

From: Ron@RealtyWEB.NET [mailto:Ron@RealtyWEB.NET]  
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To: ATR-Real Estate Workshop  
Subject: NAR ILD Policy

From my perspective, the new policy is a win-win for consumers and REALTORSR.

It works for consumers because it gives home sellers a choice whether to permit marketing of their property on the Internet and in selecting an MLS member with whom they want to work. It allows them to "opt-in" and have their property displayed on other brokers' Web sites even if they are working with a broker who does not participate in sharing his listings for display by his competitors. And it works for REALTORSR because it gives us the right to control where our listings are displayed on the Internet.

I'm not even sure why this is an issue. While I respect the right of our brokers to do business with whomever they want on an individual basis, all of our brokers have opted in to Internet display since April 1995.

We have listing data on local state and national websites. We provide every one of our member licensees free web presences and we have over 400 customized sites and probably even more that we don't even know about.

Ron Stephan, e-PRO, RCE  
Executive Vice President  
Northeast Florida MLS, Inc.  
7801 Deercreek Club Road,  
Jacksonville, Florida 32256  
Phone: 904-296-6121 x1230  
Fax: 904-296-6181  
MailTo:Ron@RealtyWEB.NET  
<http://WWW.RealtyWEB.NET>