

The South Florida

LEADERSHIP ISSUE 2024 | MiamiRealtors.com

REALTOR[®]

FORWARD FOCUS

#ForwardThinking



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(Near NW 36 St. & Le Jeune/ NW 42nd Ave.)

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



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(Near Alhambra Circle & Ponce de Leon)

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- Computer Lab for 25
- Supra & Member Services



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

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- Computer Lab for 25
- Supra & Member Services



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

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Ste. 1100
Jupiter, FL 33477

- Conference Center for 70
- Supra & Member Services

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(Sawgrass International Corporate Park)

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



NORTHEAST BROWARD FORT LAUDERDALE

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Ft. Lauderdale, FL 33308

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- 12 Computers
- Supra & Member Services



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Hollywood, FL 33020

- Conference Center for 75
- 28 Computers
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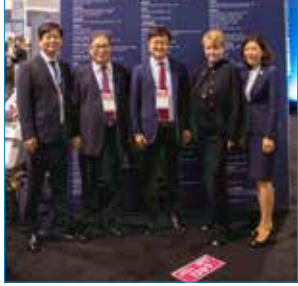
Vision

MIAMI is the voice for real estate, influencing & 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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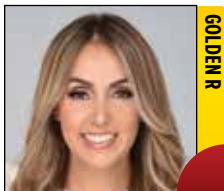
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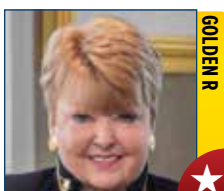
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Forward Focus
Power of One Voice
Miami Empowers its Members

2024 CORPORATE PRIORITIES

- REALTOR® Value - Miami's Value
- Advocacy
- Next Phase of Education in an Evolving Market

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The MIAMI Association of REALTORS® represents over 61,000 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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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 3,900 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 presented by the National Association of REALTORS®.

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2024 MIAMI COMMERCIAL PRIORITIES

- Technology
- Connecting & Partnering
- Communication



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



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, Virtually and Hybrid. With MORE than 2,000 programs, webinars, classes and seminars in 2024, 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 2024: MLS – Making the best possible MLS available to MIAMI members has always been a



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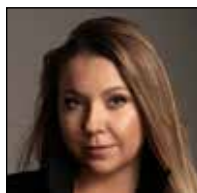


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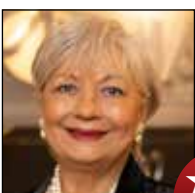


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2024 BROWARD-MIAMI PRIORITIES

- Member & Consumer Communications
- Advocacy & RPAC
- MLS Innovations
- Recruitment & Retention
- Ambassador Engagement
- Collaboration & Partnerships

priority. In 2024 we will continue to raise the bar on data integrity, innovation 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 members can also choose Matrix en Español and the MIAMI COMMERCIAL MLS. We continue to add MORE MLS-integrated, market-centric and consumer engaging products and services than ever before. Southeast Florida MLS/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. In addition to our more than 1,500 MLS classes, in 2024, MIAMI will continue to offer an unprecedented line-up of top-level Professional Designation and Certification courses plus our ever-increasing MIAMI Global resources, connectivity, and exposure, including access to global programs, education, networking and business expansion events PLUS our MORE than 260 partners worldwide.

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- Broker Engagement
- Collaboration & Partnerships
- Member & Consumer Communications
- Community Initiatives
- RPAC & Advocacy
- Retention & Recruitment



MiamiRealtors.com/JTHS

JTHS-MIAMI Board

2024 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 2024 board will be laser-focused on relevant issues in our industry such as affordable housing and REALTOR® advocacy.

2024 YPN MIAMI - Young Professionals Leadership Board



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- New Educators, Topics, & Presentations
- Advocacy & RPAC
- Community Outreach
- Global MIAMI YPN Network
- YPN PRO Ambassador Program
- Engaging & Collaborative Events
- YPN Branding
- Expanding Broward YPN Engagement
- REALTOR® Value - Ignite Others
- Next phase in an Evolving Market



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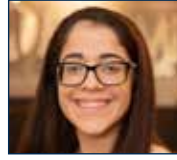
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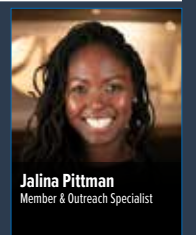


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- **RCE** - REALTOR® Association Executives
- **RENE** - Real Estate Negotiation Expert
- **RSPS** - Resort & Second-Home Property Specialist
- **SRS** - Seller Representative Specialist
- **SFR** - Short Sales & Foreclosure Resource
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As 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.

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REALTOR® of the Year



SENATOR Calatayud Alexis
Housing Champion of the Year



MAYOR Daniella Levine Cava
Industry Champion of the Year



FIABCI
Global Partner of the Year



Phyllis Choy
Humanitarian of the Year



Sherryl King-Weathers
Realtor® Champion of the Year



Venus Proffer
RPAC Advocate of the Year



Miami Design Team
#ForwardThinking Award

2023 | MIAMI COMMERCIAL | MIAMI ASSOCIATION OF REALTORS®



Jennifer M. Forbes
Commercial REALTOR® of the Year



Michael Silver
Commercial Legend Award



Josh Cadillac
Commercial Educator of the Year



Denise Chambers Palmer
Commercial Initiatives Award



Dealy
Commercial Product of the Year



Office Furniture 4 Sale
Commercial Affiliate of the Year

2023 | MIAMI RESIDENTIAL | MIAMI ASSOCIATION OF REALTORS®



Jonathan Alfonso
Residential Advocate of the Year



Ana Bozovic
Market Insight Leadership Award



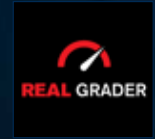
Wesley Ulloa
Condo Champion of the Year



Michelle Rojas
Residential Educator of the Year



Daniel Guerra
Leadership Award



Real Grader
Product of the Year

2023 | BROWARD - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



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2023 | JTHS - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



Nancy Cardone
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David Abernathy
AI Innovator of the Year Award



Bill Lyons
Outstanding Commitment Award



Yvonne Belardo
Ambassador of Year Award



Lorry Santana
Rising Star Award



Mariane Roach
Business Partner Award

2023 | YPN MIAMI | MIAMI ASSOCIATION OF REALTORS®



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YPN of the Year



Karen Trivino
YPN Champion



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Khalid Bryan
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CRM

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- Realopedia
- Referral Network
- Top 20 Reasons to Visit
- S. FL. Comm. Property Search
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- S. FL. Property Search
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Global City Flourishing
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Source: The Economist, 2023

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Best U.S. City for Investing
in Commercial Real Estate

Source: DLA Piper, 2023

#4

Best Foodie City in America

Source: WalletHub, 2023

#5

Cooldest North American
neighborhood (Coral Gables)

Source: TimeOut, 2023

#39

Most Livable City in the World
& #6 in the U.S.

Source: The Economist, 2023

#11

Biggest Net Gain of Corporate
HQs in the U.S.

Source: Hire a Helper, 2023

#1

America's New Boomtown
(Unparalleled Growth by 2100)

Source: MoveBuddha, 2023

#5

Most Entrepreneurial City
in the U.S.

Source: The Zebra, 2023

#7

Most Sustainable City in the U.S.

Source: Arcadis Sustainable Cities Index, 2023

#8

Prime Price Luxury Forecast
in the World for 2024

Source: Knight Frank, 2023

#5

Safest City in the United States

Source: Gallup, 2023

#1

Most Popular U.S. City

Source: TikTok Views, 2023

#3

Most Attractive City in the World for
High-Level Remote Workers

Source: Savills 2023 Executive Nomad Report

#4

Best Public University
in the United States
(Florida International University)

Source: America's Best Colleges 2024

#24

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

Source: World's 50 Best Bars

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BROWARD

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Most Popular Boating City in America
(Fort Lauderdale)

Source: Getmyboat.com, 2023

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

Source: LawnLove, 2023

#2

Most LGBTQ-Friendly U.S. City
(Fort Lauderdale)

Source: LawnStarter, 2023

#1

Most Affordable City in Florida
(Hollywood)

Source: FloridaRentals.com, 2023

#5

Best City to Retire in America
(Fort Lauderdale)

Source: Niche, 2023

#11

U.S. City with the Best Residential Views
(Fort Lauderdale)

Source: LawnLove, 2023

PALM BEACH

#4

Largest Increase of Ultra-Wealthy
Individuals in the World
(West Palm Beach)

Source: Henley & Partners' report, 2023

#9

Best City for U.S. Job Seekers in 2023
(Miami-Fort Lauderdale-West Palm Beach)

Source: Indeed, 2023

#9

Most Affordable Beach Destination
in the U.S. (Delray Beach)

Source: Good Morning America, 2023

#4

Best Mid-Sized Airport in the United States
(Palm Beach International Airport)

Source: J.D. Power, 2023

#1

Best Farmer's Market in the U.S.
(West Palm Beach GreenMarket)

Source: USA Today, 2023

MARTIN

#1

Best Coastal Small Town
in the U.S. (Stuart)

Source: USA Today, 2023

#7

Best Beach in the South
(Stuart Beach)

Source: USA Today, 2023

#6

Best Counties for
Retirees in America

Source: Niche, 2023



MIAMI REALTORS® By the Numbers

History & Membership

1920 Year founded

LARGEST

local REALTOR® association
in the U.S. & second largest
in the world

61,000

total real estate
professionals
represented



Professional Development

\$15.1 MILLION in Education Credits given back
to our members in 2023

2,017 MIAMI educational seminars
in 2023

90% of MIAMI members attended
at least one MIAMI class in 2023



MLS

7th LARGEST Multiple Listing Service (MIAMI MLS)
in the U.S.

3 MLS options for MIAMI Members

265,000+

REALTORS® Collective membership
of five MLS's now sharing reciprocal MLS



Commercial

7th LARGEST

commercial association
(MIAMI Commercial) in the U.S.

1st & ONLY

NAR 5-Star accredited
Commercial Association
in Florida

90%

Increase in
Commercial Classes
in 2023, from
56 to 87



Global

260 international
partnerships, the
most of any REALTOR®
association in the U.S.

8x NAR Diamond Global
Business Council Winner

75 countries on 6 continents
represented among
MIAMI's distinguished
global partners



Advocacy

\$495,000+ invested in South Florida communities by MIAMI REALTORS® since 2017

45 local community projects completed since 2017

1st Cargo Container Home in Miami-Dade County – NAR Pilot Program



Products & Services

220+ leading edge products & services to help our members succeed

2 Showing Service Options

4 Premium Tax Solutions



Communications

\$2.5 MILLION in ad equivalency value (earned media) in 2023

3,400 articles mentioning Miami REALTORS® in 2023

2nd MOST

Followed REALTOR® Association in the World on Instagram (38,600+ Followers on @themiamirealtors)



Consumer-Facing Portals

3 consumer-facing property search portals **40,363**

total pages viewed by consumers during MIAMI's 12 Busiest Days in S. Fl. campaign (Feb. 15-26, 2023)

27,000

Properties Showcased during South Florida Open House Week (Dec. 5-10, 2023)



YPN

#1 IN LEADERSHIP DEVELOPMENT

Christina Pappas & Jorge Guerra Jr. just two examples of leaders moving from MIAMI YPN Leadership to Florida Realtors Leadership

FIRST YPN

to host a Global Congress

2x WINNER

of the NAR Top YPN Network of the Year





MIAMI Commercial Again Achieves NAR's Highest Distinction

For the second consecutive year since NAR overhauled the program, MIAMI Commercial has received NAR's highest commercial distinction—a 2023-2024 Diamond Level Commercial Services Accreditation.

This prestigious 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.

Record Number of Attendees at 2023 MIAMI Commercial Conference

MIAMI Commercial continues breaking records. A new record 422 MIAMI members and dozens of exhibitors participated at the 2023 MIAMI Commercial Conference on Oct. 13, 2024 at Jungle Island.

Our keynote speakers and engaging panels analyzed important topics such as affordable housing, retail and mixed-use spaces, South Florida's industrial real estate boom, commercial priorities, legal updates, tech tools, medical office sector and real estate transformations.

Congrats to our 2023 MIAMI REALTORS® Commercial Certificate Recipients

Access more info:

MiamiRealtors.com/commercialcertificate

2023 Recipients

- Sasha Roude | Real Estate Sales Force (RESF)
- Maria Paola Gatti | KW Miami Eagle Realty

Certificate Graduates 2023 Fall Class

- Belkys Amory | Brilliance Realty Group
- Isabella Medrano-Ventura | Avanti Way Realty
- Manuel Medrano Ventura | Avanti Way Realty

Advanced Certificate Graduates 2023 Fall Class

- Elvis A. Amor | Coldwell Banker Commercial Hollywood Real Estate Group
- Cartia Anselme | ARC Property Solutions
- Ilsy Baza | Real Estate Sales Force (RESF)
- Marcela Catapano Criscito | Douglas Elliman Real Estate
- Anthony Joseph Criscito | Douglas Elliman Real Estate
- Laura Doan | Calibre International Realty
- Larisa Malykinas-Brina | BHS
- Ashley Moline | Beachfront Realty, Inc., Miami Beach
- Rackell Smith | Keller Williams Eagle Realty

We do 80% of the COMMERCIAL MLS BUSINESS in Miami-Dade & Broward

MIAMI COMMERCIAL REALTORS

BROWARD MIAMI

South Florida COMMERCIAL MLS

COMMERCIAL PROPERTY SEARCH

MIAMI REALTORS COMMERCIAL

OPEN HOUSE SEARCH

2024 MIAMI COMMERCIAL by the Numbers

\$2.2 Billion

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

1 Million

Active Commercial Listings on RPR

4,722

Active Commercial Listings on the South Florida Commercial MLS

3,498

Attended Classes, Networking, Training & Events

3,944

Commercial Members

422

2023 Commercial Conference Attendees

260

Global Partner Organizations

87

Classes, Training & Networking Offerings

14

Listing Syndication Partners





MIAMI COMMERCIAL EVENTS

Featuring Top Experts & Industry Leaders



2024 Mid-Year Commercial Conference

May 3, 2024
Seminole Hard Rock Hotel & Casino

MiamiRealtors.com/MidYear

2024 MIAMI Commercial Conference

October 11, 2024
Location: TBD

CommercialConference.com

Contact **Danielle Blake**
Chief of Commercial
danielle@miamire.com

Sponsorships Available.
Contact **Liz Juffin**
lizj@miamire.com



MIAMI Commercial MLS Listings

Now Available at the Following Syndication Partners



LinkedIn is the Go-To MIAMI Commercial Social Media Platform

LinkedIn.com/company/miami-commercial

Instagram.com/miami_commercial

Facebook.com/MIAMICommercialRealtors
Facebook.com/groups/miamicommercialmarketplace

Twitter.com/MIAMICommRE

MiamiRealtors.com/commercial

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
(2,000+ classes/year)
- **EXCLUSIVE HANDS-ON
COMPUTER LABS**
- **220+ PRODUCTS & SERVICES**
to give you a competitive advantage
- **INTERNATIONAL EXPOSURE**
The most exposure for your MLS listings -
150+ Publishers - up to 500+ websites -
260 global partnerships
- **COMPLIMENTARY
STARBUCKS COFFEE**
at each of our office locations
- **AND SO MUCH MORE!**

Join the more than 14,500 Broward-MIAMI agents who are part of the largest local REALTOR® Association in the country!

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

Broward-MIAMI Resources

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

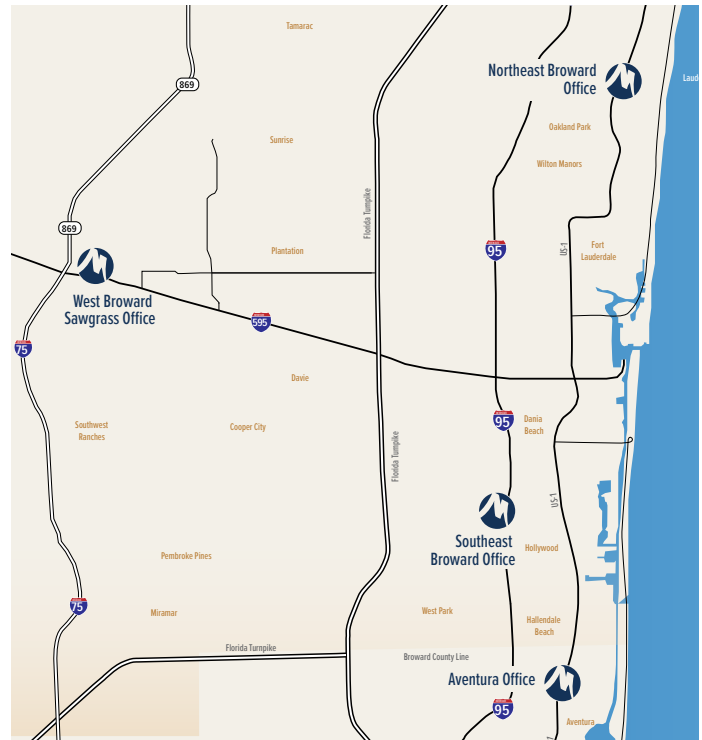
Transfer Hotline: **954-335-5200**

Transfer E-mail: transfers@miamire.com

Website: miamirealtors.com/broward

We ARE BROWARD COUNTY

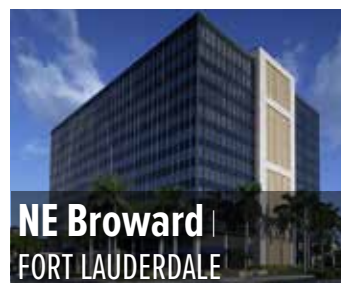
Regardless of where you live or work in Broward, we've got you covered. Our members have three convenient, full-service locations to choose from: our Sawgrass office in Sunrise, Northeast office in Fort Lauderdale and Southeast office in Hollywood. Each offers in-person training classes and seminars, along with Supra and other member services. Plus, enjoy a FREE cup of Starbucks coffee on us!



**West Broward
SAWGRASS**

13680 Northwest 14 Street
Sunrise, FL 33323

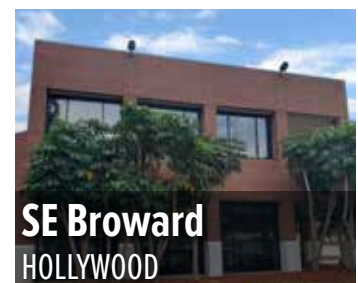
- Easy access from I-75, I-595 & Sawgrass Expressway
- Free & ample parking
- 120-seat training center
- Hands-on training lab with 42 computers



**NE Broward |
FORT LAUDERDALE**

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

- Located in the Bayview Corporate Tower
- Convenient 1st floor location
- Complimentary garage parking
- 45-seat training center with 12 computers



**SE Broward
HOLLYWOOD**

1 Oakwood Boulevard, Ste. 175
Hollywood, FL 33020

- Located in Oakwood Plaza, just east of I-95
- Convenient 1st floor location
- Free parking
- 65-seat training center with 24 computers

Live and In Person

In 2023, we saw a demand for even more in-person office trainings throughout Broward County. Over 1,500 agents attended classes on Agent 3000, Remine Pro and other top products & services. Interested in scheduling a customized training for YOUR office? Email Lori McQuestion, Director of Business Development, at lori@miamire.com.



WE R BROWARD-MIAMI

MORE in Broward

Danielle Y. Clermont, CAE, RCE
AIAA, CIEA, CPS, CMU, L, e-PRO®, MRP, PSA, RSPS
Chief of Operations

daniellec@miamire.com



Broward in the Spotlight

Our always popular City Spotlight luncheons continued to sell out across Broward County. Hundreds of members & guests enjoyed a gourmet lunch at various venues while hearing the latest updates from local representatives. Stay tuned for details on upcoming Broward City Spotlights in the new year.



Fun After Five

Whether it's a Biz After Hours, Panthers Hockey Night or our Annual Bowling Tournament, Broward-MIAMI members know how to have FUN after work! These outings always draw a capacity crowd and provide lots of great networking opportunities. Watch for more member favorite events scheduled throughout 2024.



A Clean Sweep

Broward-MIAMI is all about supporting the local community. In July, our members joined forces with the City of Fort Lauderdale for a volunteer beach cleanup. Some even participated in a pre-event yoga session right on the sand! Many thanks to those who "sweat it out" to help keep our beaches beautiful.



Go With the Flow

In February 2023, our members were ALL ABOARD the Water Taxi for a sold-out tour along the Intracoastal in Fort Lauderdale. What better way to view the beautiful waterfront homes here in Broward than by boat? Be sure to mark your calendars when we announce the date for our next excursion as it will sell out quickly!



Meet the Experts

This year, our Broward-MIAMI Legends & Millennials event was pure South Florida style. Over 150 attendees enjoyed an amazing panel program, followed by cocktails overlooking the ocean at Margaritaville in Hollywood. Plans are already in the works for our next "L&M", so be sure to keep an eye out!



Get Social with Broward-MIAMI

Instagram.com/browardmiami

LinkedIn.com/company/broward-miami

Facebook.com/BrowardMIAMI

Twitter.com/BROWARD_MIAMI

We R JTHS-MIAMI

Now in its ninth 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 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.

Winning Wednesday Marketing



Members showcased their homes on tour, networked and heard important and timely Guest Speakers.



Cultural Series

JTHS-MIAMI hosted two

successful events including the Jupiter Police Department Tour and Jupiter Island History with Ethel.



Food Drive

Past President Brad Westover led the charge to deliver over \$20,000 worth of food and personal items to El Sol, Jupiter's Neighborhood Resource Center.



Silver Bells Program



JTHS-MIAMI held its 9th Annual Silver Bells Angel Tree Program in partnership with the Salvation Army. It is an opportunity for members to come together and providing presents for needy seniors during the holiday season.

YPN School Supply Drive

Members bought \$1,300 in school supplies that were donated to Jupiter Elementary School during its annual back-to-school supply drive in 2023.



Chef for a Day

YPN hosted a successful Chef for a Day at Quantum House to feed families with a child going through medical treatment.

YPN Bowling Event



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

All in the Family

Our YPN JTHS-MIAMI Legends & Millennials panel was served family style, featuring some of the top-rated teams in the industry. Members & guest 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.



Keeping it Focused & LOCAL

Public Policy stayed busy this year with several programs including: Hidden in Plain Sight, Breakfast with the Jupiter Major, Brightline Update, What's Happening in PBC, PBC Property Appraiser, Pizza Making Fundraiser for RPAC, Commissioner Marino, and Martin County Appraiser. They also secured a \$15,000 Place Making Grant for El Sol.



Trade Show

JTHS-MIAMI was honored to host its 27th Annual Trade Show at Eastpointe Country Club in 2023.





Danielle Y. Clermont CAE, RCE
AHIWD, CZEK, CIPS, CMLXI, e-PRO®, MRP, PSA, RSPS
Chief of Operations
daniellec@miamire.com

Joanne Werstlein, RCE
ZEK, AHIWD, e-PRO®, MRP, PSA
Senior VP of JTHS-MIAMI
joanne@miamire.com



Let's Get Social

Networking is key to this business and our members knew how to do that in 2023.



Book Drive for Local Children

Past President Phyllis Choy once again led JTHS-MIAMI's annual book drive, which collected and delivered over 2,000 books to local children in 2023. JTHS-MIAMI Realtors delivered the books to 3 Boys & Girls Clubs, El Sol, and Thelma Pittman.



YPN Raise Money for Local Military Veterans



JTHS-MIAMI's Young Professionals Network (YPN) held its 11th Annual Battle of the Bartenders Charity Event on August 24, 2023. More than 300 people attended the event at Stormhouse Brewing in North Palm Beach and JTHS-MIAMI raised \$11,000 for Warriors Choice Foundation.



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 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 2,000 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

Website: miamirealtors.com/JTHS

Get Social with JTHS-MIAMI

for Events, Opportunities
and Programs



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Instagram.com/jthsmiami



Follow JTHS-MIAMI on LinkedIn
LinkedIn.com/company/jths-miami



Follow JTHS-MIAMI on Facebook
facebook.com/JTHSMIAMI



Follow JTHS-MIAMI on Twitter
Twitter.com/jthsmiami



INTERNATIONAL PROPERTY SHOW & CONFERENCE (IPS) AND YPN GLOBAL CONGRESS

February 27-29, 2024 | Dubai

A Global Summit for all top professionals including young career-focused professionals

CONNECT | LEARN | COMPETE

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

International Property Show | IPS Conference | YPN Global Congress
Luxury Property Tour & Desert Safari (Optional)

YPNCongress.com



Cost \$ **225**.00
Use Promo Code FIABCI25
for \$25 Dollars off

SAVE THE DATE
inmoci'nate **24**
VALENCIA
19 - 21 JUNIO

RESERVA YA LAS FECHAS

SIRA

UCI

YPN MIAMI | PRO

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.

2024 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

SCAN HERE
to Register



What I love most about YPN Global is the people we get to connect with and the places we get to discover. I love to travel and learn about different cultures all while learning about how the world does real estate. Building global partnerships to foster growth and create opportunities is what we are all about.

Dania Diaz
2024 MIAMI
YPN President



Get Social with YPN

for Events, Opportunities & Programs

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



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



Follow YPN
on Instagram

@MiamiYPN



@YPN.Global





YPN Global Hosting Two International Congresses in 2024

YPN Global will host its second YPN Global Congress Feb. 27 to March 1 in Dubai. We are giving young real estate professionals from all over the world the opportunity to use our platform to show their expertise in the real estate industry. Thirty global professionals took the stage in 2023 and we are looking to empower even more young professionals in 2024.



We have another amazing opportunity coming up in June 20 & 21 in Valencia, Spain! We will be partnering with Inmoción to host our 3rd YPN Global Congress! As we continue to expand our global footprint, we will continue to bring amazing connections for our membership to collaborate for your domestic and global ambitions.



YPN Global's Growing Number of Worldwide Partners

YPN Global now has five signed reciprocal agreements in its two years of existence. At the first YPN Global Congress, YPN Global signed two reciprocal agreements at the International Property show and YPN Global Congress. FIABCI Emirates signed with YPN Global at the YPN Global booth at the International Property Show Expo and the Property Network Partnership (PNP) signed with YPN Global on stage at the first annual YPN Global Congress.



These partnerships will be invaluable as we plan our second YPN Global Congress in Dubai on February 29, 2024. YPN Global was also very fortunate to complete a long-term goal in 2023 during the FIABCI World Congress too. After over a year of work and fostering relationships abroad, YPN Global was finally able to sign a reciprocal global agreement with FIABCI Young Professionals Committee. People under the age of 35 will now be able to join FIABCI for the low price of \$199 per year and future collaborations on a global scale will be possible for MIAMI Young Professionals.



Get Your Start in Leadership with the YPN PRO Ambassador Program

If you are looking to get your start in leadership, look no further than our YPN PRO Ambassador program. The whole point of leadership is to create more leaders, not more followers. We currently have 45 incredible leaders enrolled in the YPN PRO Ambassador program looking to collaborate and create the best content and education possible for us to all grow together.

2023 | 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 2023 class and invited other classes to join us and will continue to create events to showcase their expertise and bring you the best information in this changing market. We will provide opportunities for our members to learn from our brightest agents in 2024. Applications will open for our 2024 class in late January, so please stay connected with us on Instagram @MIAMIYPN and @YPN.Global for more updates.



KATHERINE ARTETA



LIVAN BEC JR.



EDDIE BROWN



ANTONIO CORREA



NINA ENGLEBIENE



DAVID GONZALEZ



EDWARD GUARDINU



AUNDREA HAIR



ASHLEE HARRY



SIMO LABRITI



JINAH LAWRENCE



JORDAN LEDERMAN



DAVID NUNEZ



PRISCILLA ORTEGA



CINDY SUMMER PEREZ



ADRIANA RESENDEZ



KRISTA RICHMAN



MIGUEL RODRIGUEZ



ANDROS SARDUY



SASHA VALDES

POSITIONING OUR MEMBERS AS MARKET EXPERTS & ADVOCATES

Telling Miami's Story to the World

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



Gay Cororaton
Chief Economist
gay@miamire.com

Chris Umpierre
Chief of Communications
chris@miamire.com



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

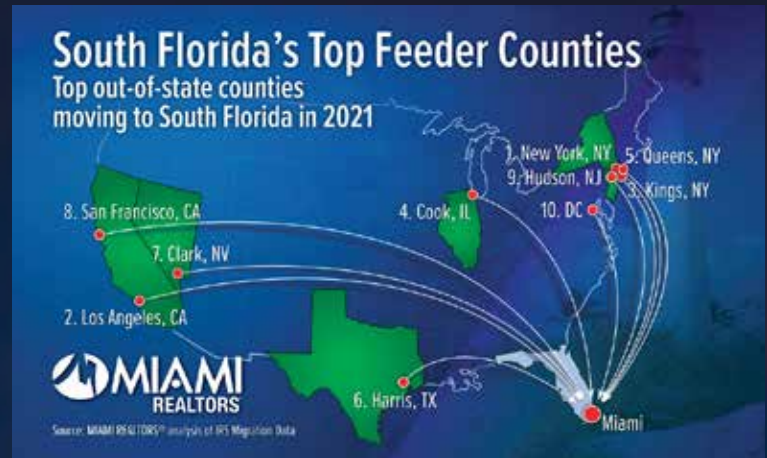
Leveraging Market Stats to Boost Your Business Series

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



Monthly 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 Miami-Dade, Broward, and JTHS.



New & Improved MIAMI Photofy App

Access 540+ free quick share graphics and 102 templates, including newly added Why Miami and Miami rankings templates. Customize the templates with your name, information, company logo, headshot and more. Learn more: MiamiRealtors.com/Photofy



Showing How Miami Real Estate is Leading the Nation, World

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





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.

El Sol's New & Improved Sunshine Garden

El Sol --- Jupiter's neighborhood resource center that provides services to day laborers, their children and families --- has a new and improved Sunshine Garden thanks to a \$15,000 mega grant from the National Association of REALTORS® (NAR). MIAMI REALTORS® award-winning advocacy team secured the grant for El Sol.

The new Sunshine Garden was unveiled on Dec. 18, 2023. It adds a new level of peace and serenity for the more than 3,670 residents and their families that use the resource center. The Sunshine Garden features more green gardens, a Little Library, an area for afterschool reading and tutoring and even a future butterfly garden.



Community Pride Soars with Jupiter Letters at Spring-Training Stadium

Four-foot tall, Instagram-ready letters spelling the word Jupiter were the source of community promotion, pride and engagement as they stood in front of Roger Dean Stadium during Major League Baseball spring-training games in March 2023.



The placemaking initiative is just one of several the MIAMI Association of REALTORS® has created for our local cities and markets.

MLB fans from all over the country, residents and local TV channels came to take pictures and broadcast in front of the letters, which are made of powder-coated white aluminum, are hollow and each weigh 20-40 pounds. Roger Dean Stadium is the spring-training home for the St. Louis Cardinals and Miami Marlins.

MIAMI REALTORS® Changing Communities BY THE NUMBERS

\$495,000+

Invested in South Florida communities
by MIAMI REALTORS® since 2017

45

Invested in South Florida communities
by MIAMI REALTORS® since 2017

10

Local community projects
since January 2022

Business Rent Tax Cut Becomes Official in Florida

For years, MIAMI REALTORS® and Florida REALTORS® advocated for a reduction in Florida's commercial-lease tax, successfully influencing lawmakers in 2021 to amend the business rent tax. The official implementation of this cut in December 2023 sees Florida's commercial-lease tax reduced from 5.5 percent to 4.5 percent, translating to an estimated savings of \$219.3 million for businesses in the current fiscal year. Furthermore, the tax is set to further decrease to 2 percent by August 2024.

MIAMI REALTORS® PAC BY THE NUMBERS

60

Number of MIAMI REALTORS® Who
Participated at the 2023 Great American
REALTOR® Days

34

Pro-REALTOR® South Florida
candidates MIAMI supported in 2023

3

Platinum R Major Investors
(\$10,000 initial investment)

29

Golden R Major Investors
(\$5,000 initial investment)

30

Crystal R Major Investors
(\$2,500 initial investment)

100

Sterling R Major Investors
(\$1,000 initial investment)

15

MIAMI PAC Events in 2023

12

Corporate Major Investors in 2023

MIAMI REALTORS® Wins Three Florida Realtors RPAC Awards

MIAMI REALTORS® won three Florida RPAC awards, including highest number of major investors (148) in 2022. MIAMI is poised to win the award again as it had 162 major investors in 2023.



Thank you to all our members who invested in their business by investing in RPAC. Your investment gives Realtors a seat at the table on issues that directly impact us and our communities, customers and environment.

MIAMI Adds New Hialeah Wildlife Garden Trail

The City of Hialeah received a \$10,000 grant from the 2022 National Association of REALTORS® Mega Grant Program. The project activated an underutilized trail in the City of Hialeah to promote the health, wellness, happiness and well-being of the community while supporting sustainability and resiliency efforts by creating a "Hialeah Wildlife Garden Trail."

The trail is benefiting patrons at Babcock Park by increasing the urban tree canopy and providing much needed shade from the sun. Although it was a 2022 grant, the ribbon cutting was held in January 2023 and not featured in our last leadership magazine.





Platinum R | \$10,000 Initial Investment (\$5,000 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.



Jack Levine



Neal A. Oates Jr.

Make your investment today!
FloridaRealtors.org/invest

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!

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



Jonathan Alfonso



Francisco Angulo



Darnell Aponte



Fernando Arencibia



Eddy Blanco



Manuel Bouza



Deborah Boza-Valledor



David Dweck



Melanie Englander



Patti Fitzgerald



Gus Fonte



Jose Garcia



Daniel A. Guerra



Jorge L. Guerra Jr.



Ines Hegedus-Garcia



Justine Jimenez Garcia



Daniel Kijner



Teresa King Kinney



Rei Mesa



Jose Augusto Nunes



Christina Pappas



Michael Pappas



Dianne Regalado



Michelle Rojas



Ron Shuffield



Enrique Teran



Wesley Ulloa



Aida Vega-Medinilla



Carlos Villanueva

**We Invest
in Your
Success**



2023 RPAC Affiliates



Crystal R | \$2,500 Initial Investment (\$1,500 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.



Sterling R | \$1,000 Annual Investment



New 2023 MIAMI REALTORS® Global Report

MIAMI FOREIGN BUYER SHARE INCREASES TO 18%

Significantly higher than U.S. (2%) and Florida (6%)

1 IN 5 GLOBAL U.S. SALES HAPPEN IN FLORIDA

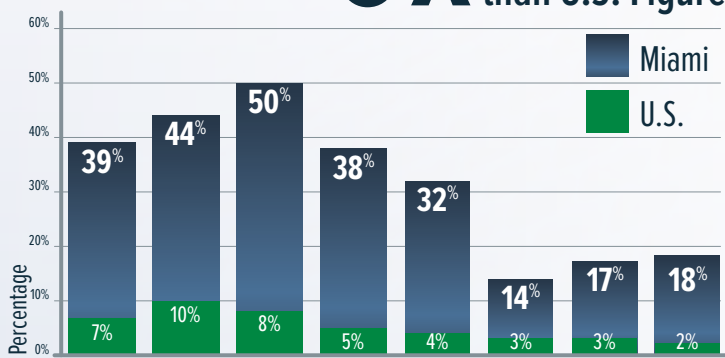
and 1 in 2 in Florida are in the Miami metro market

SOUTH FLORIDA RECEIVES 11% OF INTERNATIONAL HOME SALES in the entire U.S.

52 COUNTRIES

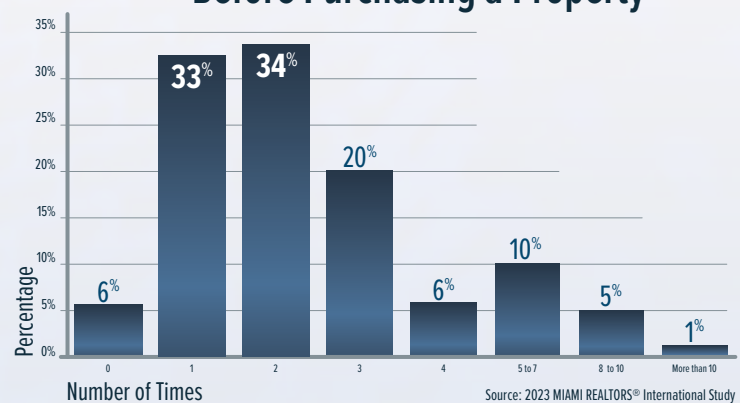
MIAMI Foreign Buyers Came from 52 Countries in 2023

South Florida Global Market Share is 9x LARGER than U.S. Figure



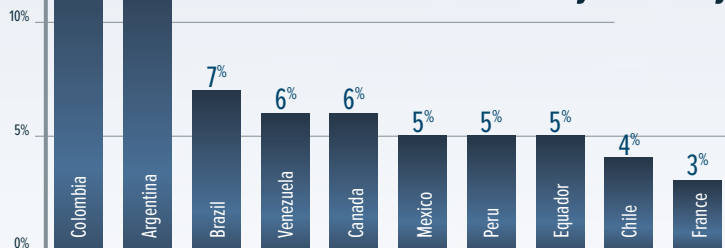
Source: 2023 MIAMI REALTORS® International Study

73% of South Florida Foreign Buyers Visited Florida Only 2 Times or Less Before Purchasing a Property



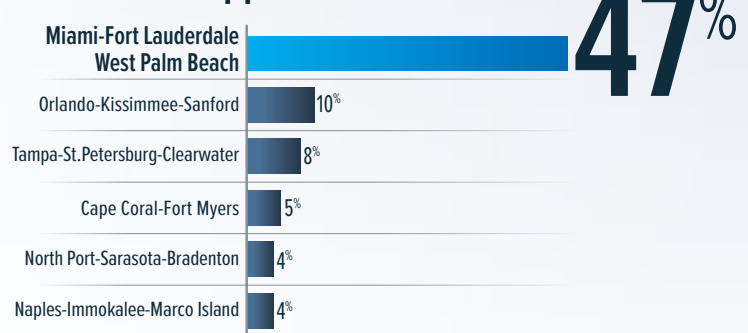
Source: 2023 MIAMI REALTORS® International Study

South Florida Foreign Buyers by Country



Source: 2023 MIAMI REALTORS® International Study

Nearly Half of Florida's International Purchases Happen in South Florida



Source: 2023 Florida REALTORS® Global Study

DOWNLOAD

The 2023 MIAMI REALTORS® Global Study
MiamiRealtors.com/Global



Join MIAMI's International Council There is no cost to join. Email internationalcouncil@miamire.com to join today.



THE TOP INTERNATIONAL COUNCIL IN THE NATION



Teresa King Kinney
CAE, RCE, CIPS, TRC
CEO
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Liz Juffin
Senior VP of Business
Development & Global
lizj@miamire.com



Connecting Members & Markets... 260 Partnerships Worldwide

MIAMI now has 260 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
- ANDORRA
- ARABIC COUNTRIES
- ARGENTINA
- AUSTRALIA
- AUSTRIA
- BAHAMAS
- BELGIUM
- BELIZE
- BOLIVIA
- BRAZIL
- BULGARIA
- CAMBODIA
- CANADA
- CAYMAN ISLANDS
- CHILE
- CHINA
- COLOMBIA
- COSTA RICA
- CZECH REPUBLIC
- DENMARK
- DOMINICAN REPUBLIC
- ECUADOR
- EL SALVADOR
- EUROPE
- FINLAND
- FRANCE
- GEORGIA
- GERMANY
- GREECE
- GRENADA
- GUATEMALA
- HONDURAS
- HONG KONG
- HUNGARY
- INDONESIA
- INDIA
- IRELAND
- ISRAEL
- ITALY
- JAMAICA
- KOREA
- LEBANON
- LUXEMBOURG
- MEXICO
- MONGOLIA
- NETHERLANDS
- NICARAGUA
- NIGERIA
- NORWAY
- PANAMA
- PARAGUAY
- PERU
- PHILIPPINES
- POLAND
- POLAND/GERMANY
- PORTUGAL
- PUERTO RICO
- ROMANIA
- RUSSIA
- SAUDI ARABIA
- 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

MiamiRealtors.com/globalpartners

Education & Professional Development

miamirealtors.com/education

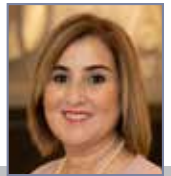


Leticia Oliver-Sanchez

AHWD, e-PRO®, CIPS, RSPS, PSA, SRES, TRC

Chief of
Innovative Education

letty@miamire.com



MIAMI GIVES BACK

\$15,096,366 in Education Credits

In this fast-paced world of real estate knowledge is power. We have seen a significant increase in members utilizing their Education Credits (when you paid your dues in full by June 15). Education credit can be used through February 28, 2024. From Continuing Education (CE) to Designation Credits and \$100 Education Credits, these incentives are designed to empower MIAMI Members with the knowledge and skills needed to navigate an ever-evolving market. From July 1, 2023 to January 12, 2024 a total of \$15,096,366 has been utilized in education credits reflecting the industry's commitment to continuous learning and professional development.

CE Credit Usage (28,108 Professionals)

We provided MIAMI Members the option of taking a 14-hour continuing education, 45-hour post license, or 60-hour Broker Post course at no cost. A total of 28,108 individuals have recognized the importance of ongoing education, utilizing their CE credits during this period. This proactive approach ensures that real estate agents are equipped with the latest information, enhancing their ability to provide top-notch service to clients.

NAR Designation Credit Utilization (33,705 Professionals)

NAR Designation and/or Certification credits signify a commitment to specialization and expertise within specific niches of the real estate market. The fact that 33,705 professionals have availed themselves of these credits is indicative of a growing trend towards specialization. Whether it's an Accredited Buyer Representative Specialist (ABR®), Certified Residential Specialist (CRS) designation, or others, real estate agents are acknowledging the value of becoming experts in their chosen field.



\$100 Education Credit (53,389 Professionals)

Providing a \$100 education credit has proven to be a popular incentive, with an impressive 53,389 professionals making use of this opportunity. This credit can be applied towards a variety of educational offerings, further encouraging real estate practitioners to invest in their knowledge base.

The utilization of education credits from July 1 to November 27, totaling \$15,096,366, is a testament to the industry's dedication to continuous learning and professional growth. As the real estate landscape continues to evolve, practitioners who actively invest in their education will be better positioned to navigate challenges and capitalize on opportunities. This commitment not only enhances individual careers but contributes to the overall advancement and credibility of the real estate profession.



The Firm Rules Policies to Mitigate Risk

April 11 | 9AM - 5PM

This course helps real estate professionals understand the vital role of recruiting for a successful business. Gain skills for effective recruitment, with a focus on retention and strategic agent relationship management.

- Policy manual components & categories
- Federal employment laws and HR policies
- Technology security and data protection

Recruiting for Success | Creating a Vibrant Real Estate Organization

September 12 | 9AM - 5PM

This course guides real estate professionals to recognize the importance of recruiting for success. Develop effective recruitment skills with a focus on retention and strategic agent relationship management.

- Why recruiting is vital to success
- Creating a Value Proposition
- Your Company Culture

Show Me the Money! Compensation Planning

November 21 | 9AM - 5PM

This course covers an integral part of any successful brokerage ... developing a compensation plan.

- The relationship between compensation and profitability for a real estate brokerage
- Review and understand different types of compensation models
- Comparing and analyzing compensation models and profitability

\$129 Mbr. | \$159 Non-Mbr.

Instructor:
John Mayfield
The Real Estate Tech Guy



Two Sold-out Rock the Market Events in 2023!

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 for videos, pictures, and presentations of the events.



MIAMI REALTORS® LEGAL UPDATES & RESOURCES

MiamiRealtors.com/LEGAL



For education and information on relevant legal topics facing the industry from MIAMI REALTORS® Chief Legal Counsel Evian White De Leon, Esq., visit [MiamiRealtors.com/legal](https://miami-realtors.com/legal)

Evian White De Leon, Esq.
Chief Legal Counsel

evian@miamire.com



DISCUSSION OF THESE TOPICS IS ALWAYS PROHIBITED:

- Fixing prices or commissions
- Limiting products or service offerings
- Allocating geographic territory or customers
- Refusing to deal



CONSEQUENCES FOR VIOLATING ANTITRUST LAWS:

- Civil and Criminal Penalties
- Treble Damages and Attorneys' Fees
- Private and Government Enforcement



DO:

- Join MIAMI REALTORS® in committing to antitrust compliance.
- Refuse to participate in any discussions or agreements that violate antitrust laws.
- Focus on advancing the interest of real estate professionals and consumers of real estate services, increasing competition, reducing risk for all parties involved in real estate transactions, and sharing insights on best practices.

ALWAYS MAKE ALL DECISIONS UNILATERALLY AND INDEPENDENTLY!



SOCIAL MEDIA BEST PRACTICES:

- Regularly Monitor Social Media
- Remove Discussions or Comments That Disparage Competitors
- Train your Teams on Proper Social Media Usage



Why Antitrust Issues Matter

MIAMI Association of REALTORS®, Inc. ("MIAMI"), a not-for-profit trade association, is the voice for real estate, influencing and shaping the industry, and is devoted to being the business and public policy advocate for REALTORS®. MIAMI meetings and events often include real estate professionals and other industry stakeholders who compete with each other or work for competing businesses. MIAMI is committed to conducting all meetings and events in a professional, ethical, and lawful manner, including adherence to all antitrust laws.

This ensures pro-consumer, pro-competitive marketplaces that facilitate the sale of real estate. To that end, the topics of this event or meeting will focus on advancing the interests real estate professionals and consumers of real estate services, increasing competition, reducing risk for all parties involved in real estate transactions, and sharing insights on business best practices. The following discussion topics are always prohibited: agreements to fix prices, limiting product or service offerings, allocating geographical territory or customers, and refusing to deal. Any discussion inconsistent with this policy will not be tolerated.

[MiamiRealtors.com/ANTITRUST](https://miami-realtors.com/antitrust)

MIAMI REALTORS®' Commitment to Diversity, Equity & Inclusion

The MIAMI Association of REALTORS® represents more than 61,000 total members engaged in all aspects of real estate, in diverse communities across South Florida. MIAMI REALTORS®' leaders, members, and staff professionals foster a culture where diversity and inclusion are integrated into all aspects of our lives and work. Through inclusive collaboration, which is rooted in mutual respect for our colleagues, we focus on the principles that matter to the Association, our members, and the communities we serve. Those principals also drive how we engage with each other to reach our common goals. We fully embrace all perspectives-regardless of race, ethnicity, gender, religion, age, sexual orientation, gender identity, disability, national origin, socioeconomic status, political affiliation, or any other qualities by which we define ourselves. We commit to bringing out the best in ourselves, uncovering our unique and hidden talents, and celebrating our differences. This framework is essential as we serve our members who help fulfill the dream of home and property ownership in South Florida and all of America.



DISCLAIMERS: For legal advice or representation, contact private counsel or call the Florida REALTORS® Legal Hotline (1-407-438-1409). The information and materials on MIAMI REALTORS® website are provided for educational and informational purposes only and should not be construed as legal advice or as an offer to perform legal services on any subject matter. It contains general information and may not reflect current legal developments or information. Nothing is intended to create an attorney-client relationship and shall not be construed as legal advice.

MIAMI Global Real Estate CONGRESS

November 3-5, 2024
MiamiCongress.com



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MIAMI Global Real Estate Congress

PRIOR
TO **2024 NAR NXT**

Conference & Expo in Boston, MA
November 6-10, 2024

 **MIAMI**
REALTORS
GLOBAL