

March 28, 2012

Internet Corporation for Assigned Names and Numbers Marina del Rey, CA, USA 4676 Admiralty Way, Suite 330 Marina del Rey, CA 90292-6601 USA

To Whom It May Concern:

## Re: Application by The Canadian Real Estate Association (CREA) for the .MLS Top Level Domain Name

This is a letter of support for the community application by CREA for the .MLS Top Level Domain (TLD). The Calgary Real Estate Board is a member of CREA and represents approximately 5,200 individual brokers and salespersons in the real estate industry (REALTORS®), all of whom are also members of CREA, and all of whom are licensees of CREA's MLS® trademark.

CREA has owned the MLS® trademark for over half a century and it is considered to be an extremely valuable asset of organized real estate. The Calgary Real Estate Board is licensed to display the MLS® trademark in association with the operation of its MLS® System. It is the MLS® trademark that signifies to the consumer the quality, accuracy and completeness of the listing content on our MLS® System. Similarly, it is the MLS® trademark that identifies our REALTOR® members as the exclusive providers of MLS® services.

As a practicing REALTOR® for over 26 years and having served in a volunteer leadership capacity in local, regional, national and international organized real estate, I can attest on a first hand basis to the importance of the MLS® trademark to our members and our clients. This trademark signifies professionalism and trust in a multitude of ways that consumers recognize and rely upon.

We believe it is critical both for the protection of the MLS® trademark and for the ongoing ability of our members to distinguish themselves in terms of their access to MLS® Systems that CREA obtain the .MLS TLD. We therefore strongly support the community application of CREA.

Sincerely,

Alan Tennant, FRI (E) CREB<sup>®</sup> Chief Executive Officer