

2018 was a year of change and innovation in real estate, and CMLS rose to the occasion.

As an association of leading MLSs committed to high standards of professionalism and performance, CMLS worked with its members and partners to take the lead on a wide array of emerging issues and opportunities.

As always, CMLS was guided by its purpose to enhance the role of the MLS in creating the confidence, connections, and community necessary for an efficient and vibrant real estate market.

## 2018 Accomplishments

- **Demonstrating that data and choices breed competition.** The [Data And Choices Breed Competition](#) white paper was CMLS's response to an inquiry on competition in real estate by the U.S. Dept. of Justice and Federal Trade Commission. CMLS documented and supported the pro-competitive benefits provided by the MLS within the real estate marketplace.
- **Leadership on national MLS policy.** CMLS continued to impact national MLS policy through our committee seats and submitted revisions to the existing IDX/VOW policy that would streamline and make the policy easier for MLSs, brokers, and vendors to understand.
- **Championing the value of the MLS.** Working with 1000watt, CMLS produced an Inman Innovator Award-nominated campaign that communicates the value of the MLS simply and powerfully. CMLS produced and made available [campaign materials](#) for members to use in their local markets.
- **Leading the way in Green Data.** Working with RESO and NAR, CMLS provided practices that MLSs can leverage to broaden the definition of home performance. These practices were documented in the [Green Data Best Practices Guide](#) and several other CMLS [Resources](#).
- **Updated tools and techniques for self-assessment.** CMLS enhanced the role of MLSs and their staff through the [CMLX program](#), which helps set the standard for excellence among industry professionals.
- **Created Content Management Best Practices.** CMLS created a task force to identify the best ways to educate our members proactively on intellectual property issues. The first step identified was the creation of a best practice guide to give members a framework for identifying and managing content sources and distribution. The Content Management Best Practices document will be released in the second quarter of 2019.

## 2018 Accomplishments (continued)

- **Collected governance benchmarking data.** Working with the WAV Group, CMLS gathered leadership and governance benchmarking data from 132 MLS members. CMLS's analysis has identified key focus areas which will be published along with the survey results in the coming weeks.
- **Created connections.** The annual CMLS conference attracted more than 820 attendees to Orlando in September 2018, the 2018 CMLS Brings It To The Table event included more than 210 attendees, and the CMLS Best Practices workshop at NAR's AE Institute shared innovative industry solutions being employed by MLSs today.

CMLS will continue to champion those who set high standards, support those who seek to be *better*, and share what has proven to be effective in sustaining an efficient real estate market. CMLS and its members ensure that MLSs are Making the Market Work®.

For more information about the 2018 Executive Review or to inquire about membership, visit [councilofmls.org](http://councilofmls.org) or email us at [info@councilofmls.org](mailto:info@councilofmls.org).