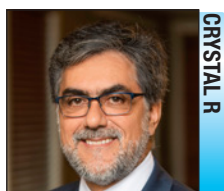


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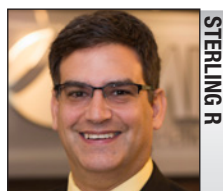


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## MIAMI Commercial Board

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 3,000 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®.

Stay in Touch with MIAMI COMMERCIAL wherever you are:

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- youtube.com/MiamiAssociation
- instagram.com/miami\_commercial
- clubhouse.com/club/miami-commercial-realtors



## 2022 MIAMI COMMERCIAL PRIORITIES

- MLS & Deal Making
- Education
- Partnerships



# 2022 MIAMI Residential Board



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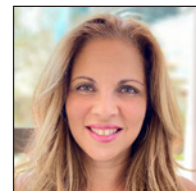


**GOLDEN R**

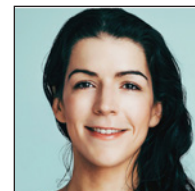
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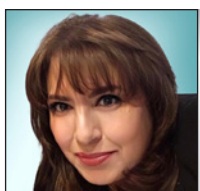
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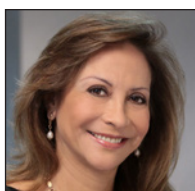
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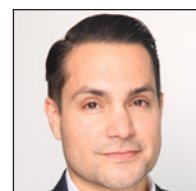


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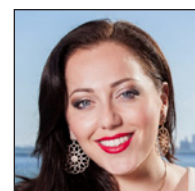
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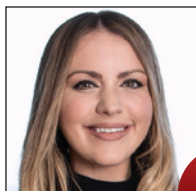
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## MIAMI REALTORS®... Data Driven & Member Centric

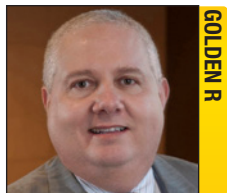
As the Association's think tank, brain trust and expert resource for their respective marketplaces, the MIAMI Residential Board of Governors and the BROWARD-MIAMI Board of Governors are MIAMI's eyes and ears in the residential real estate market. The Governors identify and monitor threats, opportunities 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, webinars, classes and seminars in 2022, MIAMI is helping YOU – Agents, Managers and Brokers - be the best professional possible and creating a better marketplace for everyone. One of our key priorities: MLS – Making the best possible MLS available to MIAMI members has always been a priority. In 2022 we continue to raise the bar on data integrity and enhance the consumer experience.

## 2022 RESIDENTIAL PRIORITIES

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



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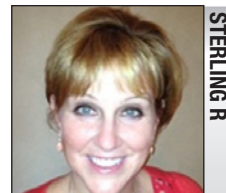
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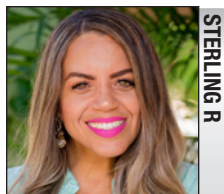
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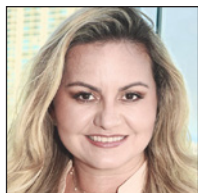
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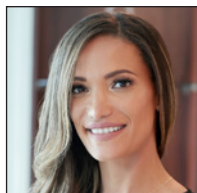
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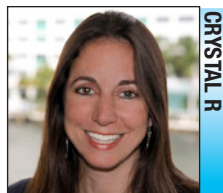
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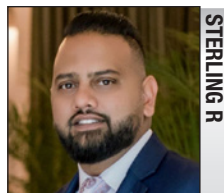
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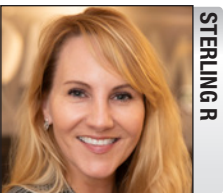
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## 2022 BROWARD-MIAMI PRIORITIES

- Broker & Member Engagement & Events
- Community & Business Partnerships
- Ambassador Program
- Broker & Agent Outreach- Recruitment & Retention
- Commercial
- Government Affairs & Housing Initiatives

MIAMI Members have a choice of MLS Primary Platforms: Matrix or Rapattoni plus the additional MLS offered by Remine. MIAMI Platinum PLUS Members can choose BOTH Primary MLS Platforms in addition to Premium Products and Services. MIAMI members can also choose Matrix en Español and the MIAMI COMMERCIAL MLS. Matrix, Rapattoni and Remine 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 continue to add MORE MLS-integrated, market-centric and consumer engaging products and services than ever before to provide THE best MLS experience.

MiamiRealtors.com/Broward

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 1,500 MLS classes, in 2022, MIAMI will continue to offer an unprecedented line-up of top-level Professional Designation and Certification courses virtually and in-person (when available) plus our ever-increasing MIAMI Global resources, connectivity, and exposure, including access to global programs, education events and our more than 225 partners worldwide.

■ Indicates President's Circle ★ Indicates Hall of Fame



# 2022 JTHS-MIAMI Board



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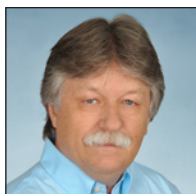


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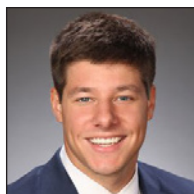


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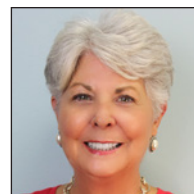
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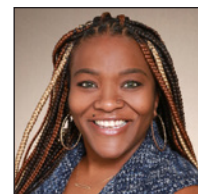
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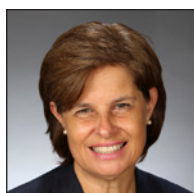
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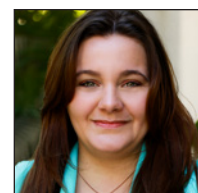
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## JTHS-MIAMI Board

2022 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 2022 board will be laser-focused on relevant issues in our industry such as affordable housing and REALTOR advocacy.

## 2022 JTHS-MIAMI PRIORITIES

- Broker Outreach & Member Profitability
- Member Engagement & Recruitment
- Professional Development & Professional Standards
- Community/Cultural Initiatives
- Public Policy & Housing Initiatives
- Business Partner Support
- Commercial & International Resources

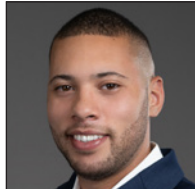


2022

## YPN MIAMI - Young Professionals Leadership Board



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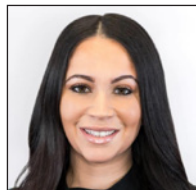
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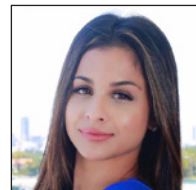


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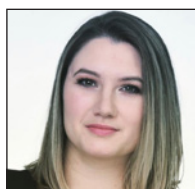


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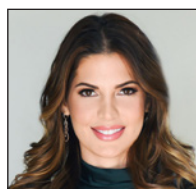
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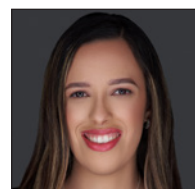
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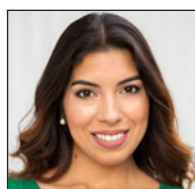
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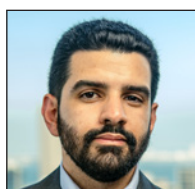


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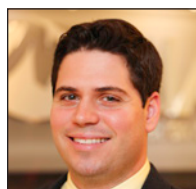
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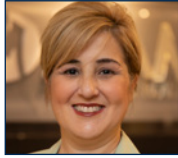


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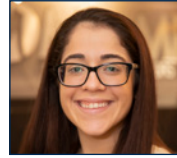
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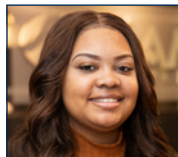
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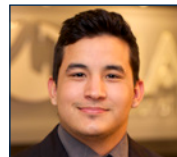
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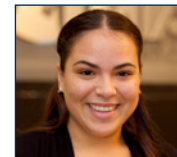
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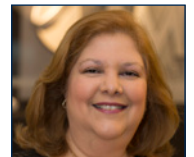
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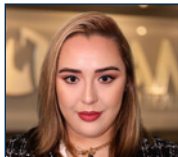


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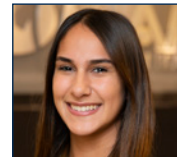
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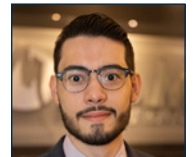
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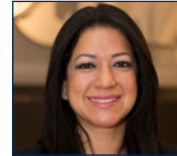
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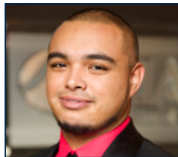


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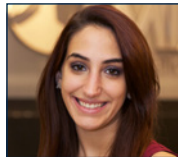
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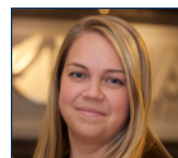
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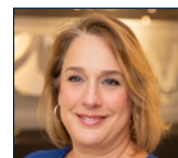
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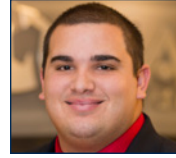


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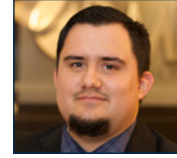
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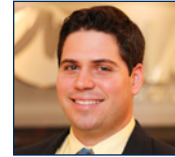
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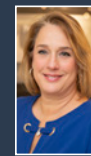
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C2EX, CIPS, e-PRO®, PSA, GRI, PMN

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**Salvador Pepe** SFR

**Beatriz Pereira**

**Giuseppe "Joe" Pistone**  
SFR, SRS

**America Ramirez**  
e-PRO®, PSA

**Cerise Sutton**  
C2EX, SRES

### MIAMI COMMERCIAL AMBASSADORS

**Tameika Davis**

**Omanesitho Jean Louis**

**Kesha Wallace**

**Salvador Pepe**

**Sean McGrover**

**Diego Leiva**

Scan to visit  
**AMBASSADOR  
PROGRAM**





# 2022 | Congratulations

## Women's Council of REALTORS® Network

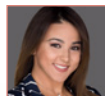
### MIAMI-DADE



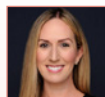
**Leonor Garrido**  
President



**Stephanie Haave**  
President-Elect



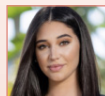
**Karen Gomez**  
First Vice President



**Ana Carreno**  
Treasurer



**Surelis Yanes**  
Membership Director



**Samantha Jae Glist**  
Event Director

### BROWARD



**Danielle Hanson**  
President



**Namika Marc**  
First Vice President



**Evelyn Lopez**  
Treasurer



**Wendy Rosenberg**  
Membership Director



**Mayelin Celeste Castillo**  
Event Director

### STUART-MARTIN



**Jodi-Ann Berry**  
President



**Pat Overton**  
Treasurer



### STATE DIRECTORS

Yorghi A. Abad Mitre  
Manulani Acosta  
Sophia Allen  
Pablo J. Alvarez  
Darnell Aponte  
Katherine D. Arteta  
George R. Assal  
Thomas Bauch  
Ellen Berkman  
Alma B. Betancourt  
R. Ginenne Boehm  
Deborah M. Boza-Valledor  
Phillip S. Calloway  
Lenys Camacho  
Richard F. Candia  
Ana C. Carreno  
Alberto Carrillo  
Maria E. Carrillo  
Phyllis Choy  
Jeffrey C. Corriolan  
Christine "Chris" Cox  
Jessie Anne Davis  
Dinorah "Dino" De Cardenas  
Ralph E. De Martino  
Rosa M. Delgado  
Dania M. Diaz  
Yara Domiati  
Rodney K. Elkins  
Craig Emmanuel  
Melanie Englander  
Jorge A. Fernandez  
Sandra Fernandez  
Eric Firestone  
Marco A. Fonseca  
Jose A. Garcia  
Karen Gomez  
David Gonzalez  
Jennifer Gross  
Kyshana Guzman  
Thomas M. Havron  
Angelique N. Hibbert

George C. Jalil  
Justine Jimenez Garcia  
Daniel Kijner  
John R. Kinney  
Sherryl King-Weathers  
Simohamed "Simo" Labritti  
Diego Leiva  
Peter A. Leon  
Hao Li  
Sharon Rollins Lindblade  
Marlene Llamas  
Ramon D. Lopez  
Vivian Macias  
Marco Marcos  
Sonia G. "Gaby" Martinez  
Margarita Mestre  
Ellen Mitchell  
Tamika Moses  
Nora Muci  
Sommer Norris  
James "Jim" D. Norton  
Jose Augusto Pereira  
Nunes  
Floralba Nunez  
Neal A. Oates Jr.  
Peter Ortega  
Thamara Pichardo  
Kim Price  
Martha Pomares  
Venus Proffer  
Frank X. Pulles  
Julia C. Pulles  
Nicholas "Nick Tiger" Quay  
Maria L. Quintero  
Dianne M. Regalado  
Aura "Aurace" Cecilia  
Rengifo  
Oscar N. Resek  
Christopher S. Ricci  
Lynne Rifkin  
Violeta P. Rocha  
Jennifer Rodriguez  
Michelle Rojas  
Shakearah Rolle

Sacha Roude  
Ruben Sanchez  
Ashley Silva  
Larry Singh  
Debra Spadafora  
Yulia Y. Vargas  
Aida R. Vega-Medinilla  
Lisa Vizcaino  
Alfredo Yaffe

### NATIONAL DIRECTORS

Gabriel Amedee  
Fernando Arencibia Jr.  
Eduardo "Eddie" Blanco  
Nancy Cardone  
John Dohm  
David Dweck  
Chandra D. Etienne  
Patty S. Fitzgerald  
Jennifer Forbes  
Martha Gillespie-Beeman  
Daniel A. Guerra  
Jorge Luis Guerra Jr.  
Carlos Gutierrez  
Ines Hegedus-Garcia  
Michael Hinton  
William "Bill" Mate  
Reinaldo "Rei" L. Mesa  
Christina Pappas  
Alfredo Pujol  
Stephen R. Rigl  
Mark Sadek  
Jose Maria Serrano  
Dairell "D. J." J. Snapp, III  
Enrique Teran  
Madeline "Matey" H. Veissi  
Maurice "Moe" J. Veissi  
Appointment  
Brad Westover  
Jennifer Wollmann

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

### NEW MIAMI COMMERCIAL CERTIFICATES

Lorena Alonso-Perry  
Marber Arellano  
Zachariah Cashion

Lisset Ibarra  
Nasko Ivanov  
Tocarra Williams

## Designations & Certifications

National Designations & Certifications are the benchmark for excellence in the field of real estate. They are an important indicator of advanced qualifications, show a commitment to higher learning and advanced knowledge - and those who proudly display them show evidence that they are on the cutting edge of the real estate industry.

### CRS

Certified Residential Specialist

Alma B. Betancourt  
Carlos Aznar  
Reinaldo Gonzalez  
Toni L. Keel  
Casey McLoed  
Monika M. Tefel  
Brian Teyssier

### e-PRO®

Irfan Abid  
Addlih A. Antequera  
Luz Agredo  
Yesmin Alabart  
Alexi Altuve  
Kimikawa Ashley  
Eduardo Betancourt  
Ana Maria Blasco  
Amanda Brilliant  
Lizette Y. Camargo  
Attilio C. Montagna  
Maria Castellanos  
Maria Ceballos  
Iris I. Cohen  
Jessie Colarte  
Eduardo Contreras  
Gaston Correa  
Gabriela C. Klantschi  
Margarita Curiel  
Arleen Davis-Slagle  
Christine Denys  
Avani Desai  
Nicholas Desantis  
Maria Diaz  
David Diaz  
Marlym Duenas  
Tina Duke  
Hector Escalona  
Edward A. Escobar  
Isaac Feldman  
Luis Feo La Cruz  
Maria Ferreira  
Consuelo Ferretti  
Delana Fordham  
Alejandro Garcia

Rosa Garcia  
Danielle Gomes  
Marina A. Henry-Arpe  
Diana Hernandez  
Norma Hernandez-More  
Yuruari Herrera  
Monika Von Hofmann  
Lisset N. Ibarra  
Jean-Robert  
Jean-Charles  
Jana N. Jeansonne  
William K. Jones  
Sherryl King-Weathers  
Florina Lazar  
Lollita Lewis  
Paula Lisi  
Ynelis Luna  
Richard Maringione  
Lina Monroy  
Gina M. Montalvo  
Enrique Montalvo  
Dora Morales Bravo  
Diana Del Pilar  
Muriel Amparo M. Nader  
Claudia Nicot  
Connie Nieto  
Yamileth Nunez  
Neal Oates  
Felipe Odar  
Cindy Odige  
Joseph Penalver  
Marta Peralta  
Marianna Perez  
Elizabeth Perez  
Emidio Peterson  
Rosemarie Phillips  
Sara Pineda De Vivas  
Larissa Porta  
Jamie Quick  
Iris Quinones-Gonzalez  
Zaida Ramirez  
America Ramirez  
Rodney W. Rampersad

Colin Ramsay  
Rebeca Reiner  
Edwin Reyes  
Dunia R. Aguilera  
Midlaine P. Richard  
Heriberto Rios  
Mayra R. Acevedo  
Laura Rivero  
Rocio Roca Rojas  
Ruben Rodriguez  
Robert Rodriguez  
Michael Rodriguez del Rey  
Yeda Rojo  
Federico Rotundo  
Raul Ruisanchez  
Yajaira Sanchez  
Felix Santos  
Tatiana Shapovalenko  
Carmen Siman  
G.D. Smith  
Paola Solano  
Lazaro J. Suarez  
Sandra Suarez  
Claudia Tamayo  
Bienvenido Taveras  
Christy A. Taylor  
Evelyn Trujillo  
Cesar A. Vasquez  
Glory M. Velez  
Daniel Vera  
Claudio. Walfloor  
Alberto Zevallos

### GREEN®

Nicholas Acosta  
Nadejda Armond  
Ana Carolina Ballas  
Sarah Connor  
Patrick Dominique  
Tina Duke  
Andrea Fernandez  
Sean Greco  
Jonathan Lorber  
Ivonne Miranda

Alejandra Negrete  
Diana Ramirez  
Deborah R. Raskin  
Ernesto Rodriguez  
Jose G. Rodriguez  
Joise L. Sanchez  
Esther M. Valledor  
Marisol Villamizar

### GRI

Graduate REALTOR® Institute

Milene Carvalho  
Geoffrey Chernault  
Anna Conner  
Natasha Cozart  
Jared Dalto  
Richard Deeb  
Billie Sue Engel  
Samira Ghorbani  
Maureen Gois  
Daniel Hernandez  
Camila Murata  
Michelle J. Reid  
Adriana Santana  
Felix Santos  
Jose M. Serrano  
Asa Smith  
Antonio Spagnolo  
Nabilah Yunos

### MRP

Military Relocation Professional

Leah Mensah  
Dailyn Mills  
Nickeita O'Connor  
Natalie Ramirez  
Buri Ravelo  
Elsie Rehman  
Michael Rodriguez del Rey  
Raul Ruisanchez  
Idania Sanchez  
Elizabeth Sheriff  
Antonio Srado  
Mile Susic

Continuation on page 39

## AREAA Executive Committee



**Ana Herrera Hernandez**  
President



**Peter Leon**  
Vice President



**Thomas Bauch**  
Treasurer



**Naya Karina Duran**  
Secretary



**Bowie Oliveira**  
Immediate Past President



**Elliot Lee**  
New Development Committee Chair



**Ritu Rani**  
Advisory Board



**Francisco Angulo**  
Advisory Board



**Fei Jin**  
Asian Cultural Chair



**Rich Weiner**  
Mortgage Chair



**Eva Leung**  
Marketing & Communications Chair



**Anthony Rivera**  
Commercial Committee Chair



**Ken Russell** Commissioner  
**Russell (Commissioner)**  
Policy Committee



**Bernadette Gonzales**  
Membership Committee Chair





# MIAMI AWARDS



*Congratulations to our 2021 Industry Leaders and Award Winners who were honored at our Inaugural Celebration in January*

## 2021 | MIAMI ASSOCIATION OF REALTORS®



**Jennifer Wollmann**  
AHRD, C2EX, e-PRO  
REALTOR® of the Year



**Mayor Daniella Levine Cava**  
Industry Champion



**Mayor Francis Suarez**  
Innovative Leadership Award



**Mayor Maria Mitchell**  
Community Partner of the Year



**Commissioner Anabelle Lima Taub**  
Realtor® Advocate of the Year



**Don Fallenbaum**  
Affiliate of the Year

## 2021 | MIAMI COMMERCIAL MIAMI ASSOCIATION OF REALTORS®



**Stephen Rigel** SDR, CCIM  
Miami Commercial  
REALTOR® of the Year



**Kevin Krueger**  
Commercial Innovator  
of the Year



**Lenys Camacho**  
Commercial  
Initiatives Award



**Toronto Regional Real Estate Board**  
Commercial Global Partner  
of the Year



**Pristine Property Mgt. & Eddie Miller**  
Commercial Affiliate  
of the Year



**CompStak**  
Commercial Product  
of the Year

## 2021 | MIAMI RESIDENTIAL MIAMI ASSOCIATION OF REALTORS®



**Angelique Hibbert**  
ABR, C2EX, CIPS, GRI, SRS  
Miami Residential  
Community Outreach Award



**Nora Muci**  
CIPS, GRI, MRP, TRC  
Miami Residential  
Community Outreach Award



**Ruben Sanchez**  
AHRD, C2EX, CIPS, e-PRO®, MRP, REBAC, RSPS  
Miami Residential DEI  
Award of Excellence



**Juan Carlos Caceres**  
Miami Residential  
Showcase Award



**Josh Cadillac**  
AHRD, BPRO, CCIM, e-PRO®, GRI, MRP, SFR  
Miami Residential Educator  
of the Year



**Excellence Title & Barbara Pita**  
Miami Residential Affiliate of the Year

## 2021 | BROWARD - MIAMI A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



**Mayor Josh Levy**  
Broward Community Leader  
of the Year



**Sharon Lindblade**  
CIPS, C2EX, PMN, PSA  
Broward Leader  
of the Year



**Larry Singh**  
Broward REALTOR®  
Champion



**Melanie Englander**  
Broward Above &  
Beyond Award

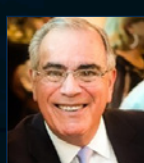


**Don Gonzalez**  
Broward Educator  
of the Year



**Cutting Edge Gifts & Jovani Pastrana**  
BROWARD Affiliate of the Year

## 2021 | JTHS - MIAMI A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



**Bernie Rubinstein**  
JTHS-Miami Realtor® of the Year



**David Abernathy**  
C2EX, e-PRO  
JTHS - Miami President's Award



**Joe Bettag**  
JTHS - Miami Broker  
of the Year



**Nancy Cardone**  
AHRD, C2EX  
JTHS-Miami  
Leadership Award



**Councilman Cameron May**  
Community Service Award



**Katie Newitt**  
JTHS - Miami Business  
Partner of the Year

## 2021 | YPN MIAMI MIAMI ASSOCIATION OF REALTORS®



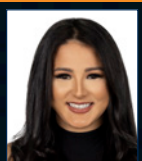
**Gabriel Amedee**  
AHRD, C2EX, SFR  
YPN of the Year



**Violeta Rocha**  
AHRD, C2EX, SFR  
YPN PRO of the Year



**Damage Control Melinda Grimaldi & Anthony Angelillo**  
YPN Educators  
of the Year



**Karen Gomez**  
YPN Rising Star  
of the Year



**Martha Pomares**  
ABR, AHRD, C2EX, CIPS, CLUHAS, CRS  
e-PRO®, GRI, SRS SFR, TRC  
Professional Standards  
Chairman of the Year



**David Dweck**  
AHRD, C2EX, e-PRO, GRI  
MRP, SFR, SRS, TRC  
Professional  
Standards Award of  
Excellence



**Rei Mesa**  
AHRD, CIB  
Realtor® Emeritus  
Member



**Pamela Coffey**  
Realtor® Emeritus  
Members



**Awarded by NAR Danielle Clermont**  
The prestigious  
Realtors Association  
Certified Executive  
(RCE) Designation



**Awarded by NAR Joanne Werstlein**  
The prestigious  
Realtors Association  
Certified Executive  
(RCE) Designation

## 2021 | PROFESSIONAL STANDARDS - REALTOR EMERITUS - RCE



# MiamiRealtors.com/Services

FREE, Exclusive, Subscription and Discounted Services

## Websites, IDX and Syndication

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



## MIAMI Platinum PLUS Subscription\*\*



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

## Multi-Media, Photos, Videos, Tours

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



## CRM

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



## Sellers/Buyers, Presentations and CMAs

- Top CMA\*
- Proxio Premier Agent\*
- Form Simplicity Ultimate Edition\*
- RealDax\*
- Agent 3000
- Commercial
- Member-2-Member Marketing
- Proxio Connect
- RateMyAgent
- DeepBlocks
- KlearD
- CartoFront
- MLS Offers
- Landlord Station
- SouthFloridaOpenHouseSearch.com
- SouthFloridaCommercialPropertySearch.com
- MiamiBrokerOpenHouse.com
- SFPropertySearch.com
- Proxio Developer Showcase
- RentalBeast.com
- TerraFlyPro
- Amarki\*
- Real Estate Toolbox
- Showingly
- Remine PRO
- Homesnap Pro
- RPR
- RPR Commercial
- Elevate
- RatePlug
- OneHome\*
- EDDM - Every Door Direct Mail
- iMapp
- Supra eKEY
- Supra Web
- ShowingTime
- RPR Mobile
- HomeVisit\*
- eProperty Watch
- Utility Connect
- MyRental Tenant Screening
- NewHomeSource Professional
- Builders Update New Home Search
- Homes Connect Drip Marketing



## 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
- Real-Time Showing Notifications



## Marketing Tools

- Amarki
- Agent 3000
- Broker Command
- Homes Connect Drip Marketing
- Proxio Developer Showcase
- WikiRealty
- KlearD
- Miami Int'l Magazine
- Rental & Leases (F)
- When You Work With Me/Commercial (F)
- Int'l Referral Network/Commercial (F)
- MIAMI COMMERCIAL Listings Go More Places (F)
- Top 20 Reasons to Visit & Buy in Miami, Broward, Palm Beach & Martin County (F)
- Miami: Top Ranking City (F)
- Broward and Palm Beach: Top Ranking Market (F)
- When You List with Me (F)
- Miami Int'l Airport Statistics (F)
- Link to the World: MIAMI, Broward & JTHS (F)
- Global Referral Network: Miami, Broward & JTHS (F)
- Miami-Dade Int'l School Choices (F)
- Top Countries Searching South FL Properties (F)
- Foreign Consumers Searching U.S. Properties (F)
- Miami Luxury: Knight Frank Report (F)
- Miami-Dade, Broward, Palm Beach & Martin County in the Rankings (F)
- Market Focus Reports
- HomeVisit\*
- OneHome\*
- eProperty Watch
- RatePlug
- New Home Source Professional
- Builders Update
- Every Door Direct Mail - EDDM



## Affiliates

- Affiliate Directory by Business Category
- JTHS Business Partners
- Presidential Membership
- Diamond Membership
- Platinum Membership
- Gold Membership
- Silver Membership
- Bronze Membership
- Job Board: Post Jobs/Find Jobs



## 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



## Commercial

- RealDax\*
- Form Simplicity Ultimate Edition\*
- S. FL. Commercial MLS
- S. Florida Commercial Property Search
- SFPropertySearch.com
- M2M: Member2Member Marketing
- Commercial Marketplace
- Commercial Clubhouse
- Commercial Book Club
- 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
- CREOP\*
- WikiRealty
- Agent 3000
- iMap
- BoxBrownie\*
- DotLoop
- International Reports
- Affiliates
- Resources
- Advocacy
- Search Other MLSs
- International Reports
- Search Other MLSs
- Partner Associations
- Industry News
- RPR Commercial
- Form Simplicity
- Education/Training
- Realist
- Remine PRO
- CREXi\*
- Brevitas\*
- immoviewer
- BombBomb\*
- eCommission\*



## Customer Engagement

- RateMyAgent
- Klearn
- WikiRealty
- SavvyCard
- SouthFloridaOpenHouse-Search.com
- SouthFloridaCommercial-PropertySearch.com
- SFPropertySearch.com
- Ask the Experts
- SouthFloridaPropertyFinder.com
- Showingly for Consumers/Vendors
- eProperty Watch
- RealKnu\*
- Remine App for Consumers
- HomesConnect Drip Marketing
- RatePlug
- Elevate
- Great Schools
- Live Chat
- Matrix en Espanol
- ShowingTime
- HomeVisit\*
- OneHome\*
- Homesnap App for Consumers



## Education

- MIAMI Realtors LIVE
- MIAMI-on-Demand
- MIAMI Video Library
- 3 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



## Specialty Resources

- Luxury
- Teams
- New Agents
- Rental/Leases
- Propecting & Farming
- Brokers/Managers
- Commercial
- Global
- Legal Updates
- Job Board
- MLS
- Social Media
- Mobile Solutions
- CMA
- Matrix



## Broker/Managers

- Broker Command
- Broker/Manager Newsletter
- Broker/Manager Dashboard
- Broker OpenHouse
- Specialized Training
- Admin Training
- MLS Resources
- Pro Standards Resources
- Recruitment, Retention & Profitability
- ListHub Syndication
- ListTrac
- Website
- Tracking Reports
- ListHub Brokerage Reports\*
- Syndication

## Paperless Transactions

- Form Simplicity Ultimate Edition\*
- Wiser Broker\*
- Form Simplicity
- DotLoop
- Transaction Desk\*



## Global Exposure

- Proxio Premier Agent\*
- RealDax\*
- Global Property Xchange
- Proxio Connect
- NEO - New Estates Only
- Top 20 Reasons to Visit & Buy (Translated & 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
- SFPropertySearch.com
- International MLS
- RentalBeast.com



## Big Data

- RealDax\*
- Broker Command
- SF Market Intel
- Market Focus Reports
- Rebogateway Tract Utility
- Agent 3000
- Compstak
- CREOP\*
- Reonomy\*
- MyCondoPlans
- MyHomePlans
- Miami.RentalBeast.com
- 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/Used Separately \$1699.00 - \$1849.00



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 rankings prove it!

## MIAMI

**#1**

Miami is the Healthiest City in America for the third consecutive year

Source: Mindbody Wellness Index, 2022

**#1**

Miami is the Most Glamorous City in the U.S.

Source: LawnStarter, 2021

**#1**

Miami is America's Most-Recovered Economy from the Pandemic

Source: JLL, 2021

**#1**

Miami is the Happiest City in the U.S.

Source: Mindbody Wellness Index, 2021

## Top-15

Downtown Miami (#12) and Midtown/Edgewater (#14) rank among top U.S. metros for highest number of high-rise units delivered since 2017.

Source: RentCafe, 2021

**#2**

Miami ranked No. 2 emerging technology hub in the U.S.

Source: Forbes, 2021

**#1**

Miami is the best 15-minute U.S. city (access to dining, schools, medical facilities, walk score, etc.)

Source: moveBuddha.com, 2021

**#3**

Miami ranked No. 3 in the U.S. for Best Places to Remote Work in America

Source: Higher Visibility, 2021

**#8**

Miami is the 8th most walkable city in the United States

Source: Walkscore, 2022

**#28**

Brickell ranked No. 28 coolest neighborhood in the world

Source: TimeOut, 2021

**Top-10**

Miami ranked among the top 10 commercial office markets in the U.S.

Source: National Association of Realtors, 2021

**#3**

Miami is the #3 Most influential Art City in the World

Source: Artsy Magazine

**#7**

Miami ranked No. 7 Best College town for Large U.S. Cities

Source: WalletHub, 2021

**#24**

Miami ranked No. 24 Best Place to Live in the U.S. for Quality of Life

Source: U.S. News & World Report, 2021

**#1**

Miami ranked best region in North America for Investment in 2021-22

Source: World Biz Magazine

**Go to [SFMarketIntel.com](https://SFMarketIntel.com) for more South Florida Facts and Complete Rankings**

*The only REALTOR® Association in the world with 60,000 members, 225 International Partners around the world and MORE than 150 Products & Services.*







## BROWARD

**#2**

Greater Fort Lauderdale/Broward County named #2 Best Business Climate in the U.S.

Source: Business Facilities Magazine's 17th Annual Rankings, 2021

**#4**

Fort Lauderdale ranks No. 4 for best cities for LGBTQ Home Buyers

Source: Realtor.com, 2021

**#4**

Fort Lauderdale ranked No. 4 best city in the U.S. for hipsters

Source: LawnStarter, 2021

**#2**

Miami-Fort Lauderdale ranks No. 2 for fastest growing cities for entrepreneurs

Source: LinkedIn, 2021

**#21**

Miami-Fort Lauderdale-West Palm Beach ranked No. 21 Fastest Growing Housing Market in the U.S.

Source: 24/7 Wall St, 2021

## Top-50

Lauderdale Yacht Club ranked among Top-50 Most Exclusive Yacht Clubs in the World

Source: Club Leaders Forum, 2022-23 status

## PALM BEACH

**#1**

Palm Beach County: #1 popular Florida destination for New York transplants from 2019 to 2021

Source: Florida Department of Highway Safety and Motor Vehicles, 2021

**#1**

Palm Beach County ranks No. 1 in the U.S. for the most golf courses of any county

Source: Golfweek, 2021

**#1**

Boynton Beach in Palm Beach County ranked the No. 1 most affordable place to retire in 2021

Source: 55places.com, 2021

## Top-10

West Palm Beach-Boca Raton-Delray Beach ranked among the top 10 commercial office markets in the U.S.

Source: National Association of Realtors, 2021

**#4**

Palm Beach ranked No. 4 Most Instagrammable location in the U.S.

Source: Holidu, 2021

## MARTIN

**#1**

Martin County ranked No. 1 U.S. Fishing Destination

Source: FishingBooker.com, 2021

**#6**

Stuart in Martin County ranked No. 6 Most Charming American Towns You Haven't Heard of But Should Visit ASAP

Source: O Magazine, 2021

**#4**

Stuart in Martin County ranked No. 4 for best place to retire in Florida

Source: SmartAsset, 2021





# MIAMI Realtors Co-Owns Remine

## MIAMI again leads the industry MLSs for MLSs



In October 2021, MIAMI, along with three other MLSs, acquired Remine, a full MLS solution that reimagines the digital real estate journey. This investment means YOU and YOUR ASSOCIATION is in control of our technological destiny, data and privacy.

By investing in this MLS-driven collaborative, we are taking our place at the forefront of emerging MLS solutions and reducing our dependency on vendors to develop the right solutions for our members and consumers. We've seen first-hand what happens when vendors act outside of the interests of the local market. With this partnership between MIAMI, MLS Technologies and Remine, we have the best and brightest industry experts dedicated to keeping you – our MIAMI Members – empowered in the real estate transaction.

## Putting Our Members at the Center of the Real Estate Transaction

We understand how important the use and privacy of your data is to your company's success. The future vision is to further strengthen and expand the value of Remine's products, and position ourselves in the forefront of emerging MLS technology.

Remine has been designed and built as a modular MLS platform. Each component performs as a powerful stand-alone solution that elevates specific areas of MLS functionality. With its single-sign-on dashboard, add/edit, search & display, transaction management, RESO API data delivery, database, and consumer website it enhances your overall performance resulting in a streamlined experience. MLS 2.0®, Remine's full modern MLS system platform, is your answer to an enhanced digital customer experience.

For Info on Remine MLS go to these specially designed Landing Pages:

[MiamiRealtors.com/Remine](https://MiamiRealtors.com/Remine)  
[MiamiRealtors.com/RemineMobile](https://MiamiRealtors.com/RemineMobile)

## Remine Pro and Remine Mobile MLS are Provided Free to MIAMI members. Take advantage of all they offer today!

MIAMI has provided Remine for several years for free for MIAMI members as part of their valuable MLS Service. If you are not currently using Remine, we encourage you to take advantage of all the amazing tools and services that you receive as a member benefit. Not only is it advantageous to your business, but as a MIAMI member, you have a stake in the future of this leading MLS technology.

Remine is available by clicking on the Remine logo in the MIAMI Gateway. Access more information: [www.miamirealtors.com/Remine](https://www.miamirealtors.com/Remine) Remine uses the best modern technology and will only improve in the future.

## Remine MLS provides our members:

- The only full MLS solution that seamlessly compares MLS and off-market transactions at the same time
- The most advanced layered map-based search in the business
- Combined MLS and public-record data in one easy-to-use system
- Layer map visualizations to really explore neighborhoods
- Compare properties with CMA 360
- Easily perform core activities such as prospecting, selling and listing on-the-go
- Remine mobile provides the same functionalities as Remine Pro at the tip of your fingers – anywhere
- Your MIAMI MLS is NOW available through Remine Pro & Remine Mobile in addition to Matrix and Rapattoni
- Engage feature – allows agents to easily invite customers to Remine from their phone and keep up to date with their home buying activities
- StepOne feature – provides customers with a free credit report through Equifax

### A COLLABORATION OF FOUR LEADING MLS'S



## MIAMI LEADERS ON REMINE ACQUISITION



"With the acquisition of Remine, a fully integrated and innovative MLS platform, MIAMI has secured a place for our members to be at the center of the important tech conversations that affect our industry now and in posterity. It speaks volumes about MIAMI's priority to be data-driven and member-centric in all aspects of our decision making, now more than ever MIAMI members will be able to put their stamp on the future of our industry." --- **2022 MIAMI Chairman of the Board Fernando Arencibia Jr.**



"As the real estate industry continues to evolve, MIAMI has ensured that we have a flexible, innovative MLS platform that we control, giving all of our members peace of mind that our MLS and data will not be purchased by another, sometimes competing vendor or third party. Remine is a fully integrated MLS with an impressive mobile platform, broker dashboard and predictive analytics for both residential and commercial properties and is an exciting addition to the products and services that MIAMI offers our members." --- **2021 MIAMI Chairman of the Board Jennifer Wollmann**



"Many times, we are left at the mercy of vendors to develop the right solutions for our members and have no control of what they do with our data. The Remine acquisition not only gives us control of our data but helps us ensure the privacy of our members and the consumer. We can now write our own narrative and define the destiny of our technological future." --- **2022 MIAMI Chairman-Elect Ines Hegedus-Garcia**







# Vision Realized

## MIAMI Opening New Global Headquarters in 2023

Building our own headquarters — a landmark facility where we can serve our members with state-of-the-art technology, host major global conferences and events, conduct cutting-edge member classes, hold professional standards hearings, work in a professional sound studio, etc. — has long been a dream for many of our incredible members, leaders, and executives.

We stand on the shoulders of giants, and everyone before us who made contributions to advance the 102-year-old MIAMI association to where we are today: the largest local Realtor association in the U.S., 5th largest MLS, leading Global Council and more).

It is because of our past and present members, leaders, and executives that this once lofty headquarters dream will soon become reality.

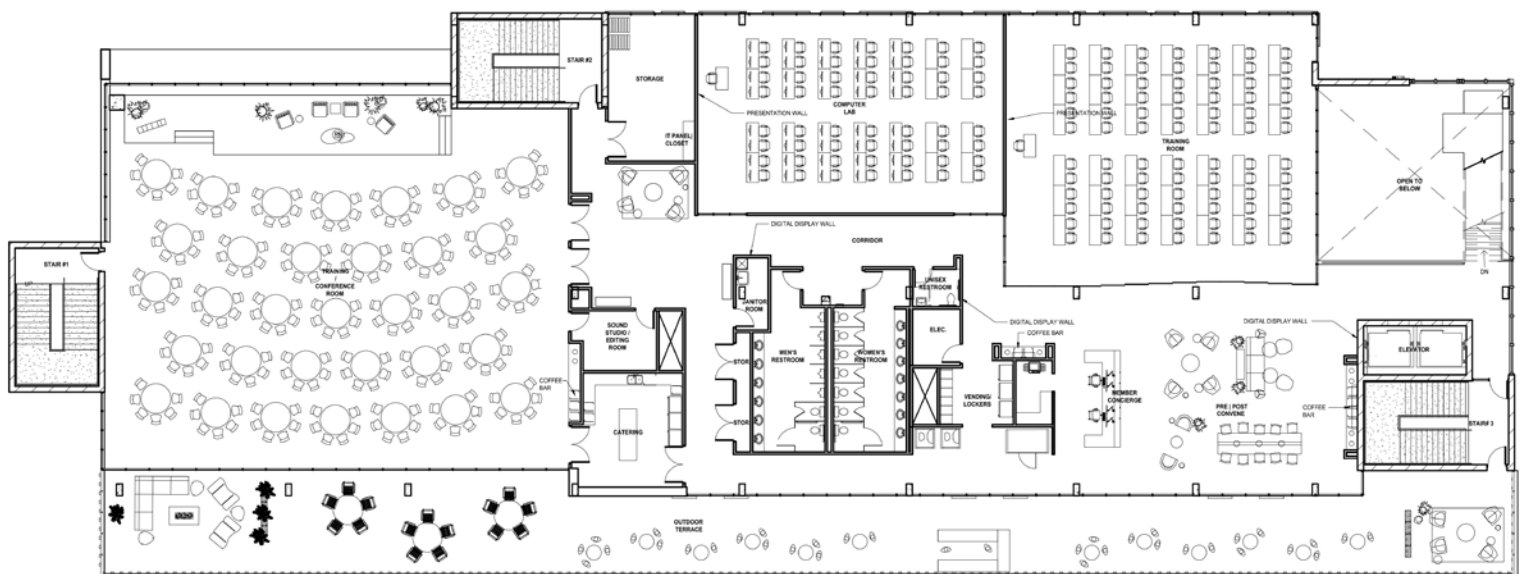
Next year, MIAMI will finish construction and open its new MIAMI Global Headquarters. The jaw-dropping, five-story facility will immediately become a Miami Springs neighborhood jewel. But for us, our new headquarters will be more than a building. It will be a source of pride, inspiration, and innovation for members, leaders, executives, professionals, and guests.

After more than a century of service, our members will have a leading global headquarters befitting our leading global association. All our members will walk a little taller and be even more prideful about being part of the nation's largest local Realtor association.



## 5TH FLOOR

Training, Conference Center & Club Terrace







## MIAMI's New Global Headquarters Details

- Address: 1890 Oakwood Dr., Miami
- Construction begins: August 2022 (expected)
- Completion: Fall 2023 (expected)
- Three floors of structured parking
- Two floors of office and conferencing space  
50,000 square feet of Class A office and conferencing space
- 200-person state-of-the-art conference center
- Conference Center Terrace for Events & More
- VIP Terrace accessible from executive board room
- Sound studio with pre- and post-production
- 50-person computer lab
- 80-person classroom
- Rooms for professional standards hearings
- Projected to be LEED and WELL Health & Safety certified

## Interior Design

- High-end finishes
- Wood wall paneling
- Glass walls
- Operable partitions
- Polished concrete floors
- Custom feature staircase
- Two-story atrium
- 30-person executive board room
- Club lounge
- MIAMI Professionals lunch space

## Exterior Facade

- Covered in full-height glass
- Architectural concrete
- Metal wall paneling
- Wood ceilings

## Garage

- Fully screened
- 161 parking spaces

## Investment in Our Association & Industry's Robust Future

It is from our new global headquarters and its 200-person state-of-the-art conference center with its commanding stage where MIAMI will host major global conferences, events and programs. It is from our new global headquarters and its 80-person classroom and 50-person computer lab where we will host leading member education classes.

It is from our new global headquarters where MIAMI's next cutting-edge ideas and programming will launch. It is from our new headquarters and its executive board room where MIAMI's next generation of leaders will guide our association and industry long into the future.





# CELEBRATING OVER



**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 Realtor Week in May.

After his grand gala installation celebration and much fanfare, beloved president Arthur Parrish dies of a heart attack later that evening. Mildred Callahan is elected the Board's first woman president and coins her famous 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 Salesman's Training School during Herb Simon's second term as president.

**1977**

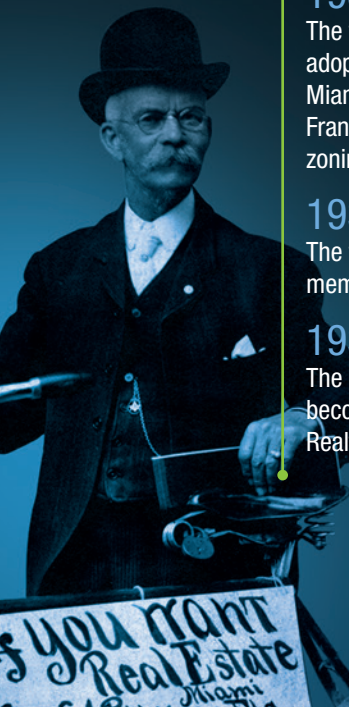
Jerome Bain becomes Miami Board president, leaving the residual of his estate to the Miami Board Education Foundation, of which \$500,000 is set up as an endowment creating the Jerome Bain Institute at FIU.

**1978**

On Valentine's Day, the Miami Board and Dade County Board of Realtors proclaim, "Betty Strickland Day," honoring her years of service with the largest gathering of Board members ever assembled.

**1979**

Rose Gordon is elected Board president. The year ends with the first two women presidents in the Board's history.







# 1920 - 2022

MIAMI ASSOCIATION OF REALTORS®

1980

Miami Board celebrates its Diamond Mile, and Frank Valaski is until then longest president 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 Executive VP Betty Strickland retires after 32 years - Board names Teresa King Kinney as CEO. NAR Convention hosted in Miami Beach.

2000

RAMB launches new online Broker Open House.

2001

RAMB creates first exclusive premium service for Members - iMapp.

2003

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

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.

2020

MiamiRealtorsLive.com, a 24/7 video library, is launched for MIAMI members.

MIAMI's advocacy team ensures real estate remained an essential business during the pandemic.

MIAMI partners with the International MLS to provide IMLS Memberships for all its members.

MIAMI hosts two successful South Florida Virtual Open House Showcases

1980

1990

2000

2010

2020

School launches student.

President, later leaving Board of Realtors was used to set in Real Estate

Trade County her for 20 years and presidents

The decade began events in the

1996

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

1996

MIAMI creates its first International Council, signs first-ever International Agreement with SECOVISP 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.

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

2017

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

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.

2021

MIAMI, along with three other MLSs, acquires Remine, a full MLS solution. This investment means YOU and YOUR ASSOCIATION is in control of our technological destiny, data, and privacy.

MIAMI purchases land on Oakwood Dr. in Miami Springs and starts plans for a landmark, breathtaking five-story headquarters building that will be a neighborhood jewel and source of pride, innovation, and inspiration for MIAMI members and executives.

MIAMI real estate breaks numerous records, including most annual total sales (set in only 10 months!)



## MIAMI Commercial Marketplace Goes Global in 2021 and Beyond

The MIAMI Commercial Marketplace, the monthly place to be to market your local commercial listings and wants, went global and to other states for the first time in 2021. MIAMI Commercial held virtual networking marketplace events with groups in Toronto, Northern California, Orlando and Puerto Rico. The virtual networking events brought together members from different key markets and area members learned about commercial real estate in that region. MIAMI Commercial collaborated with local REALTOR associations and CCIMs.

Each market provided an overview of the unique opportunities for investors and businesses and presented specific commercial haves and needs. With more than 100 attendees, the two

largest local associations in the world -- Toronto Real Estate Board and MIAMI REALTORS-- hosted the inaugural Commercial Marketplace on May 6, 2021. Canadian investors, and those in Toronto in particular, have a history of investing in Broward County where they find values in condo and smaller multifamily investment properties. The first Global Marketplace with Toronto was so successful that a second event with the Canadian city was held in October.

MIAMI Commercial continued the Global Marketplaces with a joint event with Dubai on March 3, 2022. With over 120 real estate professionals attending from Miami and Dubai, both dynamic markets highlighted their incredible growth and opportunities. The MIAMI Commercial leaders are planning additional Global Marketplaces throughout the rest of 2022, please join us to learn and network with the world's best real estate professionals.



## MIAMI Commercial Conference Draws Record Crowd for Top Transportation and Technology Speakers

A record-crowd of more than 300 attended the 21st annual MIAMI Commercial Conference as 15 top speakers explored the innovations and other rapidly evolving changes impacting commercial real estate including blockchain/cryptocurrency, FinTech and other initiatives, that will continue to transform South Florida CRE today and into the future.

David Whitaker, the new CEO of the Greater Miami Convention & Visitors Bureau (GMCVB), presented on Miami's future growth and his plans to attract tourists, the uber-wealthy and more major conferences to our area.

Conference highlights include panels on transportation-development (TOD) blockchain/cryptocurrency, and technological innovation via the National Association of Realtors (NAR) Commercial REACH program, and more. (NAR REACH is the No. 1 accelerator in real estate, catapulting the top technology companies into real estate and adjacent verticals.) Access more information: [www.commercialconference.com](http://www.commercialconference.com)

## 2021-22 MIAMI COMMERCIAL by the Numbers

**3 Billion**  
in Commercial Sales & Leasing in MLS

**1.4 Million**  
REALTORS Reached in 604 MLSs in the US  
(Commercial Listings on RPR)

**5,281**  
Active Commercial Listings on the South  
Florida Commercial MLS

**3,995**  
Attended Classes, Networking,  
Training & Events

**3,143**  
Commercial Members (A Record!)

**304**  
Commercial Conference Attendees

**225**  
Global Partner Organizations

**71**  
Classes, Training & Networking Offerings

**13**  
Listing Syndication Partners





Paul Cauchi, e-PRO®  
Chief of Commercial  
paul@miamire.com



# 2021 COMMERCIAL CONFERENCE & EXPO

## MIAMI Commercial Launches Weekly Clubhouse Events to Connect with Leaders, Expand Reach

MIAMI Commercial launched an engaging Clubhouse social media account in 2021 with weekly events that allowed us to expand our reach on social media, connect with industry leaders and attract a new audience. Clubhouse is a new social media real-time audio chat platform where members can join talk-show style rooms and participate in dynamic conversations.

MIAMI Commercial board members Tamika Moses, 2021 MIAMI Commercial President Stephen Rigl and 2022 MIAMI Commercial President Michael Hinton hosted industry leaders such as Senior Economist and Director of Housing & Commercial Research Gay Cororaton and Co-Founder of Zero Empty Spaces, Evan Snow.

It is free to join MIAMI Commercial Realtors on Clubhouse, all you need to do is download the app and become a member.

Join us today at:  
[www.clubhouse.com/club/miami-commercial-realtors](http://www.clubhouse.com/club/miami-commercial-realtors)

Clubhouse!



## MIAMI Commercial MLS Listings Now Available at the Following Syndication Partners



Pre-Register for the  
Commercial Event of the Year

## '22 COMMERCIAL CONFERENCE & EXPO

FEATURING TOP EXPERTS &  
INDUSTRY LEADERS

OCTOBER 7, 2022

[CommercialSuperConference.com](http://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
- **FREE 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 13,000  
BROWARD-MIAMI agents who are  
part of the largest local REALTOR  
Association in the country!*

Go to [www.miamirealtors.com/broward](http://www.miamirealtors.com/broward) or  
call us at 954-335-5200 to learn more.

## Broward-MIAMI Resources

Broward Main: **954-335-5200**

Transfer Hotline: **954-335-5200**

Transfer E-mail: [transfers@miamire.com](mailto:transfers@miamire.com)

Website: [miamirealtors.com/broward](http://miamirealtors.com/broward)

## We ARE BROWARD COUNTY

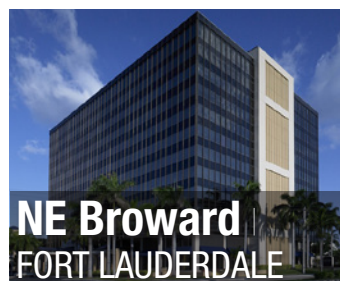
Regardless of where you live or work in Broward, we've got you covered. In addition to our Sawgrass office in Sunrise and Northeast office in Fort Lauderdale, members now have a third full-service location for their convenience. Our Hollywood office is situated in Oakwood Plaza, just east of I-95 and surrounded by shops and restaurants. No matter which one you prefer, each facility offers training classes and seminars along with Supra and other member services. Plus, you can always stop by and enjoy a FREE cup of Starbucks coffee!



### West Broward SAWGRASS

13680 Northwest 14 Street  
Sunrise, FL 33323

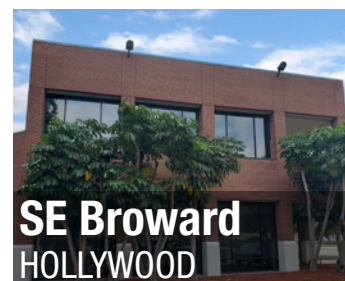
- Close to IKEA & Sawgrass Mall
- Minutes from I-75, I-595 & the Sawgrass Expressway
- Free parking
- 120 seat training center
- Hands-on training lab with 42 computers



### 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
- 65 seat training center
- Free parking
- 24 computers



## Reaching Out... VIRTUALLY

Just because many real estate offices remained closed in 2021, that didn't mean we couldn't stay connected to our members! Our Outreach team continued to provide virtual (and even some in-person) trainings to nearly 2,000 agents all across Broward. As a result, we were able to keep our members updated on the top BROWARD-MIAMI tools they need to succeed. Interested in a presentation for your office? Contact Lori McQuestion at [lori@miamire.com](mailto:lori@miamire.com) or Kevin Greenberg at [kev@miamire.com](mailto:kev@miamire.com).



# MORE in Broward

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



## Spotlight on Broward

Our Broward City Spotlight series was a huge hit as hundreds of members and other industry professionals flocked to hear the latest updates in their city while enjoying lunch at some of the top area restaurants. Esteemed guest speakers included many of our local Mayors and City Managers, along with our very own market experts. Keep an eye out for future events as we continue putting the spotlight on Broward in 2022



## B-A-H is B-A-C-K!

Our BROWARD-MIAMI members were more than happy to get back to networking in 2021. These real estate professionals love doing business face-to-face, which is what makes our monthly Broward Biz After Hours so successful. Thousands of agents and their guests enjoyed cocktails and collaborating at various locations throughout the county. As always, many thanks to our awesome Affiliate sponsors for their support – we couldn't do it without you!



## Simply the Best

One of this year's highlights was the return of our Broward-YPN Legends & Millennials panel in person. Yet another sold out crowd came to hear from the best of the best in South Florida real estate, both seasoned professionals and those newer to the industry. The event was held at the beautiful Hilton on Fort Lauderdale Beach, where attendees enjoyed a post-panel cocktail hour overlooking the ocean.



**MODERATOR: KATHERINE ARTETA, C2EX**  
Luxe Properties

| LEGENDS   |  |  |
|---|--|--|
| <br><b>JAY PHILLIP PARKER</b><br>Chief Executive Officer<br>Douglas Elliman | <br><b>CHRISTINE HANSEN</b><br>AIHWD, C2EX, CRN, GRI<br>2018 President of Florida Realtors®<br>Broker/Owner - Century 21 Hansen Realty | <br><b>RON SHUFFIELD</b><br>President & CEO<br>Berkshire Hathaway<br>HomeServices EWM Realty |
| MILLENNIALS   |  |  |
| <br><b>JOSH DOTOLI</b><br>Compass   | <br><b>SOPHIA ALLEN</b><br>AIHWD, C2EX, PHN<br>The Real Estate Professionals   | <br><b>MELISSA HOFF ROTH</b><br>GRI, SFR<br>Coldwell Banker Realty                           |
| <br><b>DARNELL APONTE</b><br>SRS, PSA<br>Keller Williams Central            |  |  |

## We Clean Up Well

**BROWARD-MIAMI** agents don't just take care of real estate...they also take care of their community. Hundreds of dedicated volunteers participated in our second annual Broward Beach Clean Up in February. A huge thanks to all who donated their time to help beautify our north and south area beaches.



## Hitting the Target

This year, we really hit the mark with our FIRST-EVER axe throwing event in Broward. Members gathered at Chops + Hops near downtown FTL for the opportunity to "swing & swig" – talk about a great way to relieve some stress! Stay tuned for more unique & fun events planned for 2022.





# Looking Back... and Moving Ahead

Back in 2015, who would have known that the joining of two real estate entities would create such a powerful force in the industry? Today, JTHS-MIAMI continues to lead the way by providing our members with the top training and tools they need to succeed. With the dedication of our team combined with the vision of our leaders, we are proud to represent the largest local REALTOR Association in the country. Stay tuned for what JTHS-MIAMI has in store for the future!

## The Best of The Best

The 3rd Annual JTHS-MIAMI YPN Legends & Millennials Panel was back in person this year, much to the delight of our members. This popular event was held at Eastpointe Country Club in Palm Beach Gardens and very well-attended. Guests enjoyed hearing the “secrets to success” from both experienced real estate professionals as well as those newer to the industry. Stay tuned for details on our 4th Annual L&M to be held in 2022.



## Keeping it Local

Public Policy hosted numerous events for JTHS-MIAMI members which focused on local issues pertaining to our industry. This year’s key speakers included Jupiter Mayor Todd Wodraska, PBC Housing Authority CEO Carol Jones Gilbert, JTHS-MIAMI board members Nancy Cardone and Phyllis Choy, Palm Beach County Commissioner Maria Marino, Jupiter Chief of Police David England and local attorney Allison L. Hertz, Esq. Thanks to all for keeping our members informed on what’s happening in their communities.

## Giving Back

JTHS-MIAMI’s Young Professionals Network (YPN) didn’t let anything get in the way of fundraising efforts in 2021. Instead, they continued to support local charities by participating in the Boys & Girls Clubs of Palm Beach County’s annual back-to-school supply drive and the Jupiter Beach Clean-Up. They also partnered with A-1 Moving & Storage in support of the Move for Hunger annual food drive



**JTHS-MIAMI**  
**City Series:  
Updated Condo Laws**  
Allison L. Hertz, Esq.  
Co-Vice Chair of the Florida Bar's  
Condominium and Planned Development Committee,  
Reporter for the Condo Life Safety Policy Advisory Task Force  
Kaye Bender  
Rosenbaum  
Thurs | Sept 23  
10 - 11AM



**2021 PALM BEACH COUNTY  
City Series: Safety**  
Wednesday  
May 19 | 10:00 - 10:45AM  
2021 JTHS-MIAMI GOVERNOR  
& 2nd TERM PRESIDENT  
MODERATED BY  
PHYLLIS CHOY  
David England  
Jupiter Chief of Police  
Nancy Cardone  
2021 JTHS-MIAMI GOVERNOR  
& 2nd TERM PRESIDENT  
Lori McQuestion  
Director of Business Development



**2021 PALM BEACH COUNTY  
CITY SERIES UPDATE**  
Join us as Palm Beach County Commissioner Maria Marino  
provides a myriad of valuable updates on our local area, including:  
• North County government update  
• Inside look at our local parks, recreation  
& other county facilities  
• Status of our covid vaccination program  
March 30  
10:00am  
Maria Marino  
Palm Beach County Commissioner



**2021 PALM BEACH COUNTY  
CITY SERIES The Town of Jupiter**  
Todd Wodraska  
Jupiter Mayor  
Phyllis Choy  
JTHS-MIAMI Past President  
& current JTHS-MIAMI Leader  
Nancy Cardone  
JTHS-MIAMI Past President  
& current JTHS-MIAMI Leader  
Wednesday | February 24 | 10AM - 11AM  
JTHS-MIAMI  
MIAMI REALTORS

## A Fresh New Look

The next time you visit our office in Jupiter, you may notice a few enhancements. We’ve done a little remodeling to better enrich the JTHS-MIAMI member experience, including some fresh paint, new tables & chairs, and a newly designed boardroom. But don’t worry, you’ll still have access to free & unlimited Starbucks - now served at a sophisticated coffee bar.





## Got SUPRA?

JTHS-MIAMI didn't skip a beat during 2021. While our office remained closed most of the year, members were still able to pick up or return SUPRA lockboxes at their convenience - AND completely contact-free. During these challenging times, we are proud to have helped our agents continue to do what they do best – sell real estate!



## Face to Face

Our JTHS-MIAMI members couldn't wait to get back out on the scene and do some networking! Hundreds of eager agents were happy to attend numerous in-person events including Business After Hours, Kickoff and Awards Celebration, 1st Annual Axe Throwing, and our JTHS-MIAMI Trade Show. We're looking forward to seeing even more participants at these and other events in the coming year.



## WHY CHOOSE JTHS-MIAMI?

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

- **LOWEST AGENT DUES**  
of any local REALTOR association
  - **FREE SUPRA eKEY SERVICE**
  - **8 CONVENIENT LOCATIONS**  
in Jupiter, Broward & Miami-Dade
  - **MORE TRAINING & EDUCATION**  
with nearly 4,000 classes/yr.
  - **OVER 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!**

## Get Social with JTHS for Events, Opportunities and Programs



Follow JTHS-MIAMI on Facebook  
[facebook.com/JTHSMIAMI](https://facebook.com/JTHSMIAMI)



Follow JTHS-MIAMI on Instagram  
[Instagram.com/jthsmiami](https://Instagram.com/jthsmiami)



Follow JTHS-MIAMI on Twitter  
[Twitter.com/jthsmiami](https://Twitter.com/jthsmiami)

## JTHS-MIAMI Resources

JTHS Main: 561-746-2707

Fax: 561-575-9766

### ■ JTHS-MIAMI

2151 Alternate A1A South, Suite 1100  
Jupiter, FL 33477

Email:  
[jths@miamire.com](mailto:jths@miamire.com)

Website:  
[www.miamirealtors.com/JTHS](http://www.miamirealtors.com/JTHS)



## Award-Winning MIAMI YPN Providing Value, Mentorship to Realtors Named NAR's Top YPN Network Two Times in the Last Five Years (2017, 2021)

MIAMI YPN, a two-time winner of the National Association of Realtors' Top YPN Network award, provides value and mentorship to young Realtors unlike any other Realtor group in the U.S. Showing value can come in a lot of different ways and one size does not fit all. To know where to provide value, we ask our members at the beginning of every year on how to focus our efforts. We research related subjects or find the most qualified people outside of our network to inspire our members. We develop fun ways to promote our classes and events, so our message resonates and sets expectations for our sessions. If you're not following us on Instagram for fresh content and updates, search @miamiypn! Finally, we are dedicated to improving our experiences. We always circle back each quarter to discuss how events could have gone better so we continually improve our message and programming. The world is noticing. We continually attract exceptional talent from around the world to help guide our members through a demanding industry. Did we mention we have a lot of fun along the way while delivering world-class advice? Keep reading to discover the many ways MIAMI YPN can enhance your life and career:



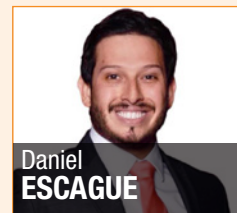
Sophia  
**ALLEN**



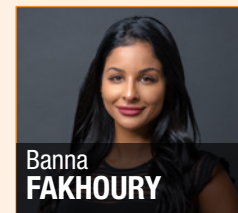
Phillip  
**CALLOWAY**



Mark  
**CINTRON**



Daniel  
**ESCAGUE**



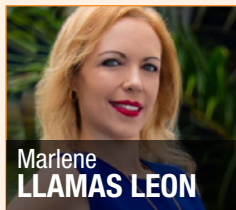
Banna  
**FAKHOURY**



Alessondra  
**FIGUEIRAS**



Mike  
**FIGUEIRAS**



Marlene  
**LLAMAS LEON**

### MIAMI YPN 20 Under 40 AWARD RECIPIENTS

MIAMI YPN is proud to recognize the 2021 class of 20 Under 40 award winners. We will celebrate both classes' achievements at the very first ever 20 Under 40 Awards Ceremony at the beginning of 2022! We will open applications for the 2022 class in February! With no further ado, here is your second class of 20 Under 40 Winners:

**CONGRATULATIONS**  
2021 MIAMI YPN "20 Under 40"!



Miguel  
**MARIA**



Jaime  
**MEJIA**



Yoan  
**PONS**



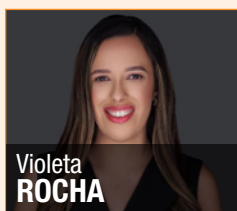
Adi  
**POSADA TORRES**



Nick  
**TIGER QUAY**



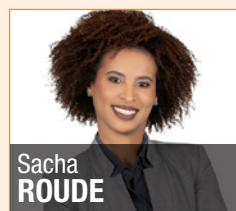
Dawn  
**REID**



Violeta  
**ROCHA**



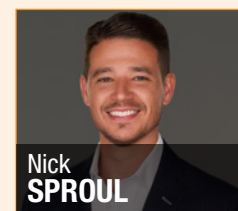
Rocio  
**ROCA**



Sacha  
**ROUDE**



Reuben  
**SANCHEZ**



Nick  
**SPROUL**



Albert  
**VASQUEZ**



*It has been an honor, privilege and a blessing to be serving on the Miami YPN board since 2019. Serving alongside other professionals who are just as passionate about our association and our industry as a whole makes this even more of a fulfilling experience! As the 2022 Miami YPN President, the goal is to expand on our national global connections and relationships, improve and develop new educational curriculum and events to help with professional development, and to strategically collaborate with all of the other boards to provide even more value to our Realtor members. Together we are better, and I can't wait to see what our boards and associations accomplish together this year!*

**Chandra Etienne** | 2022 MIAMI 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 more professional is wrong, then we don't want to be right. It is so important for us to provide people the opportunity to plug-in to the industry and find new and creative ways to generate business opportunities. Connecting with our members can help get you through the tough times in your business and help you grow in times of abundance. Here are some of the top events you don't want to miss:

## REBarcamp

Every year MIAMI YPN hosts at least one REBarcamp in South Florida. We were thrilled to finally host our most anticipated event of the year back in person for 2021 and we have every intention of hosting in person at a spectacular venue again in 2022. REBarcamps are so successful because Realtors and affiliates are able to connect, communicate, and collaborate on some of the most troublesome tasks in the industry. Each live REBarcamp has four breakout sessions going on simultaneously every half hour for members to discuss best practices in different real estate topics. Our Realtors leave REBarcamps with multiple strategies to implement in their businesses immediately, along with making a few new friends along the way. We will be likely hosting this event right before we make our selection for the 2023 MIAMI YPN Leadership Board. This is the perfect event for you to impress YPN Leadership ahead of the leadership selection process.



## Legends & Millennials Panel

We all have Realtors that we admire and wish we could ask them countless questions about how they made it big in the industry. If you are unable to secure a coffee break or lunch with some of the biggest players in the MIAMI market, we have the next best alternative, our Legends & Millennials Panel! We curate some of the most pressing

questions from our members and we ask the panelists what you want to know! We even have a little time for Q & A at the end of most panels. You almost always have the chance at the end of the event to even introduce yourselves to any of our panelists and who knows maybe you can land that meeting to ask your burning questions then! Be sure to look out for Broward & Miami Legends & Millennials in Q3 of 2022.



## District 4 Conference

If you're looking for a quick getaway to the Keys to learn from some of the top young professionals in the country, we have a fantastic event waiting for you this summer! Every year, we host a conference with all the associations in Florida's District 4. Last year, we hosted the conference for the first time in Miami, but in 2022, we will be headed back to the Keys! During the day, we host two educational sessions simultaneously. One session is hosted by MIAMI and Keys Leaders and the other sessions is hosted by Young Professionals. At night, we tour the area and continue to enjoy all the wonderful hospitality the Keys have to offer. What's even better, we have the most fantastic sunsets to provide the perfect backdrop for our reception photos. This is one of the best events you can attend to get to know and connect with our leaders on a more personal level. The District 4 conference typically takes place in late spring or early summer.



Position yourself with the brightest leaders of our incredible network. MIAMI YPN PRO is our premium membership within MIAMI YPN. Your PRO membership guarantees all YPN classes are free, VIP seating when permissible, exclusive events, 20 Under 40 eligibility, and free access to certain events. You can receive all the materials from previous classes to hold your own presentations for your office or elsewhere and other branding materials. The cost to join is only \$50 for the year and is one of the best ways to get plugged in to our active market with leading young professionals.

## Education

Just when you think you have this market figured out, something will shift. Practices that worked wonders last year, might not be as effective as the market changes. When we put the power into the members' hands to select curriculum, we figure out exactly what our membership needs to succeed in our market. So, whether you need a refresher on some elementary real estate practices or more in depth strategies to generate more business, we have the classes and support to help you advance your business. Here are a few classes that we will be bringing you in 2022:

- Sellers Representation
- Buyers Representation
- Lead Conversion
- Legal Update
- Business Planning
- Much More!

## 2022 Upcoming Events

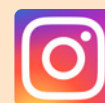
- 3 on 3 Basketball Tournament
- REBarcamp
- Legends & Millennials Series
- 20 Under 40 Awards
- District 4 Conference
- RPAC Investor Events
- Miami Beach Clean-Up
- Development Spotlights
- Networking Happy Hours
- Much More

**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. 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](http://SFMarketIntel.com)



## Leveraging Market Stats to Boost Your Business Series

MIAMI hosts a monthly Leveraging Market Stats to Boost Your Business Series webinar exclusively for MIAMI members. A different MIAMI leader is a co-host as we analyze new South Florida real estate statistics and how our members can use the trends to boost their respective businesses. All webinars are available now on [MiamiRealtorsLive.com](http://MiamiRealtorsLive.com)



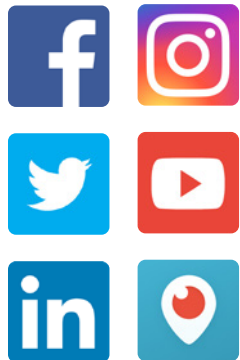
## Market Focus Videos & Infographics

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 MiamiDade, Broward, and JTHS.



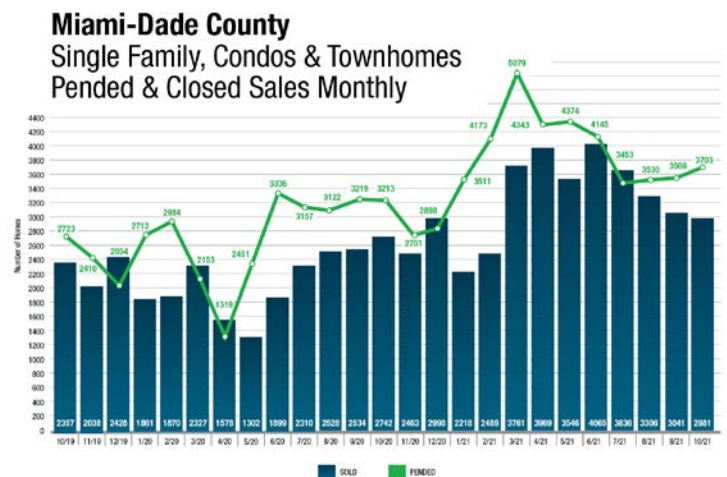
## News Releases, Articles, Blogs & Social Media

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.



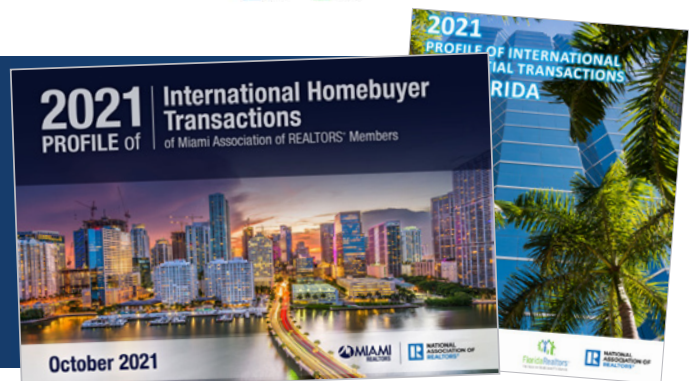
## Local Market Statistical Reports

Available in summary or detail format, these monthly and quarterly reports feature all market metrics and offer a valid a year-over-year comparison and a historical perspective. The City and Zip Code reports offer hyper local 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 and state and more!





# REALTORS® in Action

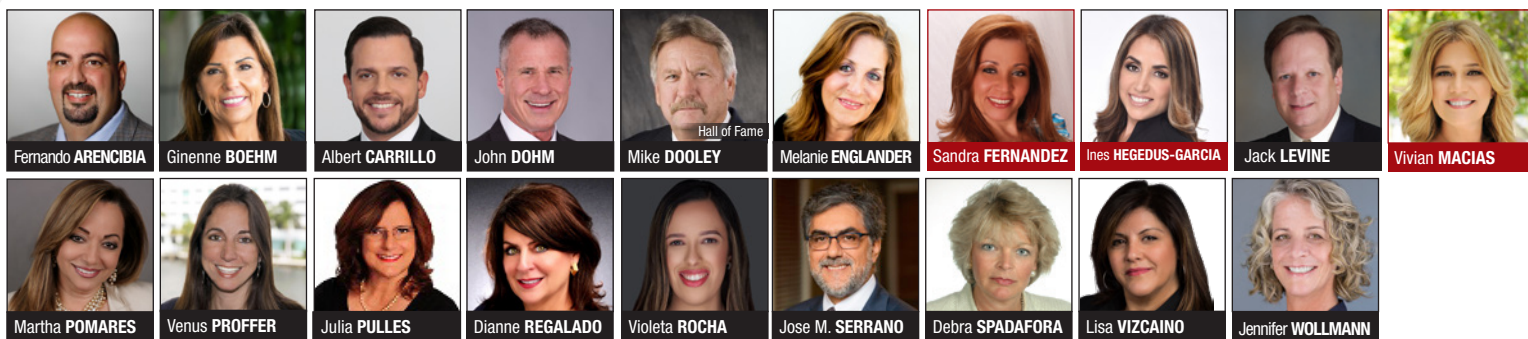
## THANK YOU... 2021 RPAC/PAF Major Investors

**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](https://FloridaRealtors.org/invest)**





## New Miami-Dade HOA Database

After MIAMI Realtors advocated for more transparency and accountability for South Florida residents for years, Miami-Dade County commissioners passed an ordinance in March 2022 requiring condominium, co-operative, and homeowner associations to file financial and governing documents into a public online library. This database, which will be made available after the submission deadline of February 2023, means buyers will have access to these documents before submitting offers so they can make more informed decisions.

## 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.



# We Invest in Your Success

## 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.

## 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!

## 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!

## 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.



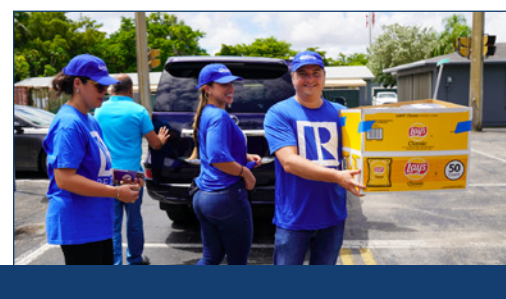
RPAC: Skeet Shooting







Feeding Surfside First Responders



Community Grants: Alliance (LGBTQ) Fair Housing Event



Community Grants: Container Home Ribbon Cutting



Community Grants: Underline: Rewilding the River Room Native Orchid Installation





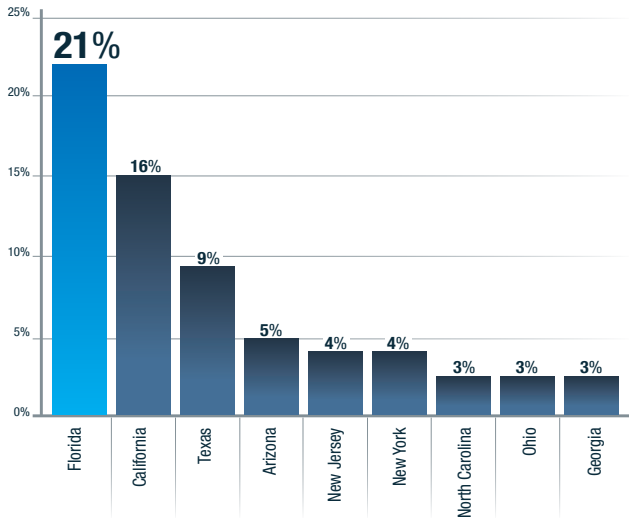
## Go Global with MIAMI's TOOLS & RESOURCES

Access [MiamiRealtors.com/global](https://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!

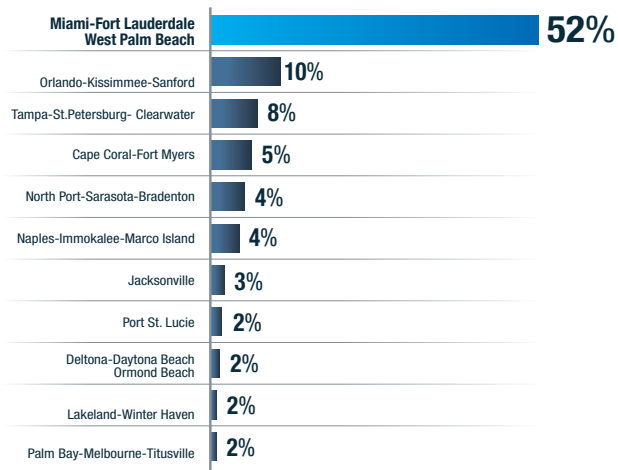
### Florida Again Top State for Foreign Buyers

Florida is #1 in U.S. for 13th consecutive year



Source: 2021 NAR International Study

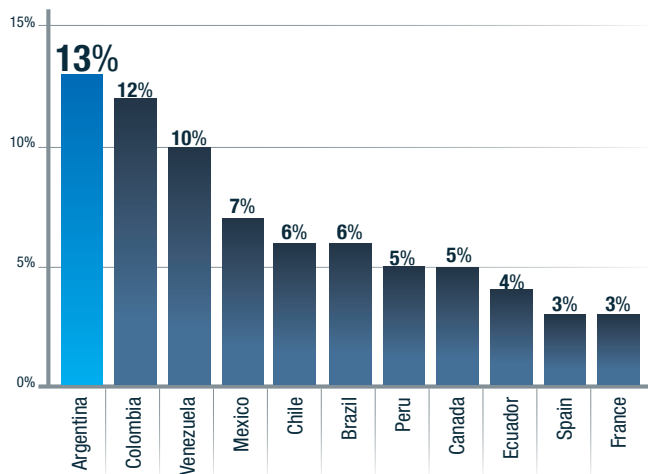
### Miami Remains #1 Market in the U.S. for International Buyers



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

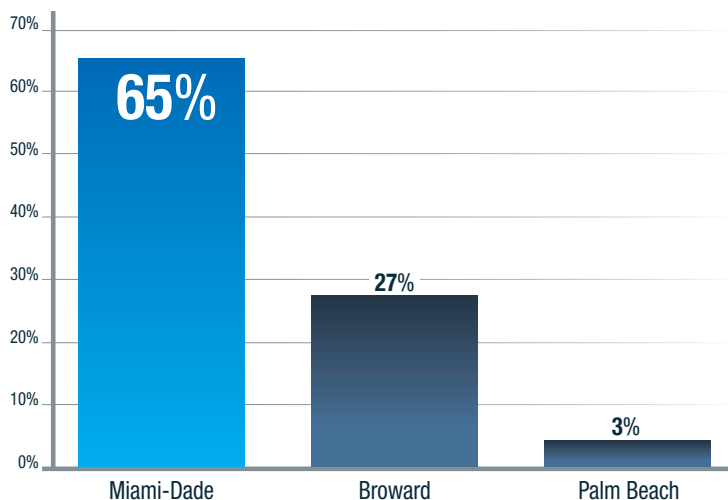
Source: 2021 Florida Realtors International Study

### South Florida Foreign Buyers by Country



Source: 2021 MIAMI International Study

### % of Foreign Buyers by County



References MIAMI Members sales to foreign buyers in all of South Florida  
Remaining 5% of MIAMI foreign buyers purchased properties in other Florida counties  
Source: 2021 MIAMI International Study





**Teresa King Kinney**  
CAE, RCE, CIPS, TRC  
CEO  
tkinney@miamire.com



**Liz Juffin**  
VP of Business  
Development & Global  
lizj@miamire.com

## Connecting Members and Markets... 225 Global Partners

MIAMI now has 225 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 value international partners in more than 70 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  
LUXEMBOURG  
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/internationalpartners**

### Who was Searching Miami Real Estate at year-end 2021?

- |  |              |
|--|--------------|
|  | 1. Colombia  |
|  | 2. Argentina |
|  | 3. China     |
|  | 4. Canada    |

- |  |              |
|--|--------------|
|  | 5. Venezuela |
|  | 6. Spain     |
|  | 7. Mexico    |
|  | 8. India     |

- |  |                 |
|--|-----------------|
|  | 9. Brazil       |
|  | 10. Philippines |

NOTE: Top Searches by Countries on MiamiRealtors.com





# NEW in 2022! Broker/Manager Certificate Program

In 2022, we will be launching the MIAMI Broker/Manager Certificate Program. The certificate can be obtained by attending specific core and elective classes throughout the year and networking events. Those who meet the 45 point and core curriculum requirements will receive a certificate signed by the MIAMI Chairman.

## CORE EDUCATION (15 Points Required)

### Broker Specialty Series

#### Daily Operations | 2hr CE

- Determine the best options for office meetings.
- List of rules that will not be allowed or tolerated.
- Ways you can help customers while the associates take vacations.
- List the job duties and responsibilities of a Successful Broker or Sales Manager.
- Learn how best to set company goals.

#### Liability - 2hr CE

- Explanation on how liability can be reduced.
- Options for insurance coverage in errors & omissions coverage.
- The importance of having a complete policy manual.
- List the steps in the hiring and interview process.
- Determining the best commission structure for your brokerage.
- Explain the importance of diversity and which characteristics to look for in a new hire.

#### Managing the Office - 2hr CE

- Best ways for your customers to be greeted when they call on the phone.
- The best way to greet a walk-in customer and handle their needs in a timely manner.
- List of items an unlicensed assistant such as a receptionist may help a customer per FREC.
- Importance of training and coaching.
- Understand the difference in generations that we see in the real estate world.
- Better serve your customers and associates when considering their generational language.

## ELECTIVES (30 Points required)

### One CRB Course – 6 Points

- CRB: Creating A Profitable Real Estate Company – NEW!
- CRB: Show Me the Money!
- CRB: Managing a Multi-Generational Business
- CRB: Building a Business Plan

### Agent 3000 – 2 Points

### ADA Compliance – 2 Points

### Fair Housing – 2 Points

### Legal Updates – 2 Points

### Alternative Revenue Stream for Brokers – 3 Points

### MLS and You – 3 Points

### City Spotlight – 3 Points

### So You Want to Be a Broker – 3 Points

### Step it Up – A Guide for Brokers – 3 Points

### Communication Skills for REALTORS® - 3 Points

### Introduction to International Real Estate – 3 Points

## RAISING THE BAR

MIAMI continues to look for new opportunities to increase our educational offerings. In the Fall of 2021, we started offering City Spotlights programs where members can take their lunch to the next level and hear about the latest happenings in specific cities from top local speakers. Don't miss our next monthly City Spotlights program coming to a South Florida community near you.





# CONGRATULATIONS TO NEW DESIGNEES

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Amanda Wheeler  
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Agenda & speakers are subject to change