

The South Florida

# REALTOR<sup>®</sup>

LEADERSHIP ISSUE 2023  
MiamiRealtors.com

## FORWARD THINKING

2023 MIAMI REALTORS<sup>®</sup> Leaders



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Hegedus-Garcia**



MIAMI Commercial President  
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Forbes**



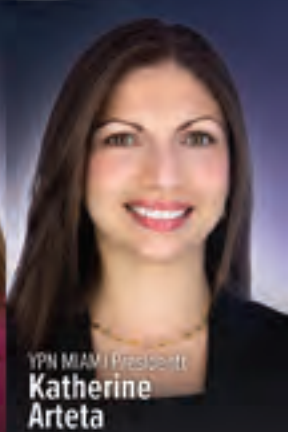
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Blanco**



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**Alfredo  
Pujol**



JTHS-MIAMI President  
**Martha  
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YPN MIAMI President  
**Katherine  
Arteta**



# 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.

MIAMI-DADE



## 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

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Aventura, FL 33180

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

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[clubhouse.com/club/miami-commercial-realtors](https://www.clubhouse.com/club/miami-commercial-realtors)

PALM BEACH



## JTHS-MIAMI

2151 Alternate A1A South  
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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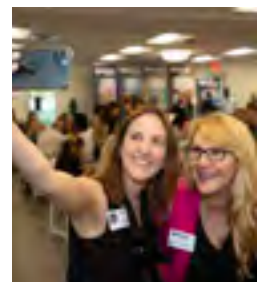
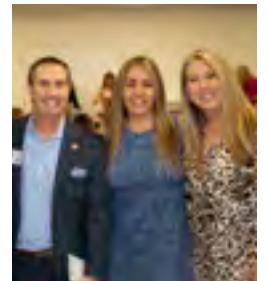
MIAMI is the voice for real estate, influencing and shaping the industry.

## MIAMI Mission

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

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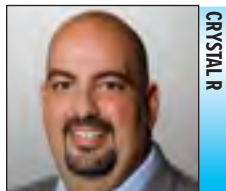
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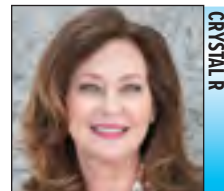


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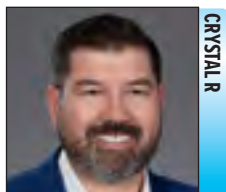
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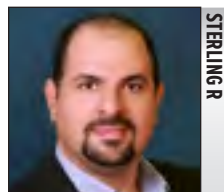
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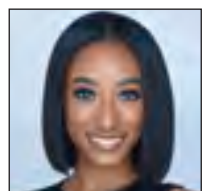
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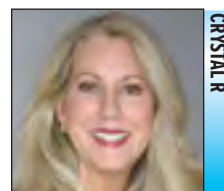


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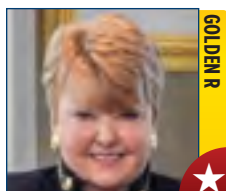
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## 2023 CORPORATE PRIORITIES

- Realtor Value
- Next Phase of Education
- Holistic Mindset (collaboration and anti-silo mentality)

## 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.

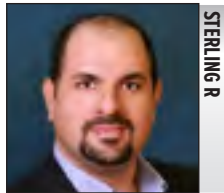
Indicates President's Circle | ★ Indicates Hall of Fame

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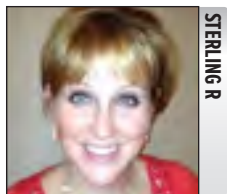


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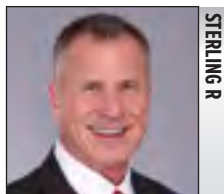


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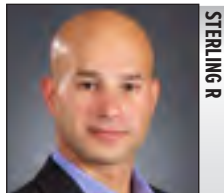
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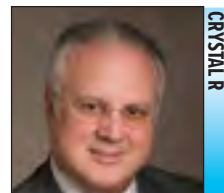
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## MIAMI Commercial Board

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®.

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



## 2023 MIAMI COMMERCIAL PRIORITIES

- Membership Development/Retention
- Education
- Technology Tools





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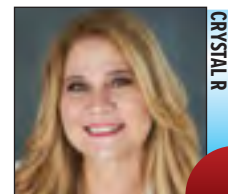
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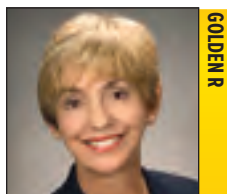


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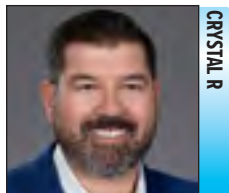
## MIAMI REALTORS® ... Empowering Members

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, In-Person and Virtually (when available). With MORE than 4,000 programs, webinars, classes and seminars in 2023, MIAMI is helping YOU – Agents, Managers and Brokers - be the best professional possible and creating a better marketplace for everyone. A few key priorities for 2023: MLS – Making the best possible MLS available to MIAMI members has always been a priority. In 2023 we will continue to raise the bar on data integrity and enhance the consumer experience.

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

### 2023 RESIDENTIAL PRIORITIES

- MLS Data and Analytics
- Member Data and Analytics
- Broker/Member Engagement
- Broker/Member Education
- RPAC & Advocacy
- Global



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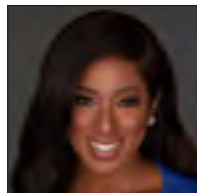
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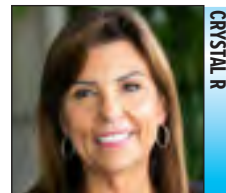


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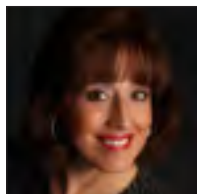


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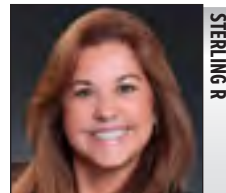
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## 2023 BROWARD-MIAMI PRIORITIES

- Government Affairs & Housing Initiatives
- YPN initiatives
- Ambassador Program
- Broker & Agent Engagement & Events
- Commercial & Global Activities

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. MIAMI MLS pledges to provide Buyers, Sellers and Renters with the best and widest range of residential and commercial properties and services available. MIAMI remains committed to

being Data Driven and Member Centric: Data and Analytics for Brokers, Agents and Consumers providing a better understanding and true picture of our markets. Professional Development and Global – In addition to our more than 1,500 MLS classes. In 2023, MIAMI will continue to offer an unprecedented line-up of top-level Professional Designation and Certification courses plus our ever-increasing MIAMI Global resources. MIAMI Global offers connectivity and exposure including access to global programs, education, networking and business expansion events PLUS our MORE than 242 partners worldwide.



# 2023 JTHS-MIAMI Board



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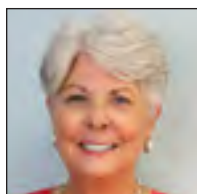
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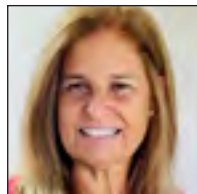
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## JTHS-MIAMI Board

2023 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.

## 2023 JTHS-MIAMI PRIORITIES

- Community Initiatives & Government Affairs
- Broker & Member & YPN Engagement
- Neighboring Association Cooperation
- Business Partner Support & Events
- Commercial & Global Resources



MiamiRealtors.com/JTHS



# 2023 YPN MIAMI - Young Professionals Leadership Board



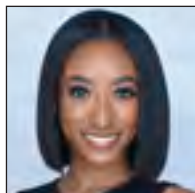
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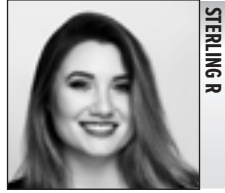


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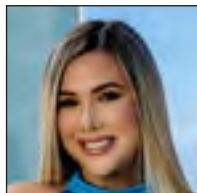


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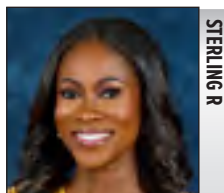
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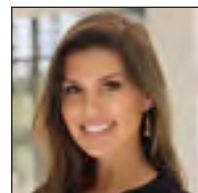
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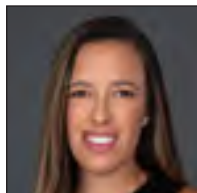
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## 2023 YPN MIAMI PRIORITIES

- New Educators, Topics, & Presentations
- Advocacy & Community Grants
- Global MIAMI YPN Network
- YPN PRO Global Ambassador Program
- Engaging & Collaborative Events
- YPN Branding
- Expanding Broward YPN Engagement





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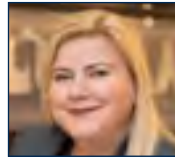
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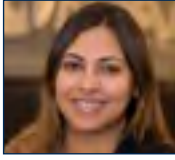


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## PROFESSIONAL DEVELOPMENT



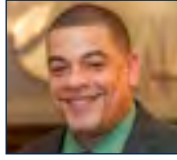
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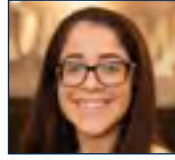
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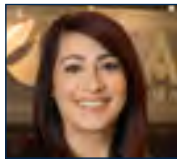
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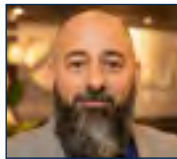
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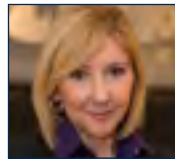
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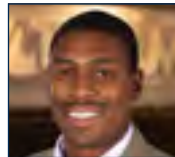
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## NORTHEAST BROWARD | MEMBER SERVICES

## AFFILIATES & GLOBAL

## PRO STANDARDS

## S.E. BROWARD | MBR. SERVICES

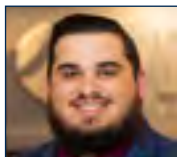
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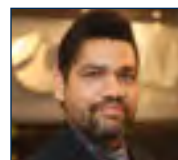
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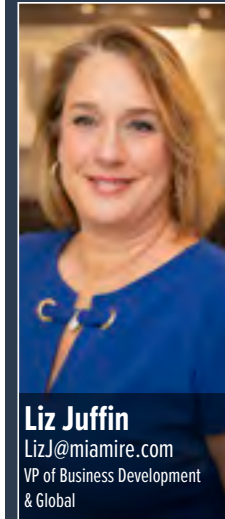
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**Christy Denys**  
Instructor of Technology Services



**Tyson Hanes**  
Instructor of Technology Services

**3** Full-Time Trainers

**8** Office Locations

**50** Trainings Per Week

**225+** Products & Services

**160** Hands-on Computers

**2500+** Trainings Per Year

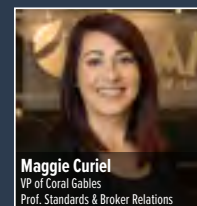
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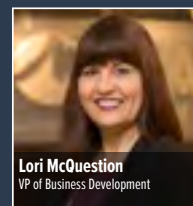
Our dedicated Member Outreach professionals connect with members throughout South Florida - meeting brokers and agents, conducting product and services presentations and customized trainings - another amazing benefit of your MIAMI Membership.

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VP of Coral Gables  
Prof. Standards & Broker Relations

### Broward



**Lori McQuestion**  
VP of Business Development

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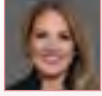
# 2023 CONGRATULATIONS

Women's Council of REALTORS® Network

## MIAMI-DADE



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President



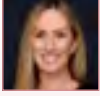
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Membership Director

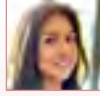


**Rafael A. Cerna Jr.**  
Event Director

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First Vice President



**Evelyn Lopez**  
Event Director

Women's Council of  
**REALTORS®**



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# Congratulations to All New 2022 Designees

REALTOR® designations and certifications acknowledge experience and expertise in various real estate sectors are awarded by NAR and each affiliated group upon completion of required courses.

MIAMI REALTORS® congratulates all of our new 2022 designees. MIAMI REALTORS® completed the following designations:

- **PSA** - Pricing Strategy Advisor
- **RCE** - REALTOR® Association Executives
- **RENE** - Real Estate Negotiation Expert
- **RSPS** - Resort & Second-Home Property Specialist
- **SRS** - Seller Representative Specialist
- **SFR** - Short Sales & Foreclosure Resource
- **SRES** - Seniors Real Estate Specialist



Access all new 2022 Designees at: [MiamiRealtors.com/Education](https://MiamiRealtors.com/Education)



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As recognized leaders and members of the Association, MIAMI, BROWARD-MIAMI, JTHS-MIAMI and YPN\_MIAMI Ambassadors support the MIAMI, BROWARD-MIAMI, JTHS-MIAMI and YPN\_MIAMI Board of Governors to represent the association at various networking events throughout the year as well as by attending numerous Association-related activities. In addition MIAMI, BROWARD-MIAMI, JTHS-MIAMI and YPN\_MIAMI Ambassadors also serve as representatives at causes relevant to the industry, including local business, community and/or civic events. If you are interested in becoming an Ambassador, please email Danielle Clermont at [daniellec@miamire.com](mailto:daniellec@miamire.com).

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# 2022 MIAMI REALTORS® AWARDS

Congratulations to our 2022 Industry Leaders & Award Winners who were honored at our Inaugural Celebration



To be presented February 3, 2023  
11am at Seminole Hard Rock VIP Reception

## 2022 | CORPORATE | MIAMI ASSOCIATION OF REALTORS®



**Fernando Arencibia, Jr.**  
REALTOR® of the Year



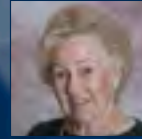
**Greater Miami Convention & Visitors Bureau**  
Global Partner of the Year



**Brad Westover**  
Community Leader of the Year



**SENATOR Rene Garcia**  
Housing Advocate of the Year



**Rosa Nell Hammer**  
Legend Award



**TruView**  
Broward Affiliate of the Year



**Agent 3000**  
Product of the Year

## 2022 | MIAMI COMMERCIAL | MIAMI ASSOCIATION OF REALTORS®



**Michael Hinton, Jr.**  
Commercial REALTOR® of the Year



**David Gonzalez**  
Commercial Initiatives Award



**Johnny Noon**  
Commercial Leadership Award



**James Kohnstamm**  
Commercial Industry Partner of the Year



**Tom Dixon**  
Commercial Educator of the Year



**RPR & Emily Line**  
Industry Product of the Year

## 2022 | MIAMI RESIDENTIAL | MIAMI ASSOCIATION OF REALTORS®



**Jorge Guerra Jr.**  
Award of Excellence



**Martha Pomares**  
ABR, CIPS, CRS, CCR, CMR, SRS, e-PRO®, C2EX, PSA, AAWD, SFR  
Residential Ambassador of the Year



**Enrique Teran**  
Broker of the Year



**Eddie Blanco**  
Industry Advocate of the Year



**Julio Guzman**  
Community Leader of the Year



**MBanc**  
Business Partner of the Year

## 2022 | BROWARD - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



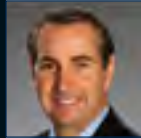
**Patrick Simm**  
CRS, GRI, e-PRO®, PSA, SFR, AAWD  
Broward Champion of the Year



**Sherryl King-Weathers**  
AAWD, ABR, C2EX, CIPS, RENE, e-PRO®, PSA, SFR  
Broward Leadership Award



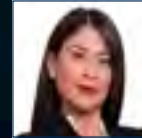
**David Coddington**  
Community Partner of the Year



**Chris Ricci**  
GRI, MSP, SFR, PMN  
Broward Community Advocate



**Kay Conageski**  
MRP, REBAC, SRES, CIPS, C2EX  
Broward Commercial



**America Ramirez**  
C2EX, e-PRO®, PSA  
Broward Ambassador of the Year

## 2022 | JTHS - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



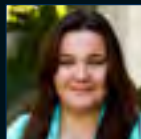
**Patti Fitzgerald**  
GRI, ABR, C2EX, CIPS, AAWD, C2EX  
Realtor® Champion of the Year



**Bill Mate**  
C2EX  
Outstanding Leadership Award



**Sandy Casey**  
ABR, C2EX  
JTHS President's Award



**Brianna Steel**  
Business Partner of the Year



**Steve Austin**  
Above & Beyond Award

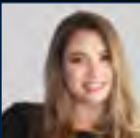


**Eastpointe Country Club**  
Community Partner of the Year

## 2022 | YPN MIAMI | MIAMI ASSOCIATION OF REALTORS®



**Chandra Etienne**  
C2EX  
YPN of the Year



**Sommer Norris**  
AAWD, C2EX  
Broward YPN of the Year



**Simo Labritti**  
SFR  
Global YPN of the Year



**FIU**  
YPN Strategic Partner of the Year



**Randy Gilbert – FTIC**  
YPN Affiliate of the Year



**Nick "Tiger" Quay**  
Educator of the Year

## 2022 | PROFESSIONAL STANDARDS - REALTOR EMERITUS - RCE | MIAMI ASSOCIATION OF REALTORS®



**Neal Oates**  
CIPS, CRS, C2EX, e-PRO®, MRP, PSA, AAWD, SFR  
Professional Standards Chairman of the Year



**Mark Sadek**  
C2EX  
Professional Standards Award of Excellence



**Michael Brownell**  
Ombudsman of the Year



**Michael Dooley**  
REALTOR® Emeritus



**D. J. Snapp**  
REALTOR® Emeritus

# MiamiRealtors.com/Services

FREE, Exclusive, Subscription and Discounted Services

## WEBSITES, IDX & SYNDICATION

Agent 3000	Realopedia	HomeVisit
Buy Domain Names and More	Salecore	IDX Vendors*
Discover MIAMI store Websites*	South Florida Broker Open House Search	ListHub (Brokers/Managers)
DPI Showcase	South Florida Property Search	ListTrac
Juwai	South Florida Commercial Property Search	New Home Source Professional
Listing Syndication (Brokers/Managers)	South Florida Open House Search	RentalBeast.com
MIAMI's Global Property Exchange	Worldproperties.com	The International MLS (IMLS)
New Estate Only (NEO)	Bridge Interactive	Trestle
Showingnew.com Site	Homes.com Agent Websites & SEO Services*	RentalBeast.com
Proxio Connect		The International MLS (IMLS)
Proxio Developer Showcase		Trestle



## MIAMI PLATINUM PLUS SUBSCRIPTION\*\*

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



## SUPRA

GetSupraNow.com	Supra eKEY	Supra Web
Supra on your Smartphone	Supra iBoxes*	



## MARKETING TOOLS

Agent 3000	MIAMI International Magazine	Homesnap Pro
Broker Command	MIAMI Int'l Airport Statistics (F)	HomesConnect
Broward and Palm Beach: Top Ranking City (F)	MIAMI Rentals and Leases (F)	Drip Marketing
Foie	NEO (New Estate Only)	HomeVisit
Foreign Consumers Searching U.S. Properties	Proxio Connect	InstaCard
Global Referral Network: Miami, Broward and JTHS (F)	Proxio Developer Showcase	New Home Source Professional (NHS Pro)
International Referral Network	South Florida Market Intel	OneHome™ by Corelogic®
International Referral Network: Commercial	South Florida REALTOR® Magazine	One Infographic (part of SunStats)
Link to the World: Miami, Broward & JTHS (F)	Top Countries Searching South FL Properties	Photofy
Market Focus Reports	Top Ranking City: Miami, Broward & Palm Beach (F)	PIVO
MIAMI, Broward & Palm Beach Top Ranking City (F)	Top 20 Reasons to Visit and Buy in South Florida	RatePlug
Miami-Dade School Choices (F)	Builders Update	Realopedia
MIAMI Downloadable Logos	Courted.io and Mobile App	Remine Pro Digital Marketing
	Elevate	REN 360
	ePropertyWatch™ by Corelogic®	WikiRealty
	Every Door Direct Mail (EDDM)	Proxio Premier Agent*



## MULTI-MEDIA, PHOTOS, VIDEOS, TOURS

Agent 3000 Upgrade*	Proxio Connect	MyHomePlans
Discover MIAMI Store	Proxio Developer Showcase	Planomatic*
Foie	TerraFlyPro	Property Panorama
iUSEPhotography*	Box Brownie	Remine Live
PadStyler*	Homesnap Pro	REN360
PIVO*	HomeVisit	RPR
Preferred Photographer Program	Immoviewer	South Florida Property Search
	MyCondoPlans	



## CRM

Agent 3000 Upgrade*	OneHome™ by Corelogic®
Salecore	Remine Pro
eleVate	TotalBrokerage
Homes.com HomesConnect	



## SELLERS/BUYERS, PRESENTATIONS & CMAS

Agent 3000	Form Simplicity	Remine Mobile
Broker Open House	Homesnap Pro	REN360
CartoFront	HomeVisit	Rental Beast
MLSOffers	iMapp	RPR
New Estate Only (NEO)	Landlord Station	RPR Mobile
Proxio Connect	New Home Source Professional (NHS Pro)	ShowingTime for MLS & Mobile
Proxio Developer Showcase	OneHome™ by Corelogic®	South Florida Property Search
Showingly	Photofy	Supra eKEY
TerraFly	RateMyAgent	Supra iBoxes*
Builders Update	RatePlug	Supra Web
Courted.io and Mobile App	Realist	Utility Connect
Every Door Direct Mail (EDDM)	Real Satisfied	Vizzda
EleVate	Remine Pro	Top CMA
eProperty Watch		



## AFFILIATES

Affiliate Hot Deals	Bronze Membership*	MIAMI Corporate Affiliate Directory
Presidential Membership*	Job Board: Post Jobs/Find Jobs	
Diamond Membership*	JTHS Corporate Affiliate Directory	
Platinum Membership*		
Gold Membership*		
Silver Membership*		



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

## 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



## COMMERCIAL

- Broker Manager Toolbox
- Commercial MLS Gateway Dashboard & Commercial MLS Search
- Proxio Connect
- TerraFly Pro
- South Florida Commercial Property Search
- Affiliates
- Box Brownie
- Brevitas
- Commercial Certificate Program
- Commercial Resources
- Compstak
- CREOP\*
- CREXi
- Data Co-Op
- Dotloop
- Education
- Form Simplicity
- iMapp
- immoviewer
- Industry News
- ListTrac
- Member-to-Member Marketing
- MIAMI's Global Property Exchange
- NAR's Commercial Institute Affiliates' Local Chapters
- Realtors Property Resource (RPR) for Commercial Practitioners
- Remine Mobile
- Remine Pro
- RPR Mobile
- Reonomy\*
- RockVal™
- Search other MLSs
- The International MLS (IMLS)
- Young Professionals Network (YPN)
- YPN Pro



## CUSTOMER ENGAGEMENT

- Agent 3000
- CartoFront
- Discover MIAMI Store\*
- Showingly
- WikiRealty
- Courted.io and Mobile App
- Every Door Direct Mail (EDDM)
- eleVate
- ePropertyWatch
- Foiey
- GreatSchools
- HomesConnect Drip Marketing
- HomeSnap for consumers
- InstaCard
- Live Chat
- OneHome™ by Corelogic®
- Photofy
- RatePlug
- RateMyAgent
- Real Satisfied
- Realknu\*
- Remine PRO
- Remine Mobile
- Rental Beast
- RentSpree
- RPR Mobile
- Smarter Agent App
- ShowingTime for MLS & Mobile
- South Florida Property Search
- South Florida Commercial Property Search
- Utility Connect



## PAPERLESS TRANSACTIONS

- Discover MIAMI store Websites\*
- MLS Offers
- DotLoop
- Form Simplicity
- Landlord Station
- MyRental Powered by SafeRent™ Solutions
- Rental Beast
- RentSpree
- Total Brokerage
- Wiser Broker\*



## EDUCATION

- Rock the Market
- South Florida RE School
- Calendar
- Designations & Certifications
- In-depth Technology Resources Training
- MIAMI Global Events
- MIAMI Commercial Events
- Online Education
- The 7 Minute Life Real Estate Learning Platform\*
- Webinars



## SPECIALTY RESOURCES

- Brokers/Managers
- Business Development & Broker Outreach
- CMA Resources
- Commercial
- Customer Engagement
- Fair Housing
- Global
- Government Updates
- Job Board
- Legal Updates
- Luxury
- Matrix™ MLS Resource Page
- MIAMI en Español
- Mobile Solutions
- MLS
- NAR en Español
- New Agents
- Office Admin
- Prospecting & Farming
- Realtor Safety
- Rentals & Leases
- MIAMI Products & Services
- Social Media Solutions
- Teams
- Working with Buyers & Sellers
- Working with Investors



## GLOBAL EXPOSURE

- Discover MIAMI store\* Details about the MIAMI Store MiamiRealtors.com/Store
- Juwai #1 Chinese Portal with millions of Chinese consumer visits to Juwai.com each month. MIAMI Members Listings featured at no additional cost. MORE: MiamiRealtors.com/Juwai
- MIAMI's Global Property Exchange
- NEO (New Estate Only)
- Partner Associations
- Proxio Connect
- Proxio Developer Showcase
- Realopedia
- Referral Network
- Top 20 Reasons to Visit
- WorldProperties.com
- South Florida Property Search
- South Florida Commercial Property Search
- The International MLS (IMLS)



## BIG DATA

- Agent 3000
- Broker Command
- Commercial Property Search
- Compstak
- CREOP\*
- Listing Syndication (Brokers/Managers)
- Market Focus Reports
- MIAMI Photofy
- NEO (New Estate Only)
- Proxio Connect
- Proxio Developer Showcase
- SFMarketIntel.com
- South Florida Open House
- South Florida Property Search
- TerraFly Pro
- Builders update
- Data Co-Op
- MIAMI's Global Property Exchange
- Gridics
- HomeSnap Pro
- iMapp
- ListHub (Brokers/Managers)
- ListTrac
- Matrix™ MLS
- Miami.RentalBeast.com
- MLSAdvantage
- My Condo Plans PLUS House Plans
- New Home Source Professional (NHS Pro)
- Rapattoni MLS
- Realtor.com Professional Search
- ReboGateway
- Remine Mobile
- Remine Pro
- Realtors Property Resource (RPR)
- RPR Mobile
- Realtors Property Resource (RPR) for Commercial Practitioners
- RentalBeast.com
- Reonomy\* Search
- SunStats
- Vizzda\*



## BROKER/MANAGERS

- Admin Training
- Admin Resources
- Broker Command
- Broker/Manager Newsletter
- Broker/Manager Dashboard
- Broker Open House
- Listing Syndication (Brokers/Managers)
- MLS Resources
- Professional Standards
- Proxio Connect
- Proxio Developer Showcase
- Recruitment, Retention & Profitability
- Salecore (formerly Homeswing)
- Specialized Training
- Bridge Interactive
- IDX Vendors\*
- ListHub
- ListTrac Website Tracking Reports
- South Florida Property Search
- Trestle



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 & 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**

“U.S.’s Capital of Cool”

Source: World’s Greatest Places of 2022,  
Time Magazine, 2022

**#1**

Best U.S. City for  
Foreign Investment

Source: Financial Times & Nikkei, 2022

**#1**

Foreign-born population  
in the U.S.

Source: BestCities.org, 2022

**#2**

Largest luxury property price  
increase in the world

Source: The Knight Frank Prime Global Cities Index Q2 2022

**#10**

Best Fintech ecosystem  
in North America

Source: Startup Genome’s Global Startup Ecosystem Report, 2022

**#3**

Best Place to Relocate  
in the World

Source: Money UK, 2022

**#1**

American City with the  
Prettiest People

Source: HGTV, 2021

**#1**

Only city in the world with  
NFL, NBA, MLB, NHL, MLS & Formula 1

Source: Various professional sports leagues, 2022

**Top-12**

The World’s Best Art Festivals  
to Visit in Your Lifetime  
(Art Basel Miami Beach)

Source: Veranda, 2022

**#3**

Best Nightlife in the World

Source: TimeOut, 2022

**#4**

Most Influential Crypto City  
in the World

Source: Decrypt, 2021

**#15**

Best City in the World  
for Street Art

Source: Money.co.uk, 2022

**#21**

Best Bar in the World  
(Café La Trova in Little Havana)

Source: worlds50bestbars.com, 2022

**#29**

Coolest Neighborhood in the World  
(Coconut Grove)

Source: Timeout, 2022

**#8**

Most popular & photogenic  
skyline in the world

Source: inkifi, 2022

Go to **MiamiRealtors.com/CoBrand** for more  
South Florida Facts and Complete Rankings

The only REALTOR® Association in the world with  
60,000 members, 242 International Partners around the world and  
MORE than 150 Products & Services.





## BROWARD

#2

Most Affordable Beach Town  
to Buy a Home (Deerfield Beach)

Source: Realtor.com, 2022

#9

Most Diverse County  
in America

Source: Niche Best Places, 2022

#2

Top U.S. City with the Highest Share  
of Waterfront Homes  
(Fort Lauderdale)

Source: LawnLove, 2022

#7

Best City to Retire in America  
(Fort Lauderdale)

Source: Niche, 2022

#6

Best Art-Buying City in the U.S.

Source: Artfinder, 2022

#10

Top U.S. Market For  
Real Estate Investment  
(Fort Lauderdale)

Source: 247WallSt.com, 2022

## PALM BEACH

#3

Best Yachting Location in the World

Source: Christie's International Real Estate, 2022

#9

Best Small City in the U.S. (Palm Beach)

Source: Conde Nast Traveler, 2022

#2

Top U.S. City for All-Cash Purchases  
(West Palm Beach)

Source: Redfin, 2022

#5

Top U.S. Metros Where Homebuyer  
Income Grew the Most During  
the Pandemic (West Palm Beach)

Source: Redfin, 2022

#12

U.S. Top 200 Classic Golf Courses  
(Seminole Golf Club in Juno Beach)

Source: Golfweek, 2022

## MARTIN

#2

Best State Park for RVers  
(Jonathan Dickinson State Park)

Source: USA Today Reader's Choice Travel Awards, 2022

#7

Best County for Retirees in America

Source: Niche, 2022

#6

The South's Best Small Towns 2022  
(Stuart)

Source: Southern Living Magazine, 2022





# MIAMI REALTORS® Break Ground on New Global Headquarters

## MIAMI Opening New Global Headquarters in 2024

Donning black construction helmets and gold-plated shovels, the MIAMI REALTORS® building advisory board stood shoulder to shoulder on the precipice of a first milestone that when completed will benefit all MIAMI REALTORS® and the communities we serve.

The leaders smiled under the warm Miami sun, dug deep into the white sand, and shoveled sand high into the sky. A flurry of camera shutters whirled.



The moment punctuated a historic day for a historic association. The 103-year-old MIAMI Association of REALTORS® broke ground on Oct. 26, 2022 in Miami Springs on its first global headquarters. MIAMI's nearly 60,000 members are one step closer to having the home many have dreamt of. When completed in 2024, the five-story landmark facility will serve the members of the nation's largest local Realtor association with state-of-the-art technology, the ability to host major global conferences and events, conduct cutting-edge member education and classes, hold professional standards hearings and more.

### An Invocation that Met the Moment

MIAMI Chairman Fernando Arencibia Jr — an essential member of the building advisory committee that has already worked tirelessly for this dream project with many more months of work ahead — kicked off the ceremony with an invocation that met the moment.

"We come on this day, after many days of planning, discussing, agreeing and



disagreeing, compromising, investigating, researching and finally deciding - and we know that these days are not over yet," Arencibia Jr. said with many current and past MIAMI REALTORS® presidents and leaders, lawmakers, contractors, architects, designers and more in attendance. "We give thanks for those who have done this work and for the help from professionals we have been blessed with through this initial phase of our project. May we continue this collaborative effort.

"As we move forward, first by breaking ground with these shovels. Then with heavy equipment, may we be awed by our human capacity to create, grateful for the space we promise to use with dignity and purpose. As we watch the creation of our building come into reality, may we never lose sight of our mission to inspire, act and care for our members, our community and our nation."



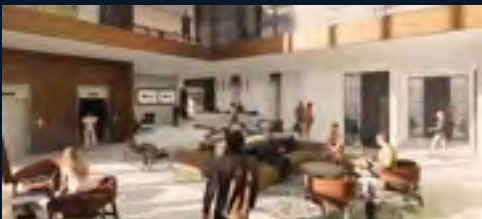
MIAMI CEO Teresa King Kinney spoke about the team the association has assembled to build its new global headquarters: Sharpe Project Developments, Link Construction Group, RSP Arch and more.

"I have to say thank you to every one of you," King Kinney said. "The best thing you did was give me the best team to work with."

### The Tireless Search for the Home of the Voice of Real Estate in South Florida

The board looked at 132 locations all over Miami-Dade, Building Advisory Board Chair and 2015 MIAMI Chairman of the Board John Dohm said. The board shortlisted seven projects and put in offers on a couple. Then the board decided building a new global headquarters was preferable to purchasing an existing building.

The new global headquarters location—1890 Oakwood Dr. — is diagonally across the street from its current headquarters, which MIAMI has been renting for years.







## 5TH FLOOR

Training, Conference Center & Club Terrace



"Talk about symbolic," 2023 MIAMI Chairman Ines Hegedus-Garcia said. "Miami Realtors gets a home. The epitome of what it means to be a Realtor is to have your own home and this has been a long time coming."

It's a 100-year decision, a facility that will be built to grow with MIAMI's members.

"This is going to be the home of the voice for real estate in South Florida," Arencibia Jr. said. "We are excited for the work that we are going to be able to do for our members in this building and throughout the world."



## MIAMI's New Global Headquarters Details

- Address: 1890 Oakwood Dr., Miami
- Completion: Spring 2024
- Three floors of structured parking
- Two floors of office and conferencing space apx. 38,000 square feet of Class A office and conferencing space
- 200-person state-of-the-art conference center
- 50-person computer lab
- 80-person classroom

## MIAMI REALTORS® Building Advisory



**John Dohm**  
Chair & 2015 MIAMI Chairman of the Board



**Fernando Arencibia, Jr.**  
2022 MIAMI Chairman of the Board



**Jack Levine**  
2010 MIAMI Chairman of the Board



**Jorge Guerra, Jr.**  
2020 MIAMI Chairman of the Board & 2023 Florida Realtors Secretary



**Ines Hegedus-Garcia**  
2023 MIAMI Chairman



**Gus Fonte**  
2023 MIAMI Chair-Elect:



**Jennifer Wollmann**  
2023 MIAMI Chairman



**Jose Maria "Chepe" Serrano**  
2019 MIAMI Chairman



**Stephen Rigl**  
2021 MIAMI Commercial President



**Daniel Guerra**  
2021 MIAMI Residential President



## MIAMI Commercial Achieves NAR's Highest Distinction



MIAMI Commercial has received NAR's highest distinction --- a

2022-23 Diamond Level Commercial Services Accreditation. The prestigious Diamond award means MIAMI Commercial offers the highest level of commercial services and engagement for commercial members. Diamond-level associations also receive a \$1,000 grant from NAR.

Commercial Services Accreditation is divided into gold, platinum, and diamond levels. To receive diamond level, real estate associations need to achieve 41+ benchmarks. Benchmarks represent key commercial services and member engagement activities, many of which are aligned with NAR's Core Standard requirements.

MIAMI Commercial excelled in all benchmarks, which consist of governance/structure, communications, education/professionalism, legislative/advocacy, technology data, NAR/State Association involvement and community/member involvement and networking.

## MIAMI Commercial Marketplace Goes Global

The MIAMI Commercial Marketplace, the monthly place to be to market your local commercial listings and wants, continued its global offerings in 2022.

MIAMI Commercial held a joint virtual 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.

In September 2022, MIAMI Commercial held a joint virtual event FIABCI, a leading international real estate organization. FIABCI-USA President Raj Rajpal spoke about FIABCI's 73rd World Real Estate Congress hosted by the MIAMI REALTORS® in June in Miami. Afterwards, MIAMI Commercial and FIABCI members networked and shared commercial haves and needs.

The Commercial Marketplace is held twice a month in both Miami and Broward. Check [MiamiRealtors.com/Calendar](https://MiamiRealtors.com/Calendar) for dates, times, and locations. Contact Danielle Blake, Chief of Commercial, at [danielle@miamire.com](mailto:danielle@miamire.com). Also, join our Marketplace Facebook group at [Facebook.com/groups/miamicommercialmarketplace](https://Facebook.com/groups/miamicommercialmarketplace)

## Record Number of Attendees at 2022 MIAMI Commercial Conference

More than 400 MIAMI members and dozens of exhibitors participated at the 2022 MIAMI Commercial Conference, which brought together more than 15 national experts to explore how South Florida's new-to-market companies, new technology, new transportation, and more are fueling its unprecedented commercial market transformation.

Topics included: Transportation: Moving Miami Forward; CEO Roundtable: Arriving & Expanding in Miami; Blockchain: Real or Imagined, Navigating the New Commercial Transaction; Economic Update from NAR Chief Economist Lawrence Yun on What's Ahead for CRE?; Commercial Technology Tools to Make You Richer and Smarter; and Much More.

Join us for the 2023 MIAMI Commercial Conference to be held Oct. 13, 2023 at Jungle Island in Miami. Access more information: [CommercialConference.com](https://CommercialConference.com)

## MIAMI Commercial Tools & Services Designed to Make You MORE Money

- The only dedicated Commercial MLS in South Florida with 14 commercial syndication partners
- South Florida Commercial Property Search
- SFPropertySearch.com
- M2M: Member2Member Marketing
- iMapp
- RPR Commercial
- Realist
- Remine PRO
- CompStak
- Rockval (discount)
- CREOP (discount)
- ImmoViewer
- Amarki
- Proxio Connect
- Premium TerraFly
- WikiRealty
- Agent 3000
- Commercial & Global Marketplace
- Education and Training, Live & Virtual
- Commercial News & Global Reports
- Many More

## 2023 MIAMI COMMERCIAL by the Numbers

**\$2.9 Billion**

In Commercial Sales & Leasing by MIAMI members in the South Florida Commercial MLS\*

**864K+**

Active Commercial Listings on RPR

**4,430**

Active Commercial Listings on the South Florida Commercial MLS

**2,629**

Attended Classes, Networking, Training & Events

**3,221**

Commercial Members

**400+**

2022 Commercial Conference Attendees

**242**

Global Partner Organizations

**44**

Classes, Training & Networking Offerings

**14**

Listing Syndication Partners



\*Note: Data pulled from 12-month period ending 12/18/22





# MIAMI COMMERCIAL EVENTS

## Featuring Top Experts & Industry Leaders



### 2023 Mid-Year Commercial Conference

April 28, 2023

Jungle Island  
1111 Parrot Jungle Trail  
Miami, FL 33132

[MiamiRealtors.com/Midyear](https://MiamiRealtors.com/Midyear)

### 2023 MIAMI Commercial Conference

October 13, 2023

Jungle Island  
1111 Parrot Jungle Trail  
Miami, FL 33132

[CommercialConference.com](https://CommercialConference.com)

Contact Danielle Blake  
Chief of Commercial, at  
[danielle@miamire.com](mailto:danielle@miamire.com)

Sponsorships Available.  
Contact Liz Juffin at  
[lizj@miamire.com](mailto:lizj@miamire.com)

## MIAMI Commercial MLS Listings

Now Available at the Following Syndication Partners



## Get Social with MIAMI Commercial



[Instagram.com/miami\\_commercial](https://www.instagram.com/miami_commercial)



[LinkedIn.com/company/miami-commercial](https://www.linkedin.com/company/miami-commercial)



[Facebook.com/MIAMICommercialRealtors](https://www.facebook.com/MIAMICommercialRealtors)  
[Facebook.com/groups/miamicommercialmarketplace](https://www.facebook.com/groups/miamicommercialmarketplace)



[Twitter.com/MIAMICommRE](https://twitter.com/MIAMICommRE)

## 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 220 PRODUCTS & SERVICES**  
to give you a competitive advantage
- **INTERNATIONAL EXPOSURE**  
The most exposure for your MLS listings -  
150+ Publishers - up to 500 websites -  
242+ 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**

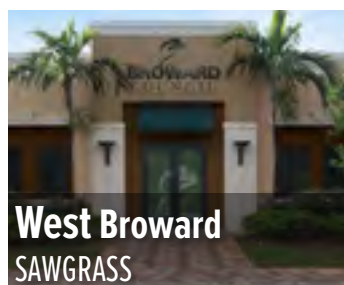
Transfer Hotline: **954-335-5200**

Transfer E-mail: **transfers@miamire.com**

Website: **miamirealtors.com/broward**

## We ARE BROWARD COUNTY

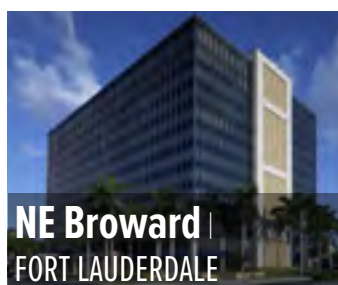
Regardless of where you live or work  
in Broward, we've got you covered.  
Members have three full-service Broward  
locations: Sawgrass office in Sunrise,  
Northeast office in Fort Lauderdale and  
Hollywood office in Oakwood Plaza. No  
matter which one you prefer, each facility  
offers training 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

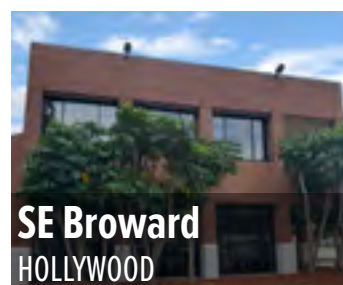
- Close to IKEA & Sawgrass Mall
- Minutes from I-75, I-595 & the  
Sawgrass Expressway
- Free parking
- 120 seat training center
- Hands-on training lab with  
42 computers



### 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

## Nice To SEE You!

As the year progressed, we saw the return of more in-office  
trainings throughout South Florida. It was great to once again  
see our awesome members face-to-face. In Broward

presentations on a variety of products including Matrix, Remine  
Pro, Agent 3000 and other top tools. Interested in scheduling  
a customized training for YOUR office? Email Lori McQuestion,  
Director of Business Development, at [lori@miamire.com](mailto:lori@miamire.com).





# MORE in Broward

**Danielle Y. Clermont, RCE**  
CDE, CFS, e-PRO®, MRP, PSA, RSPS  
Chief of Operations

daniellec@miamire.com



## Cities in the Spotlight

Our extremely popular Broward City Spotlight series was standing-room only in 2022. Over 1,000 collective attendees gathered at various venues throughout Broward County to hear the latest updates from local representatives. We're gearing up for more SOLD OUT Spotlights in the new year, so be sure to keep an eye out.



## Fun After Five

Whether it's a Biz After Hours, Panthers Hockey Night or other event in Broward, our members love to network after hours. These evening outings always draw a capacity crowd and provide lots of great photo opps! You can bet there will be lots more of these FUN-filled events coming up in 2023.



[MiamiRealtors.com/broward](https://MiamiRealtors.com/broward)



## All in the Family

This year our Broward Legends & Millennials panel was served family style, featuring some of the top related teams in the industry. Members & guests enjoyed hearing sage advice from these agents who live, work and/or play together. Plans are already in the works for our next "L&M" event, so stay tuned for more info.



## Broward on the Move

The first-ever Broward Transportation Summit was a huge success, thanks to our stellar panelists and moderator. This was YET ANOTHER sold-out event with over 150 attendees who enjoyed lunch and an informative program. We're moving full speed ahead and will be rolling out the details of our next BTS event soon.



## Well-Represented

No matter what events are happening in the local community, Broward is ALWAYS there to represent! From helping with beach clean-ups to attending real estate expos, our members are ready, willing & able to demonstrate the power of BROWARD-MIAMI.



## Get Social with Broward-MIAMI

 [Instagram.com/browardmiami](https://www.instagram.com/browardmiami)

 [Linkedin.com/company/broward-miami](https://www.linkedin.com/company/broward-miami)

 [Facebook.com/BrowardMIAMI](https://www.facebook.com/BrowardMIAMI)

 [Twitter.com/BROWARD\\_MIAMI](https://twitter.com/BROWARD_MIAMI)



## Small Town Feel with a Big City Backing

Now in its eighth year as a division of the MIAMI REALTORS®, JTHS-MIAMI in the Jupiter-Tequesta-Hobe Sound area continues to provide the perfect balance of hands-on customer service coupled with the reach and vision of a world-class, international association. JTHS-MIAMI members, who are now enjoying a remodeled Jupiter office for classes and networking, receive major cost savings on local dues, Supra electronic access keys, exclusive MIAMI products and services and more.

### Working to End Local Childhood Drowning

JTHS-MIAMI's Young Professionals Network (YPN) held its 19th Annual Battle of the Bartenders Charity Event on August 18, 2022. More than 300 people attended the event at Salute Market in Palm Beach Gardens and helped raise \$20,000 for the Palm Beach Gardens-based non-profit, the Live Like Jake Foundation. The money will be used by Live Like Jake to provide scholarships to local needy families for infant swimming resource (ISR) self-rescue swim lessons, childhood drowning awareness and financial and emotional support for families who have experienced a drowning accident.

### Sharing the Knowledge

The 4th Annual JTHS-MIAMI YPN Legends & Millennials Panel once again proved to be a popular event with our members. The event was hosted at Eastpointe County Club with over 100 in attendance. Attendees were anxious to hear the secrets of success from some of our more experienced agents as well as those newer to the real estate industry.



### Focusing on Local Issues

MIAMI REALTORS® Public Policy team and myriad local lawmakers led many seminars for JTHS-MIAMI members in 2022, of which included: City Spotlight with the Jupiter Mayor; Condo Update; Insurance Update; TaxWatch; the Appraisal Process in Today's Climate; Martin County Property Appraiser, and the Insurance Legislative Update.



### Boosting Local Literacy... Again



Longtime JTHS-MIAMI member Phyllis Choy once again led our annual book drive, which collected and delivered nearly 1,200 books to local children and seniors, many of whom don't have access to a library. On June 16, 2022, JTHS-MIAMI Realtors delivered 500 books to at-risk children at Thelma Pittman Preschool and the Edna W. Runner Tutorial Center in Jupiter. On June 26, 2022, over 600 books & 8 tablets were delivered to the seniors at the Drexel Public Housing Development in West Palm Beach. These books and tablets are to support leisure reading for an amazing group of people. Choy's book drive has now delivered an incredible 2,300+ books in the last two years.

### That's How We Bowl

This 10-pin party at Bowlero – Jupiter was a major success. JTHS-MIAMI members & guests enjoyed friendly competition, lite bites and more.



### Let's Get Social

Our ever-popular Business After Hours, along with our annual JTHS Kickoff & Awards Celebration, were just two of the tremendously successful events held in 2022. Be sure to look for these and other networking opportunities in the year ahead.



### A Roaring Good Time



JTHS-MIAMI was honored to host its 26th Annual Trade Show at Eastpointe Country Club in 2022. Sponsors and attendees dressed in Roaring 20's style while enjoying live music, networking and raffle drawings throughout the evening.

### Always There for Our Schools

JTHS-MIAMI's Young Professionals Network (YPN) donated \$1,000 in school supplies to Jupiter Elementary School during its annual back-to-school supply drive in 2022. Kudos to this and other YPN initiatives that help enhance and enrich the lives of our local community.



### Bury Your Hatchets

JTHS YPN hosted the 2nd Annual Axe Throwing event in 2022. Members had an axe of a time throwing at Game of Axes in Jupiter.

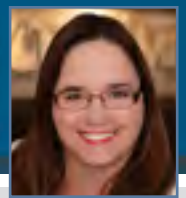






**Danielle Y. Clermont, RCE**  
CZEX, CPS, e-PRO®, MRP, PSA, RSPS  
Chief of Operations  
daniellec@miamire.com

**Joanne Werstlein, RCE**  
ZEX, ANWD, e-PRO®, MRP, PSA  
JTHS-MIAMI  
Vice President  
joanne@miamire.com



## Winning Wednesday Marketing

Every Wednesday at 8:30am, start Winning Wednesday Marketing with breakfast & networking at your JTHS-MIAMI Office (remember fresh Starbucks Coffee is always brewing). At 9am, members showcase their homes on tour and hear important and timely Guest Speakers. Enjoy amazing speakers, networking, food and door prizes!



## Keeping the Beaches Clean

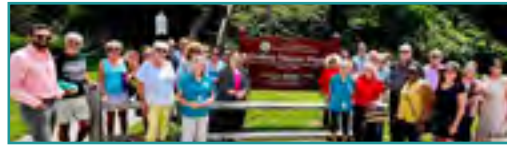
JTHS-MIAMI and JTHS YPN are impassioned on making a lasting impact on our community. JTHS YPN teamed up with the Women's Council of Realtors for a Beach Clean Up in Stuart. They also participated in the National Beach Clean-up Day with Loggerhead Marine Life Center in Juno.



## Supporting our Troops

JTHS-MIAMI partnered with Operation Care for Heroes in 2022. We collected items for our troops and the organization ships "care packages" to our troops serving overseas. They have shipped over 3,150 boxes since 2008.

## Cultural Series



JTHS-MIAMI hosted several successful 2022 Cultural Series events including at the Jupiter Lighthouse, Loggerhead Marinelife Center, Jupiter History and the DuBois Pioneer Home.

## Silver Bells Program

JTHS-MIAMI held its 8th Annual Silver Bells Angel Tree Program in partnership with the Salvation Army. It is an opportunity for members to come together by adopting Silver Bells from the Angel Tree and provide presents for needy seniors during the holiday season.

## Sock Drive

In September 2022, JTHS-MIAMI collected and delivered 656 pairs of socks for men, women, and children at the non-profit, The Homeless Coalition of Palm Beach County. Socks are the top-requested item at homeless shelters, but they are the least donated item. We wanted to make a difference in collecting socks for the homeless to help them stay warm as we head deeper into the fall and winter.



## WHY CHOOSE JTHS-MIAMI?

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

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

**AND SO MUCH MORE!**

## JTHS-MIAMI Resources

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

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

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

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

## Get Social with JTHS-MIAMI

for Events, Opportunities and Programs



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



Follow JTHS-MIAMI on LinkedIn  
[LinkedIn.com/company/jths-miami](https://www.linkedin.com/company/jths-miami)



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



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





# YPN GLOBAL CONGRESS & IPS

February 12-15, 2023 | Dubai



A Global Summit for Young, Career-Focused Real Estate Professionals

## CONNECT | LEARN | COMPETE

**Come Early & Stay After to Expand Your Unforgettable Trip to Dubai...**

Feb. 12-14	International Property Show
Feb. 13	IPS Conference
Feb. 14	YPN Global Congress
Feb. 15	RE Reboot Camp & Desert Safari (Optional)



**REGISTER NOW**

[www.ypncongress.com](http://www.ypncongress.com)



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. 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, someone has and support to help you advance your business. Here are a few classes thing you in 2023:

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

### 2023 Upcoming Events

- 3 on 3 Basketball Tournament
- REBarCamp
- Legends & Millennials Series
- 20 Under 40 Awards
- District 4 Conference
- Development Spotlights
- Networking Happy Hours
- Much More

*It is an honor to serve with such a phenomenal group of leaders who are equally as passionate in making a difference in our real estate community. We are focused to continue building relationships and experiences that will help elevate each generation of young professionals to come not only on a local level, but also on a global level. We have a very special year coming up in 2023 and we are so excited to share it with the world!*



**Katherine Arteta**  
2023 MIAMI YPN President

## Get Social with YPN

for Events, Opportunities and Programs

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



Find YPN MIAMI on Facebook  
[Facebook.com/groups/MiamiYPN](https://www.facebook.com/groups/MiamiYPN)  
#MiamiYPN #GlobalYPN



Follow YPN on Instagram  
@MiamiYPN  
@YPN.Global



# Real Estate Influencers Creating the Next Generation of South Florida Leaders

**Kevin Puricelli**  
Director of Creative Services  
and Executive for YPN

kevin@miamire.com



## Genesis Beyond YPN Global

The genesis of YPN Global started in 2021 after MIAMI YPN won the National Association of Realtors' Top YPN Network award. MIAMI professionals and Realtors alike were connecting at the MIAMI booth at NAR's Expo in San Diego when Dawood Al-Shezawi, President of the International Property Show and Invest in Dubai Real Estate, visited the booth with invitations to Dubai for the International Property Show and a request to sign an agreement with MIAMI REALTORS®. After a warm conversation between MIAMI CEO Teresa King Kinney and Dawood, an agreement was signed a day later and we booked our tickets to Dubai!

Our trip to Dubai was unforgettable! Dawood and his team gave our members the very best treatment. The International Property Show provided our members with investment opportunities from all over the globe. The attendees were filled with all sorts of global real estate knowledge. The presentations were timely and extremely informative. Dubai itself was modern yet majestic. Their architecture and design are unrivaled. People are friendly and the streets are safe. The allure of Dubai is undeniable. YPN Global was extremely grateful to sign an agreement with Dawood Al Shezawi to host the very first YPN Global Congress.

## MIAMI YPN Signs International Agreements with CILA Jóvenes & CIMI Jóvenes

MIAMI YPN signed bilateral international agreements with CILA Jóvenes and CIMI Jóvenes during 2022 NAR NXT in Orlando. These alliances provide resources, visibility, and connections for MIAMI's valued international partners, while also creating business opportunities for MIAMI members, enhancing Miami's global position and more.

CILA Jóvenes is a group of young real estate professionals from the Confederación Inmobiliaria Latinoamericana (CILA), which represents 18 countries in Latin America. MIAMI Chairman of the Board Fernando Arencibia Jr., MIAMI CEO Teresa King Kinney and MIAMI YPN Executive Kevin Puricelli signed with CILA President Pedro Ramírez and CILA Jóvenes Coordinator Andrés Ramírez. <http://lacila.org/>

CIMI Club Internacional Do Mercado Imobiliario, a global association, offers its members market analysis, marketing plans and systems and consulting. CIMI CEO João Araújo of Brazil signed with MIAMI CEO Teresa King Kinney and MIAMI Chairman Fernando Arencibia Jr. <https://cimiinternational.com.br>

We are excited to see them again in Dubai and introducing them to many more global professionals after spending time in Miami and Orlando. If you would like to sign an agreement with YPN Global, feel free to contact Kevin Puricelli, Chris Umpierre, or Liz Juffin.



## MIAMI YPN Launches Ambassador Program

MIAMI YPN is creating a brand-new ambassador program to provide leadership opportunities for Realtors getting their start in the real estate industry. We will be creating more interactive experiences for our members who join the ambassador program. New ambassadors will be recognized in a pinning ceremony when they join the program.

## 2022 20 Under 40 Winners ►

We also continue to bring recognition and a platform to our top producing young professionals in the area. We celebrated our 2020 and 2021 class of 20 Under 40 winners and inducted our 2022 class! We created events to showcase their expertise and bring you the best information in this changing market. We will continue to provide opportunities for our members to learn from our brightest agents in 2023. Applications will open for our 2023 class in late January, so please stay connected with us on Instagram @MIAMIYPN and @YPN.Global for more updates.



Andie Arencibia-Moore



David Baez



Bobby Berrido



Altairis Cambara



Gary Finkelstein



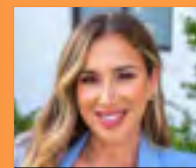
Sheri Garzia



Terell Killings



Alexia Mann



Bethany Martinez



Jeff Molner



Brian Morillo



Sommer Norris



Wesley Pearce



Raisa Perez



Miguel Pinto



Alfredo Pujol



Kathrin Rein



Thomas Sulichin



David Vazquez



Christopher Wands



# 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



Gay Cororaton  
Chief Economist  
gay@miamire.com



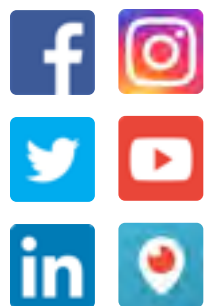
Chris Umpierre  
VP of Communications  
chris@miamire.com



## 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



## 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.

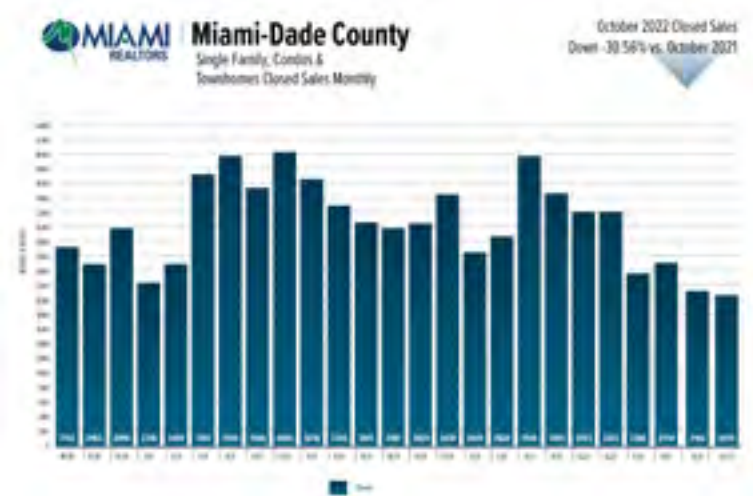
## Local Market Statistical Reports

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

## 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.



## Global Research

With NAR, MIAMI publishes its annual Profile of International Home Buyers, covering Miami-Dade, Broward, Palm Beach and Martin counties. Access our 2022 International Study at [www.MiamiRealtors.com/Global](http://www.MiamiRealtors.com/Global)

Access state and national research, property search statistics by country and state and more at [SFMarketIntel.com](http://SFMarketIntel.com)







## Improving South Florida: One Project at a Time

Through NAR's mega board grant program, MIAMI REALTORS® uses NAR grant money to improve South Florida communities one project at a time. Grants are awarded via placemaking, better block, fair housing, housing opportunity and diversity and inclusion.

Here are our 2022 community projects:

### Launching City of Doral Letters

MIAMI REALTORS® used NAR grant money to create and install City of Doral letters at White Course Park in Doral. MIAMI unveiled the City of Doral's new Instagramable gathering spot on May 4, 2022.



### Installing City of Miami Springs Letters

MIAMI REALTORS® used NAR grant money to create and install Miami Springs letters across from Miami Springs golf club. MIAMI unveiled the City of Miami Springs' new Instagramable gathering spot on Dec. 16, 2022.



### MIAMI REALTORS® Changing Communities BY THE NUMBERS

**\$435,000+**

Invested in South Florida communities  
by MIAMI REALTORS® since 2017

**41**

Invested in South Florida communities  
by MIAMI REALTORS® since 2017

**5**

Invested in South Florida communities  
by MIAMI REALTORS® since 2017

### Boosting Housing Opportunity Education



MIAMI REALTORS® use NAR housing opportunity grant money to partner with The Homeless Trust for a Landlord Appreciation Breakfast on Nov. 4, 2022.

### Sponsoring Fair Housing Education

MIAMI REALTORS® used NAR grant money to sponsor a Fair Housing Training Luncheon in partnership with the Miami-Dade Gay & Lesbian Chamber of Commerce and Legal Services of Greater Miami, Inc. on Oct. 6 2022.



### Building New Exercise Circuit in Hialeah Gardens

MIAMI REALTORS® used NAR grant money to purchase a new exercise circuit at Eagle Park in the City of Hialeah Gardens. The ribbon cutting for the circuit was held Dec. 22, 2022.







About 60 MIAMI REALTORS® met with lawmakers to discuss significant legislative issues impacting the South Florida real estate market at the 2022 Great American Realtor Days (GARD) in February 2022 in Tallahassee. Watching our leaders tell stories and mentor the newer ones was an honor to witness. Our advocacy power is stronger when we lift together.

Overall, more than 900 Realtors participated in GARD and were instrumental in advocating for the eventual passage of the Hometown Heroes housing assistance program. Realtors also advocated for greater transparency for condo associations, another reduction of the business rent tax, and solutions for the rising cost of property insurance premiums.



## MIAMI REALTORS® PAC Victory New Miami-Dade HOA Database

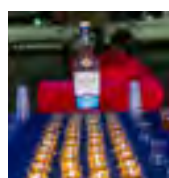
After MIAMI Realtors advocated for more transparency and accountability for South Florida residents for years, Miami-Dade County commissioners passed an ordinance in March 2022 requiring condominium, co-operative, and homeowner associations to file financial and governing documents into a public online 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.

## FLORIDA REALTORS® 2022 Legislative Victories

- \$100M For the Hometown Heroes Housing Program
- \$1.6B For Water Quality and Restoration Projects
- \$50K Additional \$50K for Hometown Hero Property Tax Exemption
- \$262M For Existing Affordable Housing Programs
- \$462M Two-year sales tax relief for Home Hardening Projects
- \$500K To Combat Unlicensed Real Estate Activity

## Bourbon, Cigars, Luxury Cars & Raising Money for MIAMI REALTORS® PAC

MIAMI REALTORS® PAC hosted its first "Bourbon, Cigars and Luxury Cars" event on Sept. 22 at The Leah Arts District in Hialeah. In addition to cigars



and luxury cars, attendees explored notes of oak, caramel, vanilla, and a touch of rye spice in three distinguished bourbon bottles. All participants invested a minimum of \$100 to the MIAMI REALTORS® PAC.



## MIAMI REALTORS® PAC BY THE NUMBERS

- 55** Pro-REALTOR® South Florida candidate races MIAMI supported in 2022
- 60** MIAMI REALTORS® who participated at Great American Realtor Days
- 24** Crystal R Major Investors (a new record!) in 2022
- 91** Sterling R Major Investors in 2022

## Become a MIAMI REALTORS® Major Investor



Did you know: Golden R Major Investors get first dibs on exclusive events. On May 6, 2022, MIAMI REALTORS® major investors went to a VIP Formula One welcome event. Become a major investor today. Visit [www.MiamiRealtors.com/RPAC](http://www.MiamiRealtors.com/RPAC)

## Helping Hurricane Victims

MIAMI REALTORS® spent weeks collecting donations for our friends in the Fort Myers area who were impacted by Hurricane Ian in 2022.



## Join our MIAMI REALTORS® Advocates Facebook Group

Our Facebook Group page - MIAMI REALTORS® Advocates – is constantly updated with our latest events. Join and follow at [www.facebook.com/groups/miamirealtorsadvocates](http://www.facebook.com/groups/miamirealtorsadvocates)



**We Invest  
in Your Success**

[MiamiRealtors.com/advocacy](http://MiamiRealtors.com/advocacy)



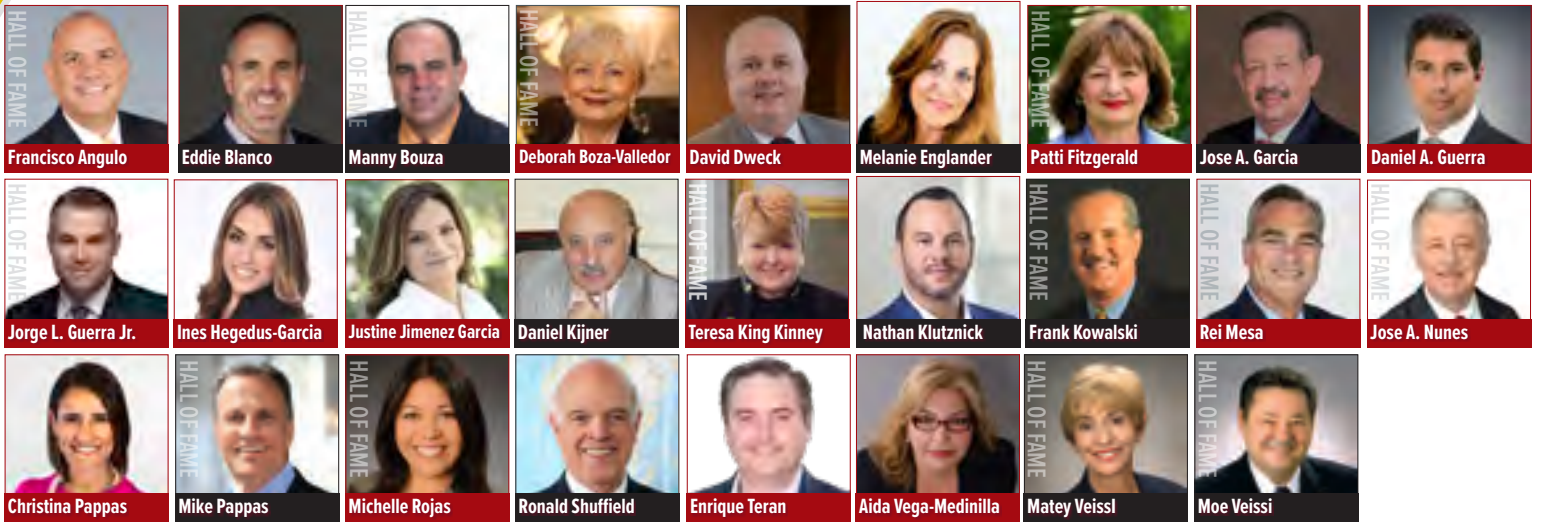
# REALTORS® in Action THANK YOU... 2022 RPAC Major Investors



## 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 2022 MIAMI REALTORS® Global Report

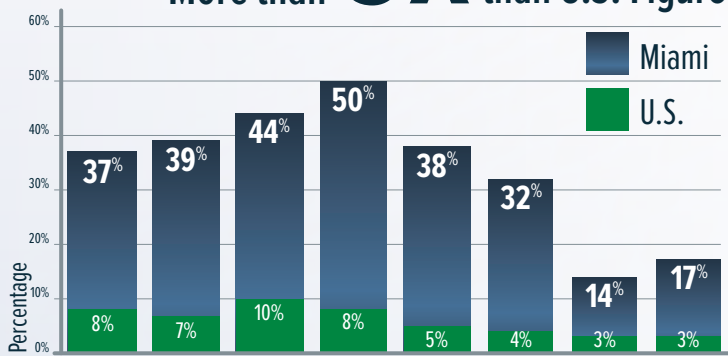
**MIAMI GLOBAL SALES SURGED 25%**  
year-over-year in 2022 vs.  
8% drop nationally

**1 IN 5 GLOBAL U.S. SALES HAPPEN IN FLORIDA**  
and 1 in 2 in Florida are in the Miami metro market

**SOUTH FLORIDA RECEIVES 10% OF INTERNATIONAL HOME SALES**  
in the entire U.S.

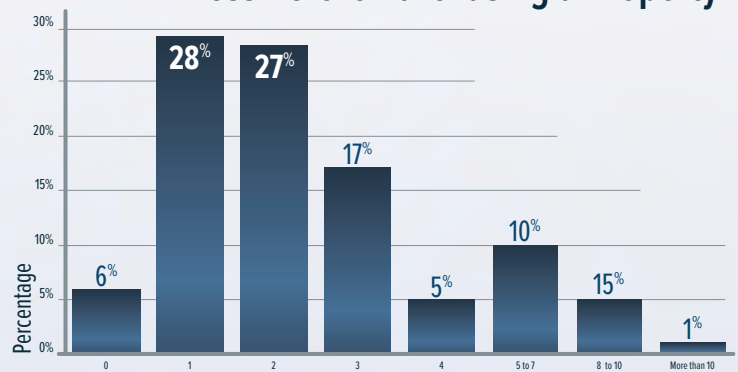
**54 COUNTRIES**  
MIAMI Foreign Buyers Came from 54 Countries in 2022

South Florida Global Market Share is **5x LARGER** More than U.S. Figure

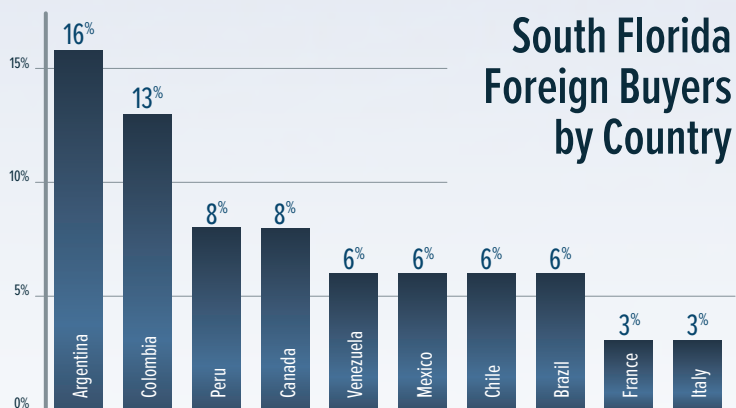


Source: 2022 MIAMI REALTORS® International Study

**61%** of South Florida Foreign Buyers Visited Florida Only 2 Times or Less Before Purchasing a Property

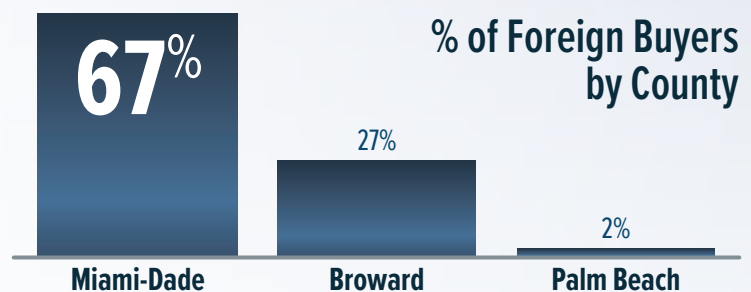


Source: 2022 MIAMI REALTORS® International Study



Source: 2022 MIAMI REALTORS® International Study

**South Florida Foreign Buyers by Country**



References MIAMI Members sales to foreign buyers in all of South Florida Remaining 4% if MIAMI foreign buyers purchased properties in other Florida counties

Source: 2022 MIAMI REALTORS® International Study

## DOWNLOAD

The 2022 MIAMI REALTORS® Global Study  
[MiamiRealtors.com/Global](https://MiamiRealtors.com/Global)



Join MIAMI's International Council There is no cost to join. Email [internationalcouncil@miamire.com](mailto:internationalcouncil@miamire.com) to join







THE TOP INTERNATIONAL COUNCIL IN THE NATION



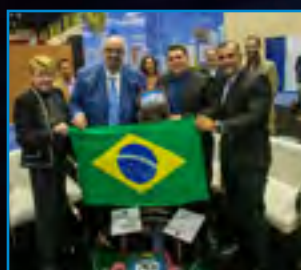
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**Liz Juffin**  
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## Connecting Members & Markets... 246 Partnerships Worldwide

MIAMI now has 246 Partnerships Worldwide, 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.



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



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

### GlobalPropX.com

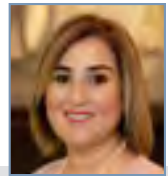
### What Languages Do You Speak?

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](http://MiamiRealtors.com/internationalpartners)





## UPCOMING in 2023!

### SRS: Seller Representative Specialist

Approved for 8hrs CE

The SRS Course will redefine your "normal" and reinvent the way you represent sellers. It provides a comprehensive foundation of skill development, training, and resources to help real estate professionals represent the interests of sellers in today's marketplace.

**October 17-18** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**October 19-20** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### CDPE: Certified Distressed Property Expert

**February 15** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

**February 16** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

Only \$499! \* Includes 1st Year's CDPE Membership & Workbook  
Miami Members save \$100! Enter coupon code "MIA100" when you register & pay Non Members do not qualify for the discounted price.  
Miami Membership will be verified.

### HFR: Home Finance Certification

Discover the Building Blocks of Mortgage & Financing. The Home Finance Resource Certification Course is designed to provide you with foundational education to help you confidently explain critical pieces of the loan origination process. With the skills you gain from this course, you will also be equipped to provide guidance on navigating mortgage applications and alternative financing options for all buyers.

**June 27** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**June 28** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### CRS: Converting Leads Into Closings

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Of course, attracting leads is critical, but if you don't have adequate systems for converting them into closings, you're leaving money on the table.

**July 20** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**July 21** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### RENE: Real Estate Negotiation Expert – ELEVATE YOUR GAME

The RENE Certification is designed to elevate and enhance negotiating skills so that today's real estate professionals can play the game to win. BONUS! ABR®, CRB, and SRS Elective.

**September 19 and 20** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**September 21 and 22** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### Pricing Strategies: Mastering the CMA Course

The Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

**October 24** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**October 25** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### MRP: Military Relocation Professional

Approved for 8hrs CE

The MRP certification program educates REALTORS® about working with U.S. servicemembers, their families, and veterans to find the housing solutions that best suit their needs and take full advantage of available benefits and support.

**November 1** | 9am – 5pm

MIAMI HQ | 700 S. Royal Poinciana Blvd. | Ste 400 | Miami

**November 2** | 9am – 5pm

West Broward - Sawgrass | 13680 NW 14 St. | Sunrise

### CIPS: Certified International Property Specialist



*All Classes will be offered via zoom.*

Cost: \$79 MIAMI Mebrs. | \$99 Non-Mbrs.

### CIPS Local Markets - 7hrs CE

February 6 & 9 | 6pm to 9:30pm | 7hrs CE

**This is a pre-requisite course and it must be taken before any other CIPS course.**

### Global Real Estate: Transaction Tools

February 16 | 6pm to 9:30pm | 7hrs CE

### Europe & International Real Estate

February 21 | 6pm to 9:30pm | 7hrs CE

### The Americas & International Real Estate

February 23

6pm to 9:30pm | 7hrs CE

### At Home with Diversity February 28



The At Home with Diversity certification is designed to enable you to work successfully with clients in a rapidly changing multicultural market. It will help you to learn diversity sensitivity, how to apply fair housing laws in your business, and ways to develop professional guidelines for working with people in the real estate industry. This certification is highly beneficial for real estate brokers, agents association executives, and anyone associated with the industry.

What you will gain:

- Knowledge of the subtleties of fair housing laws
- Business etiquette for specific cultures
- An edge in expanding your business to include international clientele
- Updated statistics, demographics, exercises, and resources

Instructor  
**Neal Oates, Jr.**



## Rock the Market 2022 was a SOLD-OUT Event!

More than 1,800 MIAMI REALTORS® members engaged with top real estate keynote speakers, presentations, top exhibitors, and more at the biggest real estate event of the summer. Visit [MiamiRealtors.com/RocktheMarket](https://miamirealtors.com/RocktheMarket) for videos, pictures, and presentations of the event.





# MIAMI Global Real Estate CONGRESS

November 8-10, 2023

[MiamiCongress.com](https://MiamiCongress.com)



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## 2023 NAR NXT

Conference & Expo in Anaheim, CA

November 14-16, 2023



GLOBAL MEMBER

# MIAMI REALTORS®





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INTERNATIONAL REAL ESTATE FEDERATION

73<sup>rd</sup>

# FIABCI WORLD REAL ESTATE CONGRESS JUNE 5-9, 2023

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