



National Albanian
Real Estate Association
YOUR EDGE IN REAL ESTATE



## 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.

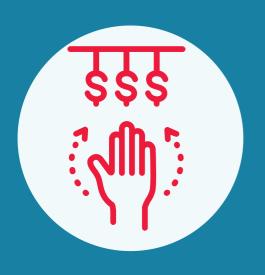
# THE EMPOWERMENT

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

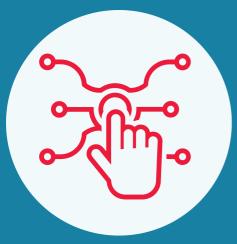
Ø In all Business Practices

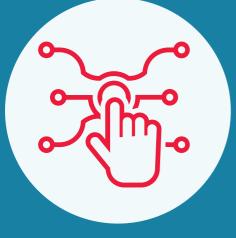
Ø In all cases of Community Engagement

### **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 Professionalss in the act of property mediation.







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.



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.

**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



REINALDO PIPIRIA

Executive director



DRITAN CAKA

President DEVINF REAL ESTATE



ILDA ZALOSHNJA

Vice President THE POINT REAL ESTATE



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