

WHAT DOES A LEANER MLS INDUSTRY LOOK LIKE?

Kevin McQueen – Focus Forward
Panel Discussion



CMLS
Council of Multiple Listing Services



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



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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



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NY State Alliance of MLSs

Jim
Yockel

- 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

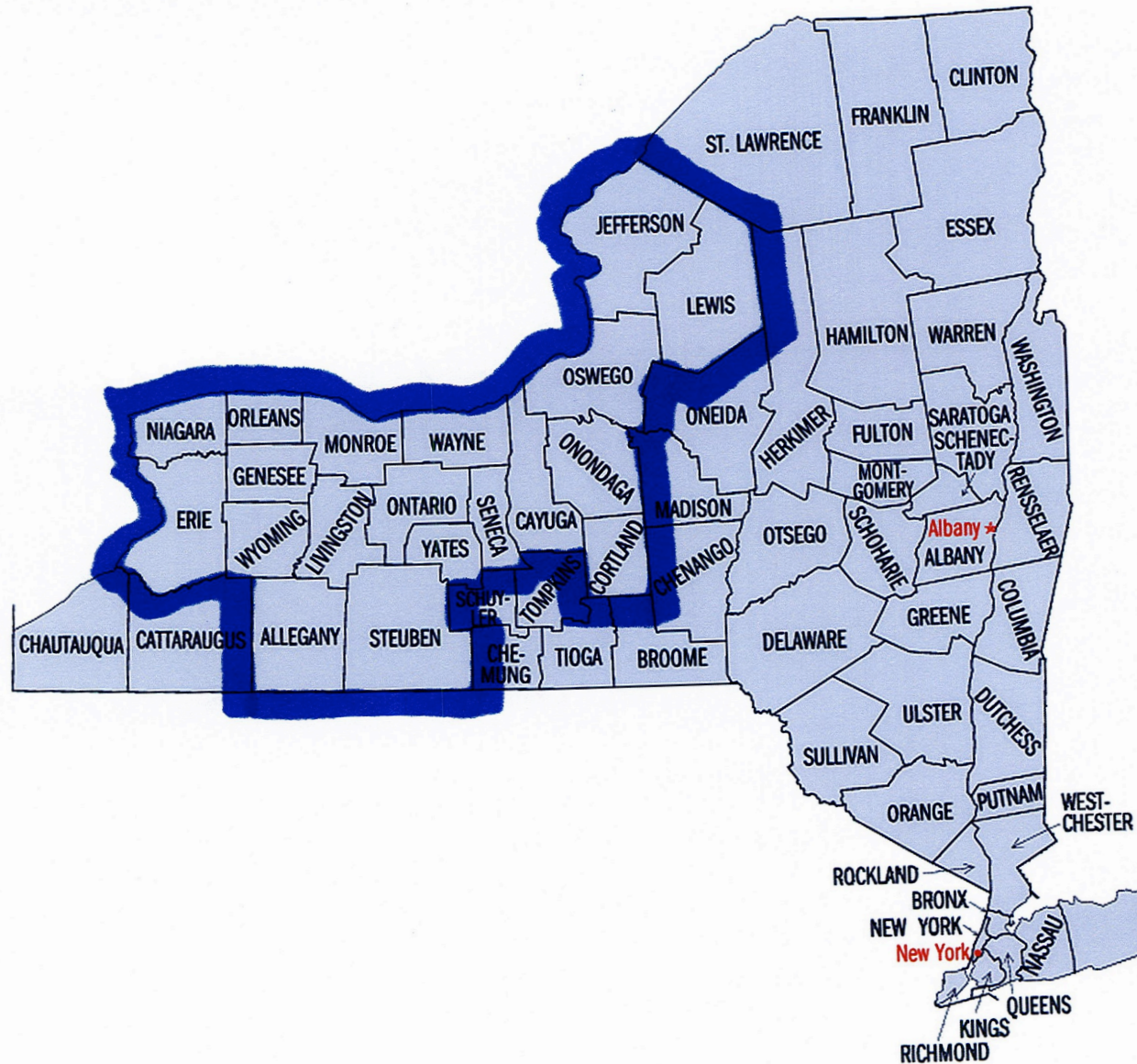


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NY State Alliance of MLSs

Jim
Yockel



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Brings it to the Table

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



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Indiana Regional MLS (green)

Carrie
Kendall



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NEOHREX

Carl
DeMusz

- 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



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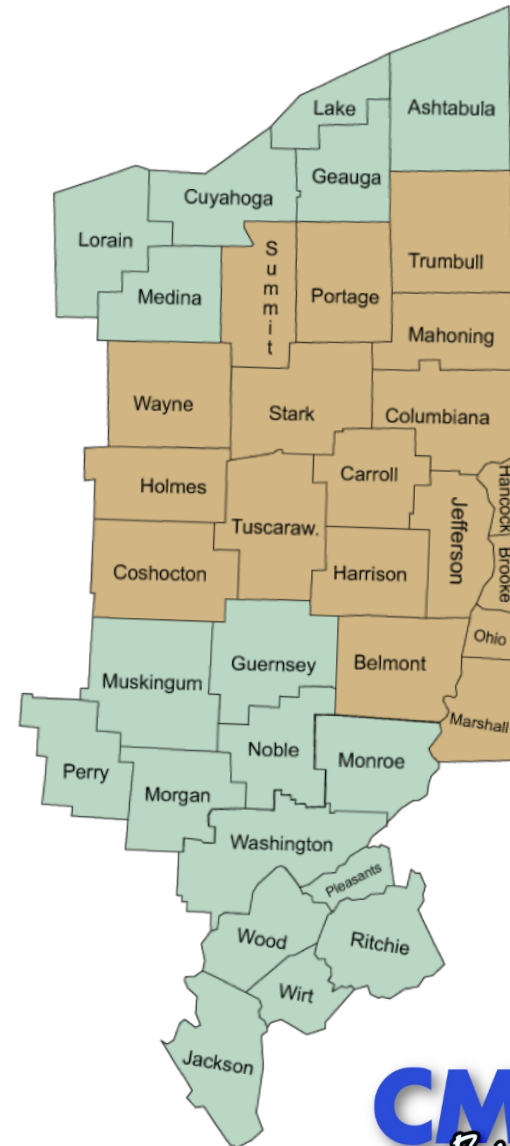
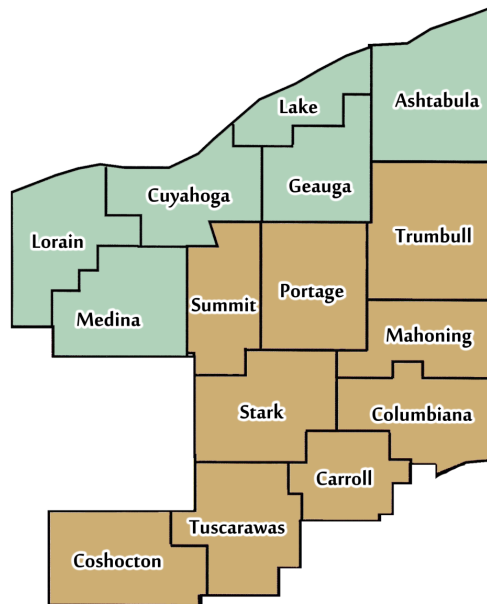


Before
15 counties

After
36 counties

NEOHREX

Carl
DeMusz



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CMLS
Brings it to the Table

MLS: Evolved as proposed

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- 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



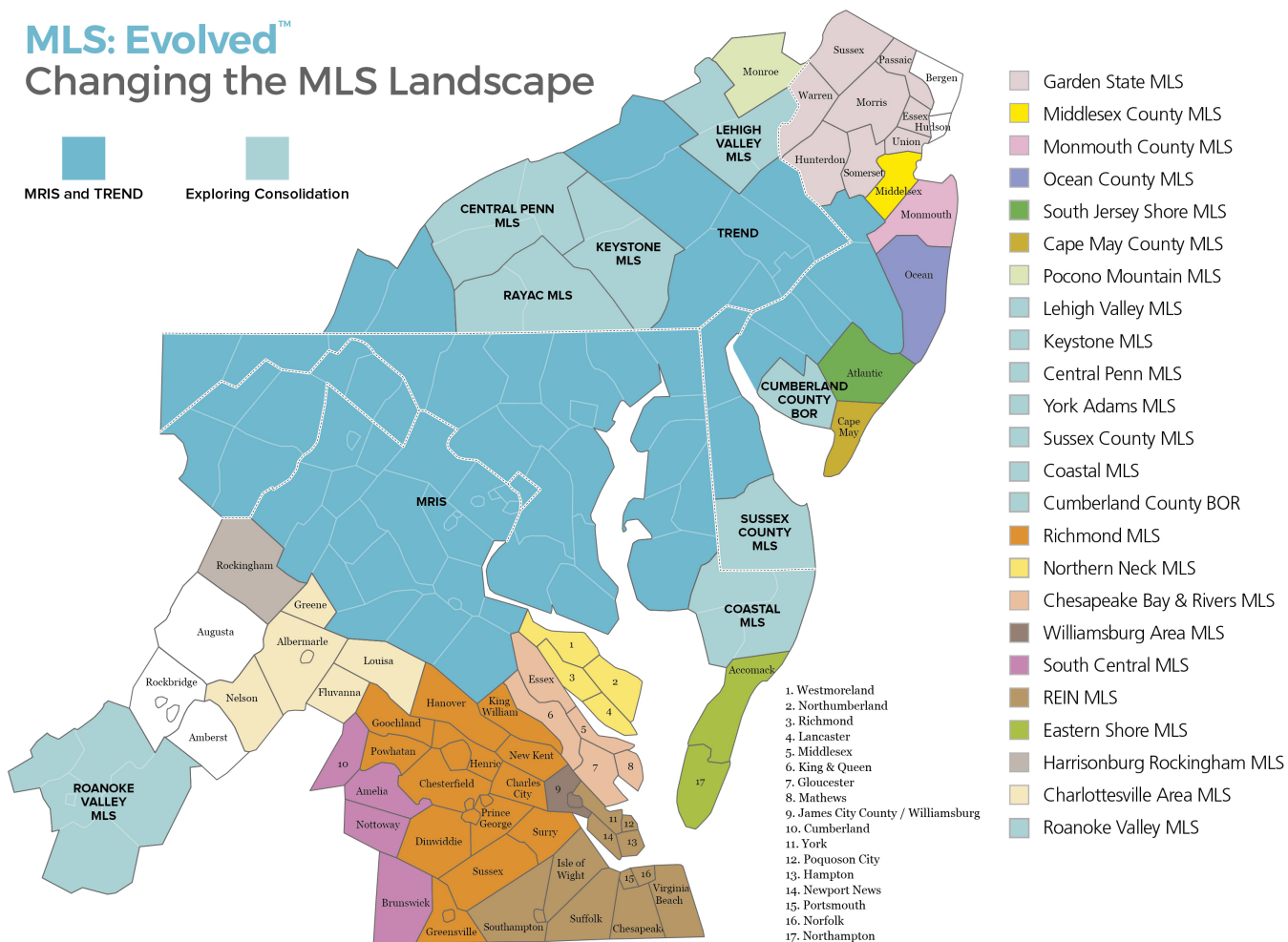
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MLS: Evolved as proposed

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MLS: Evolved™ Changing the MLS Landscape



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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



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Contact Info

Your Questions

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