



Emily Levitt

2026 STAR President

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STAR STARK TRUMBULL AREA REALTORS®

Monthly News

Powering REALTORS® Across Stark, Carroll, and Trumbull Counties...

President's Message

2026 | August

Building Opportunity: What the 21st Century ROAD to Housing Act Means for Stark and Trumbull Counties

As REALTORS®, we know that homeownership changes lives. It strengthens families, builds communities, and creates lasting economic opportunity. That is why the recent passage of the **21st Century ROAD to Housing Act** is such an important milestone for our industry and for the communities we proudly serve throughout Stark and Trumbull Counties.

This bipartisan legislation represents one of the most significant federal housing initiatives in decades. While it won't solve our housing challenges overnight, it provides meaningful tools to help increase housing inventory, encourage innovation, reduce unnecessary barriers to development, and expand pathways to homeownership. Here in Northeast Ohio, we experience many of the same challenges seen across the country. Buyers continue to compete for a limited number of homes, first-time purchasers face affordability concerns, and many of our communities need additional housing options to meet changing demographics. The ROAD to Housing Act recognizes these realities by encouraging new construction, supporting manufactured and modular housing, streamlining certain federal processes, and creating incentives for communities that prioritize housing growth.

These changes present real opportunities for Stark and Trumbull Counties. Our region has the land, workforce, and community partnerships necessary to welcome responsible residential development. As local leaders work to revitalize neighborhoods, redevelop underutilized properties, and attract new employers, a stronger housing supply will be essential to continued economic growth. More available housing means greater opportunities for young professionals, growing families, retirees, veterans, and everyone looking to call our communities home. For REALTORS®, this legislation reinforces the important role we play every day. We are more than transaction facilitators—we are advocates for property ownership, trusted advisors to consumers, and voices for policies that strengthen our communities. The National Association of REALTORS® and Ohio REALTORS® worked tirelessly to support this legislation, demonstrating the power of our collective advocacy on behalf of homeowners and future homeowners.

While federal legislation creates momentum, the real work happens locally. We must continue partnering with elected officials, builders, lenders, developers, and community organizations to identify housing solutions that fit the unique needs of our region. Together, we can encourage responsible growth while preserving the character and quality of the communities we love.

As President of the Stark Trumbull Area REALTORS®, I am optimistic about what lies ahead. This legislation reminds us that when our industry speaks with one voice, meaningful change is possible. Let us continue leading the conversation, advocating for housing opportunities, and helping more individuals and families achieve the dream of homeownership—right here in Stark and Trumbull Counties.

Emily Levitt

2026 STAR President

Classes & Events

AUGUST

AUG 14 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)

AUG 20 [REGISTER NOW](#)
MLS NOW CE | Realist: Using Tax Data 1:30 PM - 3:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

AUG 23 [REGISTER NOW](#)
HOF Half Marathon Water Stop | 6:30 AM - 10:00 AM
2121 George Halas Dr NW, Canton, OH 44708

AUG 26 [REGISTER NOW](#)
Civil Rights CE | 9:00 AM - 12:00 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

SEPTEMBER

SEP 2 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)

SEP 7 STAR OFFICES CLOSED | Labor Day

SEP 11 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)

SEP 21 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)

SEP 24 [REGISTER NOW](#)
New Member Orientation | 2:00 PM - 3:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

SEP 25 [REGISTER NOW](#)
Golf Outing | 8:00 AM - 5:00 PM
Sleepy Hollow Golf Course | 374 Homeworth Rd, Alliance, OH 44601

OCTOBER

OCT 5 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)

OCT 5 [REGISTER NOW](#)
1-Hour Lending CE | 12:00 PM - 1:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

OCT 7 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)

OCT 9 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)

OCT 12 STAR OFFICES CLOSED | Columbus Day

OCT 15 [REGISTER NOW](#)
MLS Now | Buyer Basics | 1:30 PM - 3:30 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

OCT 21 [REGISTER NOW](#)
R-Day | Block Party
La Pizzeria | 3656 Dressler Rd NW, Canton, OH 44718

OCT 27 [REGISTRATION COMING SOON](#)
STAR Halloween Shaker | 5:00 PM - 7:30 PM
MBAR | 5260 Dressler Rd NW, Canton, OH 44718

OCT 29 [REGISTER NOW](#)
3 HR Brokers Management CE | 10:00 AM - 1:00 PM
7110 Whipple Ave NW, Suite B, North Canton, OH 44720



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<https://starrealtor.TheCEShop.com>

Stark Trumbull Area REALTORS has established an agreement with The CE Shop to promote online course information to consumers and real estate licensees. Stark Trumbull Area REALTORS is not the developer of these courses and is simply providing a referral. Any questions regarding course content or technology should be directed to The CE Shop.

A Note from the CEO

A Summer of Opportunity, Growth & Gratitude

Summer is in full swing, and I hope you are finding time to enjoy the sunshine, spend time with family and friends, and maybe even take a well-deserved vacation. While summer is traditionally one of the busiest times of the year in real estate, it is also a great time to reflect on where our industry is headed and the opportunities ahead.

Here in Ohio, the housing market continues to show positive momentum. June home sales increased 5.6% compared to last year, with more than 13,000 homes sold across the state. The median sales price also increased to \$285,000, while active listings continued to grow. More inventory means more choices for buyers and more opportunities for REALTORS® to help consumers navigate an ever-changing market.

Nationally, affordability and mortgage rates continue to influence buyers and sellers. While rates remain higher than we would all like, they have improved compared to this time last year. Buyers are watching rates closely, sellers are adjusting to changing market conditions, and consumers continue to need knowledgeable professionals to help them understand their options.

That is where YOU come in.

Markets change. Technology changes. Rules and regulations change. But the value of having a trusted REALTOR® guide consumers through one of the largest financial decisions of their lives remains incredibly important.

I also want to take this opportunity to sincerely thank you for renewing your STAR membership and paying your annual local dues. We know you have choices about where you invest your time and resources, and we never take your membership for granted.

Your dues allow STAR to continue providing education, advocacy, networking opportunities, professional resources, community involvement, member benefits and, most importantly, a strong voice for REALTORS® throughout our communities.

As we move through the second half of 2026, we have plenty more ahead—education, events, networking opportunities, our Golf Outing, the Ohio REALTORS® Convention and much more. I encourage you to stay involved, attend an event, take a class, join a committee, or simply reach out and let us know how STAR can better serve you.

Enjoy the rest of your summer, stay safe, and thank you for continuing to support STAR. We are stronger because of our members, and I am grateful to have you as part of STAR



Collene Burgess
Chief Executive Officer

cburgess@Star.Realtor
office: (330) 494-5630

Collene Burgess
Chief Executive Officer
Stark Trumbull Area REALTORS®



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August 2026 | PAGE 4



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Each Class is Offered for
2 Hours Elective CE Credit EXCEPT
Listing Input.



1:30pm - 3:30pm

at Stark Trumbull Area REALTORS®

7110 Whipple Avenue NW, Suite B, North Canton, OH 44720

June 18: Buyer Basics

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

July 16: My Matrix and More

Explore the My Matrix tools, including custom headers and grids, personalized email signatures with photos and links, speedbar shortcuts, team settings, hot sheets for market tracking, and portal notifications to monitor prospect activity.

August 20: Realist: Using Tax Data

Learn how to get more from Realist tax data, including report views, sorting, search tips, flood and assessor maps, neighbor profiles, label downloads, finding comps (even with zero results), setting preferences, and using mortgage calculators.

September 17: CMA

Learn how to find comps using radius or map searches and create a CMA package with customizable reports, cover pages, and stats—saved under the contact for easy editing, printing, or emailing anytime

October 15: Buyer Basics

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

***Rayse: Showcasing Your Value as a REALTOR®**

Rayse is the all-in-one platform that helps agents deliver the transparency and professionalism today's buyers and sellers expect. You've seen how it works for buyers—now discover the new seller experience with tools like the Seller Services Presentation, Seller Journey, and enhanced reporting. These features make it easy to demonstrate your value from listing to closing.

To learn more, please allow 15 minutes after your class for a brief lesson.

MLS NOW LEARNING

Make A Splash with STAR!



Join the STARS Growth and Connection Committee as we volunteer to hydrate the runners of the Hall of Fame Half Marathon!

Sun - August 23, 2026

6:30 am - 9:00 am

Pro Football Hall of Fame

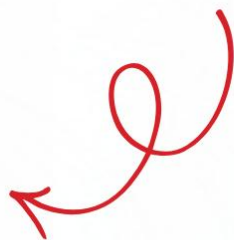
2121 George Halas Dr NW, Canton, OH 44708



We're looking to make a splash at the Hall of Fame Half Marathon—and we want YOUR help!

Join us in volunteering at the STAR Water Stop to keep runners hydrated and cheering them on all the way to the finish line!

Sign up today to volunteer and be a part of the excitement!



www.STAR.Realtor

QUESTIONS? Contact Maggie McAbier via email or phone maggie@STAR.Realtor | 330-494-5630



3-Hr Continuing Education

CIVIL RIGHTS

Civil Rights: It's a New World

Wednesday

August 26, 2026

9:00 AM to 12:00 PM

at the STAR Office

**7110 Whipple Ave NW,
Suite B, North Canton, OH 44720**

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

*Credit: This course is certified for 3 hours of
State Required Civil Rights Training
credit for Ohio Licencees.*

*Per ODRE requirements, attendees
must be present 90% of the program.*

Registration Deadline: Tues, August 25th

**You will be charged a \$20 No Show Fee if you
do not cancel your reservation 24 hours
prior to the event per STAR Policy.**

**QUESTIONS? Contact Maggie McAbier
maggie@STAR.Realtor | 330.494.5630**

SIGN UP TODAY!



Instructor: JACKIE CASSARA

www.STAR.Realtor

Stark Trumbull Area REALTORS®

GOLF OUTING

FRI Sept 25, 2026



Sleepy Hollow Golf Course

374 Homeworth Rd, Alliance, OH 44601

8:00 am Registration / Check In

9:00 am Shotgun Start

\$75 SINGLE GOLFER

\$300 FOURSOME

Registration Includes:

- 18 Holes at Sleepy Hollow Golf Course
- Unlimited Beverages
- All day event - Breakfast, Lunch & Dinner will be provided

Skins Available \$40/Team

Mulligans \$5 for Two

50/50 Raffle at Check-In

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2nd \$200

3rd \$100

per place



Questions? Reach Out to STAR Staff
(330) 494-5630 or info@STAR.Realtor
and Dan Kozma (330) 323-9366
dkozma@pursuitlendinggroup.com

www.STAR.Realtor



1-Hr Continuing Education

Lending: Non QM vs Traditional **Ways to Close More Transactions**

MONDAY

October 5, 2026

12:00 PM to 1:30 PM

at the STAR Office

**7110 Whipple Ave NW,
Suite B, North Canton, OH 44720**

Topics We'll Cover:

- DSCR Loans
- Fix & Flip Financing
- Portfolio Loans
- Bridge Loans
- Commercial Lending Basics

FREE

FOR STAR MEMBERS

**Credit: This course is certified
for 1 hour of Elective CE Training
for Ohio Licences**

Registration Deadline: Sun, October 4th

**You will be charged a \$20 No Show Fee
if you do not cancel your reservation 24
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SIGN UP TODAY!



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2026 R-Day BLOCK Party!

**JOIN US FOR FOOD, FUN, PRIZES
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WEDNESDAY, OCTOBER 21, 2026

La Pizzeria (Piazza Room)
3656 Dressler Rd NW, Canton OH, 44718

10:00 AM Vendor Fair

Don't forget your business
cards to enter Affiliate Vendor
Give-A-Way Drawings!

**NOON Lunch &
Annual Meeting**

1:00 PM Affiliate Give-A-Ways

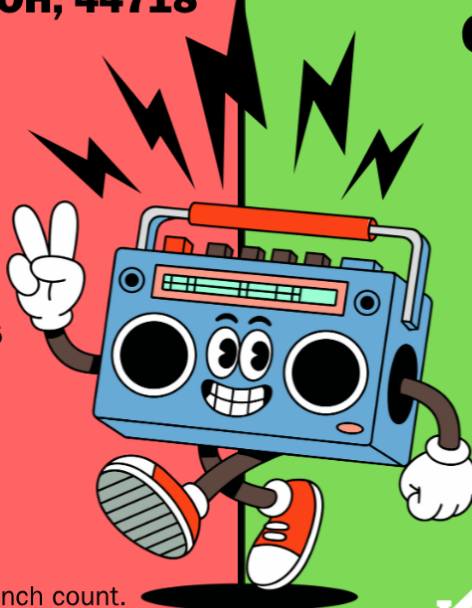
1:30 PM 1 Hour Elective CE
"Beyond the Home Inspection"
by Pillar to Post



Sign-Up TODAY!

Please Register for accurate lunch count.
CE Sign-up is an option within the Registration
Form.

QUESTIONS? Contact Maggie McAbier
(330) 494-5630 or maggie@STAR.Realtor



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GIVE-A-WAYS
PRIZES
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ELECTIVE CE**

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for STAR Members
\$20 for Non-Members

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3 Hr Broker / Manager Responsibilities CE

Ohio Broker Responsibilities

THURSDAY

October 29, 2026

10:00 am - 1:00 pm

At the STAR Office
and Via ZOOM

7110 Whipple Ave NW, Suite B,
North Canton, OH 44720

FREE

FOR STAR MEMBERS

\$20 for Non-STAR Members

Credit: This course is certified for 3 hours of State Required Broker Manager Training credit for Ohio Broker, and Manager Level Licensees. For all other Licensees, you will receive 3 hours of Elective Training.

Per ODRE requirements, attendees must be present 90% of the program.

Registration Deadline: Wed, October 28th.

You will be charged a \$20 No Show Fee if you do not cancel your reservation 24 hours prior to the event per STAR Policy.

**QUESTIONS? Contact Maggie McAbier
maggie@STAR.Realtor | 330.494.5630**

SIGN UP TODAY!



**Instructor: KATIE McCARTNEY
REALTOR®, CRS, & SRES®**

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August 2026 GAD Report

Mayor: Canton/Plain Annex Agreement Means Pluses for Both: Now that Canton City Council has unanimously approved a new 25-year annexation agreement with Plain Township, the city can grow and the township has a new revenue source. As part of the deal, larger residential buildings and businesses in Plain Township that are contiguous to the city will be annexed when the building is sold. Single family and other smaller homes will not be required to annex. The township gets 1% of the city's 2 1/2% income tax collected on those annexed properties, continuing to provide safety services and road repairs. Water will be offered at city rates. Mayor Bill Sherer says a similar deal with Canton Township is nearly completed.

Amid violence at short-term rentals, Ohio lawmakers could remove local control of them: As more violence breaks out during parties at Airbnbs in Greater Cincinnati, leaders in one community are heading to court this week to try to stop it. This all comes as state lawmakers are considering legislation that, if passed into law, would block local control of short-term rentals. The Liberty Township Board of Trustees in Butler County sued the owners of two homes on Granada Court just days after shots were fired at one of them during a May 3 after-prom party. No one was hurt, but one of the bullets struck a window in the home. The township had already notified the property owners that they were violating the zoning code by renting the homes out for under 30 days and was already discussing taking legal action. But bullets flying past midnight around their homes as their children slept inside were the last straw for township leaders -

and residents who have been complaining for years that the homes were essentially operating as hotels.

Both candidates for Ohio governor promise tax relief but are slim on details: Despite saying they have plans, it is unclear how the candidates for Ohio governor will pay for their property tax cuts. Solving the property tax crisis won't be easy, and the major candidates have different ideas on how to fix it. Previously, Republican nominee Vivek Ramaswamy has advocated for a total elimination of property taxes. Gov. Mike DeWine said that would be "devastating" for local governments, including police, fire, EMS and schools. It would also cost the state \$20 billion a year, according to the conservative think tank Tax Foundation's study.

Ohio budget office reports roughly \$1.75 billion surplus for 2026 fiscal year: Ohio ended the last fiscal year with tax collections roughly \$1.75 billion above what officials had projected, according to a preliminary revenue report released Monday by the Ohio Office of Budget and Management. The surplus for fiscal year 2026, which ended June 30, is larger than last year's, when the state took in \$1.04 billion more than forecast. State officials say personal income tax receipts drove most of this year's surplus, coming in \$1.1 billion over forecast. Sales tax collections added \$472 million above projections, and the Commercial Activity Tax brought in \$180 million more than expected.



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Rich Cosgrove
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Monthly Market STATS

June 2026

[CLICK HERE](#) to check out our Blog for shareable assets and watch social media for July STATS soon!

Market UPDATE

STARK COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
618



SOLD Listings
397



Average SALE Price
\$269,775



Average MARKET TIME
27 Days

JUNE 2026

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Market UPDATE

CARROLL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
54



SOLD Listings
28



Average SALE Price
\$319,510



Average MARKET TIME
61 Days

JUNE 2026

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Market UPDATE

TRUMBULL COUNTY

Stark Trumbull Area REALTORS®
Single-Family & TownHome Listing
Analysis of Stark, Trumbull, & Carroll Counties



NEW Listings
269



SOLD Listings
173



Average SALE Price
\$206,270



Average MARKET TIME
47 Days

JUNE 2026

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Membership Report July 2026

New Salespersons

Jordan Cuenot, *Howard Hanna*
Randi Blymiller, *XRE Realty*
Janet Kaleal, *KW Legacy Group*
Jaime Chickletts, *McDowell Homes*
Bradley Mehrman, *EXP Realty*
Maria Trissel, *KW Legacy Group*
Lacey Widder, *McDowell Homes*

Office Transfers

Christian Bjelle, *XRE Realty*
Cody Barrett, *XRE Realty*

Affiliate Members

Civista Bank, *Amy Upton*

Transfers from Another Board

Ryan Baswell
Melissa Sanford

Dropped Members

Emily Mehl
Mason Bailey
Andrew Greathouse
Shonnie Myers
Peter Vandervaat
Aleisha Johnson
Marla Bluedorn
Trevor Clere
David Kramer
Christine DiSabatino
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Emma Petrone

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- Clear expectations
- Fast responses

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- Early condition clearing
- Coordination with title + both agents

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- 1099
- Credit challenges
- Non-QM
- Investors
- FHA/VA/USDA





Committee involvement in your association is one of the best things you can do for your business. You will discover lifelong friends and mentors, and in many cases, do some good in your community along the way.

get INVOLVED with STAR



Candice Likely, Administrative Assistant

Contact for: Membership & Dues Inquiries,
FOREWARN, Supra

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Orientation,
and take the
guesswork out
of getting started!**

Orientation Dates

Thursday, February 26
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Second Century Ventures Partners with AMPI to Accelerate Innovation Across Mexico's Real Estate Industry

Published July 22, 2026 | NAR Newsroom

CHICAGO (July 22, 2026) – [Second Century Ventures](#) (SCV), the strategic investment arm of the National Association of REALTORS® (NAR), is announcing a partnership with the [Asociación Mexicana de Profesionales Inmobiliarios](#) (AMPI), Mexico's leading professional real estate association, which represents thousands of real estate professionals through more than 100 local sections nationwide. SCV operates REACH, the world's most active real estate technology accelerator, with programs in the United States, the United Kingdom, Canada, Australia, New Zealand, Latin America, and the Middle East.

The alliance formalizes SCV as the strategic innovation partner for one of North America's most dynamic real estate markets. Mexico and the United States share one of the world's most significant cross-border real estate relationships—driven by investment, migration, second-home ownership, and decades of institutional collaboration between the National Association of REALTORS® and AMPI. This partnership builds on that foundation and adds a powerful new dimension: innovation flowing in both directions across one of the industry's most important international corridors. Under the agreement, SCV and AMPI will collaborate to advance technology adoption, share global best practices, expand educational and innovation-focused programming, connect AMPI members directly with REACH's portfolio of category-defining companies, and pursue initiatives that support Mexico's real estate sector's digital transformation. The partnership also establishes a framework for innovation assessments, market research, benchmarking studies, and other efforts to understand the evolving needs of Mexico's real estate professionals—and to help shape the technology that will serve them for decades to come.

The agreement was formalized during the REACH LATAM program held earlier this year in Monterrey, Mexico, where the newest cohort of high-growth technology companies from across Latin America gathered.

"Mexico isn't a market we're entering—it's a community we're committing to," said Dave Garland, Managing Partner, Second Century Ventures. "The talent, the ambition, and the heart of Mexico's real estate professionals are superb, and they deserve a direct line to the best technology and boldest ideas on the planet. Standing beside AMPI—an institution that has protected and elevated this profession for nearly seventy years—we are going to make sure Mexican practitioners aren't just keeping pace with the future of real estate. They're helping build it."



Founded in 1956, AMPI has served for nearly seven decades as the leading voice of Mexico's real estate profession, promoting professionalism, ethics, education, and industry advancement through a nationwide network of local associations.

"AMPI has long believed that Mexico's real estate industry is strongest when it combines local expertise with global collaboration," said Jenny Rivas, President of AMPI. "Our longstanding relationship with NAR has strengthened our profession for years, and this partnership with Second Century Ventures marks the next evolution of that collaboration. Together, we are creating new opportunities for our members to embrace innovation, connect with global technology leaders, and help shape the future of real estate across Mexico."

The collaboration further expands SCV's global network of strategic industry partnerships and reinforces REACH LATAM's role as the region's leading real estate technology accelerator. By combining REACH's regional presence with AMPI's nationwide network of professionals, the partnership creates a single platform to accelerate innovation, strengthen cross-border collaboration, and deliver meaningful technology to professionals across one of the world's most active real estate corridors.

Second Century Ventures Partners with AMPI Cont...

"For more than a decade, we've partnered with outstanding entrepreneurs building technologies that transform real estate," said Tyler Thompson, Managing Partner, Second Century Ventures and REACH. "Mexico continues to emerge as one of Latin America's most exciting innovation markets, and AMPI is the ideal partner to help us bring meaningful technology to professionals across the country. We couldn't be more excited to keep growing this collaboration with one of the industry's most respected organizations."

About Second Century Ventures and REACH

Second Century Ventures (SCV) is the strategic investment arm of the National Association of REALTORS® and the world's most active venture fund focused on real estate technology. SCV operates REACH, the leading global real estate technology accelerator, with programs across the United States, Australia, Canada, the United Kingdom, Latin America, and the Middle East. Through its regional headquarters in Mexico City, REACH LATAM supports high-growth technology companies while connecting innovation with the real estate industry across Latin America. With a portfolio of more than 400 companies and operations spanning eight global markets, SCV and REACH have helped define and accelerate real estate innovation worldwide for more than a decade. Learn more at www.scv.vc and www.narreach.com.

About AMPI

The Asociación Mexicana de Profesionales Inmobiliarios (AMPI) is Mexico's leading professional real estate association. Founded in 1956, AMPI represents thousands of real estate professionals through more than 100 local associations across the country. Dedicated to advancing professionalism, ethics, education, advocacy, and innovation, AMPI plays a central role in strengthening Mexico's real estate industry while fostering international collaboration and the adoption of global best practices.

About the National Association of REALTORS®

The National Association of REALTORS® is involved in all aspects of residential and commercial real estate. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. For free consumer guides about navigating the homebuying and selling transaction processes—from written buyer agreements to



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