

The South Florida

LEADERSHIP ISSUE 2025 | MiamiRealtors.com

REALTOR[®]

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MIAMI MiamiRealtors.com - (305) 468-7000
Email Information Request info@miamire.com
Member Services Hotline English: (305) 468-7005
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Education/Event Hotline (305) 468-7066
Registration MiamiRealtors.com/calendar
Broker/Manager Resources MiamiRealtors.com/Brokers
JTHS-MIAMI REALTORS® jths@miamire.com
P: (561) 746-2707 | F: (561) 575-9766
Florida REALTORS® ... floridarealtors.org ... (407) 438-1400
Florida REALTORS® Event Registration ... (800) 669-4327
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Form Simplicity formsimplicity.com (407) 587-1450
NAR Info Central nar.realtor (800) 874-6500
REALTOR.com customercare@realtor.com
(800) 878-4166
DBPR myfloridalicense.com
(850) 487-1395 - F: (850) 488-8040
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(850) 487-1395
ConsumerOpenHouseSearch.....
SouthFloridaOpenHouseSearch.com
MLS Hotline (305) 468-7067
M-F 9 am – 6 pm | Sat. 10 am – 2 pm
MIAMI MLS Resources MiamiRealtors.com/MLS
MLS@miamire.com
MIAMI Trainers Resources ... MiamiRealtors.com/trainers
trainers@miamire.com
Consumer MLS Searches SFPropertySearch.com
Matrix Tech Support 305-468-7067
M-F 9 am - 6 pm | Sat. 10 am - 2 pm
RPR Support 1-877-977-7576 or live chat narrpr.com
iMapp Support ... support@imapp.com | (800) 208-1210
Supra Lock Box/Key supraekey.com | (877) 699-6787
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South Florida
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SunSentinel
MEDIA GROUP

Published by the MIAMI Association of REALTORS®
1800 Oakwood Drive | Miami, FL 33166
info@miamire.com | www.MiamiRealtors.com

Editorial & Design

Chris Umpierre | Chief of Communications

Jorge Llovet | Senior VP of Marketing & Design

Sponsorship and Affiliate Opportunities

Liz Juffin | SVP of Business Development

P: 954-505-5189 | C: 954-815-7370 | lizj@miamire.com

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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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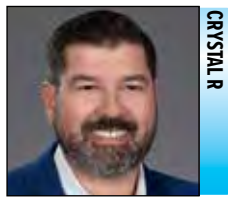
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Photos of MIAMI REALTORS®
EVENTS

2025 MIAMI Corporate Board of Directors



PLATINUM R

Chairman of the Board
Eddie Blanco, C2EX
Stratwell
17687 Northwest 78 Avenue
Miami, FL 33015
O: 305-403-6430
P: 305-609-8546
eddie@stratwellrealestate.com



CRYSTAL R

Chairman of the Board-Elect
Alfredo Pujol
BPR, MRP, C2EX
Compass Florida
605 Lincoln Road, Ste. 700
Miami Beach, FL 33139
C: 305-733-2834
alfredo.pujol@compass.com



GOLDEN R

2024 Chairman of the Board
Augusto J. Fonte, .COM
AJF Properties, Inc.
2100 Ponce De Leon Blvd., Ste. 1111
Coral Gables, FL 33134
C: 305-984-6881
gus@ajfproperties.com



STERLING R

Secretary
Lorenzo Perez Jr.
CCM, CIPS, MSRE, C2EX
OAK CRE
3850 Bird Road, Ste. PH1
Coral Gables, FL 33146
C: 305-310-5568
realestate@lorenzoperezjr.com



GOLDEN R

Treasurer
Wesley Ulloa
C2EX, CLAMS, MSRE
LUXE Properties
55 Merrick Way, Ste. 402
Coral Gables, FL 33134
C: 305-986-7041
P: 305-809-7650
wesley@luxeknows.com



STERLING R

MIAMI Commercial President
Tamika Moses
MSRE, CIPS, SFR, COPE, REWE, AHWID
Robin Bird Realty Inc.
2719 Hollywood Blvd., Ste. A-1486
Hollywood, FL 33020
C: 954-404-4646
tamika@robinbirdrealty.com



GOLDEN R

MIAMI Residential President
Jonathan J. Alfonso
Portal Real Estate
7260 Southwest 39 Terrace, Ste. A
Miami, FL 33155
O: 305-615-1061
C: 305-926-9560
jalfonso@portalre.com



STERLING R

BROWARD-MIAMI President
Larry Singh
SFR, C2EX, AHWID, ABR
Canvas Real Estate
2499 Glades Road, Ste. 112
Boca Raton, FL 33431
P: 561-235-5570
C: 305-216-4271
lsingh@canvasre.com



CRYSTAL R

JTHS-MIAMI President
Ginenne Boehm
ABR, C2EX, CIPS, CRS, GRI, MRP, PMN, AHWID
The Keyes Company
309 South East Osceola, Ste. 204
Stuart, FL 34994
P: 754-224-9000
gin@rgbrealty.com



STERLING R

YPN President
Simo Labriti, SFR
Keller Williams Elite Properties
20801 Biscayne Boulevard
Aventura, FL 33180
P: 786-879-4574
Simo@SimoLabriti.com



GOLDEN R

MIAMI Commercial President-Elect
Denise Chambers Palmer
ABR, SRS
Keys to Legacy Realty, LLC
4300 N. University Drive, C-200
Lauderhill, FL 33351
C: 786-337-5365
denise.chambers@keystolegacy.com



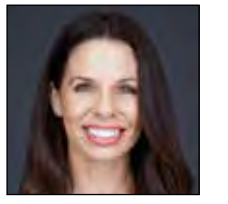
STERLING R

MIAMI Residential President-Elect
Dinorah de Cardenas
AHWD, PMN, PSA
RESF
814 Ponce De Leon Blvd., PH 503
Coral Gables, FL 33134
O: 305.392.1497
C: 305.305.0300
d@resf.com



GOLDEN R

BROWARD-MIAMI President-Elect
Sophia Allen
PMN, ABR, C2EX, AHWID
The Real Estate Professionals
6919 W. Broward Blvd., Ste. 215
Plantation FL 33317
P: 954-884-0049
C: 954-512-0721
sophia@TheRealEstateProfessionalsFL.com



GOLDEN R

JTHS-MIAMI President-Elect
Jaime Kriske
Hobe Sound Broker Associate
Coldwell Banker Realty
2369 Southeast Federal Highway
Stuart, FL 34994
P: 772-773-6701
livinginhobesound@gmail.com



GOLDEN R

YPN President-Elect
Darnell Aponte
SRS, PSA, C2EX, ABR
The Aponte Group at Real Broker, LLC
8291 Champions Gate Boulevard
Davenport, FL 33896
C: 305-697-6793
darnell.theapontegroup.com



GOLDEN R

Director
David Abernathy
e-PRO®, C2EX
Waterfront Properties & Club Communities
825 Parkway Street, Ste. 8
Jupiter, FL 33477
C: 561-628-0128
david@wfpcc.com



GOLDEN R

Director
Fernando Arencibia, Jr.
C2EX, COPE, PSA, e-PRO®
Avanti Way Commercial
8400 Northwest 33 Street, Ste. 104
Doral, FL 33122
C: 786-512-3745
arenci@avantiway.com
fernando@arenciproperties.com



CRYSTAL R

Director
Alberto Carrillo
C2EX, AHWID
The Keyes Company
1400 Alton Road, Ste. 201
Miami Beach 33139
P: 305-975-4909
ACarrillo@keyes.com



STERLING R

Director
George Jalil
RAA, TRC
Miami Way Realty
10950 North Kendall Drive
Miami, FL 33176
P: 305-420-6575
C: 786-303-3435
george@jalilrealtor.com



GOLDEN R

Director
Christina Pappas
C2EX, AHWID
The Keyes Company, Inc.
2121 Southwest 3 Avenue, Ste. 101
Miami, FL 33129
C: 305-803-4437
F: 305-492-7539
christinapappas@keyes.com



GOLDEN R

Chief Executive Officer
Teresa King Kinney
RCE, CAE, CIPS, AHWID, C2EX, RSPS
P: (305) 468-7010
F: (305) 468-7011
tkinney@miamire.com



2025 CORPORATE PRIORITIES

- Communication
- Advocacy
- Engagements

Forward Together Shaping our Future
Miami Empowers its Members

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.

2025 MIAMI COMMERCIAL Board



STERLING R

MIAMI Commercial President
Tamika Moses
MSRE, CIPS, SFR, COPE, RENE, AHWD
Robin Bird Realty Inc.
2719 Hollywood Blvd., Ste. A-1486
Hollywood, FL 33020
C: 954-404-4646
tamika@robinbirdrealty.com



MIAMI Commercial President-Elect
Denise Chambers Palmer
ABR, SRS
Keys to Legacy Realty, LLC
4300 N. University Drive, C-200
Lauderhill, FL 33351
C: 786-337-5365
denise.chambers@keystolegacy.com



STERLING R

2024 MIAMI Commercial President
Lorenzo Perez Jr.
CCIM, CIPS, MSIRE, C2EX
OAK CRE
3850 Bird Road, Ste. PH1
Coral Gables, FL 33146
C: 305-310-5568
realestate@lorenzoperezjr.com



Governor
Louis P. Archambault, Esq.
Saul Ewing LLP
701 Brickell Avenue, 17th Floor
Miami, Florida 33131
P: 305-428-4510
louis.archambault@saul.com



Governor
Kay Conageski
ILM, MRP, REBAC, SRES, CIPS, C2EX
The Keyes Company, Inc.
10091 Northwest 1 Court
Plantation, FL 33324
P: 954-336-2166
KayConageski@Keyes.com



Governor
David Gonzalez
C2EX, AHWD, e-PRO®, PSA, RENE, SFR, SRES, SRS
The Keyes Company
2121 Southwest 3 Avenue, 3rd Floor
Miami, FL 33129
P: 305-747-8171
davidgonzalez@keyes.com



CRYSTAL R

Governor
Jennifer M. Forbes
CIPS, C2EX, AHWD
Commercial TeamMates, Inc.
1500 South Douglas Road, Ste. 200
Coral Gables, Florida 33134
O: 305-446-7905
C: 305-788-6051
jennifer@commercialteammates.com



STERLING R

Governor
Francisco Giron
MBA, MSRE, CCIM
Vivo Real Estate Group
2700 West 84 Street
Hialeah, FL 33016
C: 305.924.5864
fgiron@vivogroup.net



STERLING R

Governor
Michelle Gonzalez MSIRE
Floridian First Realty
710 South Dixie Highway, Ste. 100
Coral Gables, FL 33146
O: 305.667.5235
C: 305.582.4352
MGonzalez@FLFirstRealty.com



GOLDEN R

Governor
Daniel A. Guerra
AHWD, C2EX, DEL, LEAD, PSA, CRS
Fortune International Realty
2666 Brickell Avenue
Miami, FL 33129
P: 305-338-0126
DG@DanielGuerraTeam.com



Governor
Thomas Havron
Newmark
1111 Brickell Avenue, Ste. 2000
Miami FL, 33131
O: 305-390-4200
M: 713-446-3200
TomHavron@ROI-CRE.com



Governor
Arden Karson
Karson & Co.
17501 Biscayne Boulevard, Ste. 330
Aventura, FL, 33160
P: 786-271-3447
arden@karsonco.com



CRYSTAL R

Governor
Diego Leiva
Keller Williams/ KW Commercial
550 Biltmore Way, PH2 A-B
Coral Gables, FL 33134
P: 305-662-7325
C: 305-582-2790
dleiva@kwcommercial.com



Governor
Ronald Mann
Madison Capital Realty Advisors
1200 Brickell Avenue, Ste. 230
Miami, FL 33131
P: 305-490-1404
Ron@MCG-Reality.com



CRYSTAL R

Governor
George Reyes
The Keyes Company
809 North Flagler Avenue
Homestead, FL 33030
M: 305-986-4747
GeorgeReyes@keyes.com



CRYSTAL R

Governor
Jose Maria "Chepe" Serrano
CCIM, GRI, AHWD, C2EX
New Miami Realty
M: 305-283-0492
chepe@newmiamiirealty.com



Governor
Otto Travieso, CCIM
AJF Properties, Inc.
2100 Ponce De Leon Blvd, Ste. 1111
Coral Gables, FL 33134
C: 305-785-7325
otto@ottotravieso.com



Governor
Pablo Vignolo
The Hype Real Estate Group
219 NW 20 Street, Ste. 101 & 102
Miami, FL 33127
P: (305) 303-3837
pablo@thehypegroup.com



CRYSTAL R

Governor
Jennifer Wollmann CIPS, C2EX
Avanti Way Commercial
8400 Northwest 33 Street, Ste. 104
Miami, FL 33122
P: 305-776-2792
jwollmann@avantway.com



Governor
Brian Zoberg CBB
Suncoast Business Consultants
15800 Pines Boulevard, Ste. 3027
Pembroke Pines, FL 33027
P: 305-301-2443
F: 305-847-0395
brian@suncoastbiz.net



STERLING R

Chief of Commercial
Alian Collazo
P: (305) 468-7000
alian@miamire.com

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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2025 MIAMI COMMERCIAL PRIORITIES

- Focus on Commercial Certificate expansion.
- Quarterly Commercial Marketplace: Spotlight top properties and provide live feeds.
- Membership Expansion: Increase member outreach and engagement.



GOLDEN R

MIAMI Residential President
Jonathan J. Alfonso
Portal Real Estate
7260 Southwest 39 Terrace, Ste. A
Miami, FL 33155
O: 305-615-1061
C: 305-926-9560
jalfonso@portalre.com



STERLING R

MIAMI Residential President-Elect
Dinorah de Cardenas
AHWD, PMN, PSA
RESF
814 Ponce De Leon Blvd., PH 503
Coral Gables, FL 33134
O: 305.392.1497
C: 305.305.0300
d@resf.com



GOLDEN R ★

2024 MIAMI Residential President
Justine Jimenez Garcia
CRS, COPE, C2EX, AHWD, MRP
Countywide Properties ERA
6431 Coral Way
Miami, FL 33155
P: 305-264-6660
C: 305-632-5523
justine@countywideproperties.com



STERLING R

Governor
Katherine Arteta
C2EX, SFR, SRS
Luxe Properties
1911 Northwest 150 Avenue, Ste. 202
Pembroke Pines, FL 33028
C: 305-725-2368
katherine@investinsouthfl.com



PLATINUM R ★

Governor
Manuel Bouza
CRS, SFR
MIAMI NEW REALTY
2470 NW 102 Place, Ste. 102
Doral, FL 33172
O: 305-495-8097
Manny@miaminewreality.com



Governor
Chandra Etienne
C2EX, PSA, AHWD, MSIRE
The Core Real Estate Advisors
9555 Southwest 175 Terrace
Palmetto Bay, FL 33157
C: 786-873-8899
chandra@chandraetienne.com



STERLING R

Governor
Shane Graber
Graber Realty Group LLC
6701 Biscayne Boulevard
Miami, FL 33138
C: 305.606.2200
O: 786.362.5672
shane@graberrealty.com



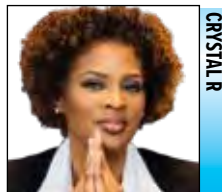
STERLING R

Governor
Carlos Gutierrez
PSA, C2EX, ABR, CLHMS
Gutierrez Group Miami Real Estate
Coldwell Banker Realty
1682 Jefferson Avenue
Miami Beach, FL 33139
C: 305-710-9655
Carlos@GGMiamiRE.com



GOLDEN R

Governor
Ines Hegedus-Garcia C2EX
Avanti Way Realty
15805 Biscayne Boulevard, Ste. 307
North Miami Beach, FL 33160
C: 305-206-9366
ines@miamism.com



CRYSTAL R

Governor
Angelique Hibbert
GRI, SRS, ABR, CIPS, C2EX, PSA, C2EX, RENE, CIPS, COPE
EXP Realty
9429 Harding Avenue, Ste. 162
Surfside, FL 33154
C: 786-262-5345
ANHibbert25@gmail.com



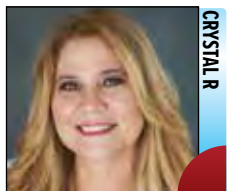
STERLING R

Governor
Joanna Jimenez
Compass
605 Lincoln Road, 7 Floor
Miami Beach FL 33139
C: 305-302-6384
joanna.jimenez@compass.com



STERLING R

Governor
Linda Julien
Megalopolis, LLC
1801 NE 123 Street, Suite 314
North Miami, FL 33181
P: 786-258-4848
linda@onemegalopolis.com



CRYSTAL R

Governor
Vivian Macias
CRS, GRI, SRS, CIPS, CLHMS, PMN, AHWD
Principal Properties, Inc.
3295 West 4 Avenue
Hialeah, FL 33012
vivian@principalproperties.com
T: 305-300-4425



STERLING R

Governor
Jose Medina
Chez Realty
12595 SW 137 Avenue, Ste. 311
Miami, FL 33186
P: 786-280-4186
jose@chezre.com



CRYSTAL R

Governor
Martha Pomares
CIPS, CRS, CBR, C2EX, GRI, e-PRO®, PSA, AHWD, SFR, ABR, SRS
Douglas Elliman
1515 Sunset Drive, Ste. 10
Coral Gables, FL 33143
P: 305-695-6060
C: 305-298-4978
martha.pomares@elliman.com



STERLING R

Governor
Jeanette Pressman
C2EX, MSIRE
Dezer Platinum Realty LLC
18001 Collins Avenue, 31 Floor
Sunny Isles Beach, FL 33160
P: 786-205-0525
jeanettepressman@gmail.com



STERLING R

Governor
Ruben Sanchez
CIPS, ABR, C2EX, AHWD, e-PRO®, PSA, RSPS
DoMi Real Estate Advisors
100 Biscayne Boulevard, Ste. 1114
Miami, FL 33132
P: 305.646.9096
ruben@domirealestate.com



STERLING R

Governor
Julie Sidorevskaya
C2EX, BROR, COPE
Julie's Realty
1700 Kennedy Causeway, Ste. 160
North Bay Village, FL 33141
C: 305-340-1857
P: 305-751-6400
F: 786-517-2960
Julie@JuliesRealty.net



STERLING R

Governor
Alberto Vasquez
C2EX, SRS
Keller Williams Realty Partners SW
2000 NW 150 Ave., Ste. 1100
Pembroke Pines, FL, 33028
M: 786-460-4578



CRYSTAL R

Governor
Surelis Yanes
AHWD, PMN, PSA
Floridian First Realty
710 S. Dixie Highway
Coral Gables, FL 33146
C: 786-423-4990
surelisyanes@gmail.com



STERLING R

Chief of Residential & Advocacy
Danielle Blake
P: 305-468-7017
F: 305-468-7018
danielle@miamire.com

FORWARD TOGETHER SHAPING OUR FUTURE

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 2,100 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.

In 2025, we will continue to work on making the best possible MLS available to MIAMI members, which has always been a priority. We will raise the bar on data integrity, innovation and enhance the consumer experience. MIAMI Members have a choice of MLS Primary Platforms: Matrix 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 Florid a MLS/MIAMI MLS pledges to provide Buyers, Sellers and Renters with the best and widest range of

2025 RESIDENTIAL PRIORITIES

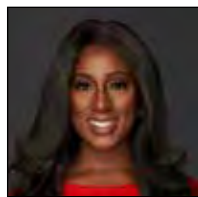
- Activate Members
- Activate Advocacy
- Activate Assets

2025 | BROWARD-MIAMI Board



STERLING R

BROWARD-MIAMI President
Larry Singh
 SFR, CZEK, AHWID, ABR
 Canvas Real Estate
 2499 Glades Road, Ste. 112
 Boca Raton, FL 33431
 P: 561-235-5570
 C: 305-216-4271
 lsingh@canvasre.com



BROWARD-MIAMI President-Elect
Sophia Allen
 PMN, ABR, CZEK, AHWID
 The Real Estate Professionals
 6919 W. Broward Blvd., Suite 215
 Plantation FL 33317
 P: 954-884-0049
 C: 954-512-0721
 sophia@TheRealEstateProfessionalsFL.com



CRYSTAL R

2024 BROWARD-MIAMI President
Venus Proffer
 PMN, CRS, e-PRO®, PSA, MRP, CLHMS, CZEK
 Coldwell Banker Realty
 901 East Las Olas Boulevard, Ste.101
 Fort Lauderdale, FL 33301
 C: 954-816-8992
 YourAgentVenus@gmail.com



STERLING R

Governor
Vicki Allen
 ABR®, AHWID, CZEK, e-PRO®, HFR, PSA, SFR®, SRES®, SRS
 The Keyes Company
 1999 N. University Drive, Ste. 100
 Coral Springs, FL 33071
 C: 954-282-1422
 vickiallen@keyes.com



Governor
Lakesha "Kesha" Anderson
 London Foster Realty, PMN
 407 Lincoln Road, Ste. 10G
 Miami Beach FL 33139
 P: 954-882-0448
 keshadanderson@gmail.com



Governor
Edward Boateng
 ABR, AHWID, SRS, RENE
 Keller Williams Realty Consultants
 3301 N. University Drive, Ste. 120
 Coral Springs, FL 33065
 C: 305-992-3976
 C: 305-401-7001
 ABoateng@TeamBoateng.com



STERLING R

Governor
Avril K. Cherasard
 SRS, ABR, e-PRO®, AHWID, CPS, RENE, CREIS, SFR
 Team Cherasard
 EXP Realty South FL.
 P: 305-417-9242
 avrilmyrealtor@gmail.com



CRYSTAL R

Governor
Arleen Davis-Slagle
 ABR, CRB, CREIS, e-PRO®, CIPS, BPOB, GRI, MRP, PSA, SRES, SRS, AHWID, CDE, REPM, CIPS, BPOB
 Realty Home Advisors International
 9174 Glades Rd., Boca Raton, FL 33432
 P: 561-613-0393
 C: 786-344-8445
 F: 561-451-9377
 arleendavis@yahoo.com



STERLING R

Governor
Oscar Daza
 CZEK, MRP, PSA, SRS
 The Keyes Company, Inc.
 1999 N. University Drive, Ste. 100
 Coral Springs, FL 33071
 C: 954-815-8056
 OscarDaza@keyes.com



Governor
Cheri-Lynn Diamond, AHWID, CZEK
 Douglas Elliman
 450 East Las Olas Boulevard, Ste. 140
 Fort Lauderdale, FL 33301
 C: 954-383-9875
 O: 954-874-0740
 Cheri-Lynn.Diamond@Elliman.com



STERLING R

Governor
Allan Fequiere
 Canvas Real Estate
 2499 Glades Road, Ste. 112
 Boca Raton, FL 33431
 C: 954-968-1400
 afequierepa@gmail.com



Governor
Judith M. Fernandez
 Fernandez Ugarte Group at
 Weichert, Realtors-Capella Estates
 2800 Weston Road, Ste. 103
 Weston, FL 33331
 C: 305-308-8554
 judithmf@me.com



Governor
Jay Granieri, SRS
 ONE Sotheby's International Realty
 401 E. Las Olas Blvd., Ste. 100
 Fort Lauderdale, FL 33301
 C: 310-713-9090
 Jgranieri@onesothebysrealty.com



STERLING R

Governor
Kyshana Guzman
 AHWID, PMN, PSA, SRS
 Keller Williams Realty Partners SW
 2000 NW 150 Avenue
 Pembroke Pines, FL 33028
 P: 954-559-0834
 kyshana@kw.com



Governor
Sherryl King-Weathers
 AHWID, ABR, CZEK, CIPS, RENE, e-PRO®, PSA, SFR, MRP
 The Negasi Legacy Group™ at
 World Renowned Real Estate
 516 Northwest 16 Avenue
 Fort Lauderdale, FL 33311
 P: 786-766-9048
 stormyweathersrealtor@gmail.com



Governor
Sommer J. Norris
 CZEK, AHWID, CDE, ABR, SRS, RENE, CRS
 AVANTI WAY PREMIERE
 55 Weston Road, Ste. 403
 Weston FL 33326
 C: 954-548-4264
 NorrisRealtors@gmail.com



STERLING R

Governor
Christopher Ricci
 GRI, MSP, SFR, PMN, CZEK
 RE/MAX Integrity Group
 12515 Orange Drive, Suite 805
 Davie, FL 33330
 C: 954-770-8872
 ChrisRicci@remax.net



Governor
Fabiana D. Rodriguez
 CF, SRES, MRP, CPE, CCA, CDE
 Compass
 2500 Weston Road, Suite 404
 Weston, FL 33331
 P: 954-479-0414
 fabiana.rodriguez@compass.com



STERLING R

Governor
Patrick Simm
 AHWID, CRS, e-PRO®, GRI, PSA, SFR, MBA
 Keller Williams Realty Partners SW
 2000 N.W. 150th Ave., Ste. 1100
 Pembroke Pines, FL 33028
 P: 954-237-0400
 C: 954-709-8258
 OCR@PatrickSimm.com



STERLING R

Governor
Laurie Spector, JD
 ABR, CLHMS, CZEK, SRS, PSC
 Compass Florida LLC
 1200 East Las Olas Blvd., Ste. 103
 Fort Lauderdale, FL 33301
 C: 954-608-7104
 laurie.spector@compass.com



Chief of Broward
Claudia Bailly
 P: 305-338-7400
 F: 305-468-7030
 claudiab@miamire.com



2025 BROWARD-MIAMI PRIORITIES

- Collaboration and Partnerships
- Broker Outreach and Engagement
- Advocacy and RPAC
- Ambassador Engagement

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. 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 279 partners worldwide.

2025 JTHS-MIAMI Board



CRYSTAL R

JTHS-MIAMI President
Ginenne Boehm
ABR, C2EX, CIPS, CRS, GRI, MPR, PMN, AHWD
The Keyes Company
309 South East Osceola, Ste. 204
Stuart, FL 34994
754-224-9000
gin@rgbrealty.com



JTHS-MIAMI President-Elect
Jaime Kriske
Hobe Sound Broker Associate
Coldwell Banker Realty
2369 Southeast Federal Highway
Stuart, FL 34994
P: 772-734-6701
livinginhobesound@gmail.com



STERLING R

2024 JTHS-MIAMI President
Courtney Smitheman
Crane Reed Properties, LLC
967 Alternate A1A, Ste. 3
Jupiter, FL 33477
C: 561-301-0932
csmitheman@crane-reed.com



Governor
Joacim Borg
Index Realty, LLC
1000 N US Hwy One, Suite 902
Jupiter, FL 33477
O: 561-571-1015
C: 561-421-4922
Joacim.borg@indexre.com



Governor
Monica Brisson
GRI, CIPS, TRC, SFR, SRS, PSA, AHWD, CRS, RENE, RSPS, CE2EX
Dalton Wade Inc.
monica@monicabrisson.com
P: 561-317-8645
Skype: monbriss1



CRYSTAL R

Governor
Phyllis Choy
CIPS, AHWD, C2EX, ABR, CRS, e-PRO®
Water Pointe Realty Group
393 Tequesta Drive
Tequesta, FL 33469
C: 561-358-5508
Pchoy@bellsouth.net



Governor
Denise Craig C2EX
Jupiter by the Sea Realty
216 Florence Drive
Jupiter, FL 33458
P: 561-201-3905
Denise.CraigRealtor@gmail.com



Governor
Kristen Danzig SFR
Compass Florida LLC
5370 Donald Ross Road
Palm Beach Gardens, FL 33418
C: 561.398.5931
Kristendanzig@compass.com



STERLING R

Governor
Rita Dickinson
Keyes Company
218 N US Highway One
Jupiter, FL 33469
P: 561.262.0847
RitaDickinson@Keyes.com



Governor
Elizabeth Folmar
Waterfront Properties and
Club Communities
825 Parkway Street, Ste. 8
Jupiter, FL 33477
C: 561-351-3958
liz@wfpcc.com



Governor
Rebecca Giacobba
AHWD
GIA Luxury Group of Lpt Realty
North Palm Beach, FL 33410
P: 410-320-4868
rebecca@giarealtyteam.com



Governor
Shauna Hostetler
C2EX, AHWD, ABR
Avanti Way Realty
1132 West Indiantown Road., Ste 201
Jupiter, FL 33458
C: 561-685-5600
shaunahh@gmail.com



STERLING R

Governor
Janine Meyer
AHWD, C2EX, GRI
The Keyes Company
309 Southeast Osceola St., Ste. 204
Stuart, FL 34994
C: 954-775-7113
janine@rgbrealty.com



CRYSTAL R

Governor
Jim Norton
MBA, CRS, CLHMS
Douglas Elliman Real Estate
1675 Market Street, Ste. 210
Weston, FL 33326
C: 954-600-5896
Jim@JimNortonPA.com



STERLING R

Governor
Kim Price
CIPS, CE2X
Berkshire Hathaway
HomeServices - FL Realty
351 US Highway One, Ste. 104
Jupiter, FL 33477
C: 561-379-4554
Kimpriceraltor@gmail.com



STERLING R

Governor
Bernie Rubinstein
AHWD, C2EX, ABR
Coldwell Banker Realty
4590 PGA Boulevard, Ste. 108
Palm Beach Gardens, FL 33418
C: 561-373-2447
BernieSellsRE@aol.com



STERLING R

Governor
Lorry Santana
CIPS, AHWD, HFR
Compass Florida, LLC
150 Worth Avenue, Ste. 232
Palm Beach Isle, FL 33480
C: 305-338-0004
Lorry.Santana@compass.com



Governor
Charlie W. Siebrecht
Professional Real Estate Advisors LLC
3450 Northlake Blvd., Ste. 285
Palm Beach Gardens, FL 33403
C: 561-262-4640
O: 561-264-1125
chass@bellsouth.net



Business Partner
Chuck Carter
Mortgage Loan Officer
Movement Mortgage
4400 PGA Boulevard, Suite 406
Palm Beach Gardens, FL 33410
Cell: 561-222-5982
Chuck.Carter@Movement.com



Business Partner
Mac Ross
Ross Felty, a Real Estate Law Firm
725 N. Hwy A1A, Ste. C112
Jupiter, FL 33477
O: 561-614-6606
C: 561-632-8807
mac@rossfelty.com



Vice President JTHS-MIAMI
Stephanie Zamora
P: 561-746-2707
F: 561-575-9766
stephanie@miamire.com

JTHS-MIAMI Board

2025 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 2025 board will be laser-focused on relevant issues in our industry such as affordable housing and REALTOR® advocacy.

2025 JTHS-MIAMI PRIORITIES

- Community Connections
- Broker Connections
- Member Connections
- Connections and Partnerships
- RPAC & Advocacy



MiamiRealtors.com/JTHS

2025 YPN MIAMI - Young Professionals Leadership Board



STERLING R

YPN President
Simo Labritti^{SFR}
Keller Williams Elite Properties
20801 Biscayne Boulevard
Aventura, FL 33180
786-879-4574
Simo@SimoLabritti.com



GOLDEN R

YPN President-Elect
Darnell Aponte
SRS, PSA, CZEK, ABR
The Aponte Group at Real Broker, LLC
8291 Champions Gate Boulevard
Davenport, FL 33896
C: 305-697-6793
darnell.theapontegroup.com



STERLING R

2024 YPN President
Dania Diaz
CRS, TRC, MRP, ONE, CZEK, PSA, ABRWD, ABR
RE/MAX Advance Realty
5796 Sunset Drive
South Miami FL 33143
P: 786-380-5180
daniadiaz@remax.net



Broward YPN Chair
Khalid Bryan
CZEK, PMMG
The Investment Property Gurus Solutions
Group at Killer Williams Partners SW
1975 East Sunrise Boulevard, Ste. 533
Fort Lauderdale, FL 33304
P: 954-348-2954
theinvestmentpropertygurus@gmail.com



STERLING R

JTHS-MIAMI YPN Chair
Lorry Santana
CIPS, ABRWD, HFR
Compass Florida, LLC
150 Worth Avenue, Ste. 232
Palm Beach Isle, FL 33480
C: 305-338-0004
Lorry.Santana@compass.com



Maritza Aguiar
LUXE Properties
55 Merrick Way #402
Coral Gables, FL 33134
P (305) 479-8163
maritza@luxeknows.com



STERLING R

Tara Carter
Real Broker
3301 N. University Dr., Ste. 120
Coral Springs, FL 33065
P: 954-661-6990
tara@greatfloridahomes.com



STERLING R

Antonio Correa^{CRS}
The Anchor group at Serhant
25 SW 9 Street, Ste. 500
Miami, FL 33130
info@antoniosellsmiami.com



Madison Gardner
Cervera Real Estate inc
1450 South Miami Avenue
Miami, FL 33130
P: 786-587-6959
madmovesmiami@gmail.com



STERLING R

Mate Granic^{CRS}
Keller Williams Premier Properties
11420 North Kendall Drive, Ste. 207
Miami, FL 33176
P: 305-924-3393
Matemiamia@kw.com



Edward Guardinu
Luxe Properties
55 Merrick Way, Ste. 402
Coral Gables FL 33134
305-951-1552
edward@luxeknows.com



STERLING R

Marlene Llamas Leon
ABWD, CZEK, PSA, CIPS, PMM, ABR, CRS
LPT Realty
1400 S. International Drive, Ste. 1020
Lake Mary, FL 32746
P: 786-547-7954
marlene@marlenellamasleon.com



STERLING R

Bethany Martinez
ABR, MRP, PSA, SRS
RelatedISG Realty LLC
350 Northeast 24 Street, Ste. 103
Miami, FL 33137
C: 786-329-9021
realtor@bethanymartinez.com



STERLING R

Brian Morillo
EXP Realty LLC
915 Middle River Dr Ste 313
Ft. Lauderdale, FL 33304
P: 954-371-6944
themorillogroup@gmail.com



Samantha Noriega
Lifestyle International Realty
8100 Governors Square Blvd. Ste. 405
Miami Lakes, FL 33016
P: 786-603-5255
re@agentsamantha.com



Kayla Revelus
e-PRO®, RENE, ABR
EXP Realty LLC
6700 North Andrews Avenue
Ft. Lauderdale, FL 33309
P: 754-757-7690
connect@kaylarevelus.com



Laura Rivero
e-PRO®, ABR
Coldwell Banker Realty
20803 Biscayne Blvd Ste 102
Aventura, FL 33180
P: 786-617-7744
listitwithlaura305@gmail.com



Ashley Silva^{CZEK}
Coldwell Banker Realty
20803 Biscayne Boulevard, Ste. 102
Aventura, FL 33180
C: 407-222-9596
ashleysilvamiami@gmail.com



STERLING R

Duriel Taylor
e-PRO®, HFRIC, PSA, SFR, RENE, ABR, CZEK
Canvas Real Estate
2499 Glades Road. Ste 112
Boca Raton, FL 33431
P: 954-439-8865
dtaylorrestate@gmail.com



STERLING R

Karen Trivino
SRS, CZEK
Pini Real Estate
14380 Southwest 139 Court
Miami, Florida 33186
C: 786-838-3839
Trivino.Karen@gmail.com



Steven Vivar
LUXE Properties
55 Merrick Way, Ste. 402
Coral Gables, FL 33134
P: 305-331-2137
stevenvivar@gmail.com



STERLING R

SVP for YPN
Kevin Puricelli
P: 305-468-7023
F: 305-468-7030
kevin@miamire.com

2025 YPN MIAMI PRIORITIES

- Innovative & Creative Education
- Accountability & Execution
- Global Engagement
- Collaboration
- Addressing Real Estate Pain Points
- YPN PRO Ambassador Program & YPN PRO
- YPN Branding
- Advocacy & RPAC





Teresa King Kinney
GAC, RCE, CIPS, TRC
Chief Executive Officer
P: 305-468-7010 | F: 305-468-7011
tkinney@miamire.com



Evian White De Leon, Esq.
Chief Legal Counsel & COO
P: 305-468-7020 | C: 954-849-6016
evian@miamire.com



Danielle Blake
Chief of Residential & Advocacy
P: 305-468-7017 | F: 305-468-7018
danielle@miamire.com



Liz Sturrock
RCE, e-PRO, CCR
Chief of MLS & Innovation
P: 305-468-7045 | F: 305-468-7030
liz@miamire.com



Claudia Bailly
Chief of Broward
P: 305-338-7400 | F: 305-468-7030
claudiab@miamire.com



Alian Collazo
Chief of Commercial
P: 305-468-7074 | F: 305-468-7030
alian@miamire.com



Ana Maria Rodriguez, MSL
Chief of Strategic Initiatives
P: 305-468-7017 | F: 305-468-7046
ana@miamire.com

PROFESSIONAL DEVELOPMENT



Leticia Oliver-Sanchez
ARND, e-PRO®, CIPS, RSPS, PSA, SRES, TRC
Chief of Innovative Education
P: 305-468-7077 | F: 305-468-7078
letty@miamire.com



Cecilia Echezabal
Chief Concierge
P: 305-468-7090 | F: 305-468-7030
cecilia@miamire.com



Sheila Caballero, TRC
VP of Registration
P: 305-468-7028 | F: 305-468-7070
sheila@miamire.com



Jean-Marc Verne
Professional Development Specialist
P: 305-468-7099 | F: 305-468-7070
jean@miamire.com



Xochitl Rieche
Professional Development Specialist
P: 305-468-7044 | F: 305-468-7043
xochi@miamire.com



Carmen Vesga, MBA, CIPS, ARND
Professional Development Director
P: 305-468-7055 | F: 305-468-7070
carmen@miamire.com



Gay Cororaton, CRE
Chief Economist
P: 202-492-6797
gay@miamire.com

S.E. BROWARD

ECONOMY

HEADQUARTERS | MEMBER SERVICES



Christian D. Hidalgo
Senior VP of Operations
P: 305-468-7050 | F: 305-468-7030
christian@miamire.com



Luis Rivero
Senior Member Services Specialist
P: 305-468-7035 | F: 305-468-7030
luis@miamire.com



Sashy Lams
Senior Member Services Specialist
P: 305-468-7028 | F: 305-468-7030
sashy@miamire.com



Tanesha West
Senior Member Services Coordinator
P: 305-468-7093 | F: 305-468-7030
tanesha@miamire.com



Andoni Egurrola
Member Services Advisor
P: 305-468-7052 | F: 305-468-7030
andoni@miamire.com



Jasmine Amaro
Manager of Concierge Services
P: 305-468-7087 | F: 305-468-7030
jasmine@miamire.com



Lizbeth Martinez
Member Services Specialist
P: 305-468-7088 | F: 305-468-7030
lizbeth@miamire.com

HEADQUARTERS | MEMBER SERVICES



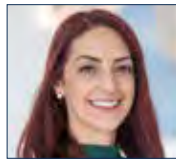
Benjamin Costa
MLS & Membership Specialist
P: (305) 707-6386
benjamin@miamire.com



Ernesto Rodriguez
MLS & Membership Specialist
P: (305) 707-6419
ernesto@miamire.com



Lizbeth Rojas
MLS & Membership Specialist
P: (305) 707-6376
lizbeth@miamire.com



Melissa Ferreiro
MLS & Membership Specialist
P: (305) 707-6246
melissaf@miamire.com



Jenny Perez
MLS & Membership Specialist
P: (305) 707-6487
claudia@miamire.com



Claudia Callegari
Operator & Concierge Services
P: 305-468-7024 | F: 305-468-7030
claudia@miamire.com



Diana Brown
Operator
P: 305-468-7000 | F: 305-468-7030
diana@miamire.com

HEADQUARTERS | MEMBER SERVICES



Joseph Penalver
Sr. VP of Member Services
P: 954-505-5191 | F: 305-468-7030
joseph@miamire.com



Maria Anderson
Sr. Member Services Specialist
P: 305-468-7038 | F: 305-468-7030
maria@miamire.com



Manuel Amparo
Member Services Specialist
P: 305-468-7059 | F: 305-468-7030
manuel@miamire.com



Anthony Castellano
Member Services Specialist
P: 305-468-7000 | F: 305-468-7030
anthony@miamire.com



Eureka R. Christopher, MBA
Chief Financial Officer
P: 305-468-7082 | F: 305-468-7083
eureka@miamire.com



Arlande Cherizol
Accounting Supervisor
P: 305-468-7075 | F: 305-468-7030
arlande@miamire.com



Marlene Rios, ARND, CCEK
Senior Accountant
P: 305-468-7095 | F: 305-468-7006
marlene@miamire.com

ACCOUNTING

WEST BROWARD - SAWGRASS | MEMBER SERVICES



Kenneth Brown
Manager of Concierge Services
P: 954-843-9776 | F: 954-843-9779
ken@miamire.com



Carlos M. Duarte
MLS & Member Services Specialist
P: 305-468-7033 | F: 305-468-7030
carlos@miamire.com



Maria I. Cardona
Member Services Specialist
P: 954-843-9774 | F: 305-468-7030
maria@miamire.com



Nick Suarez
MLS & Member Services Specialist
P: 954-505-5188 | F: 305-468-7030
nick@miamire.com



Jalina Pittman
Director of Broward Outreach
P: 954-843-9775 | F: 305-468-7030
jalina@miamire.com



Brian Bernal
MLS & Member Services Specialist
P: 305-468-7084 | F: 305-468-7030
brian@miamire.com



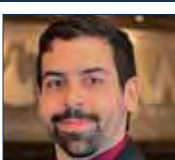
Liz Juffin
Senior VP of Business Development & Global
P: 954-505-5189
liz@miamire.com

AFFILIATES & GLOBAL

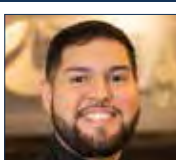
JTHS- MIAMI | MEMBER SERVICES



Stephanie Zamora
Vice President JTHS-MIAMI
P: 561-935-9019 | F: 561-575-9766
stephanie@miamire.com



Pascal De Vienne
Member Services Specialist | JTHS-MIAMI
P: 561-935-6056 | F: 561-575-9766
pascal@miamire.com

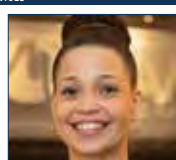


Eric Rosabal
Member Services Specialist
P: 305-707-5836 | F: 305-468-7030
eric@miamire.com



Liset Hanes
Senior VP of Training & NWD
P: 305-468-7002 | F: 305-468-7016
liset@miamire.com

NORTHWESTERN DADE | MEMBER SERVICES



Elianny J. Guerrero
Assistant Manager | NWD
P: 305-468-7051 | F: 305-468-7030
elianny@miamire.com



Yamileth Nuñez
Manager of Aventura
P: 305-468-7034 | F: 305-468-7030
yami@miamire.com



Nury Zaghab
Member Services Specialist
P: 305-707-6416
nury@miamire.com

AVENTURA | MEMBER SERVICES

LEGAL



Melissa del Valle, Esq.
Senior Legal Counsel
P: 305-468-7040 | C: (954) 830-4839
melissa@miamire.com



Elizabeth Soto, Esq.
Associate Legal Counsel
P: 305-707-6445 | F: 305-468-7030
elizabeth@miamire.com

PROFESSIONAL STANDARDS



Maggie Curiel
VP of Prof. Standards & Broker Relations
P: 305-468-7089 | F: 305-468-7058
maggie@miamire.com



Pritticy Berrios
Professional Standards Administrator
P: 305-468-7041
pritticy@miamire.com

RPAC



Valeria Morena
VP of Political Engagement
P: 305-468-7054
valeria@miamire.com

FACILITIES



Louis Diaz
Facility Director
P: 305-468-7029 | F: 305-468-7030
louis@miamire.com



Helen Paz
Facility Specialist
P: 305-468-7000
helen@miamire.com

COMMUNICATIONS, MEDIA & DESIGN



Chris Umpierre
Chief of Communications
P: 305-468-7047 | F: 305-468-7030
chris@miamire.com



Jorge Llovet, AHWID
Senior VP of Marketing & Design
P: 305-468-7026 | F: 305-468-7027
jorge@miamire.com



David Garcia, AHWID
Senior VP of Media & Design
P: 305-468-7098 | F: 305-468-7070
david@miamire.com



Kevin Puricelli, CPS
Senior VP of YPN
P: 305-468-7023 | F: 305-468-7030
kevin@miamire.com



Oliver Lopez
VP of Creative Services
P: 305-468-7054
oliver@miamire.com

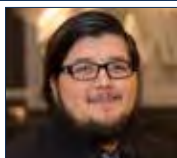


Bolivar Bique-Peterson
VP of Design and Creative
P: 954-505-5194 | F: 305-468-7030
bolivar@miamire.com

IT TECH



Jesus Fera
Senior VP of Information Technology
P: 305-468-7008
jesus@miamire.com



Blake Albertson
Web Development Specialist
P: 305-468-7003
blake@miamire.com



Gabriel Gomez
Technical Support Specialist/Developer
P: 305-468-7017 | F: 305-468-7030
gabriel@miamire.com



Connie Nieto
Senior VP of Technology Services
P: 305-468-7057 | F: 305-468-7016
connie@miamire.com



Christy Denys
Instructor of Technology Services
P: 786-491-8018
christy@miamire.com



Tyson Hanes
VP of Training & Tech Documentation
P: 305-468-7085 | F: 305-468-7030
tyson@miamire.com

MLS



Michael Curiel
Senior VP of MLS Operations
P: 305-468-7096 | F: 305-468-7030
michael@miamire.com



Ivette Sostre
Director of MLS
P: 305-468-7037 | F: 305-468-7030
ivette@miamire.com



Woodley Cherizol
Director of IDX & MLS Data Integrity
P: 305-468-7076 | F: 305-468-7030
woody@miamire.com



Sarah Jensen, CEXX
Senior MLS Specialist
P: 561-935-8067 | F: 305-468-7030
sarah@miamire.com



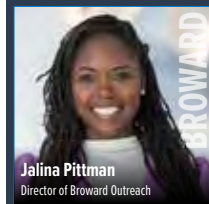
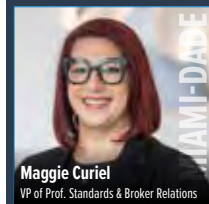
Nicole Cabrera
MLS Specialist
P: 305-707-6232 | F: 305-468-7030
nicole@miamire.com



Lori McQuestion, AHWID, e-PRO®, GSI
MLS Specialist
P: 954-843-9779 | C: 954-895-7464
lori@miamire.com

Member Outreach – Connecting With You!

Our Member Outreach team connects with South Florida brokers and agents, offering product presentations and customized training — a valuable MIAMI Membership benefit.



New MIAMI REALTORS® Global Headquarters: DESIGNED BY & FOR OUR MEMBERS

MIAMI Association of REALTORS® (MIAMI) members didn't have many places to get together and make real estate deals happen at the old MIAMI REALTORS® headquarters. It was either a small conference center, computer lab or cramped elevator lobby. Not anymore.

MIAMI's new five-story, Class A Global Headquarters more than doubles the association's space for member training,

education, and networking. This modern facility for the nation's largest local Realtor group with 60,000 members means more MIAMI REALTORS® will be trained with state-of-the-art Realtor education and classes, more members will be able to network and make deals, the association can host major global conferences and events, hold professional standards hearings and more.

The building, which our forward-thinking leaders started planning 15 years ago, was designed by and for our members. About 2/3 of the 43,000 SF of space on the fourth and fifth floors are for member education and events.

MIAMI REALTORS® Global Headquarters



- Address: 1800 Oakwood Drive, Miami, FL
- Opened: June 3, 2024
- Certification: LEED Gold
- Size: Can host up to 300 people in the conference center, 85 in the expandable multipurpose training room, and 70 in the computer lab.
- Square footage: 118,000 total (43,000 square feet of Class A office and conferencing space; 75,000 square feet parking garage and maintenance)
- Three floors of structured parking and an overflow surface parking lot
- Two floors of outstanding office and conference space
- An entire block-long terrace on the top floor, is accessible from every space on the 5th floor
- A VIP Board Room with a terrace for Board Meetings, events with international delegates and trade missions, elected officials, and small conferences
- Building's exterior features full-height glass, architectural concrete, zinc wall paneling and wood ceilings. The interior features high-end finishes including glass walls, wood wall paneling, polished concrete floors, operable partitions and acoustical clouds.

2025 CONGRATULATIONS MIAMI LEADERS

AREAA Greater Miami | 2025

Immediate Past President | Bowie Chu
Director | Peter Leon
Director | Simo Labriti
Director | Randy Gilbert

NAREB South Florida | 2025

Local Board President | Tamika Moses
First National VP | Danny Felton
President-Elect | Carlos Brown
Director | Andrea Forde,
Director | Sophia Allen
Director | Sherryl King-Weathers
Director | Charlie Delancy
Director | Tiffany Washington
Director | Jazmine Menders
Director | Marshelle Moreland

Women's Council of REALTORS® | 2025

Miami-Dade
President | Rafael A. Cerna Jr.
President-Elect | Gysenia Gonzalez
First VP | Karen Trivino
Treasurer | Yolaimy Goldstein
Event Director | Ashley Gonzalez

Broward

First Vice President | Michelle Sessor

IREM South Florida | 2025

Past President | Lenys Camacho

NAHREP South Florida | 2025

President | Cindy Perez

NAHREP West Broward | 2025

President | Angelo Lamas

STATE DIRECTORS

Yorghi A. Abad Mitre
Manulani C. Acosta
Vicki Allen
Israel V. Ameijeiras
Lakesha D. Anderson
George R. Assal
Alicia Barthelemy
Marviline Beaubrun
Ellen Berkman
Alma Vega Betancourt
Nancy Cardone
Sandra K. Casey
Patricia C. Cervera
Raphael Cervera
Kay A. Conageski
Elizabeth Coto
Carlos M. Cruz
Oscar S. Daza
Cheri-Lynn Diamond
Sergio Duran
Craig Emmanuel
Jorge "George" Espinosa
Chandra Etienne
Isaac Feldman
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Janine Gibson
Stanislav Goldberg
Eitan Gontovnik
David Gonzalez
Gysenia Gonzalez
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Mate Granic
Jennifer Gross
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Stephanie B. Haave
Angelique N. Hibbert
Michael D. Hinton
Shauna Hostetler

George C. Jalil
Justine Jimenez Garcia
Daniel Kijner
Sherryl King-Weathers
Teresa Kinney
Justin Kirkwood
Matthew Krinzman
Diego Leiva
Peter A. Leon
Hao Li
Djemcy Limage
Sharon R. Lindblade
Marlene Llamas Leon
Ramon D. Lopez
William "Bill" Lyons
Vivian Macias
Carlos Martell
Amy McCann
Jazmine Menders
Margarita Mestre
Janine Meyer
Marshelle Moreland
Nora Muci
Sommer Norris
James "Jim" Norton
Jose Augusto P. Nunes
Neal A. Oates, Jr.
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Thamara Pichardo
Martha Pomares
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Kim Price
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Shakearah Rolle
Mark Sadek
Ruben Sanchez
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Patrick Simm
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Courtney Smitheman
Debra Spadafora
Laurie R. Specter
Duriel Taylor
Yulia Y. Vargas
Aida R. Vega-Medinilla
Lisa Vizcaino
Mark Weithorn
Jennifer Wollmann
Alfredo Yaffe

NAR DIRECTORS

Jonathan Alfonso
Sophia Allen
Darnell Aponte
Fernando Arencibia, Jr.
Katherine Arteta
Eddie Bianco
Ed A. Boateng
R. Ginenne Boehm
Alberto Carrillo
Phyllis Choy
Dinorah De Cardenas
Denise Chambers Palmer
Arleen Davis-Slagle
Dania Diaz
Patti S. Fitzgerald
Gus J. Fonte
Daniel A. Guerra
Jorge L. Guerra, Jr.
Carlos Gutierrez
Ines Hegedus-Garcia
Jaime Kriske
Simo Labriti
Tamika Moses
Christina Pappas
Alfredo G. Pujol
Michelle Rojas
Larry Singh
Wesley Ulloa

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

Congratulations to All New 2024 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 2024

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 - Senior Real Estate Specialist

Access all new 2024 Designees at: MiamiRealtors.com/Education



MIAMI REALTORS® AMBASSADOR PROGRAM

The MIAMI REALTORS® Ambassador Program is your opportunity to lead, inspire, and give back to your community while earning recognition for your efforts. Ambassadors engage in meaningful activities throughout the year, earning points for their contributions. Application form at ambassadors.miamirealtors.com



MIAMI
AMBASSADORS
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MIAMI COMMERCIAL
AMBASSADORS
MIAMI YPN
AMBASSADORS
JTHS
AMBASSADORS



Scan to visit **AMBASSADOR PROGRAM**

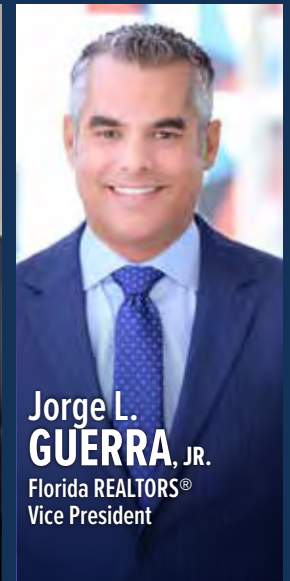
Congratulations State & National Leaders



**Vivian
MACIAS**, CRS
2025 Residential
Real Estate Council
National President



**Fernando
ARENCEBIA, JR.**
Florida REALTORS®
District 4 Vice President



**Jorge L.
GUERRA, JR.**
Florida REALTORS®
Vice President

2024 MIAMI REALTORS® AWARDS

Congratulations to our 2024 Industry Leaders & Award Winners who were honored at our Inaugural Celebration

To be presented February 7, 2025
11am at Seminole Hard Rock VIP Reception

2024 | CORPORATE | MIAMI ASSOCIATION OF REALTORS®



Gus Fonte
REALTOR® of the Year



Deborah Boza-Valledor
Lifetime Achievement Award



SENATOR Jason Pizzo
Condo Advocate of the Year



Maria Grulich
Global Advocate of the Year



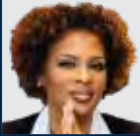
Cynthia DeLuca
Educator of the Year



Simo Labriti
Collaborator of the Year



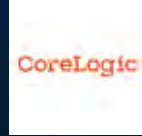
Sherryl King-Weathers
Ambassador Excellence Award



Angelique Hibbert
RPAC Advocate of the Year



LINK Construction
Krystle Brackett & Omar Siddiqkara –
Excellence in Construction Award



CoreLogic
Industry Champion of the Year



Kay Conegeski
Grievance Committee
Member of the Year



Martin Rodriguez
Professional Standards
Member of the Year

2024 | MIAMI COMMERCIAL | MIAMI ASSOCIATION OF REALTORS®



Lorenzo Perez, Jr.
Commercial REALTOR® of the Year



Jose Juncadella
Commercial Legend Award



Michelle Gonzalez
Commercial Engagement Award



Jose (Chepe) Maria Serrano
Commercial Educator of the Year



IMAPP
Commercial Product of the Year



CBA
Commercial Partner of the Year

2024 | MIAMI RESIDENTIAL | MIAMI ASSOCIATION OF REALTORS®



Justine Jimenez Garcia
REALTOR® Mastermind of the Year



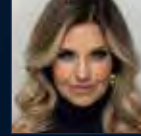
Linda Julien
Housing Advocate of the Year



George Jalil
Residential Educator of the Year



Ruben Sanchez
Residential Influencer of the Year



Dinorah De Cardenas
Residential Women's Champion
of the Year



Vivian Macias
Residential Excellence
in Leadership Award

2024 | BROWARD - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



Venus Proffer
BROWARD-MIAMI
REALTOR® of the Year



Edward Boateng
BROWARD-MIAMI
Leadership Award



Judith Fernandez
BROWARD-MIAMI
Above and Beyond Award



Ray Palacios | First Origin
BROWARD-MIAMI
Affiliate of the Year



Matthew Caldwell
BROWARD-MIAMI
Community Leader of the Year



Connie Cooper
BROWARD-MIAMI
Ambassador of the Year

2024 | JTHS - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



Shauna Hostetler
JTHS-MIAMI
REALTOR® of the Year



Shakearah Rolle
JTHS-MIAMI
Community Champion of the Year



Joacim Borg
JTHS-MIAMI
Rising Star



Janine Meyer
JTHS-MIAMI
Advocate of the Year



Scott Bunkelmann
JTHS-MIAMI
Ambassador of the Year



Gregory R. Cohen, Esq.
JTHS-MIAMI
Business Partner of the Year

2024 | YPN MIAMI | MIAMI ASSOCIATION OF REALTORS®



Dania Diaz
YPN of the Year



Antonio Correa
YPN Rising Star



Mate Granic
YPN Champion



Marlene Llamas Leon
YPN Ambassador of the Year



Rolando Ramirez
YPN Educator of the Year



Dream House Mortgage
YPN Affiliate of the Year

MiamiRealtors.com/Services

FREE, Exclusive, Subscription & Discounted Services

WEBSITES, IDX & SYNDICATION

- Agent 3000
- Buy Domain Names and More
- Discover MIAMI Store Websites*
- DPI Showcase
- Juwai
- Listing Syndication (Brokers/Managers)
- MIAMI's Global Property Exchange
- New Estate Only (NEO) iFrame
- SaleCore
- S. FL Broker Open House Search
- S. FL Property Search
- S. FL Comm. Property Search
- S. FL Open House Search
- The Ground Up
- Xomio*
- Bridge Interactive
- Homes.com Agent Websites and SEO Services*
- IDX Vendors*
- ListHub
- ListTrac
- New Home Source Prof. Shwoingnew.com Site
- RentalBeast.com
- The International MLS (IMLS)
- Treble
- World Property Journal*



MULTI-MEDIA, PHOTOS, VIDEOS, TOURS

- Agent 3000
- Preferred Photographer Program
- South Florida Property Search
- Style to Design*
- Terraflly Pro
- Virtual Staging AI
- Box Brownie
- CubiCasa
- Homes Pro
- My Condo Plans
- My Home Plans
- Planomatic*
- Property Panorama
- Remine Live
- RPR



CRM

- Agent 3000 Upgrade*
- SaleCore
- Homes.com Agent Portal Dashboard
- MLS-Touch
- OneHome™ by Corelogic
- Remine Pro
- Total Brokerage



SELLERS/BUYERS, PRESENTATIONS & CMAS

- Agent 3000
- Broker Open House
- CartoFront
- ChocolateChips.AI
- Homeowner.ai
- MLS Offers
- MLS Match
- New Estate Only (NEO)
- Nila June
- Showingly
- South Florida Property Search
- Style To Design*
- The Ground Up
- Virtual Staging AI
- DASH
- NEO
- Builders Update
- CubiCasa
- Curbio*
- Every Door Direct Mail (EDDM)
- eProperty Watch
- Forewarn
- Form Simplicity
- Homes Pro
- IMAPP
- Landlord Station
- Local Logic's Local Content & Local Demographics
- Lundy
- MLS-Touch
- Neighborhood Intel*
- New Home Source Professional (NHS Pro)
- OneHome™ by Corelogic*
- Photofy
- RateMyAgent
- RatePlug
- Realist
- Real Satisfied
- Remine Pro
- Remine Mobile
- Rental Beast
- RPR
- RPR Mobile
- ShowingTime for MLS & Mobile
- Supra eKey
- Supra iBoxes*
- Supra Web
- Utility Connect
- Vizzda



MIAMI PLATINUM PLUS SUBSCRIPTION**

- Form Simplicity Ultimate Edition*
- Two Free NAR Designation Classes*
- Photofy for Platinum PLUS



SUPRA

- No Cost/FREE Supra eKEY Service
- GetSupraNow.com
- Supra on your Smartphone
- Supra eKEY
- Supra iBoxes*
- Supra Web



MARKETING TOOLS

- Agent 3000
- Broker Command
- Broward and Palm Beach: Top Ranking City (F)
- ChocolateChips.AI
- Foreign Consumers Searching U.S. Properties
- Global Referral Network: Miami, Broward and JTHS
- International Referral Network
- International Referral Network: Commercial
- Link to the World: Miami, Broward & JTHS (F)
- Market Focus Reports
- Miami, Broward & Palm Beach Top Ranking City (F)
- Miami-Dade School Choices (F)
- MIAMI Downloadable Logos
- MIAMI International Magazine
- MIAMI Int'l Airport Statistics (F)
- MIAMI Rentals and Leases (F)
- New Estate Only (NEO)
- Nila June
- MIAMI Photofy
- S. Florida Market Intel
- S. Florida REALTOR® Magazine
- Style To Design*
- The Ground Up
- Top Countries Searching South FL Properties
- Top Ranking City: Miami, Broward & Palm Beach (F)
- Top 20 Reasons to Visit and Buy in South Florida
- XOMIO*
- Builders Update
- CubiCasa
- ePropertyWatch
- Every Door Direct Mail (EDDM)
- Homes Pro
- Homes Pro Agent Portal
- InstaCard
- New Home Source Professional (NHS Pro)
- OneHome™ by Corelogic
- One Infographic (SunStats)
- Photofy
- Remine Pro Digital Marketing
- World Property Journal*



AFFILIATES

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



ARTIFICIAL INTELLIGENCE

- Agent 3000 – Eve
- Chocolate Chips.AI
- Discover MIAMI Store Websites*
- Nila June
- Virtual Staging AI
- Sidekick AI
- Lundy
- RPR Scriptwriter



■ 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
- Trending News/ MIAMI Dashboard
- RETechnology – FREE Subscription

- Residential News/ MIAMI Dashboard
- RIS Media/MIAMI Dashboard
- Commercial News/ MIAMI Dashboard

Your One-Stop Destination...

COMMERCIAL

- Broker Manager Toolbox
- Commercial Certificate Program
- Commercial Conference
- Commercial Insights
- Commercial Mid-Year Conference
- Commercial MLS Gateway Dashboard & Commercial MLS Search
- Commercial Photofy
- Dealy
- S. FL Commercial Prop. Search
- TerraFly Pro
- Affiliates
- Box Brownie
- Brevitas
- Commercial Resources
- Compstak
- CREOP*
- CREXi
- Data Co-Op
- Digital Business Cards
- Dotloop
- Education
- Form Simplicity
- IMAPP
- Immoviewer
- Industry News
- IntraMatrix
- ListTrac*
- Member-to-Member Marketing
- MIAMI's Global Property Exchange
- MuniCode
- NAR's Commercial Institute Affiliates' Local Chapters
- RPR Commercial
- Remine Mobile
- Remine Pro
- RPR Mobile
- Reonomy*
- RockVal™**
- Search other MLSs
- The International MLS (IMLS)
- Young Professionals Network (YPN)
- YPN Pro*



EDUCATION

- Legal Updates
- Rock the Market
- S. Florida Real Estate School
- MIAMI Realtors LIVE
- MIAMI REALTORS Podcast
- Calendar
- Code of Ethics Training
- 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

- AI – Artificial Intelligence
- Brokers/Managers
- Business Development & Broker Resources
- CMA Resources
- Commercial
- Customer Engagement
- Fair Housing
- Global
- Government Updates
- Job Board
- Legal Updates
- Luxury
- Matrix™ MLS Resources Page
- MIAMI en Español
- MIAMI MLS Newsletter
- MIAMI Tech Weekly
- MIAMI Realtors Podcast
- Mobile Solutions
- MLS
- MLS Help Center
- MLS Help Desk
- NAR en Español
- New Agents
- New Construction
- Office Admin
- Prospecting & Farming
- Realtor Safety
- Rentals & Leases
- MIAMI Products and Services
- Social Media Solutions
- Teams
- Working with Buyers & Sellers
- Working with Investors



BROKER/MANAGERS

- Admin Training
- Admin Resources
- Broker Command
- Broker/Manager Newsletter
- Broker/Manager Dashboard
- Broker Open House
- Easy Sales Meetings (John Mayfield)
- MLS Resources
- Professional Standards
- Recruitment, Retention & Profitability
- S. Florida Real Estate School
- SaleCore*
- Specialized Training
- Wisser Broker*
- Bridge Interactive
- IDX Vendors*
- ListHub
- ListTrac Website Tracking Reports
- S. Florida Property Search
- Trestle



CUSTOMER ENGAGEMENT

- Agent 3000
- CartoFront
- ChocolateChips.AI
- Discover MIAMI Store*
- Homeowner.ai
- Nila June
- Showingly
- South Florida Property Search
- South Florida Commercial Property Search
- Style To Design*
- The Ground Up
- XOMIO*
- CubiCasa
- Curbio*
- Every Door Direct Mail (EDDM)
- Forewarn
- eProperty Watch
- Great Schools
- Homes.com
- Agent Portal
- Homes Pro
- InstaCard
- Live Chat
- Lundy
- MLS-Touch
- Neighborhood Intel*
- OneHome™ by Corelogic
- Photofy
- RatePlug
- RateMyAgent
- Real Satisfied
- RealKnu
- Remine Pro
- Remine Mobile
- Rental Beast
- RentSpree
- RPR Mobile
- Smarter Agent App*
- ShowingTime for MLS and Mobile
- Utility Connect
- World Property Journal*



PAPERLESS TRANSACTIONS

- Discover MIAMI Store Websites*
- MLS Offers
- Dealy
- Dotloop
- Form Simplicity
- Landlord Station
- MyRental Powered by SafeRent™ Solutions
- Rental Beast
- RentSpree
- Total Brokerage
- Wisser Broker*



GLOBAL EXPOSURE

- Juwai
- MIAMI's Global Property Exchange
- MLS Match
- New Estate Only (NEO)
- Partner Associations
- Referral Network
- South Florida Property Search
- South Florida Commercial Property Search
- Top 20 Reasons to Visit (F)
- The International MLS (IMLS)
- World Property Journal*
- Xomio*



BIG DATA

- Agent 3000
- Broker Command
- Commercial Property Search
- Compstak
- CREOP*
- MLS Match
- MIAMI's Global Property Exchange
- Listing Syndication (Brokers/Managers)
- Market Focus Reports
- MIAMI Photofy
- MLS Match
- New Estate Only (NEO)
- SFMarketIntel.com
- S. Florida Open House Search
- S. Florida Property Search
- TerraFly Pro
- The Ground Up
- Builders Update
- Data Co-Op
- Gridics
- Homes Pro
- IMAPP
- ListHub
- ListTrac
- Local Logic's Local Content & Local Demographics
- Lundy
- Matrix™ MLS
- Miami.RentalBeast.com
- MLSAdvantage
- MLS-Touch
- My Condo Plans PLUS House Plans
- Neighborhood Intel*
- New Home Source Professional (NHS Pro)
- Realtor.com Professional Search
- ReboGateway
- Remine Mobile
- Remine Pro
- RPR
- RPR Mobile
- RPR Commercial
- RentalBeast.com
- Reonomy*
- SunStats
- Vizzda



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■ Total Cost if Purchased/Used Separately \$657 - \$957

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

Home Appreciation in the U.S.

Source: CoreLogic U.S. Home Price Insights, 2024

#6

Best U.S. City for
International Business

Source: FT-Nikkei, 2024

#7

Most Millionaire Households
in the U.S.

Source: Point2homes, 2024

#11

Biggest Net Gain of
Corporate HQs since 2017

Source: HireaHelper.com, 2024

#4

Most Uber-Luxury Residential Sales
in the World

Source: Knight Frank, 2024

#3

Tallest Skyscrapers in the U.S.

Source: Council on Tall Buildings and Urban Habitat, 2024

#2

Fastest Growing City in the U.S.

Source: U.S. News & World Report, 2024

#2

Top U.S. Housing
Market in 2025

Source: Realtor.com, 2024

#9

Most Expensive Street
in the U.S. (Brickell)

Source: JLL, 2024

#5

Best Place to
Start a Business in 2024

Source: WalletHub, 2024

#3

Best Public University in the U.S.
(Florida International University)

Source: Washington Monthly, 2024

#1

Top Destination in the World
for Those with \$100M
in Investible Assets

Source: New World Wealth and Henley & Partners, 2024

#1

Foodie City in America

Source: WalletHub, 2024

#7

Best U.S. City for College Grads 2024

Source: ApartmentAdvisor, 2024

#2

Most International
Tourism in the U.S.

Source: 50 Top Pizza, 2024

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

The only REALTOR® Association in the world with
60,000 members, 279 International Partners around the world
and MORE than 220 Products & Services.



BROWARD

#3

Safest City in America
(Pembroke Pines)

Source: MoneyGeek, 2024

#6

Best Boating Destination
in the U.S. in 2024
(Fort Lauderdale)

Source: Boatsetter, 2024

#1

Most Homes Under \$200K but
Maybe Not for Long
(Lauderdale Lakes)

Source: Realtor.com, 2024

#1

Best City for Hispanic Entrepreneurs
in the U.S. (Pembroke Pines)

Source: WalletHub, 2024

#3

Most Affordable Beach Towns
in 2024 (Deerfield Beach)

Source: Realtor.com, 2024

PALM BEACH

#3

Most Home Sales of \$10 Million or
More in the U.S.

Source: Compass, 2024

#4

Highest Equity-Rich Population
in the U.S.

Source: ATTOM, 2024

#1

Dog-Friendly Beach in the U.S.
(Jupiter Dog Beach)

Source: USA Today's 2024 Reader's Choice List

#3

Best Airport in the America
(Palm Beach International Airport)

Source: Travel + Leisure, 2024

#3

Highest Average Asking Price for
Commercial Rents (Palm Beach's
Royal Palm Way)

Source: JLL's 2024 Most Expensive Streets Report

MARTIN

#1

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

Source: USA Today 10Best Readers' Choice, 2024

#1

America's Best Small Retirement Town
(Stuart)

Source: Travel + Leisure, 2024

#10

Best Golf Course in Florida
(McArthur Golf Club in Hobe Sound)

Source: Golf Digest, 2024

MIAMI REALTORS® By the Numbers

History & Membership

1920 Year founded

LARGEST

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

60,000

total real estate
professionals
represented



Professional Development

\$16.1 MILLION in Education Credits given back
to our members in 2024

2,128 MIAMI educational
seminars in 2024

77,168 Total participants at MIAMI
Seminars in 2024



MLS

4th LARGEST Multiple Listing Service (MIAMI MLS)
in the U.S.

\$32 BILLION Total real estate transactions by
MIAMI members in 2024

302,000+

REALTORS® Collective memberships
of 7 MLS's sharing reciprocal MLS



Commercial

7th LARGEST

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

1st & ONLY

NAR 5-Star accredited
Commercial Association
in Florida

68%

Increase in
Commercial Classes
in 2024, from
56 to 87



Global

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

9x NAR Diamond Global
Business Council Winner

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



Advocacy

\$558,000+ invested in South Florida communities by MIAMI REALTORS® since 2017

50 local community projects completed since 2017

77 Pro-REALTOR® South Florida Candidates Supported by MIAMI PAC in 2024



Products & Services

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

7 Artificial Intelligence (AI) Tools

4 Premium Tax Solutions



Communications

\$5.6 MILLION in ad equivalency value (earned media) in 2024

4,600 articles mentioning Miami REALTORS® in 2024

2nd MOST

Followed REALTOR® Association in the World on Instagram (46,100+ Followers on @themiamirealtors)



Consumer-Facing Portals

3 consumer-facing property search portals **47,000**

total pages viewed by consumers during MIAMI's 12 Busiest Days in S. Fl. campaign (Feb. 14-25, 2024)

49,000

Properties Showcased during South Florida Open House Week (Dec. 3-8, 2024)



YPN

FIRST YPN to host a Global Congress

5 Number of YPN Global Congresses Hosted (Includes YPN Congress at REALTOR® Quest in Toronto in 2025)

2x WINNER

of the NAR Top YPN Network of the Year



MIAMI Commercial Again Achieves NAR's Highest Distinction

For the third consecutive year since NAR overhauled the program, MIAMI commercial has received NAR's highest commercial distinction—a 2024-2025 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.

Sold-Out 2024 MIAMI Commercial Conference at MIAMI Global HQ

About 250 MIAMI members networked, learned and took home many takeaways to make more deals at our sold-out MIAMI Commercial Conference on Oct. 11, 2024. It marked the first time the award-winning conference was held at MIAMI Global

HQ and the new state-of-the-art building and its Conference Center of the Americas earned rave reviews.

Innovation meets opportunity, the conference's theme, ruled the day. NAR's venture capital arm, Second Century Ventures, famed Pitch Battle competition showcased cutting-edge technology tools. Attendees also heard insights into the latest commercial market trends, top national speakers plus an exiting Shark Tank-style pitch session, where retail landlords and tenants went head-to-head in a dynamic exchange of ideas and opportunities.



Congrats to our 2024 MIAMI REALTORS® Commercial Certificate Recipients

Access more info:

MiamiRealtors.com/commercialcertificate

2024 Commercial Certificate Graduates | SPRING CLASS

- Katherine Basante | Coldwell Banker Realty
- Steven C. Epstein | The Keyes Company
- Maxine Francis | LoKation
- Shevaun Gandy | United Realty Group, Inc.
- Gary Palanque | Consultants Immobilier, Inc.
- Stephanie Pinder | Relux Realty Group
- Leonardo Polo | The Valenzuela Real Estate Group
- Veronica Rueda | Realty One Group Royal Oaks
- Lorry Santana | Compass Florida, LLC
- Laurie Spector | Compass Florida, LLC
- Gina Valbrun | Elite Realty Partners, Inc.

2024 Advanced Commercial Certificate Graduates | SPRING CLASS

- Connie Cooper | Connie Cooper Realty, Inc.
- Arleen Davis-Slagle | Realty Home Advisors, Inc.
- Sylvia Doane Ward | First Service Realty
- Felipe Garzon | Fortune Christie's Int'l Real Estate
- Stephanie Midkiff | Beachfront Realty, Inc.
- Patricia Tavera Munoz | Domi Real Estate Advisors
- Rosmary Then | EXP Realty, LLC
- Fritz Victor | Dream Properties Realty, LLC



We do 80% of the

COMMERCIAL

MLS BUSINESS

in Miami-Dade & Broward










2025 MIAMI COMMERCIAL by the Numbers

\$1.98 Billion

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

850,000

Active Commercial Listings on RPR

5,442

Active Commercial Listings on the South Florida Commercial MLS

3,993

Commercial Members

249

2024 Commercial Conference Attendees

279

Global Partner Organizations

146

Classes, Training & Networking Offerings

14

Listing Syndication Partners

South Florida COMMERCIAL MLS

MIAMI COMMERCIAL REALTORS



MIAMI COMMERCIAL EVENTS

Featuring Top Experts & Industry Leaders



2025 Commercial-Residential Mid-Year Conference

April 25, 2025
Seminole Hard Rock Hotel & Casino
MiamiRealtors.com/MidYear

2025 MIAMI Commercial Conference

Date: Oct. 17, 2025
Location: MIAMI Global HQ
CommercialConference.com

Contact: **Alian Collazo**
Chief of Commercial
Alian@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

MIAMI Condo Task Force Advocating for Condo Owners and Associations

MIAMI REALTORS® launched a condo task force last year to provide even more support and advocacy for condo owners and associations in the wake of new state condo regulations requiring inspections of older condominium buildings and adequate reserves for repairs.

The task force, led by Chief of Residential & Advocacy Danielle Blake, has already spent months working with lawmakers, researching and preparing legislative proposals, creating outreach initiatives, engaging with Fannie Mae and more.

Advocacy in Action

In January 2025, MIAMI Residential President Jonathan Alfonso was among the experts who testified in Tallahassee to the Senate Regulated Industries Committee on how the new state laws requiring inspections and adequate reserves have affected the condo industry.



Alfonso testified that the laws mostly have had an impact on the sales of older condos. He said studies can be difficult for buyers to obtain or to digest. Afterward, Senator Jennifer Bradley signaled willingness to make further changes to the safety laws.

MIAMI REALTORS® 2025 CONDO SUMMIT



MIAMI REALTORS® continue to lead the way with condo advocacy. Senator Jason Pizzo, Senator Jennifer Bradley and Representative Vicki Lopez are among the lawmakers who will be speaking at our Condo Summit 2025 on Feb. 14, 2025 at MIAMI Global HQ. Hear from top legal and policy experts on the latest condo-related laws, arm yourself with strategies to navigate key issues like milestone inspections and more.

REGISTER:
MiamiRealtors.com

WE ARE MIAMI REAL ESTATE

Our members, 40,000+ of which live in Miami, have three convenient, full-service locations to choose from: MIAMI Headquarters, Northwestern Dade and Aventura. 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!



NEW HQ | MIAMI

1800 Oakwood Dr., Miami, FL 33166

- Conference Center for 300
- Computer Lab for 70
- 85 in expandable multi-purpose training room
- Supra & Member Services



NORTHWESTERN DADE

415 West 51 Place, Ste. 200
Hialeah, FL 33012

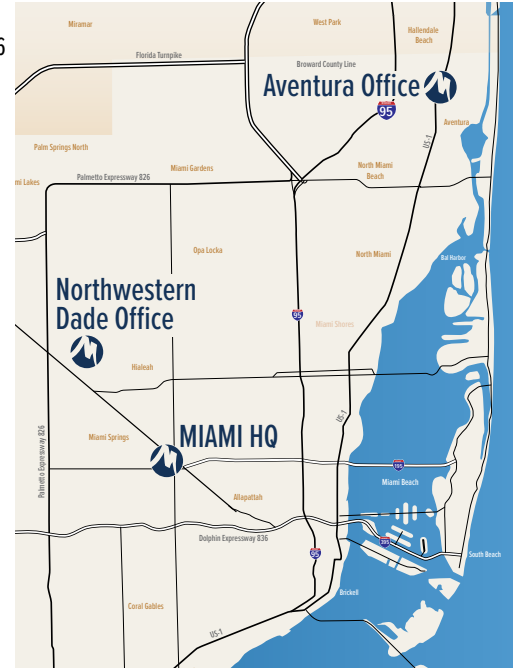
- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services



AVENTURA

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

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



Mastering Your Market

MIAMI hosted two highly successful 2024 MIAMI Mastermind events at our MIAMI Global HQ with more planned for 2025. We had a standing-room only crowd of 220+ at our first Mastermind event on June 26, 2024 which featured Miami Mayor Miami-Dade County Daniella Levine Cava, How to do Business Now programming and a lively reception. Our second Mastermind event on Oct. 23, 2024 focused on top tech-tools you need in your toolbox to grow your productivity.



Cruising Down The River

Always a sold-out event, our MIAMI Boat Tour in March 2024 gave us an incredible vantage point to show our members waterfront properties and development projects from the water. Along the ride, we heard the latest updates from our local market expert on existing and proposed real estate projects. Make sure to register for these boat tours early in 2025 because they will sell out.





MIAMI on the Move

Our MIAMI Residential President Justine Jimenez Garcia hosted a key County Spotlight on Transportation in November 2024 at our Global HQ. Great participation and important insights from our speakers: Ralph Cutie of Miami International Airport; Hydi Webb of PortMiami Aileen Boucie of Miami-Dade Transportation Planning Organization; and Patrick Goddard of Brightline.

Keeping Connected with Miami Brokers

We are focused on keeping connected with brokers, especially this year with all of the MLS changes stemming from the NAR settlement. More than 150 brokers from Miami-Dade and other counties joined us for a MIAMI VIP Brokers event in June 2024 at our new global headquarters. "We've got you!" was the theme as we provided a legal settlement update, launched new innovative products and courses MIAMI brokers can brand and license.



Power of Partnerships

MIAMI continues to partner with local real estate industry groups: Miami Beach Chamber of Commerce, Women's Council of Realtors, Residential Real Estate Council, NAHREP, AREA and more. We have co-hosted the Miami Beach Chamber of Commerce's annual Real Estate Luncheon for years. MIAMI Leaders Ines Hegedus-Garcia and Ana Bozovic presented at the 2024 luncheon as did MIAMI CEO Teresa King Kinney and Chief of Strategic Initiatives and Sen. Ana Maria Rodriguez.

Get Social with MIAMI

- Instagram.com/themiamirealtors
- Facebook.com/miamiasociation
- X.com/MiamiRealtors
- LinkedIn.com/company/miamirealtors
- YouTube.com/MiamiAssociation

MIAMI Resources

Main: 305-468-7000
Transfer Hotline: 305-468-7005
Transfer E-mail: transfers@miamire.com
Website: miamirealtors.com

Spotlight on Miami

Another great year with our popular City Spotlights program, where our members can take their lunch hour to the next level while hearing about the latest happenings in cities and municipalities around South Florida. Miami-Dade City Spotlights in 2024 included: North Miami and North Miami Beach; Homestead; South Miami; and more. Register: MiamiRealtors.com/CitySpotlights



Fun After Five/Let's Get Social

MIAMI continues to elevate its Biz After Hours events to create more networking and business opportunities for our members. Some of the elevated socials we hosted in 2024 included: Biz After Hours in the heart of Coral Gables at John Martin's; Biz After Hours – Luxury Edition at SWAN in the Miami District; Biz After Hours Elevated Edition at The Dalmar's swanky rooftop lounge, Sparrow. Look for more in 2025!



Why choose Broward-AMIAMI?

- **LOWEST AGENT DUES**
of any local REALTOR® Association
- **FULL-TIME MEMBERSHIP TEAM**
at 2 Broward facilities to serve you
- **BROWARD-BASED BOARD OF GOVERNORS**
representing our members
- **FREE SUPRA eKEY SERVICE**
included with your membership
(no additional fee)
- **2 LOCATIONS IN BROWARD +**
3 in Miami + 1 in Jupiter =
6 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 -
279 global partnerships
- **COMPLIMENTARY
STARBUCKS COFFEE**
at each of our office locations
- **AND SO MUCH MORE!**

Join the more than 14,500 Broward-AMIAMI 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-AMIAMI 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 two convenient, full-service locations to choose from: our Sawgrass office in Sunrise 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



S.E. 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

Spotlight on BROWARD

Our always-popular City Spotlight events continued to shine in 2024. Members flocked to these SOLD-OUT panel programs held in various cities throughout Broward. What better way to hear all the latest local updates while enjoying a delicious lunch and networking with your peers? We can't wait to host more Broward City Spotlights in 2025!





Claudia Bailly
Chief of Broward

Claudia@miamire.com



A Clean Sweep to A Day at the Beach



Once again, BROWARD-MIAMI members and their families teamed up with the City of Fort Lauderdale for our annual Broward Beach Cleanup. The morning began with a yoga session on the sand at Las Olas Blvd & A1A, then continued with a cleanup of the surrounding beach. Many thanks to those who participated in this group effort!



MiamiRealtors.com/broward



Go With the Flow to Come Sail Away

You can't beat a day on the water in South Florida! In case you missed it, BROWARD-MIAMI hosted yet another SOLD OUT Water Taxi tour along the Intracoastal. Guests enjoyed hearing about some of the latest developments as well as the history behind many amazing waterfront properties. We're all aboard for another tour in 2025, so stay tuned for details.

Fun After Five to All Work, Some Play

BROWARD-MIAMI knows how to put the FUN in functions... and we have the proof! Our members consistently turned out for numerous events including Biz After Hours, REALTOR Hockey Night, Broward Casino Night, and more. Watch for these and other "After 5" Broward outings throughout the coming year.



#WeRBrowardMiami

2025 BROWARD-MIAMI Leaders are Looking Ahead

Get Social with Broward-MIAMI



Instagram.com/browardmiami



Linkedin.com/company/broward-miami



Facebook.com/BrowardMIAMI



Twitter.com/BROWARD_MIAMI

WE ARE JTHS-MIAMI

Now in its tenth 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 an enhanced Jupiter office for classes and networking, receive major cost savings on local dues, Supra electronic access keys, exclusive MIAMI products and services and more.

Education: Expanding Opportunities

In 2024, JTHS-MIAMI hosted 75 classes, both in-person and via Zoom, with a total of 1,454 attendees. A highlight was the introduction of a new local instructor who led a highly successful 14-hour class. Plans are already in motion to expand offerings and continue meeting the educational needs of our local members.



Winning Wed: Connecting & Growing Together

The Winning Wednesday Series at JTHS-MIAMI is a cornerstone of member engagement, providing opportunities for networking, community connection, and showcasing listings. Held weekly throughout the year, these events bring together members, business partners, and the local community to exchange insights and stay informed on market trends. Winning Wednesday fosters professional growth, strengthens relationships, and remains a highlight of the JTHS-MIAMI calendar.



CULTURAL SERIES

C-44 Reservoir Tour

Nov. 1, 2024, JTHS-MIAMI hosted an exclusive tour of the C-44 Reservoir and Stormwater Treatment Area, part of the Indian River Lagoon-South Restoration. Attendees gained valuable insights from experts on protecting Florida's ecosystems and reducing nutrient pollution. The day included a guided tour, engaging talks, and lunch on the bus.



ENGAGING MEMBERS THROUGH EVENTS & CONNECTIONS

City/County Spotlight: Engaging Leaders

The City/County Spotlight series brought together dynamic speakers and key insights throughout the year. Highlights included Brightline in April, the North Palm Beach Chamber in June, Palm Beach County Public School Superintendent in October, and Kelly Smallridge in November discussing "What's Happening in Palm Beach County." Several events were sold out, showcasing the strong interest and engagement of JTHS-MIAMI members.



Town Hall Forum: Community in Conversation

JTHS-MIAMI hosted a Town Hall Forum featuring representatives from the Town of Jupiter, Village of Tequesta, Jupiter Inlet Colony, and Jupiter Island. With over 55 attendees, the event provided an excellent opportunity to connect, discuss, and engage on important community topics, fostering meaningful dialogue and collaboration.



REALTOR® POLITICAL ACTION COMMITTEE (RPAC) MAJOR EVENTS

Behind-the-Scenes at Palm Beach International Airport

In July 2024, JTHS-MIAMI Major Investors enjoyed an exclusive behind-the-scenes tour of Palm Beach International Airport (PBI). Recognized as the 4th Best Airport in the U.S. by Condé Nast 2023 Readers' Choice Awards and the 3rd Best U.S. Airport in Travel + Leisure Magazine's 2024 World's Best Awards, PBI plays a vital role in the South Florida economy, generating over \$5.6 billion annually. Serving approximately 8 million passengers a year, PBI impressed attendees with its operations and hospitality.



Simo's Wine Challenge: A Sold-Out Success for RPAC

The Simo's Wine Challenge at JTHS-MIAMI was a sold-out sensation! Held at the luxurious Ritz-Carlton Residences, the evening featured exquisite food, drinks, and engaging networking opportunities. Simo captivated guests with expert insights into global grape-growing regions, creating an interactive and educational experience. The highlight of the evening was a lively wine game, sparking camaraderie and fun. Attendees left with expanded wine knowledge, valuable connections, and unforgettable memories, making this event a true standout.





YPN EVENTS

YPN Battle of the Bartenders Charity Event



JTHS-MIAMI YPN proudly hosted the 2024 Battle of the Bartenders Charity Event on August 15 at Stormhouse Brewing, including an online auction and raffle items. With over 300 attendees, generous sponsors, and dedicated participants, the event raised \$13,000 for The Hands and Feet, Delivering Help & Hope. Thank you to everyone who helped make a difference and supported this meaningful cause.

GIVING BACK TO THE COMMUNITY

Book Donation Initiative: 2,400 Books Collected

JTHS-MIAMI members collected over 2,400 books for seniors and children in Palm Beach and Martin County. The books were donated to Thelma B. Pittman Pre-School, El Sol Community Resource Center, Edna Runner Education Center, Boys & Girls Clubs in Hobe Sound and Riviera Beach, and Drexel Senior Housing Complex. This effort provided valuable resources and brought joy to these communities, showcasing the impact of giving back.



Annual YPN School Supply Drive: Supporting Students

The JTHS-MIAMI YPN Annual School Supply Drive was a tremendous success! With the support of members and the community, 130 school kits and 30 backpacks were collected for students at Jupiter Elementary School.



These donations provide essential tools for learning, helping local students start the school year prepared and confident. This initiative demonstrates the power of community in making a meaningful impact on the next generation's future.

Sock Drive Recap: 1,100 Pairs Collected!

The JTHS-MIAMI Sock Drive was a tremendous success, collecting 1,100 pairs of new white socks for the homeless in Palm Beach and Martin County.

These much-needed donations brought comfort and support to men, women, and children in the community. The drive highlighted the power of collective effort in making a meaningful difference. This initiative demonstrates the impact of compassion and commitment to helping those in need.

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
- **6 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!

Get Social with JTHS-MIAMI for Events, Opportunities and Programs



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Instagram.com/jthsmiami



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Follow JTHS-MIAMI on Facebook
facebook.com/JTHSMIAMI



Follow JTHS-MIAMI on Twitter
Twitter.com/jthsmiami

JTHS-MIAMI Resources

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

JTHS-MIAMI

2151 Alternate A1A South, Suite 1100
Jupiter, FL 33477

Email: jths@miamire.com

Website: miamirealtors.com/JTHS



TRREB REALTOR® QUEST & YPN GLOBAL CONGRESS

May 14 & 15, 2025 | Toronto

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



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.

2025 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



Collaboration is Main Priority in 2025

Domestically and abroad, MIAMI YPN has made incredible progress with collaborative events all over the world. From getting members from our signed partnerships to collaborate at our YPN Global Congresses to having local and regional partners collaborate on events that take place all over the great sunshine state, we will continue to share some of our signature events, so that all young real estate professionals have the opportunity to learn, further their professional development, and have an incredible time along the way. Be sure to look out for some of our most famous collaborative events including We Wire Lady LeadHers, REBarCamp, Legends & Millennials, and much more.



Miami YPN has emerged as a pioneer in fostering collaboration at the local, state, and national levels. With the launch of YPN Global, we have embraced a new mission: to inspire young professionals worldwide and create a platform where our members can connect, learn, and grow.

Simo Labriti
2025 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





Kevin Puricelli
Senior VP of YPN
kevin@miamire.com



MIAMI YPN Leveraging New State-of-the-Art MIAMI Global HQ

MIAMI Global HQ, which opened in June 2024, is home to the Conference Center of the Americas and a beautiful 75-foot stage. MIAMI YPN leads the way in programming at the association to provide its members with opportunities to share their expertise in a wide range of real estate related topics. Having these opportunities domestically allows us to find the best presenters for when we travel overseas to present at various conferences across the world. If you would like to sharpen your presenting skills, be sure to sign up for speaker spotlights or our YPN PRO Ambassador program to learn about more public speaking opportunities.

Our 5th YPN Global Congress will take place on May 14 & 15, 2025 in Toronto at the largest real estate conference and expo in Canada at TRREB REALTOR® QUEST. 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



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.

2024 | 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 2024 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 2025. Applications will open for our 2025 class in late January, so please stay connected with us on Instagram @MIAMIYPN and @YPN.Global for more updates.

MiamiRealtors.com/ypn



MARITZA AGUIAR



JOSE G. ANZOLA



RUTHIE ASSOULINE



DEXTER BRANDAO



TARA CARTER



PAMELA COLUMNNA



FRANK COROMINAS



JENNIFER B. DECKER



VANESSA GOMEZ



MEISHA JATTIN



SEBASTIAN MARTINEZ



SUSAN MARTINEZ



JESSE PAN



MEGAN PFEFFER



ROLANDO RAMIREZ



ROBERTA RIBEIRO



EVAN SCHECHTMAN



DURIEL TAYLOR



JULIANA TORON



JONATHAN VEGA

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, CRE
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.



Constantly Updated MIAMI Photofy App

Access 1,000+ Photofy assets, including newly added Miami leading the Nation templates. Customize the templates with your name, information, company logo, headshot and more. Learn more: MiamiRealtors.com/Photofy



REGISTER for FREE for the **MIAMI PHOTOFY** app here:

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.

Miami Lakes Letters Coming Later in 2025

On January 8, 2025, MIAMI REALTORS® and elected officials from Miami Lakes announced the upcoming installation of the "Miami Lakes" letters, a public art initiative aimed at enhancing community identity and engagement.

MIAMI REALTORS® funded the project through a grant from the National Association of REALTORS® (NAR), which offers placemaking grants to support the creation and enhancement of public spaces.

The "Miami Lakes" letters are slated for installation at the Gratigny exit onto Palmetto Expressway North. The town is finalizing plans and approvals, with the installation expected to be completed later in 2025.



MIAMI REALTORS® Beautifying Our Beaches

In September 2024, BROWARD-MIAMI REALTORS® hosted its Yoga and Beach Clean Up at Las Olas Beach (Las Olas Blvd. & AIA).



Great weather for beautifying our community and focusing on our fitness. Always a pleasure to interact among colleagues and friends for the greater good. The day started with an 8 a.m. guided beach yoga session before we began the cleanup of our great beach.



MIAMI REALTORS® Changing Communities BY THE NUMBERS

\$558,000+

Invested in South Florida communities by MIAMI REALTORS® since 2017

50 Total community projects since January 2022

Placemaking Grant Launches City of Sweetwater Letters

In April 2024, Miami Association of Realtors alongside leaders from City of Sweetwater Government enjoyed unveiling the "Sweetwater" Letters as part of a comprehensive Placemaking Grant from National Association of REALTORS® to revitalize the FIU corridor and their historic bridge on SW 107 Avenue.



Advocating for REALTOR® Priorities in Tallahassee

Our famous Miami Association of Realtors letters were on full display in February 2024 at Miami-Dade County Days in Tallahassee where thousands gathered to celebrate the rich culture and heritage of our community.

Your MIAMI REALTORS® advocacy team made the rounds with state legislators to convey the importance of homeownership and housing affordability, private property rights, water quality, condo transparency, and insurance affordability.



Advocating for REALTOR® Priorities in Washington, D.C.

National Association of REALTORS® Hill Visits with Miami Association of Realtors leaders.



Thank you to all of our REALTOR advocates who joined us in advocating for REALTOR priorities in D.C! We could not do this without you! Thank you for your time and efforts.

Florida Business Rent Tax Cut Drops to 2%

Florida's commercial lease sales tax dropped from 4.5% to 2% on June 1, 2024 weeks earlier than originally expected. The 2.5% reduction was originally slated to begin July 1, 2024.

This is a significant and hard-fought victory as Florida employers will receive at least \$1 billion in tax relief beginning June 1, 2024 according to Florida Commerce. By cutting Florida's business rent tax by more than half, this will ease the strain on Florida employers, making it easier for them to grow their business, hire new employees and continue to thrive.



Major 2024 MIAMI RPAC Victories

Breakdown of REALTOR®-pro legislative victories your MIAMI REALTORS® advocacy team secured in Gov. DeSantis' 2024-2025 budget:

- \$100 million** for the Hometown Heroes Housing Program.
- \$200 million** for the My Safe Florida Home Program.
- \$30 million** for the My Safe Florida Condominium Pilot Program.
- \$408 million** for state and local government affordable housing programs.
- \$1.2 billion** for water quality & environmental projects to keep Florida clean & beautiful.
- \$500,000** to help prevent unlicensed real estate activity.
- \$500,000** to evaluate the impact of lookback periods.

THANK YOU... 2024 RPAC Major Investors

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.



Eddie Blanco



Manny Bouza



Jack H. Levine



Neal A. Oates Jr.



Carlos Villanueva

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 Jr.



Deborah Boza-Valledor



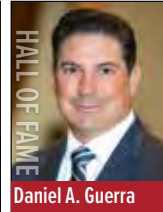
Patti Fitzgerald



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



Enrique Teran



Wesley Ulloa



Aida Vega-Medinilla

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!

We Invest in Your Success

2024 RPAC Affiliates



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.

Valeria Morena
VP of Political Engagement
valeria@miamire.com



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



Sterling R | \$1,000 Annual Investment



Make your investment today!
FloridaRealtors.org/invest

New 2024 MIAMI REALTORS® Global Report

66% OF MIAMI FOREIGN BUYERS PAID ALL CASH

Higher than the U.S. (50%)

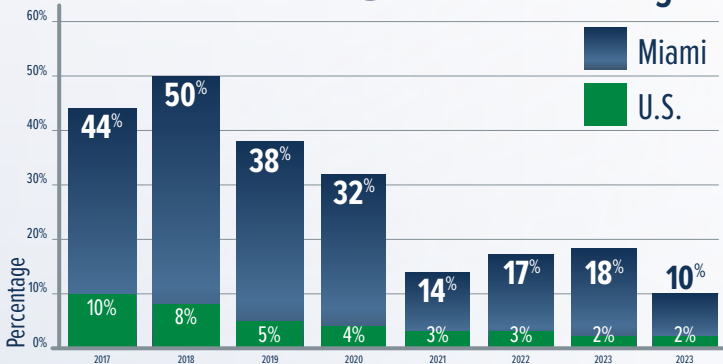
1 IN 5 GLOBAL U.S. SALES HAPPEN IN FLORIDA

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.

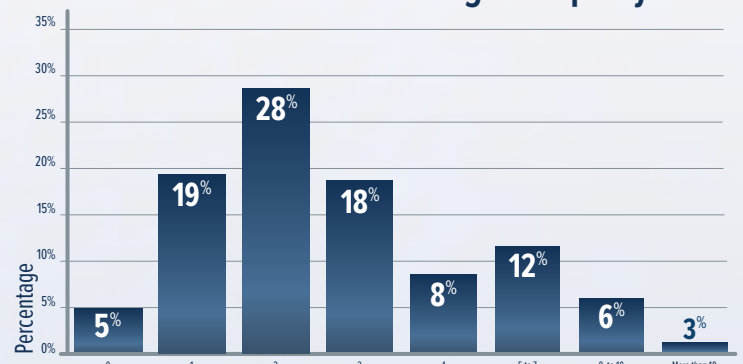
49 COUNTRIES
MIAMI Foreign Buyers Came from 49 Countries in 2024

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



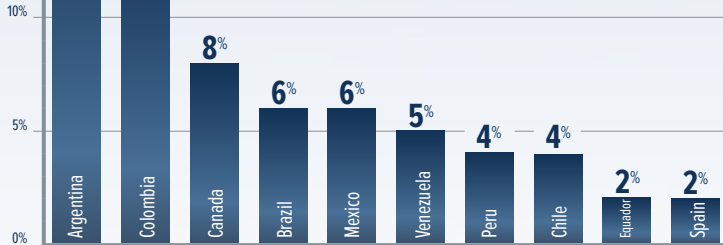
Source: 2024 MIAMI REALTORS® International Study

52% of South Florida Foreign Buyers Visited Florida Only 2 Times or Less Before Purchasing a Property



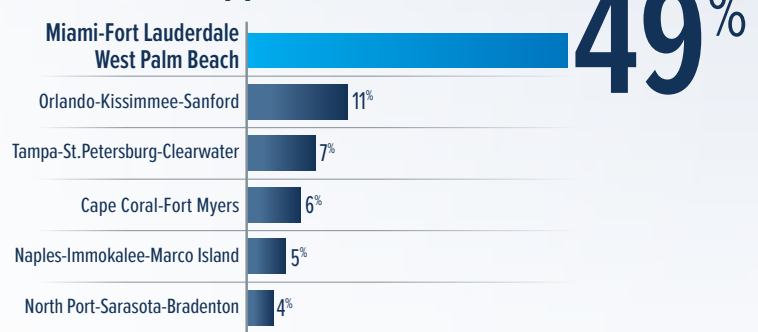
Source: 2024 MIAMI REALTORS® International Study

South Florida Foreign Buyers by Country



Source: 2024 MIAMI REALTORS® International Study

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



Source: 2024 Florida REALTORS® Global Study

DOWNLOAD

The 2024 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
tkinney@miamire.com

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



Connecting Members & Markets... 279 Partnerships Worldwide

MIAMI now has 279 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 75 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
- JAPAN
- 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

\$16,071,708 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, 2025. 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 Jan. 1, 2024 to Nov. 19, 2024, a total of \$16,071,708 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 MIAI 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 31,031 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 (35,312 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 35,312 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 (53,301 Professionals)

Providing a \$100 education credit has proven to be a popular incentive, with an impressive 53,301 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 Jan. 1, 2024 to Nov. 19, 2024, totaling \$16,071,708, 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.

MIAMI Broker Course License Agreement

Must be signed by Broker



2025

MIAMI ADVANCED BUYER REPRESENTATION SPECIALIST



COMPLETE EACH OF THE 9 REQUIRED COURSES

1. ABR: Accredited Buyer Representative
2. ACE Co-Brokerage & the Buyer
3. Buyer Agency: Best Practices and Profitability
4. Buyer Interview – How to Convey Your Value
5. Conversations about Compensations
6. CRS: The Buyers Advocate
7. Understanding Buyer Broker Agreements & How to Implement Them
8. The Conversion Code for Buyers
9. One (1) qualifying elective course

Learn more: education.miamirealtors.com

Our Signature Rock the Market Event

More than 1,500+ MIAMI REALTORS® members, exhibitors, speakers and sponsors participated at the 2024 sold-out Rock the Market conference at the Seminole Hard Rock Hotel & Casino in Hollywood. The real estate event of the year always brings the top speakers, products and services, data and more.



Visit MiamiRealtors.com/RocktheMarket for videos, pictures and presentations.

Neal OATES Jr.

2024 NAR CIPS Instructor of the year



MIAMI REALTORS® LEGAL UPDATES & RESOURCES

MiamiRealtors.com/LEGAL



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

Award-Winning Legal Team



Evian White De Leon, Esq.
Chief Legal Counsel & COO
evian@miamire.com

Melissa del Valle, Esq.
Senior Legal Counsel
melissa@miamire.com

Elizabeth Soto, Esq.
Associate Legal Counsel
elizabeth@miamire.com

- In-house legal team to keep members up to date on laws and hot topics impacting their businesses
- Empowers members with current, relevant and dynamic legal education
- Co-Chairs the Florida REALTORS® Local Board Attorney Council
- Advocates to protect MIAMI REALTORS and the business of its 60,000 members
- 118 seminars on "How to do Business Now," reaching 27,588 members in 2024
- Over 10 toolkits, resource guides & forms to address the required practice changes
- Leading the country in the implementation of the required practice changes — in the two months following the new practice changes, only 0.5% of the MIAMI REALTORS® MLS listings had a violation

Partnership with University of Miami School of Law

In a first for any local REALTOR® association, MIAMI Chief Legal Counsel & COO Evian White De Leon launched the General Counsel Practicum as an Adjunct Professor with the University of Miami School of Law in 2024. The cadre of law students has helped the Association through these years of change.

UNIVERSITY OF MIAMI
SCHOOL of LAW



Legal Team's Most Significant Win

My most significant achievement this year is seeing our 60,000 REALTOR® members thrive, not just survive, in this new era of change in the real estate industry. Our members' superpower is the ability to adapt to change, and this was no different. Seeing that in the two months post-implementation of the new practice changes required by the NAR settlement that only 0.5% of our members' listings in the multiple listing service had a violation was an incredible win.

Evian White De Leon, Esq.
MIAMI Chief Legal Counsel & COO

For education and information on relevant legal topics facing the industry from MIAMI REALTORS® COO & Chief Legal Counsel | Evian White De Leon, Esq., visit MiamiRealtors.com/legal

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.

the
POWER
of

How to Do Business NOW

118

of MIAMI
How to Do Business
Classes in 2024

27,588

of MIAMI
How to Do Business
Participants Registered

20

of Exclusive MIAMI
Toolkits to Help Our Members
Navigate the NAR Settlement

220+

of Products & Services
to Help Our Members
Make More Deals

Exclusive MIAMI REALTORS® Toolkits Helping Our Members Navigate the NAR Settlement

Since the NAR settlement was announced on March 15, 2024, MIAMI REALTORS® moved quickly to help our membership understand the new way of doing business. In addition to our How to Do Business Now & ABR classes, we have 11 new exclusive MIAMI REALTORS® toolkits available at MiamiRealtors.com/Facts. Toolkits include:

- Roadmap & checklist to get ready for Aug. 17 and beyond
- Roadmap to the new forms
- Best practices: developer owned properties
- Seller concession options
- FAQ's

Exclusive MIAMI REALTORS® Broker Licensed Courses

MIAMI REALTORS® commissioned and licensed the following courses to our brokers for free, which they can brand and customize for their own businesses. They are each written by award-winning instructors:

- The Conversion Code for Buyers with Wesley Ulloa
- Conversations about Compensation with Cynthia DeLuca
- What's Your Value? How to Communicate Your Value to Customers & Get Paid with Cynthia DeLuca
- ACE Co-Brokerage & the Buyer Brokerage Agreement with Josh Cadillac
- Buyer Agency: Best Practices & Profitability with Steve David
- Buyer Brokerage and Agency class with Rick Burch
- ACE Negotiator 2: Objection Obliteration with Josh Cadillac

MIAMI Members Leverage Our Education at Our New Global Headquarters

Our new five-story, Class A Global HQ was designed by and for our members. About 2/3 of the 43,000 SF of space on the fourth and fifth floor are for member education and events.

- 1800 Oakwood Drive, Miami, FL, 33166
- Opened: June 3, 2024
- Size: Can host up to 300 people in the conference center, 85 in the expandable multipurpose training room, and 70 in the computer lab.



New Products to Help Our Members Deliver The Highest Level of Service



ALL-NEW MIAMI Single-Sign-On Dashboard

The new dashboard integrates all MLS & MIAMI services to make our members more efficient and productive



DASH: MIAMI members have access to the most comprehensive database for new development inventory anywhere.
MiamiRealtors.com/Dash



The Ground Up: MIAMI members now have the best search database for new luxury condo projects.
MiamiRealtors.com/TheGroundUp



19-language Consumer Website

www.sfpropertysearch.com helps our members create more global business as it translates all MIAMI listings into 19 languages



RE Technology: Providing the best-in-class technology education to our members so they can better serve their clients.
MiamiRealtors.com/RETechnology



IntraMatrix: Expanding your reach as a REALTOR® with reciprocal access between MIAMI REALTORS® SEFMLS, CRMLS (California), FMLS (Georgia), REcolorado (Colorado), Omni MLS (Mexico), RealComp (Michigan), Dayton REALTORS®, MLSListing and more to come!



MLS Touch: Our great new mobile app, which even includes texting & much more!



CubiCasa: Free 2D floor plans



www.MiamiRealtors.com/FACTS

MIAMI REALTORS® INNOVATION

2024 Most Innovative Organization/MLS in the U.S.



The MIAMI Association of REALTORS® (MIAMI) was named the 2024 Most Innovative Organization/MLS in the U.S. by Inman for its forward-thinking initiatives in helping its 60,000 real estate professionals better serve their clients.

MIAMI REALTORS® Leading the Way



■ Taking a proactive approach to affordable housing, MIAMI converted two shipping containers into an affordable housing unit in South Miami and sold it to a buyer at 80% of the area median income in 2022. The award-winning NAR pilot program showcased new ways for our community to address workforce housing while also illustrating the barriers to construction and affordability.

■ MIAMI is the first association in Florida and the East Coast to introduce a generative AI assistant to its members, and we are poised to lead the charge in integrating cutting-edge technology into the real estate sector.

sidekick

MIAMI SEFMLS, Members & Listings Reach 300,000+ REALTORS®



In a monumental step for our industry, MIAMI REALTORS® SEFMLS partnered with seven top MLSs: CRMLS in California, REColorado, REALCOMP in Michigan, FMLS in Georgia, MLSListings, Dayton REALTORS® and OmniMLS in Mexico to provide our collective membership of 302,000+ access to each other's MLS listings. Through IntraMatrix, we are expanding listing reach and creating referral business.



■ We've hired our first Chief Economist, and her reports position our members as market experts and our association as the go-to-data source.



■ We launched and expanded our MIAMI brand Ambassadors program over our five boards to build new leaders.

■ The MIAMI Association of REALTORS® (MIAMI) saw a need in the global marketplace and became the first real estate association to create YPN Global. Young Realtors are the future of the industry and need access to world-

class education, networking, and global conferences. YPN Global and MIAMI Global Membership provides Realtors with MIAMI premium products, MIAMI member pricing on all education and more.

■ We partnered with the International Property Show (IPS) to host the first and second YPN Global Congresses in 2023-24 in Dubai. These summits featured presentations from industry leaders, global networking, YPN awards and new business for Miami, the U.S., and the Middle East. Join us for our next YPN Congress in May 2025 in Toronto.



TRREB REALTOR® QUEST & YPN GLOBAL CONGRESS

May 14 & 15, 2025 | Toronto



MIAMI Global Real Estate CONGRESS

November 9-11, 2025

MiamiCongress.com



The Place To Do International Business

- Delegates from Worldwide International Partners
- Featuring Many of our International Partners & Global Markets
- Keynote Speakers
- High-Impact Global Seminars
- Thousands of Dollars in Prizes



Come to the
MIAMI Global Real Estate Congress

PRIOR
TO **2025 NAR NXT**

Conference & Expo in Houston, TX
November 14-16, 2025

 **MIAMI**
REALTORS
GLOBAL