



narea

**National Albanian
Real Estate Association**
YOUR EDGE IN REAL ESTATE

NATIONAL ALBANIAN REAL ESTATE ASSOCIATION



WHO WE ARE?

NAREA, is Albania's professional organization, seeking to promote and develop the business of real estate with its experienced RE Professionals, working diligently on the regulation and structuring of the newly organized sector. NAREA employs powerful leadership that represents the interest of all stakeholders in today's fast-paced market.

MISSION

To Empower RE Professionals as they professionally Secure, Protect and Develop ownership rights for all.

VISION

To be the professional partner, guiding its members and their clients through the increasingly dynamic real estate market

OUR VALUES

RELIABILITY

Becoming a reliable Ally in representing the interests of all RE Professionals, and the clients they engage with in their market practices.

THE DYNAMICS

Becoming a unique Institution equipped with up-to-date compliance and genuine business knowledge that supports today's real estate professionals.

THE EMPOWERMENT

Forging the guidelines and providing all necessary tools, enabling real time guidance to all licensed RE Professionals.

UNITY & LOBBING



THE INFLUENTIAL VOICE OF INTERESTS:

Lobbying Government and Legislative Bodies: Through its board, NAREA will never stop Influencing Essential Stakeholders of Policy making, Governmental Institutions, and Parliamentary Committees on Law and Economy. Protecting the RE Professionals' profession, the rights of their Clients, as well as creating bridges of cooperation with key institutions such as the State Cadastral Agency and other Central or Local Government Institutions.

PROFESSIONAL EDUCATION

THE INFLUENTIAL VOICE OF KNOWLEDGE AND ITS DELIVERY:

NAREA, together with its local and international network of marketing experts in disciplines such as Finance, Law, Public Communication, and Leadership, regularly exposes the members to unique training opportunities, with rich resources aimed at personal & ever-evolving professional strategies.



INDUSTRY REGULATIONS

THE INFLUENTIAL VOICE OF BUSINESS ETHICS & STANDARDS:

NAREA is committed to doing business with accordance to the rules drafted and implemented through the Code of Ethics. To inspire, equip and ensure that all professionals meet the highest standards:

- Ø In all interactions with the Government
- Ø In all Business Practices
- Ø In all cases of Community Engagement



ANALYSIS & REPORTS

EMPOWERMENT OF THE COMMUNITY AND NETWORK OF RE PROFESSIONALS THROUGH RESEARCH & DEVELOPMENT

NAREA provides an environment for each member to develop their own network and business opportunities, through means of Market Research, Conferences and Symposia. NAREA aims to empower Albania's RE Professionals in the act of property mediation.





TECHNOLOGY

THE LATEST DEVELOPMENTS FOR RE PROFESSIONALS IN THE INDUSTRY AND TECHNOLOGY:

Strategically positioned in the flow of information, NAREA can provide support with innovative personalized technical solutions collaborating with the RE PROFESSIONALS' ecosystem and its Technology.

The creation and continuous development of the MLS (Multiple Listing Service) is one of NAREA's key goals.



MARKETING

Continuous visibility to each member, with the aim of maximum exposure of their profession, their portfolio of properties and the professional service RE Professionals aim to offer.

LICENSING

**NAREA Advantage:
Training, Certification and Licensing in the field of professional realty**

NAREA, based on Organizational Statute with basic standards, capacities and knowledge, represents that it is an exclusive institution, with that of authentic certification and licensing in the field of RE Professionals in Albania.



BUSINESS ETHICS

-  **CODE OF ETHIC FOR HIGH STANDARDS**
 - All interactions with Government Agencies
 - With each agency's corporate client portfolio
 - All contributions to Albania's growing community
-  **THE DISCIPLINARY COMMITTEE**
 - Enacted committee to oversee and investigate incorrect business practices as well as detriment of the industry, of each member agency and its professional RE Professionals engaging in the business of Real Estate.
-  **REGULATION OF PROFESSIONAL PRACTICE**
 - For the proper cooperation between RE Professionals and member agencies
 - For the adherence to ethical business practices.
-  **RECOGNITION**

For each member that in their daily work :

 - Improves the image and credibility of the RE Professionals as a profession;
 - Represents a positive example in the Community

LOBBING

-  **GOVERNMENT**

Your voice to Government Bodies on all market and industry related issues.
-  **PARLIAMENT**

Your voice in the Law and Economy Committees of the Parliament.
-  **BUSINESS TABLES**

Your voice to the Professional Business engagements, for the creation of a strong network, in the representation and empowerment of every RE Professionals.
-  **STATE AGENCY**

Your voice in ASHK, AIDA, and any other state agencies related to the sector.

NAREA BOARD OF DIRECTOR



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Executive director



DRITAN CAKA

President
DEVINF REAL ESTATE



ILDA ZALOSHnja

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