

The South Florida

LEADERSHIP ISSUE 2026 | MiamiRealtors.com

# REALTOR®



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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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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-ever accreditation presented by the National Association of REALTORS®.

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As the Association's think tank, brain trust and expert resource for their respective marketplaces, the MIAMI Residential Board of Governors and the BROWARD-MIAMI Board of Governors are MIAMI's eyes and ears in the residential real estate market. The Governors identify and monitor threats, opportunities and solutions based on the issues and challenges facing MIAMI members on a day-to-day basis.

The Governors make decisions relative to the Association being an integral part of our members' business and of their professional and community solutions. Together with the MIAMI Professionals, they identify, customize, and implement the very best leading-edge products, services and programs to benefit members, increasing their business and profitability by helping them win MORE listings, reach MORE buyers and close MORE sales.

MIAMI Members: You are our top priority – helping all MIAMI members achieve the highest level of professionalism and deliver the highest level of service to your customers – and that means ongoing education, In-Person, Virtually and Hybrid. With MORE than 2,000 programs, webinars, classes and seminars in 2025, MIAMI is helping YOU – Agents, Managers and Brokers - be the best professional possible and creating a better marketplace for everyone.

In 2026, 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 Matrix. MIAMI members can also choose Matrix en Español and the MIAMI COMMERCIAL MLS.



### THE POWER OF COLLECTIVE ACTION

- Engage
- Elevate
- Empower



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The 2026 JTHS Board of Governors is united under the theme “One Miami, One Mission: Relentless Focus on What Moves Members Forward” with a clear purpose to drive every decision, initiative, and action toward advancing our members’ success.

The goal is simple. We want to help our members to grow their profits, increase their productivity and lead every initiative with purpose. When our members move forward, their businesses thrive and they see real results.

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**ONE MIAMI,  
 ONE MISSION:**  
 Relentless Focus on What Moves  
 Members Forward

- Profitability
- Productivity
- Purpose



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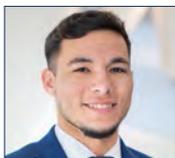
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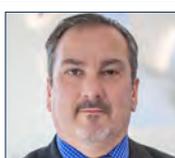
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**Member Outreach**



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

- Address: 1800 Oakwood Drive, Miami, FL 33166
- Opened: June 3, 2024
- Certification: LEED Gold
- Size: Can host up to 300 people in the conference center, 100 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.

**MIAMI REALTORS.**



Photo by Moris Moreno Photography

**MIAMI Trainers**



# 2026 CONGRATULATIONS MIAMI LEADERS

## AREAA Greater Miami

Immediate Past President | **Bowie Chu**  
Board of Director | **Simo Labriti**  
Board of Director | **Peter Leon**

## NAREB South Florida

President | **Carlos Brown**  
Women's Council Pres. | **Andrea Forde**  
Foundation President | **Alicia Hayes**  
Secretary | **Tanya Yee**  
Board Member | **Marshelle Moreland**  
Board Mbr. | **Sherryl King-Weathers**  
Board Member | **Gina Valbrun**

## CCIM Miami

President | **Ruben Ruban Jr.**

## Women's Council of REALTORS®

*Miami-Dade*  
President | **Gysenia Gonzalez**  
President-Elect | **Karen Trivino**  
First Vice President | **Monica Canabal**  
Treasurer | **Alicia Barthelemy**  
Membership Director | **Hilda Lopez**  
Events | **Ashley Gonzalez**

## Broward

President-Elect | **Maurisia Jeffers**

## NAHREP West Broward

President | **Javier Zelaya**

## NAHREP South Florida

President | **Jenny Torres**  
VP | **Gysselle Escobar-Leon**  
Immediate Past President | **Cindy Perez**

## STATE DIRECTORS

Manulani C. Acosta  
Jonathan Alfonso  
Vicki Allen  
Israel V. Ameijeiras  
Maria Elena Arias  
George R. Assal  
Alicia Barthelemy  
Ellen Berkman  
Alma Vega Betancourt  
R. Ginenne Boehm  
Manny F. Bouza  
Roger M. Carlier  
Sandra K. Casey  
Avril K. Cherasard  
Bowie Chu  
Jeffrey C. Corriolan  
Elizabeth Coto  
Carlos M. Cruz  
Oscar S. Daza  
Mike A. Dooley  
Rodney L. Elkins  
Allan Fequiere  
Sandra Fernandez  
Eric Firestone  
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Jose A. Garcia  
Janine Gibson  
David Gonzalez  
Judy M. Gonzalez-Fernandez  
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Michael D. Hinton  
Shauna Hostetler  
Justine Jimenez Garcia  
Row Khalil-Giron  
Daniel Kijner  
Sherryl King-Weathers  
John R. Kinney  
Teresa Kinney  
Justin Kirkwood  
Diego Leiva  
Peter A. Leon

Marlene Llamas Leon  
Sharon R. Lindblade  
Hilda Del Carmen Lopez  
Ramon D. Lopez  
Bill Lyons  
Arlene Mahon  
Carlos Martell  
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Janine Meyer  
Marshelle Moreland  
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Mary Jeanne Robinson  
Fabiana Dora Rodriguez  
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Michelle Rojas  
Shakearah Rolle  
Jose Maria "Chepe" Serrano  
Michael Skovron  
Courtney Smitheman  
Dairell "D.J." Snapp, III  
Debra Spadafora  
Duriel Taylor  
Enrique Teran  
Karen D. Trivino  
Gina Valbrun  
Sasha Valdes  
Aida R. Vega-Medinilla

Lisa Vizcaino  
Mark Weithorn  
Tenisha N. Williams

## NAR DIRECTORS

Sophia Allen  
Darnell Aponte  
Fernando Arencibia, Jr.  
Katherine Arteta  
Eddie Blanco  
Ed A. Boateng  
Denise Chambers Palmer  
Phyllis Choy  
Kay A. Conageski  
Arleen Davis-Slagle  
Dinorah De Cardenas  
Dania M. Diaz  
Patti S. Fitzgerald  
Daniel A. Guerra  
Jorge L. Guerra, Jr.  
Carlos Gutierrez  
Kyshana Guzman  
Ines Hegedus-Garcia  
Angelique N. Hibbert  
George C. Jaill  
Jaime Kriske  
Simo Labriti  
Vivian Macias  
Ronald S. Mann  
Christina Pappas  
Lorenzo Perez, Jr.  
Patrick Simm  
Martha Pomares  
Alfredo G. Pujol  
Rolando Ramirez  
Ruben Sanchez  
Lorry Santana  
Wesley Ulloa  
Yulia Y. Vargas

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

# Congratulations to All New 2025 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 2025

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 2025 Designees at: [MiamiRealtors.com/Education](https://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](https://ambassadors.miamirealtors.com)

**MIAMI AMBASSADORS**  
**MIAMI-BROWARD AMBASSADORS**  
**MIAMI COMMERCIAL AMBASSADORS**  
**MIAMI YPN AMBASSADORS**  
**JTHS AMBASSADORS**



Scan to visit **AMBASSADOR PROGRAM**

# Congratulations National & State Leaders



# 2025 MIAMI REALTORS® AWARDS

To be presented February 6, 2026  
11am at Seminole Hard Rock VIP Reception

Congratulations to our 2025 Industry Leaders & Award Winners who were honored at our Inaugural Celebration

## 2025 | CORPORATE | MIAMI ASSOCIATION OF REALTORS®



**Eddie Blanco**  
AWARD, C2EX, C-PRO®  
REALTOR® of the Year



**Ana Maria Rodriguez**, ABR®  
Legislator of the Year



**Angelique Hibbert**  
ABR, C2EX, CIPS, CRI, PSA, RENE, SRES, SRS  
Advocate of the Year



**Steven J. David**  
CRS, GRI  
Educator of the Year



**Wesley Ulloa**, CEX  
Condo Advocate of the Year



**Toronto Regional Real Estate Board (TRREB)**  
Global Partner of the Year



**Jeanette Pressman**, CEX &  
**Alejandro Nunez**, CEX  
Global Advocates of the Year



**Aida Vega Medinilla**  
AWARD, C2EX, CIPS, CRI, C-PRO®, MRP, PSA, PMA  
RPAC Advocate of the Year



**George Jalil**  
Appraisal Leadership Award



**Bravo Mortgage**  
Affiliate of the Year



**Caridad San**, CMI  
Professional Standards Member of the Year



**Jena Congdon**  
Grievance Committee Member of the Year

## 2025 | MIAMI COMMERCIAL | MIAMI ASSOCIATION OF REALTORS®



**Tamika Moses**  
AWARD, RENE, SFR  
Commercial Realtor of the Year



**Diego Leiva**  
Commercial Legacy Award



**Jennifer Wollmann**  
AWARD, C2EX, EPRO  
Commercial Engagement Award



**Otto Travieso**, CMM  
Commercial Educator of the Year



**IMAPP/PROPERTY KEY**  
Commercial Product of the Year



**RPR Commercial**  
Commercial Partner of the Year

## 2025 | MIAMI RESIDENTIAL | MIAMI ASSOCIATION OF REALTORS®



**The Honorable Vicki L. Lopez**  
Housing Advocate of the Year



**Albert Vasquez**  
C2EX, SRS  
Residential Influencer of the Year



**Manny Bouza**  
CRS, SFR  
Hispanic Advocate of the Year



**Martha Pomares**  
ABR, ABRM, ABRWD, C2EX, CIPS, CRB, CRS, C-PRO®, GRI, SRS, SFR, PSA  
Residential Distinguished Leadership Award



**Joanna Jimenez**  
Residential Board Member Engagement Award



**Craig Grant**  
Residential Educator of the Year

## 2025 | BROWARD - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



**Oscar Daza**  
C2EX, MRP, PSA, SRS  
BROWARD-MIAMI Champion of the Year



**Cheri-Lynn Diamond**  
AWARD, C2EX  
BROWARD-MIAMI Leadership Award



**Fabiana Rodriguez**, MRP  
BROWARD-MIAMI Above & Beyond Award



**Avril Cherasard**  
ABR, ABRWD, PSC, RENE, SFR  
BROWARD-MIAMI Community Leader of the Year



**Row Khalil-Giron**  
ABR, PSA, RENE  
BROWARD-MIAMI Ambassador of the Year



**QRIQET – Real Estate Media Luis Machado**  
BROWARD-MIAMI Affiliate of the Year

## 2025 | JTHS - MIAMI | A DIVISION OF THE MIAMI ASSOCIATION OF REALTORS®



**Patti Fitzgerald**  
ABR, ABRWD, C2EX, CRB, CRS, GRI  
Distinguished Leadership Award



**Janine Meyer**  
AWARD, C2EX, IAB  
JTHS-MIAMI REALTOR® Visionary Impact Award



**Sandy Casey**  
ABR, ABRWD, C2EX, CIPS  
JTHS-MIAMI Excellence in Engagement



**Jim Sinnott**  
JTHS-MIAMI Ambassador of the Year



**Bernie Rubinstein**  
AWARD, C2EX  
JTHS-MIAMI RPAC Advocate Award



**Mark Kasim**  
Business Partner of the Year

## 2025 | YPN MIAMI | MIAMI ASSOCIATION OF REALTORS®



**Simo Labriti**  
AWARD, SFR  
YPN of the Year



**Marlene Llamas Leon**  
ABR, ABRWD, C2EX, CIPS, PMA, PSA  
Global YPN of the Year



**Tara Carter**  
AIC, ABR, MFR, SRS  
Educator of the Year



**Calli Henley**  
YPN Ambassador of the Year



**Lorry Santana**  
AWARD, MFR  
YPN Champion of the Year



**Melinda Grimaldi Grimaldi Law / Closers Title**  
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
- Ethica AI
- 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
- Xomio\*
- Bridge Interactive
- Get.Realtor
- Homes.com Agent Websites and SEO Services\*
- IDX Vendors\*
- ListHub
- ListTrac\*
- New Home Source Prof. ShowingNew.com Site
- RentalBeast.com
- The International MLS (IMLS)
- TreStle
- World Property Journal\*
- Venturu



## 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



## MULTI-MEDIA, PHOTOS, VIDEOS, TOURS

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



## CRM

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



## SELLERS/BUYERS, PRESENTATIONS & CMAS

- AI HomeDesign\*
- AIRES-AI
- Agent 3000
- Broker Open House
- CartoFront
- Infinity
- MLS Offers
- MLS Match
- New Estate Only (NEO)
- Nila June
- South Florida Property Search
- Style To Design\*
- Virtual Staging AI
- DASH
- NEO
- AdBuilder™\*
- Builders Update
- CubiCasa
- 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®
- OneHomeowner
- Photofy
- RateMyAgent
- RatePlug
- Realist
- RealMails
- Real Satisfied
- Remine Pro
- Remine Mobile
- Rental Beast
- RPR
- RPR Mobile
- ShowingTime for MLS & Mobile
- Supra eKey
- Supra iBoxes\*
- Supra Web
- Utility Connect
- Vizzda



## MARKETING TOOLS

- Agent 3000
- Broker Command
- Broward and Palm Beach: Top Ranking City (F)
- Ethica AI
- Foreign Consumers Searching U.S. Properties
- Get.Realtor
- 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
- RealMails
- S. Florida Market Intel
- S. Florida REALTOR® Magazine SideKick
- Style To Design\*
- 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\*
- AdBuilder\*
- Builders Update
- CubiCasa
- DASH\*
- OneHomeowner
- 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\*
- Venturu
- Virtual Staging AI
- Canva Custom Templates



## AFFILIATES

- AI HomeDesign
- AIRES-AI
- Affiliate Hot Deals\*
- Ethica AI
- Infinity
- Presidential Membership\*
- Diamond Membership\*
- Platinum Membership\*
- Gold Membership\*
- Silver Membership\*
- Bronze Membership\*
- Job Board: Post Jobs/Find Jobs
- Virtual Staging AI
- Inman Select
- JTHS Corporate Affiliate Directory
- MIAMI Corporate Affiliate Directory



## ARTIFICIAL INTELLIGENCE

- Agent 3000 – Eve
- AIRES-AI
- AI HomeDesign
- Discover MIAMI Store Websites\*
- Ethica AI
- Global Referral Connect
- Infinity
- 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
  - S. FL Commercial Prop. Search
  - AdBuilder™
  - Affiliates
  - Box Brownie
  - Brevitas
  - Commercial Resources
  - Compstak
  - CREOP\*
  - CREXi
  - Data Co-Op
  - Digital Business Cards
  - Dotloop
  - Education
  - Form Simplicity
  - IMAPP
  - Industry News
  - IntraMatrix
  - ListTrac\*
  - Member-to-Member Marketing
  - MIAMI's Global Property Exchange
  - MLSTouch®
  - MuniCode
  - NAR's Commercial Institute Affiliates' Local Chapters
  - RPR Commercial
  - Remine Mobile
  - Remine Pro
  - RPR Mobile
  - Reonomy\*
  - RockVal™\*\*
  - Search other MLSs
  - Stratafolio
  - The International MLS (IMLS)
  - Young Prof. Network (YPN)
  - YPN Pro\*
  - Venturu
- 

## EDUCATION

- City Spotlight Events
  - Legal Updates
  - Rock the Market
  - S. Florida Real Estate School
  - MIAMI Realtors LIVE
  - MIAMI REALTORS Podcast
  - Calendar
  - Code of Ethics Training
  - Fair Housing 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)
  - Legal Updates
  - MLS Resources
  - Professional Standards
  - Recruitment, Retention & Profitability
  - S. Florida Real Estate School
  - SaleCore\*
  - Specialized Training
  - Total Brokerage
  - Bridge Interactive
  - Get.Realtor
  - IDX Vendors\*
  - ListHub
  - ListTrac Website Tracking Reports
  - MIAMI REALTORS® Official Podcast
  - MIAMI Realtors Live
  - S. Florida Property Search
  - The MIAMI Gateway Dashboard
  - Trestle
  - Wisser Broker\*
  - World Property Journal\*
- 

## CUSTOMER ENGAGEMENT

- AI HomeDesign \*
  - AIRES-AI
  - Agent 3000
  - CartoFront
  - Discover MIAMI Store\*
  - Ethica AI
  - Nila June
  - Showingly
  - SideKick
  - South Florida Property Search
  - South Florida Commercial Property Search
  - Style To Design\*
  - XOMIO\*
  - AdBuilder™
  - CubiCasa
  - Curbio\*
  - Every Door Direct Mail (EDDM)
  - Forewarn
  - Great Schools
  - Homes.com Agent Portal
  - Homes Pro
  - Infinity
  - InstaCard
  - Live Chat
  - Lundy
  - Market Leader
  - MLS-Touch
  - Neighborhood Intel\*
  - OneHome™ by Corelogic
  - One Homeowner
  - Photofy
  - RatePlug
  - RateMyAgent
  - RealMailers
  - Real Satisfied
  - RealKnu
  - Remine Pro
  - Remine Mobile
  - Rental Beast
  - RentSpree
  - RPR Mobile
  - Smarter Agent App\*
  - ShowingTime for MLS & Mobile
  - Utility Connect
  - World Property Journal\*
  - Venturu
- 

## 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

- DASH
  - Ethica AI
  - FREE FIABCI Associate Membership
  - Global Referral Connect
  - Juwai
  - MIAMI's Global Property Exchange
  - 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\*
  - DASH
  - Global Referral Connect
  - MIAMI's Global Property Exchange
  - Listing Syndication (Brokers/Managers)
  - Market Focus Reports
  - MIAMI Photofy
  - New Estate Only (NEO)
  - Sidekick
  - SFMarketIntel.com
  - S. Florida Open House Search
  - S. Florida Property Search
  - TerraFly Pro
  - Venturu
  - 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 Prof. Search
  - ReboGateway
  - Realist
  - RealMailers
  - Remine Mobile
  - Remine Pro
  - RPR
  - RPR Mobile
  - RPR Commercial
  - RentalBeast.com
  - Reonomy\*
  - SunStats
- 

To find a specific Product or Service simply type in:

MiamiRealtors.com/the name of the product or service  
i.e. MiamiRealtors.com/Supra

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

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

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

**MIAMI**

**#1**

**U.S. Market for International Homebuyers**

Source: Realtor.com, 2025

**#2**

**Luxury Real Estate Markets Where the Ultra-Rich are Buying in 2025**

Source: GoBankingRates.com, 2025

**#5**

**Most U.S. \$10M+ Quarterly Residential Sales**

Source: Knight Frank, 2025

**#4**

**Highest Number of Ultra Wealthy Individuals in the World**

Source: Altrata, 2025

**#1**

**Most All-Cash Sales in the U.S. in First Half of 2025**

Source: Realtor.com, 2025

**#2**

**Top Target for Commercial Real Estate Investment in the U.S.**

Source: CBRE, 2025

**#1**

**Most International Migration in the U.S.**

Source: U.S. Census Bureau, 2025

**#1**

**Most Owner-Occupied Homes in the U.S.**

Source: Realtor.com, 2025

**#2**

**Largest Vacation Home Market in the U.S. (Miami Beach)**

Source: MIAMI REALTORS® analysis of U.S. Census data, 2025

**#4**

**Best U.S. City**

Source: Resonance World's Best Cities Report, 2025

**#1**

**Best Food City in America**

Source: Food & Wine, 2025

**#8**

**Best Sports City in the World**

Source: Burson, 2025

**#2**

**Most Pedestrian Friendly City in the U.S.**

Source: StorageCafe, 2025

**#6**

**Best Skyline in North America**

Source: CityGeek, 2025

**#1**

**Best Party City in the U.S. (Miami Beach)**

Source: U.S. News & World Report, 2025

Go to [MiamiRealtors.com/CoBrand](https://MiamiRealtors.com/CoBrand) for more South Florida Facts & Complete Rankings

The only REALTOR® Association in the world with 60,000 members, 299 International Partners around the world and MORE than 220 Products & Services.



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!

**Chris Umpierre**  
Chief of Communications  
chris@miamire.com



## BROWARD

**#1**

U.S. City to Live in  
If You Own a Boat  
(Fort Lauderdale)

Source: House Digest, 2025

**#1**

Best City for Hispanic  
Entrepreneurs  
(Pembroke Pines)

Source: WalletHub, 2025

**#2**

Best U.S. City for  
Homebuilding Prospects  
(Fort Lauderdale)

Source: ULI/PwC Emerging Trends in Real Estate, 2025

**#3**

Most Affordable Beach Towns  
in the U.S.  
(Deerfield Beach)

Source: House Beautiful, 2025

## PALM BEACH

**#2**

America's Fastest Growing  
Millionaire Hub  
(West Palm Beach)

Source: USA Wealth Report, 2025

**#2**

Top Global Market  
for Five-Year Growth

Source: Knight Frank, 2025

**#3**

Most Skilled Job  
Growth in the U.S.  
(Miami-Fort Lauderdale-West Palm Beach)

Source: Lightcast's Talent Attraction Scorecard, 2025

**#2**

Second-Busiest Private  
Jet Airport in the U.S.  
(Palm Beach International Airport)

Source: Argus TraqPak, 2025

## MARTIN

**#1**

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

Source: Southern Living Magazine, 2025

**#5**

Best Beach in Florida  
(Stuart Beach)

Source: USA Today 10Best Readers' Choice Awards, 2025

**#8**

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

Source: Golf Digest, 2025



# 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

**\$3.4 MILLION** Education Credits given back to our members from June-Nov. 2025

**2,006** MIAMI educational seminars in 2025

**112,150** Total participants at MIAMI Seminars in 2025



## MLS

**4<sup>th</sup> LARGEST** Multiple Listing Service (MIAMI MLS) in the U.S.

**LARGEST** MLS owned by an Association

**\$31.7 BILLION**

Total real estate volume sold by MIAMI members in 2025



## Commercial

**7<sup>th</sup> LARGEST**

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

**1<sup>st</sup> & ONLY**

NAR 5-Star accredited Commercial Association in Florida

**\$2.1 BILLION**

Commercial Sales by MIAMI Members in the South Florida Commercial MLS



## Global

**299** International partnerships, the most of any REALTOR® association in the U.S.

**9x** NAR Diamond Global Business Council Winner

**77** Countries on 6 continents represented among MIAMI's distinguished global partners



## Advocacy

**\$618,000** invested in South Florida communities by MIAMI REALTORS® since 2017

**57** local community projects completed since 2017

**29** Pro-REALTOR® South Florida Candidates Supported by MIAMI PAC in 2025



## Consumer-Facing Portals

**3** consumer-facing property search portals

**5,708**

Listings on

SouthFloridaCommercialPropertySearch.com

**26,651**

Listings (all property types) on SFPropertySearch.com



## Products & Services

**220+**

leading edge products & services to help our members succeed

**10** Artificial Intelligence (AI) Tools

**4** Premium Tax Solutions



## YPN

**FIRST YPN** to host a Global Congress

**7** Number of YPN Global Congresses Hosted

**2x WINNER**

of the NAR Top YPN Network of the Year



## Communications

**\$6 MILLION** in ad equivalency value (earned media) in 2025

**5,500** articles mentioning Miami REALTORS® in 2025

**2<sup>nd</sup> MOST**

Followed REALTOR® Association in the World on Instagram (52,500+ Followers on @themiamirealtors)



## Relief Funds

**\$426,000+**

Amount donated to help relief efforts in the state, nationally & globally.



## MIAMI Commercial Hosts Two Powerful, Industry-Leading Conferences in 2025

A capacity-crowd of 450 MIAMI members filled the room for the 2025 South Florida Real Estate Summit in April 2025. A resounding success with top speakers, an expo and networking; it marked the first time MIAMI overhauled its mid-year conference to be a residential and commercial event.



Then in October 2025, nearly 300 MIAMI members participated in the 2025 MIAMI Commercial Conference – our signature award-winning event.

MIAMI’s mission to provide keynote speakers, powerful panels, networking, data, tools and more so our members can make more deals and serve their clients better. MIAMI Commercial also unveiled new commercial forms developed exclusively for MIAMI Commercial Members, designed to streamline transactions and support industry best practices.



## MIAMI Commercial Again Achieves NAR’s Highest Distinction

For the fourth consecutive year since NAR overhauled the program, MIAMI Commercial has received NAR’s highest commercial distinction – a 2025-26 Diamond Level Commercial Services Accreditation.

The 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.



## Listen to Your New MIAMI Commercial Podcast

Fuel your next deal by listening to our brand-new MIAMI Commercial Podcast, a monthly series that will keep you ahead of our fast-changing market. Our podcast will bring you: leading CRE industry topics with expert guest speakers, our MIAMI quarterly commercial market reports and more.



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

## Join the MIAMI Commercial Ambassador Program



The MIAMI Commercial Ambassador Program is open to motivated professionals who are ready to take an active role in advancing commercial real estate excellence. Whether you are an experienced commercial practitioner or an emerging professional, this program offers a platform to lead, connect, and inspire.

### Ambassador Role & Impact

MIAMI Commercial Ambassadors serve as:

- Official representatives of MIAMI Commercial within the REALTOR® community
- Advocates for commercial education and professional development
- Mentors to members exploring commercial real estate career pathways
- Key contributors to the growth of MIAMI Commercial’s reach, influence, and impact

Participants in the MIAMI Commercial Ambassador Program gain:

- Recognition as an official MIAMI Commercial Ambassador
- Exclusive networking opportunities with industry leaders and peers
- Priority access to select commercial programming and events
- Increased visibility within the commercial real estate community
- A clear pathway to leadership roles within MIAMI Commercial

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

## MIAMI Commercial Certificate Program

Learn how you can earn your Commercial Core Certificate, Advanced Certificate, Certificate renewal, and view photos of our recent graduates:



Spring 2025 Class



Fall 2025 Class

**Graduates Complete 30+ Hours of Commercial Courses**  
Earn your MIAMI REALTORS® Commercial Certificate by completing at least one class from 9 sections below and be a MIAMI Commercial member. The education and networking with fellow classmates will take your commercial real estate career to a new level.

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

## 2026 MIAMI COMMERCIAL by the Numbers

**\$2.1 Billion**

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

**871,000+**

Active Commercial Listings on RPR

**6,030**

Active Commercial Listings on the South Florida Commercial MLS

**3,857**

Commercial Members

**450**

2025 South Florida Real Estate Summit Attendees

**246**

2025 Commercial Conference Attendees

**299**

Global Partner Organizations

**125**

Classes, Training & Networking Offerings

**Alian Collazo**  
Chief of Commercial  
alian@miamire.com



## New Commercial Forms

MIAMI has developed new commercial forms for its MIAMI Commercial members. They are designed to streamline transactions and support industry best practices. Commercial forms are password protected and exclusively available to MIAMI REALTORS® Commercial members. For any questions, please contact forms@miamire.com



MiamiRealtors.com/CommercialForms

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

## MIAMI COMMERCIAL EVENTS

Featuring Top Experts & Industry Leaders



### 2026 South Florida Real Estate Summit

May 29, 2026

Seminole Hard Rock Hotel & Casino  
MiamiRealtors.com/Midyear

### 2026 MIAMI Commercial Conference

October 16, 2026

MIAMI Global HQ  
CommercialConference.com

Sponsorships Available  
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](https://www.linkedin.com/company/miami-commercial)

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

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

[X.com/MIAMICommRE](https://www.x.com/MIAMICommRE)

MiamiRealtors.com/commercial

# 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



## Advocacy in Action

MIAMI REALTORS® continue to lead the way with condo advocacy in the wake of new state condo regulations requiring inspections of older condominium buildings and adequate reserves for repairs.

On Feb. 14, 2025, MIAMI REALTORS® hosted a sold-out, trailblazing Condo Summit with Senator Jason Pizzo, Representative Vicki Lopez, Miami-Dade County Mayor Daniella Levine Cava, top legal and policy experts and more.

More than 300 MIAMI REALTORS® attended, it was streamed virtually for watch parties in Jupiter and Broward, we had 10+ sponsors and the Condo Summit made news statewide and impacted future policy. The Miami Herald highlighted a MIAMI REALTORS® Instagram soundbite shared from the event where Lopez said there would be “no financial bailouts at all.” Also at our Condo Summit, Pizzo spoke about how condo associations should be allowed to use bank loans or lines of credit to satisfy required reserve funding.



# 10 ADVOCACY WINS in 2025



1. Elimination of the Business Rent Tax. Starting Oct. 1, 2025, Florida businesses have not had to pay sales tax on commercial leases — a change worth billions annually
2. Convincing the Legislature to add minutes to the password-protected website for any pending condo special assessments
3. Miami Herald Op-ed column on what every resident/buyer needs to know
4. Held many forums, events and conferences with lawmakers, including the groundbreaking 2025 South Florida Condo Summit
5. Created New Condo forms to help our members serve their clients better
6. Launched Our Condo Resource Hub: [MiamiRealtors.com/Condos](https://MiamiRealtors.com/Condos)
7. Launched “Condo Listing Toolkit: What Sellers Need to Know” – Every member entering a condo listing into our MLS, receives an email with essential tools
8. Bringing the potential next Governor of Florida, Byron Donalds, to MIAMI Global HQ for a Housing Affordability Forum with FAMP
9. Donalds writing a letter to FHFA Director Bill Pulte requesting that Fannie Mae and Freddie Mac change its geo-targeting policy against Florida condos
10. 50+ media articles recognizing our MIAMI advocacy efforts - MIAMI REALTORS® is sourced & MIAMI Chief of Residential & Advocacy Danielle Blake is quoted



## Capitol to Closings: Your Legislative Session Breakdown

A sold-out crowd of members participated in our Capitol to Closings: New Laws in Real Estate seminar on May 9, 2025 at MIAMI HQ. Your 2025 legislative session breakdown—what passed, what failed, and what it means for your business. Along with our guest speakers, State Senator Ana Maria Rodriguez, State Senator Alexis Calatayud, and State Senator Jason Pizzo.



## Keeping Connected with MIAMI Brokers



MIAMI REALTORS® hosted a VIP Brokers Luncheon for our distinguished brokers and managers on Sept. 26, 2025 at MIAMI Global HQ. The event featured top presentations from NAR and Florida REALTORS® leadership. It showcased the incredible range of resources and 200+ products and services MIAMI provides to its 60,000 members.

## 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 2025 included Miami Lakes, Coral Gables, West Dade and more. Register: [MiamiRealtors.com/CitySpotlights](https://MiamiRealtors.com/CitySpotlights)



## Cruising Down the River

Always a sold-out event, our MIAMI River Tour on March 7, 2025, gave us an incredible vantage point to show our member waterfront properties and development projects from the water. We also held another tour in Spanish. 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 2026 because they will sell out.



## 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 annual Real Estate Luncheon for years. We hosted a Housing Affordability Forum with the Florida Association of Mortgage Professionals that featured Congressman Byron Donalds and Miami-Dade Commissioner Raquel Regalado in 2025.



## MIAMI Volunteer Service

Special thanks to our MIAMI REALTORS® Leaders and Ambassadors for contributing more than 30 hours of volunteer service at community events in 2025.

Your time, energy, and commitment reflect the very best of our profession. Through your service, you not only represented Miami REALTORS® with integrity and professionalism, but also made a meaningful impact in the communities we serve.

We are deeply grateful for your dedication and leadership.

## MIAMI Leaders with Most Volunteer Hours



**Alejandro Nunez**  
 75 hours  
 28 events



**Rowayda Khalil-Giron**  
 59.50 hours  
 27 events



**Jeanette Pressman**  
 51 hours  
 18 events

## MIAMI Leaders with 30+ Volunteer Hours

- Alejandro Nunez
- Rowayda Khalil-Giron
- Jeanette Pressman
- Dinorah de Cardenas
- Roger Carlier

- Aleen Davis-Slagle
- Jonathan Alfonso
- Katherine Arteta
- Gus Fonte
- Tamika Moses

- Mirtha Guzman
- Sherryl King-Weathers
- Elizabeth Espinosa
- Marshelle Moreland
- Kaprice Brown

- Lakisha Hills Williams
- Sandra Viera
- Andrea Forde
- Ana Pol



## Why choose Broward-MIAMI?

- **LOWEST AGENT DUES**  
of any local REALTOR® Association
- **FULL-TIME MEMBERSHIP TEAM**  
at 2 Broward facilities to serve you
- **BROWARD BOARD OF GOVERNORS**  
representing our members
- **FREE SUPRA eKEY SERVICE**  
included with your membership  
(no additional fee)
- **2 FULL-SERVICE BROWARD OFFICES +**  
2 in Miami + 1 in Jupiter =  
6 convenient locations
- **MORE TRAINING & EDUCATION**  
than any local association  
(2,000+ classes/year)
- **STATE-OF-THE-ART COMPUTER LABS  
FOR HAND-ON LEARNING**
- **220+ PRODUCTS & SERVICES**  
to give you a competitive advantage
- **INTERNATIONAL CONNECTIVITY**  
The most exposure for your MLS listings -  
150+ Publishers - up to 500+ websites -  
299 global partnerships
- **COMPLIMENTARY  
STARBUCKS COFFEE**  
at each of our office locations
- **& SO MUCH MORE!**

Join the more than Over 14,000 Broward-MIAMI agents who are part of the largest local REALTOR® Association in the country!

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

## Broward-MIAMI Resources

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

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

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

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

# WE ARE BROWARD COUNTY

Regardless of where you live or work in Broward, we've got you covered. 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!

## Spotlight on BROWARD

2025 was a stellar year for BrowardMIAMI'S signature City & County Spotlights with all events SOLD-OUT! Our members requested Weston, Pembroke Pines & Miramar events and we delivered tangible insights & actionable data going above and beyond! Our County Spotlight focused on the exciting county residential and commercial projects supported by the state's investment in Broward's infrastructure with a laser focus on downtown Fort Lauderdale!



Connecting with leaders and growing our members' networks, we hosted Biz After Hours at destinations that highlight many of the reasons people and businesses are flocking to Broward - the Sunset Rooftop in Hollywood Beach, RoundUp Country Club in Davie, and the grandest pickleball facility in the US, Play the Fort.



We launched the BrowardMIAMI podcast featuring 8 episodes in its first year!

Broward on the Move, a dynamic showcase featuring Broward county experts from Port Everglades, Fort Lauderdale's International Airport, the Property Appraiser, and the State's FDOT Secretary. This sold-out event was a collaboration with MIAMI Commercial.



Broward County Public Schools Superintendent Dr. Howard Hepburn welcomed our Broward-MIAMI Leaders at the 2025 Broward Schools Showcase! This ongoing partnership underscores MIAMI's commitment to furthering the American Dream of Homeownership for all!



**Claudia Bailly**  
Chief of Engagement  
claudiab@miamire.com



**Larry Signh**  
Chief of Broward & Broker Liaison  
larry@miamire.com



Broward-MIAMI's VIP Brokers Forum welcomed our broker members with the most current and actionable data, insights, legal updates, education, products & services and more!

Delivering on our commitment to our members, Broward-MIAMI hosted City Spotlights highlighting some of the most exciting cities with significant real estate opportunities, Pembroke Pines, Weston & Miramar!



Realtors® Care came to life at the Joe DiMaggio's Children's Hospital Ambassador Holiday event where we brought joy, happiness and hope to patients and their families.



Broward-MIAMI established a partnership with Broward County Public Schools and is serving as a premier community partner sharing the opportunities borne of Broward county's thriving real estate market, and the resources and know-how needed to attain the American Dream of Homeownership to its students, teachers, administrators, parents & more!



Realtors® in the Community with Broward County Public Schools, Feeding South Florida, the Caring Place, Beach Clean-ups, FMU Student Clothing Drive, and more!

# #WeRBrowardMiami

## Get Social with Broward-MIAMI

- [Instagram.com/browardmiami](https://www.instagram.com/browardmiami)
- [Linkedin.com/company/broward-miami](https://www.linkedin.com/company/broward-miami)
- [Facebook.com/BrowardMIAMI](https://www.facebook.com/BrowardMIAMI)
- [X.com/BROWARD\\_MIAMI](https://www.x.com/BROWARD_MIAMI)



### 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

# WE ARE JTTHS-MIAMI

As a proud division of MIAMI REALTORS®, JTTHS-MIAMI continues to serve the Jupiter-Tequesta-Hobe Sound area with the perfect blend of personalized, local service backed by the powerful reach of MIAMI Realtors. Members enjoy all the benefits of being part of the largest real estate association, right where they live and work. Our full-service Jupiter office offers convenient access to Supra services, in-person classes, professional seminars, weekly meetings, and even free Starbucks coffee, giving REALTORS® everything they need to stay connected, informed, and moving forward in their business.



## Rock the Market Returns to Palm Beach County!

Rock the Market's SOLD-OUT return to Palm Beach County brought together REALTORS®, brokers, and industry partners for an unforgettable day of insight, inspiration, and connection. From dynamic market updates and expert panels to networking with the area's top professionals, Rock the Market once again proved why it's one of MIAMI's most anticipated annual events. 2025's event set the stage for continued growth, collaboration, and unstoppable momentum across our Palm Beach real estate community.



## First JTTHS-MIAMI REBarcamp

Our Young Professionals Network from across Palm Beach, Broward, and Miami came together to connect, collaborate, and ignite new ideas to elevate their real estate careers. From high-energy breakout sessions to real talk on how to lead, grow, and thrive in this business. It was an evening full of value, vision, and vibes.



## Hosting the 3D Mobile Mammography Bus

We hosted the 3D Mobile Mammography Bus, sponsored by JTTHS-YPN, as we prioritize early breast cancer detection for our community. Just one of the many ways we are looking out for our community.



## Juice it Up with YPN

Our Juice it Up with YPN series on ZOOM broke down what REALTORS® need to know about many pressing topics throughout the year. Each month we had a special host share a tip/knowledge on what can move Realtor business forward.



## Winning Wednesday: Where Connections Happen

Winning Wednesday has become a favorite event at JTTHS-MIAMI. A lively weekly gathering where members network, showcase their listings or share their buyer needs, and gain insight from members of our community. With breakfast, coffee, and meaningful connections, Winning Wednesday is a favorite place for members to start their day!



Join us every Wednesday from 8:30 am – 10 am.

## JTTHS Lighthouse Tour

In March 2025, we toured historic Jupiter Inlet Lighthouse! This iconic landmark not only offers stunning views but also deepens our understanding of the rich history and coastal beauty that makes Jupiter and Palm Beach County so desirable.





## Giving Back: JTHS-MIAMI In the Community

Our members are dedicated to creating a lasting, positive impact through community outreach, charitable giving, and volunteer efforts that support local families and organizations year-round. Whether it's raising funds for important causes, providing essential resources, or lending a helping hand where it's needed most, we believe in using our collective strength to make a difference. Together, we're not just building careers in real estate, we're building a stronger, more connected community.



## 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](http://MiamiRealtors.com/JTHS) or call 561-746-2707 to learn more.

- **AMONG THE LOWEST AGENT DUES**  
of any local REALTOR® association
- **FREE 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
- **ECONOMIC & MARKET INSIGHTS**  
from our experts
- **FREE STARBUCKS COFFEE**  
at all office locations...  
& SO MUCH MORE



## Get Social with JTHS-MIAMI

for Events, Opportunities and Programs

-  Follow JTHS-MIAMI on Instagram  
[Instagram.com/jthsmiami](https://www.instagram.com/jthsmiami)
-  Follow JTHS-MIAMI on LinkedIn  
[LinkedIn.com/company/jthsmiami](https://www.linkedin.com/company/jthsmiami)
-  Follow JTHS-MIAMI on Facebook  
[facebook.com/JTHSMIAMI](https://www.facebook.com/JTHSMIAMI)
-  Follow JTHS-MIAMI on Twitter  
[X.com/jthsmiami](https://www.x.com/jthsmiami)

## JTHS-MIAMI Resources

JTHS Main: 561-746-2707

### JTHS-MIAMI

2151 Alternate A1A South, Suite 1100  
Jupiter, FL 33477

Email: [jthsmiamire.com](mailto:jthsmiamire.com)

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



# TRREB REALTOR® QUEST & YPN GLOBAL CONGRESS

## May 13 & 14, 2026 | Toronto

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



## MIAMI YPN's "One Thing" is Growing Leaders, Creating Opportunities

MIAMI YPN promotes professionalism through social and community involvement and by doing so, we have created an incredible platform both locally and abroad to empower our dynamic young professionals. To ensure we continue to grow leaders and create opportunities, MIAMI YPN will focus on growing our influence, profitability, and community as our main priorities for 2026. Be sure to look out for some of our most famous collaborative events including We Wire Lady LeadHers, REBarcamp, Legends & Millennials, and much more.



## 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.

### 2026 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



*Miami YPN continues to lead the industry in 2026, strengthening collaboration at the local, state, national, and now global levels. With the expansion of YPN Global, we've renewed our mission to inspire and empower young professionals around the world, providing a dynamic platform where members can connect, learn, and grow together.*

**Darnell Aponte**

2026 MIAMI YPN President



## Get Social with YPN

for Events, Opportunities & Programs

YPN@Miamire.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 Vice President 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 13 & 14, 2026 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.

### 2025 | 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 2025 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 2026. Applications will open for our 2026 class in late January, so please stay connected with us on Instagram @MIAMIYPN and @YPN.Global for more updates.



JOSEF BAGIV



NOEL BARRIENTOS



JONATHAN BIGELMAN



JOE BRIKMAN



RENIER CASANOVA



ELIZABETH COTO



HERMAN GAMBERTOGLIO



CALLI HENRY



TALITA PINHEIRO



JAMIE ROSE MANISCALCO



IVAN RABINOVICH



DANIEL RASCON



DANIELA R. JULIAO



NAILAN RODRIGUEZ



MADELINE SHIRAH



YULIA SKURIKHUNA



JESSICA TURNER



DENNIS VAN RANDAL



PABLO VIGNOLO



STEVEN VIVAR

# EMPOWERING 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

**Leveraging Market Stats to Boost Your Business Series**  
Friday | December 19 | 2PM

**Simo Labriti**  
2025 YPN President

**Chris UMPIERRE**  
Chief of Communications

Join Us for the Latest on the South Florida Market

## Showing How Miami Real Estate is Leading the Nation, World

### MIAMI: #1 OFFICE MARKET IN THE U.S. Vacancy Rate



- |                    |                      |
|--------------------|----------------------|
| 1. Miami 15.5%     | 6. Orlando 16.8%     |
| 2. Los Angeles 16% | 7. Charlotte 17%     |
| 3. Twin Cities 16% | 8. Boston 17.1%      |
| 4. Manhattan 16.2% | 9. Nashville 17.8%   |
| 5. Tampa 16.5%     | 10. New Jersey 18.9% |

## 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.

**Miami's Home Equity Gains Nearly 2X National Figure**

MIAMI-DADE	\$533,955
U.S. AVERAGE	\$287,111

John Smith  
Smith & Associates Inc.  
Miami, Florida  
305.555.5643

## 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:

**Miami: No. 1 in the U.S. in International Migration**

Note: Stats are for Net New Residents  
Source: U.S. Census Bureau, 2024

- #1 Miami-Dade, FL - 123,835
- #5 Broward, FL - 56,567
- #10 New York, NY - 44,437
- #11 Dallas County, TX - 31,721
- #12 Harris County, TX - 27,544
- #13 Los Angeles County, CA - 22,689
- #14 Maricopa County, Arizona - 15,855
- #15 Santa Clara County, CA - 14,644
- #16 Cook County, IL - 13,703
- #17 Queens County, New York - 14,437

## 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.

**Economic INSIGHTS**  
from the MIAMI REALTORS' Chief Economist

MIAMI REALTORS



# MIAMI PAC & CHANGING COMMUNITIES

Ana Maria Rodriguez  
Chief of Strategic Initiatives  
ana@miamire.com



## REALTORS® Advocated, Florida’s Business Rent Tax Ended

Starting Oct. 1, 2025, Florida businesses have not had to pay sales tax on commercial leases — a change worth billions annually. For South Florida, this victory shows how Realtor engagement benefits the entire business community — because the idea to end the tax started in a MIAMI REALTORS® boardroom 15 years ago.

For nearly two decades, MIAMI REALTORS® and Florida REALTORS® led the charge to end a tax that was as high as 7% in South Florida. Realtors advocated, collaborated and persisted through countless meetings with lawmakers until success was achieved.

The full repeal is one of the most significant advocacy wins in history. Florida businesses will now save \$2.5 billion annually to reinvest in jobs, equipment and growth. Just as importantly, Florida is no longer the only state in the nation taxing commercial leases. We now stand on equal footing with our peers in attracting and retaining businesses.

**EVERY BITE REMINDS US: REALTORS® ENDED THE BUSINESS RENT TAX**

**YEARS OF ADVOCACY PAID OFF!**

- In 2010, MIAMI REALTORS® began leading the charge to eliminate Florida’s business rent tax.
- Florida was the only state in the nation charging a sales tax on commercial leases.
- Year after year, REALTORS® chipped away at the rate until it was gone.

Year	Rate
2010	7%
2018	6.8%
2019	6.7%
2020	6.5%
2021	6.4%
2023	5.5%
2024	3%
OCT 1 2025	ZERO!

**STARTING OCTOBER 1, 2025, THE SALES TAX ON ALL COMMERCIAL LEASES IS ELIMINATED.**  
That means millions in savings for Florida businesses — fueling growth, jobs and stronger communities.

MIAMI REALTORS® ADVOCACY miamirealtors.com/advocacy

# MIAMI LETTERS

## Coral Gables Letters

MIAMI REALTORS®, in collaboration with the National Association of REALTORS® (NAR) and the City of Coral Gables, unveiled the Coral Gables Letters in November 2025 at Giralda Plaza. It marked the 9th set of letters MIAMI has built in the last three years to benefit South Florida communities using NAR grant money. Other cities that the MIAMI Letters are displayed: Miami, Miami Springs, Hialeah, Jupiter, Miami Gardens



One of our key missions is to improve our communities and make them even more beautiful. Four-foot tall, Instagram-ready letters featuring “Coral Gables” will be the source of community promotion, pride and engagement.

## Miami Gardens Letters

MIAMI REALTORS® proudly launched the Miami Gardens Monumental Letters in May 2025. Our famous letters, made possible through placemaking grants, bring people together in a picturesque setting as a conversation piece of art.



## Homestead Letters

MIAMI REALTORS® installed its latest set of letters for the City of Homestead in December 2025. Placemaking NAR grants empower state and local REALTOR® associations to lead projects that convert underused or neglected spaces into vibrant community destinations.

## 15,000 Meals to Families Experiencing Hunger

In May 2025, MIAMI REALTORS® shared a morning of service bringing 15,000 meals to families experiencing hunger and food insecurity. Thank you for serving our communities in partnership with Feeding South Florida



## Thanksgiving Turkey Distribution to Needy Families

MIAMI REALTORS® partnered with the Miami-Dade County League of Cities for a Thanksgiving Turkey distribution to needy families. Thank you to our MIAMI Ambassadors for your help.



# MIAMI REALTORS® CHANGING COMMUNITIES BY THE NUMBERS

**\$618,000+**

Invested in South Florida communities by MIAMI REALTORS® since 2017

**57** Total community projects since 2017

# THANK YOU... 2025 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/PAC.

<b>HALL OF FAME</b>  <b>Eddie Blanco</b>	<b>HALL OF FAME</b>  <b>Manny Bouza</b>	 <b>Gus Fonte</b>	<b>HALL OF FAME</b>  <b>Jack H. Levine</b>	<b>HALL OF FAME</b>  <b>Neal A. Oates Jr.</b>	<b>HALL OF FAME</b>  <b>Aida Vega-Medinilla</b>	<b>HALL OF FAME</b>  <b>Carlos Villanueva</b>
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**Golden R** | \$5,000 Initial Investment (\$2,000 to Sustain)  
RED box Indicates members of the President's Circle - Additional \$2,000 Annual Investment

 <b>Jonathan Alfonso</b>	<b>HALL OF FAME</b>  <b>Francisco Angulo</b>	 <b>Darnell Aponte</b>	 <b>Fernando Arencibia Jr.</b>	 <b>Arleen Davis-Slagle</b>	 <b>Dinorah De Cardenas</b>	<b>HALL OF FAME</b>  <b>Patti Fitzgerald</b>	 <b>Jose Garcia</b>	<b>HALL OF FAME</b>  <b>Daniel A. Guerra</b>
<b>HALL OF FAME</b>  <b>Jorge L. Guerra Jr.</b>	<b>HALL OF FAME</b>  <b>Ines Hegedus-Garcia</b>	<b>HALL OF FAME</b>  <b>Justine Jimenez Garcia</b>	<b>HALL OF FAME</b>  <b>Daniel Kijner</b>	<b>HALL OF FAME</b>  <b>Teresa King Kinney</b>	<b>HALL OF FAME</b>  <b>Rei Mesa</b>	<b>HALL OF FAME</b>  <b>Jose Augusto Nunes</b>	<b>HALL OF FAME</b>  <b>Christina Pappas</b>	<b>HALL OF FAME</b>  <b>Michael Pappas</b>
 <b>Jason Pizzo</b>	 <b>Dianne Regalado</b>	<b>HALL OF FAME</b>  <b>Michelle Rojas</b>	 <b>Enrique Teran</b>	 <b>Wesley Ulloa</b>	<i>Make your investment today! Go to... <b>contribute.miamirealtors.com</b></i>			

Want to see yourself here next year? We want to see you here too! Whether you choose to come in at the **Sterling-R**, **Crystal-R**, **Golden-R** or **Platinum-R** level 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*



## 2025 RPAC Affiliates

<b>Affiliated.</b> 1031						

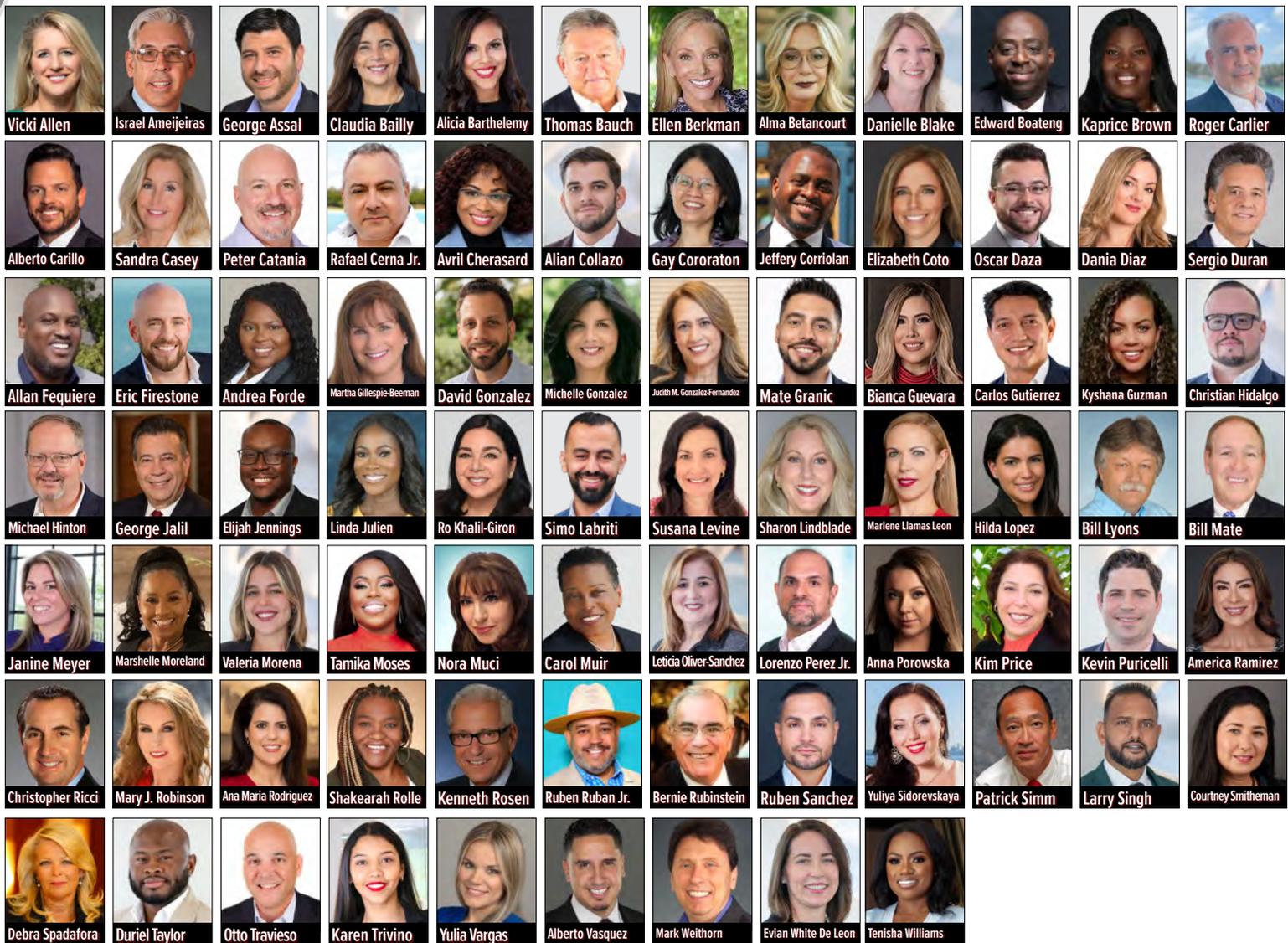


RED box Indicates members of the President's Circle - Additional \$2,000 Annual Investment  
Hall of Fame includes members who have invested at least \$25,000 to RPAC/PAF.

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



**Sterling R** | \$1,000 Annual Investment



**Make your investment today! Go to... [contribute.miamirealtors.com](http://contribute.miamirealtors.com)**

# New 2025 MIAMI REALTORS® Global Report

**42% Y/Y SURGE**  
In MIAMI REALTORS®  
Foreign Buyer Dollar  
Volume in 2025

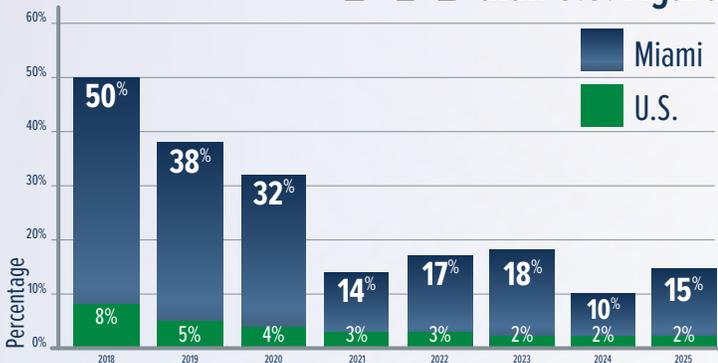
**1 IN 5 GLOBAL U.S.  
SALES HAPPEN IN  
FLORIDA**  
& 1 in 2 in Florida are in the  
Miami metro market

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

**55 COUNTRIES**  
MIAMI Foreign Buyers  
Came from 55 Countries  
in 2025

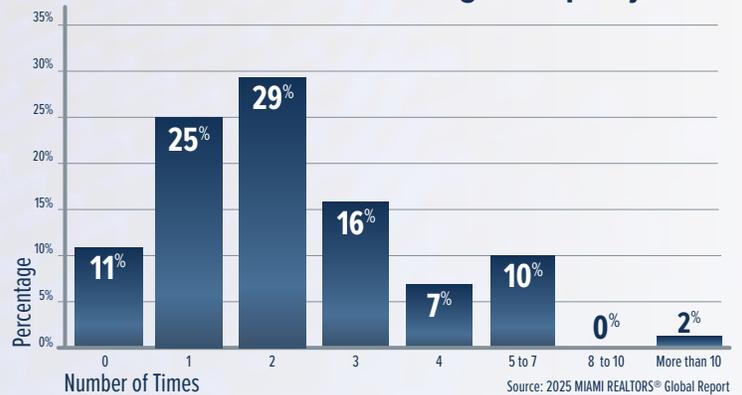
**73 COUNTRIES**  
Miami New Construction  
Buyers Came from 73  
Countries in 2025

## South Florida Global Market Share is **7x LARGER** than U.S. Figure

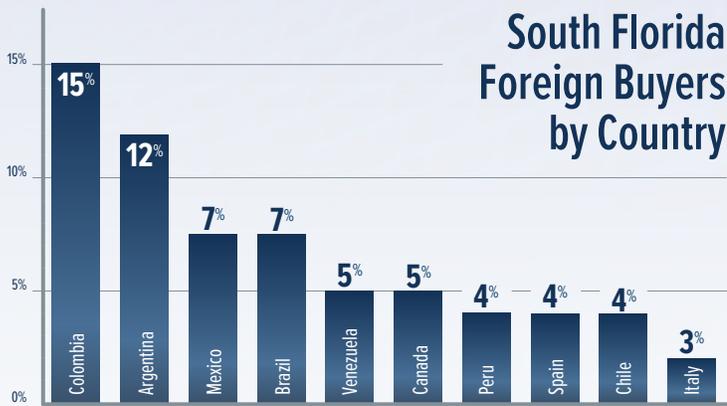


Source: 2025 MIAMI REALTORS® Global Report

## **65%** of South Florida Foreign Buyers Visited Florida Only 2 Times or Less Before Purchasing a Property

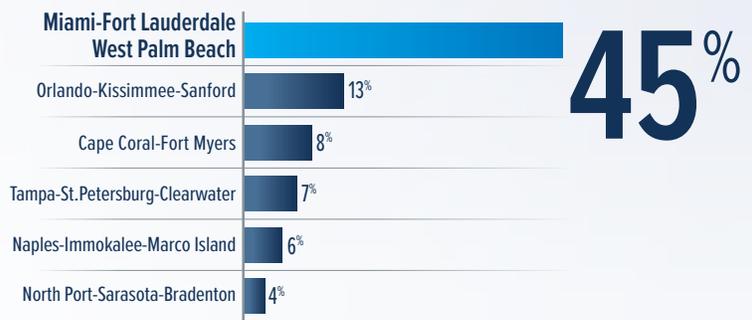


Source: 2025 MIAMI REALTORS® Global Report



Source: 2025 MIAMI REALTORS® Global Report

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



Source: 2025 Florida REALTORS® Global Study

**DOWNLOAD**

The 2025 MIAMI REALTORS® Global Study & our New MIAMI New Construction Sales Report - [MiamiRealtors.com/Global](https://MiamiRealtors.com/Global)

**2025 PROFILE of International Homebuyer Transactions**  
of MIAMI Association of REALTORS' Members

January 2026

**MIAMI NEW CONSTRUCTION GLOBAL SALES REPORT**  
NOVEMBER 2025

Become a  
**MIAMI Global Member**





**Teresa King Kinney**  
CEO  
tkinney@miamire.com



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

# Connecting Members & Markets... 299 Partnerships Worldwide

MIAMI now has 299 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 77 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
- MOROCCO
- 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
- UZBEKISTAN
- VENEZUELA
- VIETNAM

[MiamiRealtors.com/globalpartners](https://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 \$3.43 Million in Education Credits

(June 1 – November 20, 2025)

In today's fast-paced real estate market, knowledge truly is power. MIAMI has seen a remarkable increase in members taking advantage of their Education Credits—available to those who paid dues in full by June 15. These credits can be used through February 28, 2026, offering members valuable opportunities to strengthen their expertise.

## Continuing Education (CE) Credit Usage

MIAMI provided members with complimentary options for essential courses, including:

- 14-hour Continuing Education
- 45-hour Post-License
- 60-hour Broker Post-License

This proactive approach ensures real estate professionals stay current with regulations and best practices, enabling them to deliver exceptional service to clients.

## NAR Designation Credit Utilization

Specialized designations and certifications—such as Certified International Property Specialist (CIPS), Accredited Buyer Representative (ABR®) and Certified Residential Specialist (CRS)—reflect a commitment to expertise in niche markets. By investing in these credentials, agents elevate their professional standing and marketability.

## \$150 Education Credit

The \$150 education credit remains one of the most popular incentives, allowing members to apply funds toward a wide range of educational offerings. This flexibility encourages continuous skill development and career advancement.

## A Testament to Professional Growth

The utilization of \$3.43 million in education credits demonstrates MIAMI's dedication to fostering knowledge and excellence within the real estate community. As the industry evolves, those who prioritize education will be best positioned to overcome challenges and seize new opportunities—strengthening both individual careers and the credibility of the profession as a whole.

## 2025 OVERVIEW

**113,356** Participants

**2,104** Seminars

**2,481** CE hours

**7,505** Non CE hours

## Meet your Education Team

From Left to Right:

Xochitl Rieche, Sheila Caballero, Jean-Marc Verne, Leticia Oliver-Sanchez, Carmen Vesga, Cecilia Alonso, Lizabeth Martinez



## 2026 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](http://education.miamirealtors.com)



## REAL ESTATE INVESTMENT CONFERENCE JUNE 9-12 | 9AM – 5PM



**Steven David** National Speaker  
**Cynthia DeLuca** National Speaker & Author  
**Grant Simon** National Speaker



**MIAMI HQ**  
 Cost: \$199  
 Lunch will be Provided

## Rock the Market 2025 was a SOLD-OUT Event!

More than 1,800 MIAMI REALTORS® members engaged with top real estate keynote speakers, presentations, top exhibitors, and more at the biggest real estate event of the summer.



## 2024 REBI Florida Instructor of the Year

**Michelle Rojas**



# MIAMI REALTORS® LEGAL UPDATES & RESOURCES

MiamiRealtors.com/LEGAL



## BACK TO BUSINESS

The one guarantee in the real estate industry is that change will be a constant. But MIAMI REALTORS® members' superpower is the ability to adapt to change. One way they do that is with MIAMI REALTORS®' Legal Team – which now has three attorneys and law clerks thanks to the partnership with the University of Miami School of Law General Counsel Practicum. The Legal Team is proud to support our 60,000 members with the toolkits, education, and resources in real time to do what they do best – real estate!

### What Legal Does For You

- Keeps members up to date on laws, hot topics, and breaking news impacting their businesses and the real estate industry
- Empowers members with current, relevant, and dynamic legal education
- Creates dozens of toolkits and forms
- Teaches classes tailored to members' specific needs
- Evian White De Leon, MIAMI REALTORS®' Chief Legal Counsel & COO, is the 2026 Chair for the Florida REALTORS® Local Board Attorney Council and was the winner of the 2025 Florida Legal Awards In-House Impact Award
- Advocates to protect MIAMI REALTORS® and the business of its 60,000 members

### Be The Source Of The Source With Exclusive Member Updates

Don't miss dozens of updates, toolkits, and forms from the MIAMI REALTORS® Legal Team! Catch up on the latest, including:

- Toolkits, guides, and education on how to comply with the NAR settlement agreement
- MLS updates, toolkits, and new forms
- Commercial forms
- Best practices for auctions
- How to submit a public records request to DBPR
- How to check and correct credit reports
- The latest chatbot lawsuits
- AND SO MUCH MORE!

### Miami REALTORS® Hosts The University Of Miami School Of Law General Counsel Practicum

- MIAMI REALTORS® is the ONLY local association to host a General Counsel Practicum. In partnership with the University of Miami School of Law with Evian White De Leon as an Adjunct Professor, it is also the only program of its kind in the state.
- So far, MIAMI REALTORS® has hosted 10 students with the University of Miami School of Law for 3 semesters – and we are looking forward to welcoming more in 2026!



UNIVERSITY OF MIAMI  
SCHOOL of LAW



The Legal Team is thrilled to see 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. Proof of that was seeing that just two months post-implementation of the new practice changes required by the NAR settlement agreement, only 0.5% of our members' listings in the multiple listing service had a violation. We are looking forward to continuing to support YOU - our members - in getting back to business and doing what you do best, real estate.

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

## JOIN THE LEGAL WHATSAPP FOR REAL TIME UPDATES



Knowledge is power –  
join the MIAMI REALTORS®'  
Legal WhatsApp group to get  
updates in real time!



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**Evian White De Leon, Esq.**  
Chief Legal Counsel & COO  
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**Elizabeth Soto, Esq.**  
Associate Legal Counsel  
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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 MIAMI LUXURY

#1

Most Popular Second-Home City Globally

Source: Altrata's Spotlight on the World's Leading Markets for the Wealthy | 2025

#2

Luxury Real Estate Market Where the Ultra-Rich are Buying in 2025

Source: GoBankingRates | 2025

#4

Top Global Market for Five-year Growth

Source: Knight Frank | The Wealth Report 2025

#1

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

Source: New World Wealth and Henley & Partners | 2024

## 10 REASONS Why Miami Luxury is Leading the Nation

1. #1 U.S. destination for global buyers
2. Fastest luxury price growth in the U.S.
3. More bang for your millions
4. Surge of domestic buyers from high-taxed, high-density states
5. The Miami lifestyle is like no other
6. Limited prime inventory/supply pushes prices higher
7. Year-round selling season
8. No state income tax & new SALT changes
9. 14 consecutive years of price appreciation in Miami
10. Miami: Where the World wants to live



## MIAMI REALTORS® LUXURY EVENTS

Upcoming live/ hybrid classes with top instructors such as nationally recognized luxury listing specialist **Michael LaFido**

## 2,000 SEMINARS A YEAR 220+ products & services

Our full-time trainers teach classes all year at our 6 locations & on ZOOM

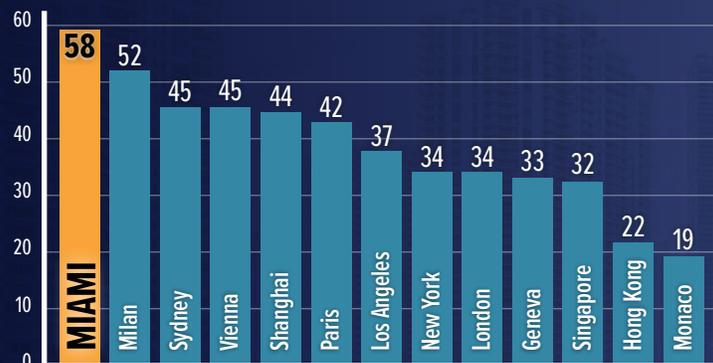
1. **Matrix Series:** Our signature MLS 101 courses with OneHome
2. **AI for Realtors:** 10+ artificial intelligence products
3. **Working with Investors:** Learn how to work with investors
4. **Social Media Series:** Leverage social media
5. **CMA Workshop:** Find property values & create CMA's.
6. **Prospecting & Farming:** Prospecting areas by map, access property info & more
7. **iMap:** Leverage the most comprehensive tax roll data & more
8. **RPR:** The largest property database in the nation
9. **Agent 3000:** Web-based marketing & CRM solution for REALTORS®
10. **Commercial MLS:** 80% of commercial MLS business in Miami & Broward by MIAMI members

Source: MIAMI REALTORS® Senior VP of Technology Services Connie Nieto



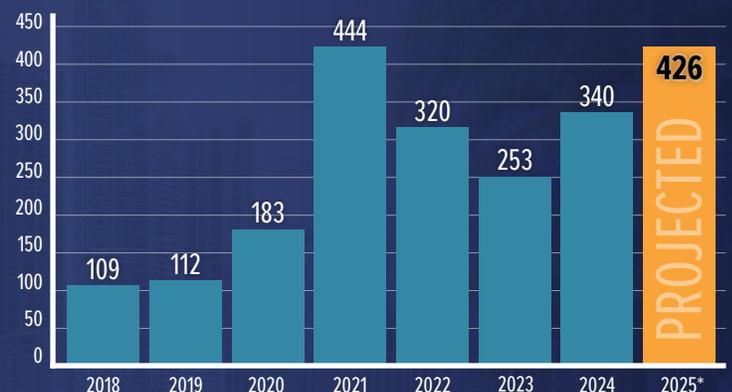
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## How many square meters of prime property \$1M buys in selected cities



Source: 2025 Knight Frank The Wealth Report

## Miami's Ultra Luxury Real Estate Boom South Florida \$10M & Up Home Sales



\* At its Current Selling Pace

Source: MIAMI REALTORS® SEFMLS

# MIAMI REALTORS® INNOVATION

## New Trailblazing Reports Launched in 2025



South Florida is home to one of the most robust new construction markets in the U.S. But statistics for new construction sales have always been limited. In July 2025, MIAMI REALTORS® and its partners launched its first New Construction Report, which received major media coverage and was cited throughout the world. Then in the new November 2025 report, we followed up with another trailblazing report.

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

**INTRAMATRIX** The POWER of MIAMI's SEFMLS  
Sharing Reciprocal MLS Access with nearly 510,000 REALTORS® Globally

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

## New MIAMI REALTORS® Foreign Investor Guide Launched in 2025

The newly launched MIAMI REALTORS® Foreign Investor Guide is a dynamic resource designed to support REALTORS® working with foreign investors exploring opportunities in South Florida. Foreign Investor Guide articles are password-protected and exclusively available to MIAMI REALTORS® members.



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

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

## ASSOCIATION AWARDS



### 2026 Silent Angels Award

Contributed \$100,000+ to Silent Angels since 2003.  
Announced at the FLORIDA REALTORS® Mid-Winters Meetings

## Congratulations MIAMI REALTORS®

### 2025 TOP SOUTH FLORIDA WORKPLACE AWARD WINNER



## MORE AWARDS

- 2025 Miami Herald #1 Miami-Dade Best Workplace Award
- 2025 Inman MLS Reinvented Honoree
- 2025 Florida REALTORS® Global Outstanding Partnership Award
- 2025 Florida REALTORS® PAC Awards - Highest Overall Money Raised by a Mega Board
- 2025 Florida REALTORS® PAC Award - Highest Number of Major Investors by a Mega Board
- 2024 Women's Council of REALTORS® Florida State Strategic Partner of the Year
- 2024 FIABCI-USA Grand Prix of Real Estate (MIAMI REALTORS® Global Headquarters)

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