

AEI INSTITUTE

MARCH 17-20, 2023 | SEATTLE, WA



#NARAEI2023



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**NATIONAL
ASSOCIATION OF
REALTORS®**

The Evolving Future of the MLS: Change and Collaboration

**Jason Sanchez, Director of MLS Engagement
Moderator**

March 19, 2023

National Association of REALTORS®



- **Jason Sanchez, RCE, CMLX2, RED-B
Director of MLS Engagement**

Moderator

Seattle King County Realtors®:



- **Russell Hokanson, Chief Executive Officer, RCE**
- **Founding Board of NAR in 1908**
- **7500 agents in 300 branch offices**
- **Represent 1/3 of State's Realtors®**
- **Comprise 50% of NWMLS subscribers in King County, but close 80-85% of broker assisted transactions**
- **Cover 39 municipalities within King County**

Northwest Multiple Listing Service (NWMLS):



- **Tom Hurdelbrink, President & CEO**
- **Not for Profit WA Corporation, formed 1984**
- **Members are Broker Firms & Offices = 2,594**
- **Total MLS billable users = 34,864**
- **Service Area: 26 counties in WA, 21 service centers**

Commercial Brokers Association (CBA) :



- **Chris McDougall, President & CEO**
- **Founded in 1977**
- **Headquartered in Lynnwood, WA (north of Seattle)**
- **Largest Commercial MLS in the USA with 1,100 member firms and 4,500 brokers**
- **Serving the states of Washington and Idaho**
- **Run the organization as a Not For Profit, but tax classification is a corporation**

Washington REALTORS®:



- **Nathan Gorton, Government Affairs Director**
- **WASHINGTON REALTORS® represents over 23,000 members in every community in Washington state.**
- **Candidates, campaigns, PACs, organizations, or entities receiving funds from the REALTOR® PAC (RPAC) must conduct themselves in a manner that reflect WR's most fundamental values.**
- **Washington REALTORS® is an acknowledged national leader in developing programs and policies to increase access to homeownership for marginalized communities.**
- **WR is committed to treating everyone with dignity and respect, and to upholding the goals and spirit of the Fair Housing Act.**



Engaging in ‘Change Management’

- **Accept that change is going to happen.**
- **Set specific goals.**
- **Recognize your current reality.**
- **Mindset is everything.**

REALTOR Magazine, Sept. 2018

THANK YOU.



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THAT'S WHO WE 

 **NATIONAL
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