

CAR Indian Wells

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CRMLS

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Where we are going.

Market...2022 overall \$503,396,608,195!

307,582 listings

234,633 sold

New listings down Jan 32%

Closed down 39%

Volume down 39%

Closing prices 4.4% below listing.

Membership down 3.3%

CRMLS strat plan

1.Partnership considerations

Technological independence

2.Sustainability Considerations

Rising issues affecting the industry.

Increase our focus on member experience.

Licensing enhancements

Compliance enhancements

RE Distribute

3. Lawsuits Considerations

Worst case commission out of MLS.

Portal objectives

Broker intelligence

HUB Virtual application objectives

Offer Hub

Transaction management Hub

CRM Hub

Perchwell front end

Venture MLS

Ed Zorn

NAR website for more info

Kato institute

Zac Garcia

RECenterHub

Nestfully

Purchwell