

NAR – National Association of REALTORS®

IRM(International REALTOR®) Benefit

全米リアルター協会 国際会員のベネフィット

Hiroko Nishikawa Naumann
NAR Global Ambassador to Japan & Mongolia





NAR - National Association of REALTORS®

全米リアルター協会とは？

- 不動産仲介業者が加盟する最大の業界団体
- 1908年シカゴにて設立
- 会員数約150万人（アメリカ人の220人に1人）
- REALTOR®は全米リアルター協会会員の名称
- NARの役割は
 - 1) Advocacy (政治活動)
 - 2) Professional Development(不動産従事者のレベルアップ)
 - 3) Code of Ethics (倫理綱領)



“That’s Who We “R”!!

NAR - National Association of REALTORS®

全米リアルター協会とは？

The infographic illustrates the structure of the National Association of REALTORS® (NAR) across the United States. It features a map of the U.S. with three levels of association highlighted:

- 全米 150万人** (National 1.5 million): Represented by the **NATIONAL ASSOCIATION OF REALTORS®** logo.
- 州+ 54** (State + 54): Represented by the **CALIFORNIA ASSOCIATION OF REALTORS®** logo.
- 地域 1200** (Local 1,200): Represented by the **GREATER LOS ANGELES REALTORS® ASSOCIATION** logo.

Surrounding the map are several photographs of real estate professionals in various settings: a man in a white shirt and tie talking to clients, a woman in a grey blazer showing a house to a couple, a group of four people looking at a laptop, a man in a maroon suit taking a photo of a house, and a woman in a grey blazer talking to a couple.

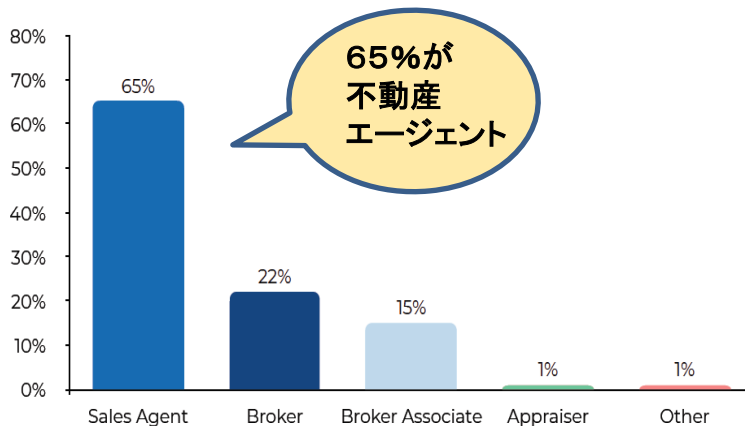


NAR - National Association of REALTORS®

2024 NARメンバープロフィール



■不動産免許の種類



- ・仕事の経歴： 42%が16年以上
- ・業務形態： 88%が自営業
- ・平均年齢： 55歳（48%が40～59歳）
- ・不動産が唯一の仕事： 75%
- ・世帯年収（中間値）： \$132,700
- ・持ち家率： 85%

■不動産免許の種類

業務経験 →	全体	2年未満	3～5年	6～15年	16年以上
	ALL REALTORS®	2 YEARS OR LESS	3 TO 5 YEARS	6 TO 15 YEARS	16 YEARS OR MORE
PERCENT OF REALTORS® IN THE CATEGORY	100%	18%	13%	28%	42%
AFFILIATION WITH FIRM					
Independent Contractor	88%	93%	95%	91%	82%
Employee	5%	5%	3%	5%	5%
Other	8%	3%	2%	4%	14%
Tenure at firm (median years)	5	1	3	6	13
DEMOGRAPHICS					
AGE					
39 or younger	18%	43%	31%	17%	1%
40 to 59	48%	50%	54%	58%	38%
60 or older	34%	7%	15%	25%	61%
Median age	55	42	46	52	62
Education: bachelor's degree or higher	52%	50%	56%	54%	51%
Real estate is only occupation	75%	55%	65%	79%	86%
Gross household income (median)	\$132,700	\$94,200	\$119,000	\$145,700	\$153,300
Real estate is primary source of income for household	51%	27%	43%	57%	62%
Homeownership rate	85%	68%	79%	87%	93%

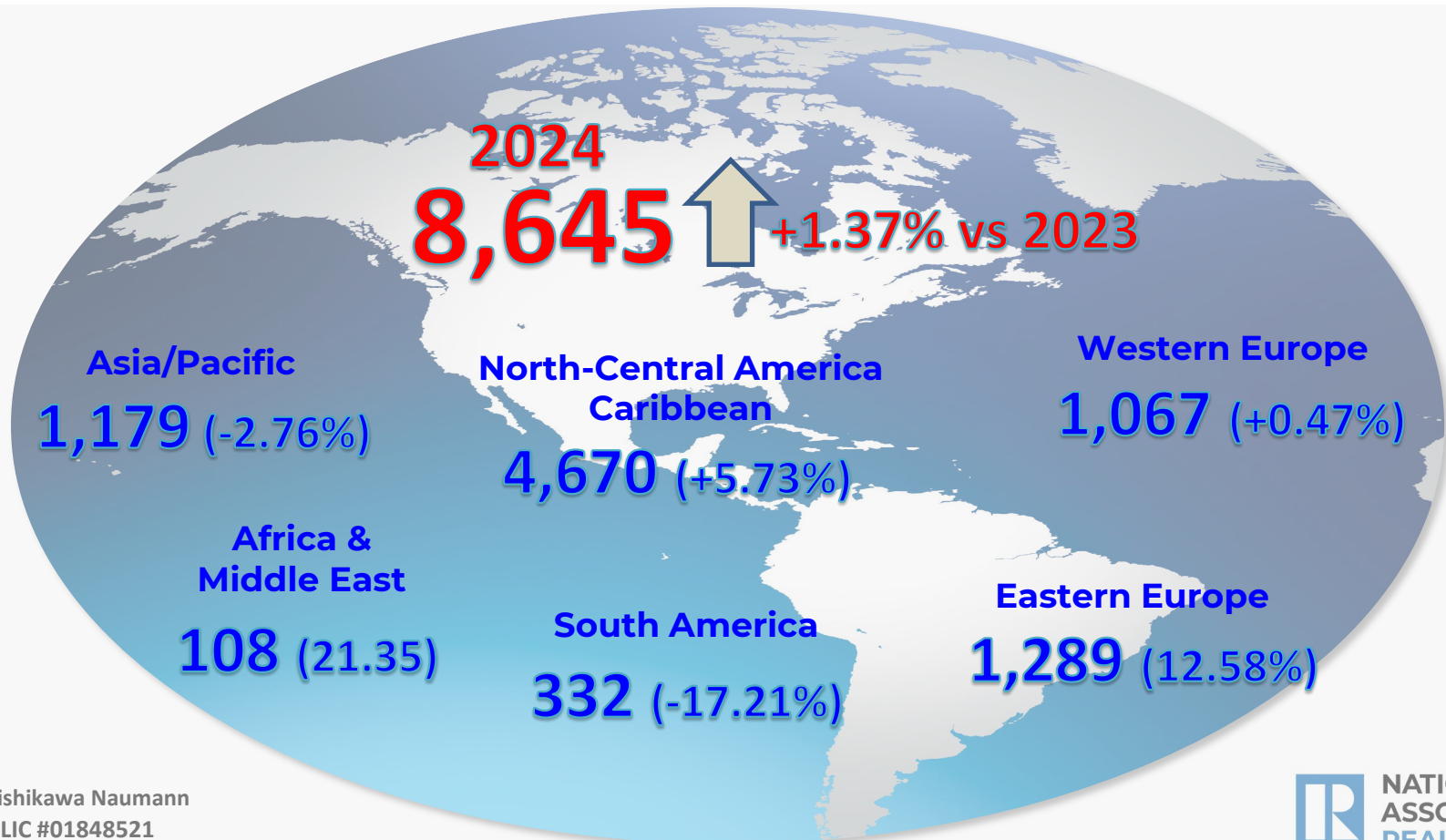




NAR - National Association of REALTORS®

国際会員: **IRM**— International REALTOR® Member

Bilateral Agreements with 106 associations in the 78 countries





NAR - National Association of REALTORS®

国際会員のベネフィット

1. Learning

- NARの情報をフル活用
- IRM会費で各種資格をキープできる

Membership Due
First Year \$100
Renewal \$75



**JARECO会員は
追加費用なしで
IRMになれる**

2. Tool

RPRを利用してアメリカ
各地の物件情報を
リサーチできる

3. Networking

リアル&オンラインのイベント
に会員価格で参加できる





JARECOと連携の活動

- **NARからのマーケット情報提供
各種リソースを有効活用の促進**
 - * NAR通信（ビデオ/メール）
 - * ワークショップ
- **NARの教育プログラムの提供**
 - * CIPS, COE, ABR, SRES
- **アメリカのリアルターとネットワーキングの機会**
 - * バーチャルミーティング
 - * ホームステイプログラム
 - * NARコンベンション参加



JARECO

日米不動産協力機構



NAR IRM (国際会員)のベネフィット

1. LEARNING: DESIGNATION(資格)

Certified International Property Specialist / CIPS

Instantly align yourself with the best in international real estate by earning the CIPS designation. The designation requires completion of five full-day courses focusing on the critical aspects of international real estate transactions. CIPS designees are connected to an influential network of over 3,500 professionals who turn to each other first when looking for referral partners.



NAR's Green Designation / GREEN

Through NAR's Green Designation, the Green REsource Council provides ongoing education, resources and tools to help real estate practitioners find, understand, and market properties with green features.



Accredited Buyer's Representative / ABR®

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home buying process.



Seniors Real Estate Specialist® / SRES®

The SRES® Designation program educates REALTORS® on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients age 50+. By earning the SRES® designation, you gain access to valuable member benefits, useful resources, and networking opportunities across the U.S. and Canada to help you in your business.



Certified Residential Specialist / CRS

The CRS designation is the highest credential awarded to residential sales agents, managers, and brokers. On average, CRS designees earn nearly three times more in income, transactions, and gross sales than non-designee REALTORS®.

· See course information.

Presented by Residential Real Estate Council
Contact RRC at <https://www.crs.com/about-us/contact-us> or 800-452-6221



At Home With Diversity® / AHWD

Learn to work effectively with – and within – today's diverse real estate market. The At Home With Diversity® certification teaches you how to conduct your business with sensitivity to all client profiles and build a business plan to successfully serve them.





NAR IRM (国際会員)のベネフィット

2. TOOL: 全米の不動産分析ツールRPR



RE/MAX ESTATE PROPERTIES

Home Q Research Marketing Reports Learn Help My Work

LOCATION: Enter Address, Place, APN/Tax IDs or Listing IDs

TYPE/STATUS: Sales, Leas... PROPERTY TYPE: 3 Selected PRICE: Any BEDS: Any BATHS: Any FILTERS

Shortcuts

- Prospect for Clients
- Search using a Map
- Create a Report
- Investor Analysis
- Opportunity Zones
- Create a CMA
- Tour Homepage

My Markets

No markets yet

Please add a market above to view recent market activity on the map.

My Listings

Current Previous

Off-Market Date ...

- 1830 Colby Ave, Apt 10, Los Angeles...
- 3665 Moore St, Los Angeles, CA 900...
- 1834 Rockefeller Ln, #A, Redondo B...
- 16909 S Dalton Ave, Gardena, CA 90...

My Properties

Saved Recent

View View

My Searches

Saved Recent

You don't have any recent searches. Run searches so you'll see some here. We save the last 20 searches for a period not to exceed 30 days.

RE/MAX ESTATE PROPERTIES

SELLERS REPORT

16902 Ardath Ave, Torrance, CA 90504

16902 Ardath Ave, Torrance, CA 90504

Neighborhood Report

53 / 100

A score over 50 is above average

Housing Affordability & Access	43
Neighborhood Access to Life, Work & Play	72
Transportation Safe & Convenient Options	58
Environment Clean Air & Water	20
Health Prevention, Access & Quality	82
Engagement Civic & Social Involvement	39
Opportunity Inclusion & Possibilities	60

Presented by

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RE/MAX Estate Properties

124 Washington Blvd

Marina del Rey, CA 90292

Current Estimated Value

\$1,047,820

Last RVM® Update: 5/19/2021

RVM® Est. Range: \$954K - \$1.14M

RVM® Confidence: ★★★★★

RVM® Change - Last 1 Month: \$34,120

Your Refined Value

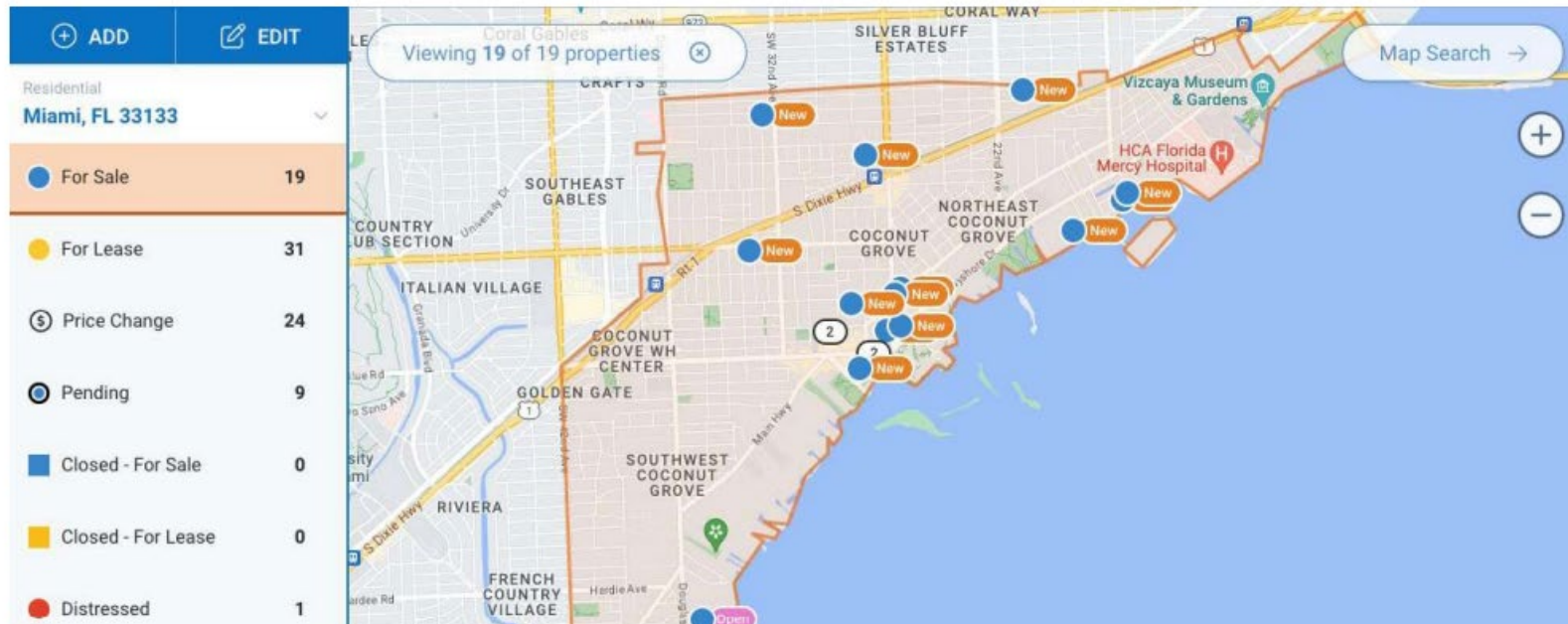
\$869,691

NAR IRM (国際会員)のベネフィット

2. TOOL: 全米の不動産分析ツールRPR



Search for active properties in some markets





NAR IRM (国際会員)のベネフィット

2. TOOL: 全米の不動産分析ツールRPR



Search for active properties in some markets

📍 3794 Florida Ave, Miami, FL 33133 ♡ Save 🖨️ Print 📄 Create Report

Property Information

[Property Information](#) [Map/Location](#) [Market Trends](#) [Refined Value](#) [CMA](#) [Neighborhood](#) [My Updates](#)

[PHOTOS](#) [STREET](#) [SATELLITE](#) [HISTORICAL](#)

Active / For Sale · Active: 6/24/2023

List Price
\$810,000

Active Date: 6/24/2023 Listing ID: A11408894

3 Beds 2 Baths 1,287 Sq Ft

RVM®
\$809,560

RVM® Updated: 1/2/2024

RVM® Estimated Range
\$761K - \$858K

RVM® Confidence
★★★★★

RVM® Month Change
↓ \$120

[View Details](#)

Basic Facts

Type	Closed Price	Price to Est. Value
Single Family	\$130,000 on 6/22/2010	100%
Subtype	Days in RPR	Zoning
Single	206 days	0100:SINGLE FAM,GENERAL
Price by Sq. Ft.	Owner Name	Land Use

2 Photos

NAR IRM (国際会員)のベネフィット

2. TOOL: 全米の不動産分析ツールRPR



Neighborhood Report

- Provides Buyers with neighborhood insights
- Helps Investors make decisions





NAR IRM (国際会員)のベネフィット

2. TOOL: 全米の不動産分析ツールRPR



RPR[®]

Research Property Value Trends

December 2023

Market Type



Key Details

Months of Inventory	List to Sold Price %	Median Days in RPR	Median Sold Price
7.21	91.1%	38	\$1,642,500
↓ 9.65% Month Over Month	↑ 1.43% Month Over Month	↓ 45.71% Month Over Month	↓ 19.88% Month Over Month

Sold Listings ⓘ

December 2023

Share ⋮

Property Type Single Family





NAR IRM (国際会員)のベネフィット

3. NETWORKING: 世界中のリアルター仲間と交流





2024年は5年ぶりに アジアパシフィック地区の International Conferenceが マレーシアで開催

2026年はインドで開催！

IREC 2024 MALAYSIA

**Bridging Borders,
Building Opportunities**

International Real Estate Conference 2024
Date: 6th-8th September 2024
Time: 9.00 am-5.30 pm
Venue: Grand Hyatt Kuala Lumpur

MAREC 2024 SPECIAL OFFER

SPECIAL OFFER (1 TICKET)

NETT PRICE
\$380 USD +
FREE NETWORKING DINNER
(VALUED AT \$50 USD)

SPECIAL OFFER (BUY 5 FREE 1)

NETT PRICE
\$1,900 USD +
FREE NETWORKING DINNER
(VALUED AT \$250 USD)

For more information, kindly scan the QR code
or email us at events@miea.com.my