



MLS and the **Roads of Change**



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2022 CHAIR, CMLS

Matthew Consalvo is the CEO of the Arizona Regional Multiple Listing Service which supports over 41,000 MLS Subscribers in central Arizona. Under his leadership, ARMLS has adopted a strategic vision to plan the future of the MLS that will lead the organization forward.

**ARE WE
THERE YET?**



BLOCKBUSTER

The image shows the exterior of a Blockbuster store. The large, 3D, white Blockbuster logo is mounted on the roofline. Below the logo, the store has large glass windows and doors. The address number '211' is visible above the entrance. The windows display various signs, including 'BEST SELECTION' and 'NEWEST RELEASES'. The store is surrounded by trees and a clear sky.

“Neither Redbox nor Netflix are even on the radar screen in terms of competition.”

Jim Keyes, CEO of Blockbuster (2008)



“The future belongs to those who dare to envision the future, treat their vision as fact, and take responsibility for translating their vision into reality.”

Ray Rood

Founder & CEO
The Genysys Group

HEADLINES

DOJ Where is Anywhere Services from
Home toe with Zillow
Berkshire REX abandons antitrust case
M O against Oregon rebate ban
NA

No Realtors housing training have
to who owns the data?
NAR listings require battle
undermine



inman

IDX



zipForm[®]

EVERYTHING
is for sale

Elm Street
Technology



CoreLogic



HomeSpotter[®]





MLS

ASSOCIATIONS

PRESSURE





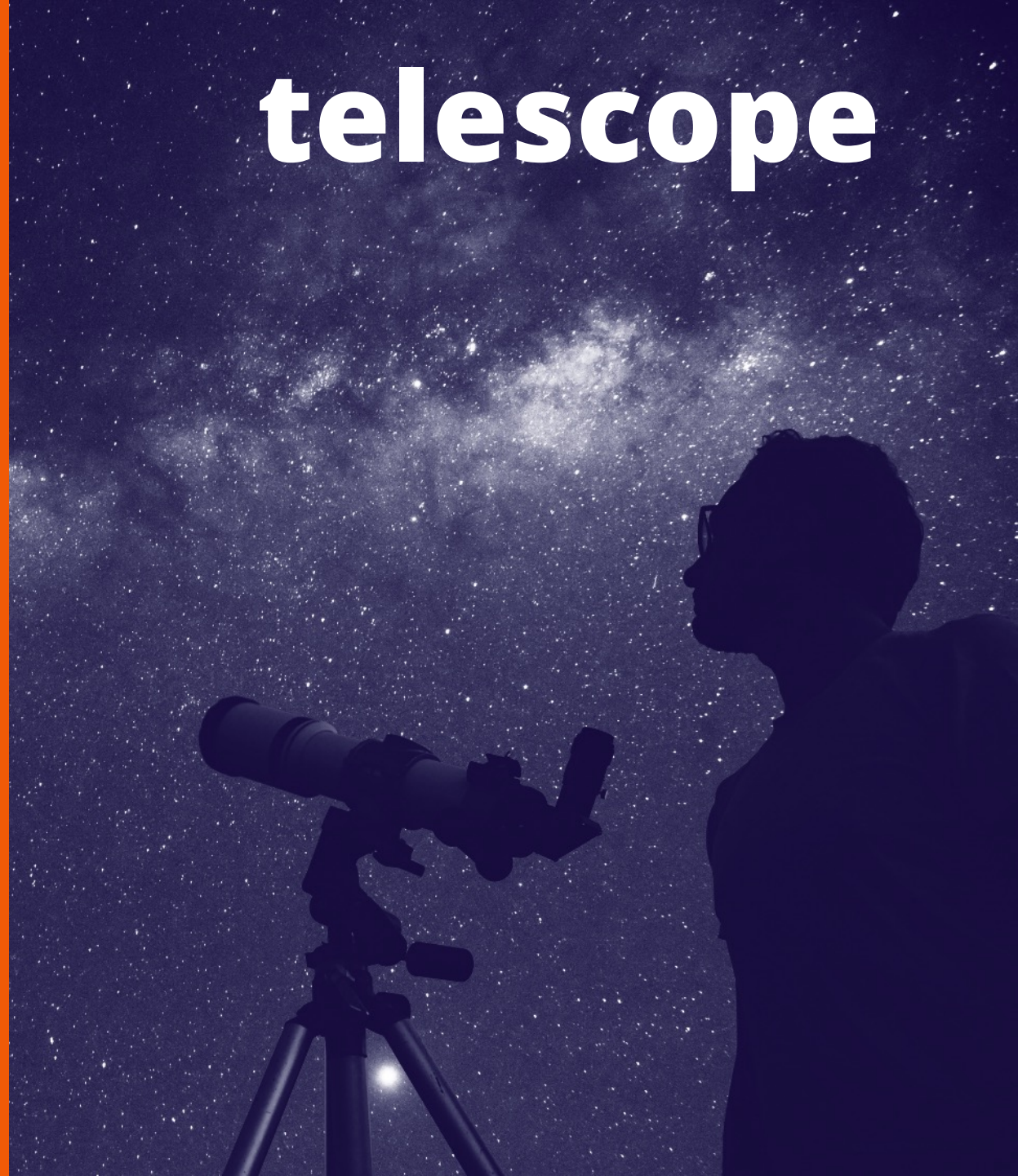


A scenic photograph of a paved path leading towards the ocean at sunset. The path is flanked by tall, dry grass and a fence on the right, and the sea is visible on the left. The sky is filled with dramatic, orange-hued clouds. The text "How are we going to respond?" is overlaid in a bold, blue font.

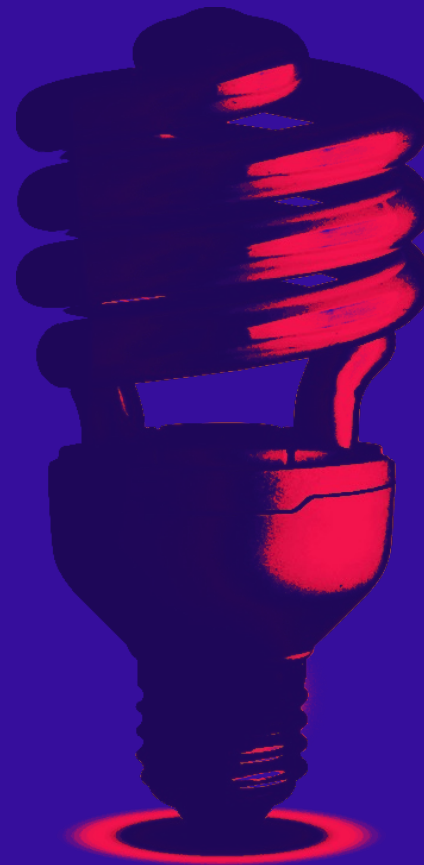
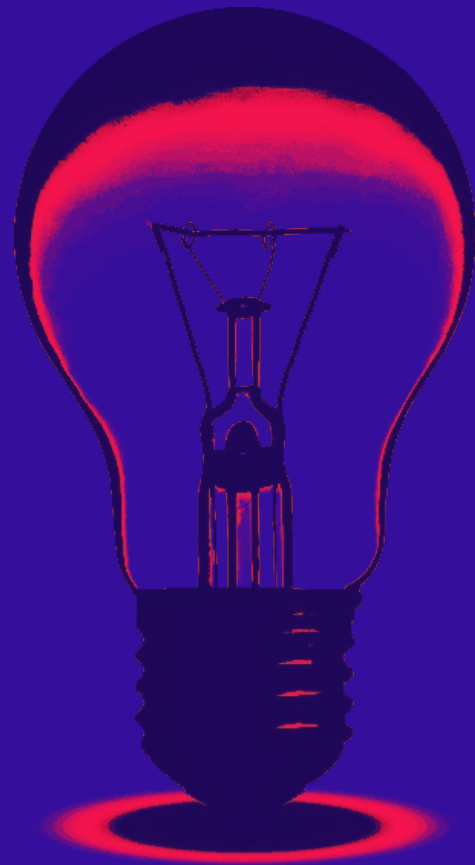
**How are we going
to respond?**



microscope



telescope



innovation

THREE KEYS

quality



**legal
topics**



Collaboration



How many MLSs should there be?

I have no idea!

(Nor do I care)





QUALITY



**NOT
QUANTITY**

FOLLOW THE YELLOW BRICK ROAD



[About NAR](#) > [Policies](#)

MLS Best Practices


Recommended best practices to ensure a high level of service and

of MLS participants and the public.



NAR BEST PRACTICE

CMLS BEST PRACTICE

[MEMBER HUB LOGIN](#) [RESO WEB API Tools & Software](#)[RESO Tools](#)

RESO NEW TOOLS

The Roadmap Exists



OUR MISSION

Provide the industry benchmark of quality data and service for our Subscribers.

OUR VISION

The premiere source of property-centric information.

OUR VALUES

Integrity, Strategic Vision, Creativity, Collaboration, and Execution.

SUPPORT MARKT

Support Markt through leadership, resources, and collaboration for the benefit of our subscribers.

ADVANCE SERVICE

Build solutions that promote the relationship between the subscriber and those they serve.

COLLABORATIVE INNOVATION

Collaborate in the industry to deliver innovative products and services.

GENERATIVE BOARD DEVELOPMENT

Identify and cultivate future Board Leadership.



LEGAL
matters



- **NAR Legal Updates**
- **CMLS event in July 2022**
- **Local counsel and/or Industry counsel**

Know what is happening!



**There are many, but
four that are great to
follow:**



Sitser



Morel



Leeder



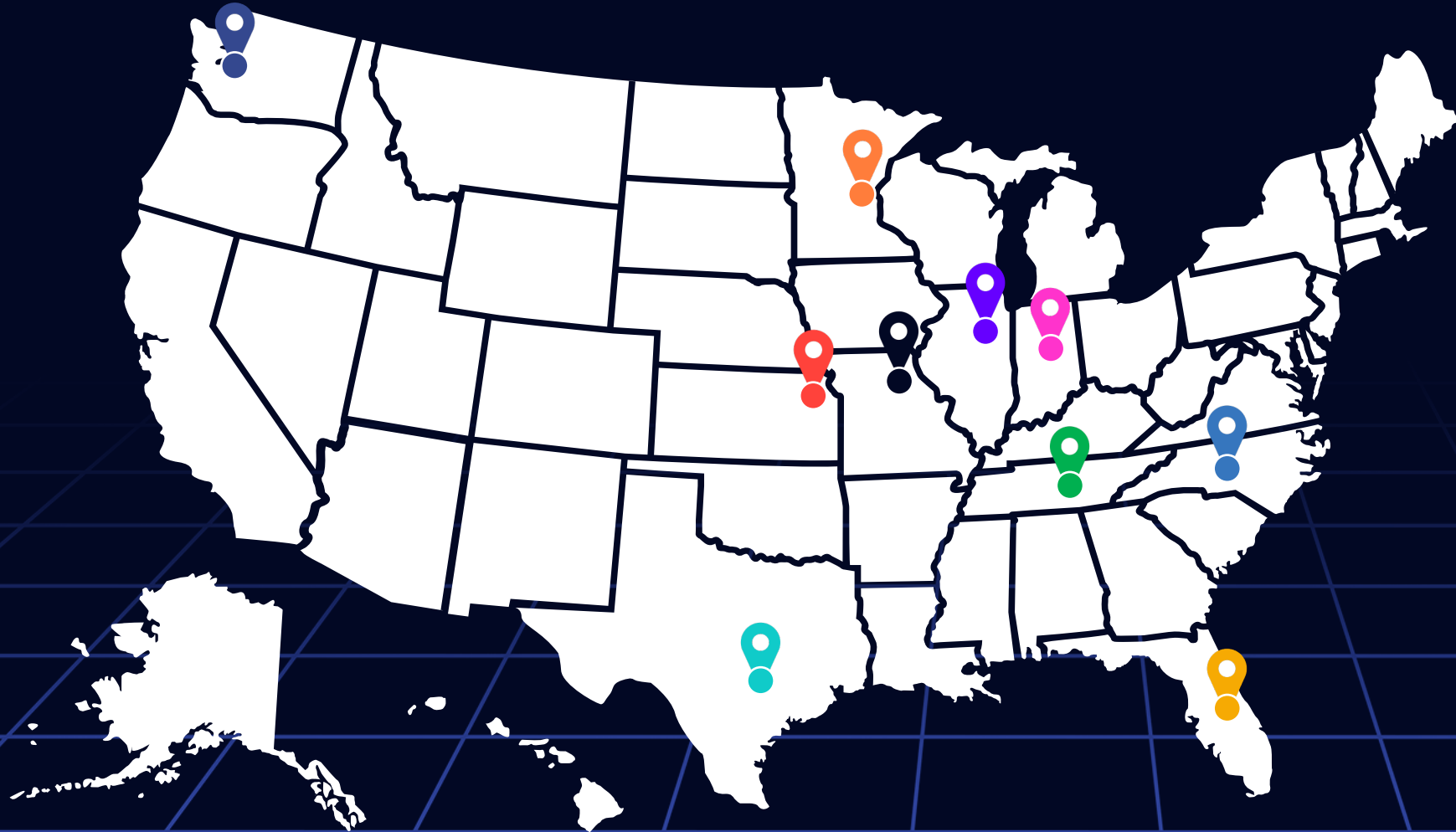
Designworks

STRONGER

TOGETHER



COLLABORATION



Northwest MLS

ABoR

Northstar MLS

Heartland MLS

MARIS

MRED

MIBOR

RealTracs

Stellar MLS

Canopy MLS

ARMLS

Metro MLS

MLS Listings

RMLS

UtahRealEstate.com

BeachesMLS

**MLS
ALIGNED**

NNRMLS



+

MORE?

ARMLS

arizona

Metro MLS

milwaukee

RealMLS

jacksonville

RMLS

portland

UtahRealEstate

utah



+
MORE?





mls roundtable



brightTM
MLS



MLS PROPERTY
INFORMATION
NETWORK, INC.
the total listing service

44 Northwest
Multiple Listing Service®

NorthstarMLS
For your Information. For your Success.

realtracs **cañopy**
MLS

THREE KEYS

A pink door with a keyhole and a key icon. The door is illuminated by a pink spotlight from above.

quality

An orange door with a keyhole and a key icon. The door is illuminated by an orange spotlight from above.

**legal
topics**

A purple door with a keyhole and a key icon. The door is illuminated by a purple spotlight from above.

Collaboration







ARCHITECT

our future



A saguaro cactus stands on a grassy hill against a vibrant red sunset sky with dark clouds. The ARMLS logo is centered in the upper half of the image.

ARMLS®

Matt Consalvo

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