WHAT DOES A LEANER MLS INDUSTRY LOOK LIKE?

Kevin McQueen – Focus Forward
Panel Discussion
Overview

Kevin McQueen

75 Regionals – many different successful models

What’s working is consolidation through partnerships

825 MLSs in 2014 – now 750

1 system / pay 1 fee / 1 POE / common rules - market efficiency

Increased purchasing and staying power for all
The Panel

4 unique solutions

• **Jim Yockel** – NY State Alliance of MLSs
• **Carrie Kendall** – Indiana Regional MLS
• **Carl DeMusz** – NOEHREX Northeast Ohio
• **Page Browning** – Coastal MD – Considering MLS: Evolved
• Created 2008 – 3 MLSs sharing one system, POE, IDX and common rules for 8,000 users
• Governed by regional BOD
• Local MLS staff
• Each shareholder sets /bills MLS fees locally
• Mix of association and broker ownership works
Indiana Regional MLS

Carrie Kendall

- Created 2012
- 13 MLSs – 5,000 users
- 2 FT + 2 PT regional MLS staff
- One system, POE, IDX and common rules
- Governed by Regional BOD
- Each shareholder sets /bills MLS fees locally
- Growth: 15 associations – 6,000 users
Indiana Regional MLS (green)

Carrie Kendall
• Agreement between two regionals - NORMLS / CRIS MLS – 11,000 users
• One system, POE, IDX and common rules
• Serves 6 MLS’s - each sets its own level of services
• Each MLS sets /bills MLS fees
NEOHREX
Carl DeMusz

Before
15 counties

After
36 counties
To be created in 2017

- 11 potential Associations/MLSs forming 1 MLS
- One system, POE, IDX and common rules
- 6 states + DC, 80,000 users
- Owned by 45 Associations
- Dedicated MLS staff
- Uniform MLS fee billed by regional
MLS: Evolved
Changing the MLS Landscape

Page Browning
Coastal MD

CMLS
Council of Multiple Listing Services
Wrap-up

• Many proven & successful models and options
• Each one is unique
• Brokers gain broad market data, fewer systems, single POE, IDX and common rules
• Increased buying/staying power for everyone
Contact Info

Your Questions

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