



ASSOCIATED REALTY OF THE AMERICAS

April 2017

Comments by
Leslie Rouda Smith

Welcome **NEW MEMBERS**

New Orleans **Revisited**

Mexico Real Estate
Commentary by Jay West

AREA Retreat
2018

Legal Commentary, Dennis Badaglicacco

Sherlock Holmes... A Word Contest from Jeanne Radsick

Leslie Rouda Smith



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May will be a busy month for AREA members. **Vince Malta** has offered to host an AREA gathering during the NAR Convention in Washington D.C. His suite will most likely be in the 'center tower' of the Marriott Wardman Hotel.

(Exact location to be announced as soon as we hear from Vince.) We will gather on Thursday, May 17th from 3:00-4:30. Thank you, Vince! Then, 9 days after the NAR Board of Directors adjourns, a clambake will kick off the **2018 AREA Retreat in Newport, Rhode Island**. We will be hosted by **Ron, Susan and Matthew Phipps** along with the entire **Phipps team**. Registration will be held on May 29th, with our opening session on the 30th featuring **Keynote Speaker Sue Swenson**, Chair of FirstNet. Sue was the 2016 recipient of the Cellular Lifetime Achievement Award as well as the 2017 AREA Humanitarian Award for her work and leadership in making sure that First Responders can communicate among themselves in times of need. After 911, she made it a goal to fix the problem of not being able to communicate under such tragedy. **Carl** says **Sue** is a world class lady, with world class credentials. What an honor to have Sue share her story and what a great way to begin our retreat. The program that **Ron** and his team are putting together is tailored to creating an optimum experience for all attendees; unlike any other. **Chris McElroy** is going to share with us a unique and highly successful program that he and his firm created and use within their company. I look forward to seeing you in Washington D.C. and in Rhode Island.

Welcome NEW MEMBERS



Jef Conn
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Jef is an industrial, office and investment specialist at Coldwell Banker Commercial Rick Canup, REALTORS. He is a graduate of the Rawls College of Business at Texas Tech University, 2009 & 2010. Jef, a well-respected commercial real estate industry agent, has earned numerous distinctions throughout his career in real estate. Jef has served as the Chairman of the Lubbock Association of REALTORS Commercial Services, 2012, sat on the Board of Directors, 2013 and currently serves as the secretary for the association as well as the Chairman of the NextGen Committee. Jef consistently ranked in the top brokers city-wide and has been the top Industrial broker for 5 of the last 7 years. Jef's clients have ranged from individuals needing small shop space to large Industrial parks taking up hundreds of thousands of square feet. Jef achieved the Certified Commercial Investment Member (CCIM) designation in 2010. PRIMARY SPECIALTY • Industrial, Office, and Investments EDUCATION & AWARDS • Texas Tech University, Lubbock, TX, 2009 Finance, Accounting, Economics Masters of Business Administration (MBA) 2010 • 2-time Mentor/Protégé of the Year Globally for Coldwell Banker Commercial 2008, 2012 DESIGNATIONS • Certified Commercial Investment Member (CCIM)





Peter Patout
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Mont- l'Évêque The Ancestral Home of the Family of Baroness de Pontalba

SEQUEL:

Happy 300th Birthday New Orleans

*This is an excerpt from a fascinating story of how AREA Member, **Peter Patout**, became acquainted with family that created New Orleans most iconic landmark, which is celebrating, with the help of Peter, its 300th Birthday this year. And we are all invited. Peter will be glad to share his remembrances with us as he receives a special award for his service to the Crescent City at the AREA Retreat in Newport. "You all, come!"*

"In 1811, when she was 16, Micaela married her French Louisiana cousin, Joseph Xavier Célestin Delfau de Pontalba. Celestin's father, Joseph Xavier Delfau de Pontalba, in the service of Napoleon Bonaparte, had received the noble title of Baron; he is now known as "the first Baron." He acquired Mont-l'Évêque about 1805, and the family has been there ever since. Micaela then returned to New Orleans to invest in its economic advancement and build her legacy after a family tragedy: the Pontalba Buildings flanking Jackson Square.



Their New Orleans Legacy

Jackson Square is made up of five buildings, all built by the extraordinary Micaela and her prominent father, Don Andrés Almonester y Rojas (1728-1798): St. Louis Cathedral (1727), Cabildo (1799), Presbytère (1813) and the upper and lower Pontalba buildings (Henry Howard, 1849). Micaela's father financed the rebuilding of the first three buildings after the 1874 fire destroyed most of the French Quarter. Sixty years later, Micaela built the Pontalbas. With their graceful balconies of scroll wrought iron and their red rick, they have served as an inspiration for much of the beloved New Orleans architecture that came after them.

A few short generations later, here I am talking with the descendants of Micaela in their chateau in France, completely mesmerized by the irony of this happenstance. Since this excursion, I have kept in close communication with the Pontalba family – I have met many of the family members and we have visited with one another in France and New Orleans."



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TODAY'S "REAL" MEXICO

Jay West of Longview, Washington and Cabo San Lucas, holds dual US/Mexican Citizenship, where has been involved for the past 25 years in real estate development and operations. Jay has more than 40 years of experience in marketing, sales, and business development in the USA, China, and Mexico. His background includes more than a decade as Founder/Owner/Manager of award-winning Radio Station KZEL-FM in Eugene, Oregon, and Partner/President of OrePac Marketing International which brought together the Fujian Electronic Computer Company and the former ONYX/IMI of Silicon Valley to successfully complete the import, design, and construction of the first computer hard disk-drive factory in Fujian, China. Jay earned his first real estate license in Oregon early in his career.

It is impossible to do justice to the beauty, history and diversity of my "other" country of Mexico in six hundred words, so I will not attempt it. Recognizing people have differing perspectives, opinions and information sources, please allow me to challenge some of the popular misconceptions about Mexico which have been floating around for several years now, along with some facts which those with first-hand knowledge and experience will probably recognize as true. As our largest and most influential neighbor, Mexico offers countless opportunities impacting our real estate industry. Mexico is by far the #1 retirement destination for Americans living abroad, with more than 1 million full-time residents and 35 million international tourists in 2016. Tens of thousands of Americans own vacation properties and second-homes in popular resorts and attractive destinations like Los Cabos and the Southern Baja peninsula, Puerto Vallarta/Jalisco and Riviera Nayarit, and Cancun/Riviera Maya. Large English-speaking communities have grown up in the urban centers of Mexico City and Guadalajara and countless scenic and colonial towns throughout Mexico like Lake San Miguel de Allende, Guanajuato, Mazatlán, Merida,

Itapúa/Zihuantanejo, Puerto Escondido, Huatulco, and the list goes on. The Border states of Baja California and Sonora have nearby drive-to destinations like Ensenada, the Guadalupe Valley wine country, and the Gulf beach town of Puerto Penasco is less than 4 hours south of Phoenix and Tucson.

Each of these markets as well as others represent investment and referral opportunities for AREA members and our clients. With an international airport attracting 50 major carrier flights per day, our U.S. dollar-based Cabo real estate market currently has an average transaction price of more than \$500,000 USD with many in seven figures and higher. And while income disparity is also very high in Mexico generally, Los Cabos has a rapidly growing middle class and among the highest per capita income in Latin America.



Taxco Santo Prisca

continued

TODAY'S "REAL" MEXICO

The question of safety in Mexico is one I hear quite often. More than 31 million Americans visited Mexico in 2016, the National Travel and Tourism Office says, and U.S. State Department data shows there were reports of 75 American homicide victims total. In contrast, there were a total of 17,250 reported murder and non-negligent manslaughter cases in the U.S. in 2016. Almost without exception, people who pay attention, use common sense, and avoid questionable situations, enjoy safe and comfortable lives in Mexico. As of July 2016, Mexican Americans made up 11.2% of the U.S. population as 36.3 million U.S. residents identified as being of full or partial Mexican ancestry. Over 60% of all Mexican Americans reside in California and Texas. Since 2012, more Mexicans are leaving than moving into the United States, reversing the flow of a half-century of mass migration. No two countries in the hemisphere have a closer relationship and opportunities for business involving real estate transactions between the U.S. and Mexico have never been greater!

Those of us in AREA who have worked for decades in Mexican commercial and residential real estate are excited to assist you and your clients with first-hand knowledge and experience in Mexico. We have worked with CCIM, CIPS, RSPS and ABR specialists and as involved members of the Mexican Association of Real Estate Professionals (AMPI) and also as licensed REALTORS® in the United States. As citizens and long-time residents of both countries, we have many contacts in our own markets and throughout much of Mexico and we are always available to assist with your questions and referrals. Wherever your travels take you and your clients, there are many opportunities and exciting challenges of doing business in our growing international markets south of the border and more coming every day!

See you in Newport for another fantastic AREA Retreat!



Mayan Ruins Yucatan



Lake Chapala

AREA Retreat 2018 Newport, Rhode Island



Well, next month, the time has come, as the Walrus said, for our 12th annual Retreat. We are ready and raring to go with a great venue, a great program and you, the members of AREA, who are part of an extraordinary group of real estate professionals who not only know the meeting of competence and integrity but also understand that there is value of service and sharing.

We have put together a genuine New England clambake for Monday May 28th in Olde Buttonwoods, Warwick Rhode Island (our neighborhood). Buttonwoods, a peninsula on Greenwich Bay, was established 1871 and modeled after Oak Bluffs on Martha's Vineyard as a beach community. **EJ Ryan** is the "Bake Master" and is also a local REALTOR and Appraiser. He will start the bake in the late morning and we would anticipate that it would be cooked and ready to serve about 4PM. It would include all of the elements of a true New England clambake: lobster, steamers, mussels, potatoes, corn on cob, sausage, white fish, etc. There is significant capacity for attendees. So, please come and enjoy and get in the mood for a great Retreat with some really cool programs and events. **Susan, Matthew** and I, along with our entire team, are really looking forward to a great event and a great week.

RETREAT UPDATE:

Well, next month, the time has come, as the Walrus said, for our 12th annual Retreat. We are ready and raring to go with a great venue, a great program and you, the members of AREA, who are part of an extraordinary group of real estate professionals who not only know the meaning of competence and integrity but also understand that there is value of service and sharing. And, you will also learn why our participation in this group is so valuable to us all.

So, let the fun begin!



Ron Phipps
Newport, Rhode Island
AREA Retreat Chair

AREA RETREAT 2018
NEWPORT, RHODE ISLAND
MAY 29-31

**LAST DAY
TO BOOK IS
5/8/18**

HERE'S HOW TO MAKE YOUR EVENT PLANS:

1.

EVENT REGISTRATION:

Register with AREA for the Event:
Registration Costs: \$465

TO REGISTER FOR THE EVENT:

Access the AREA Website, in the upper right-hand corner, enter your

Username =

first initial of your first name and entire last name

Password =

last three letters of your last name

Go to **make payment** and **follow directions**.

2.

MAKE HOTEL ACCOMMODATIONS:

Newport Marriott
Special Group Rate: \$249/per night

Click on the button below to make your reservation.

MARRIOTT RESERVATIONS

If you need stay pre or post, please make your reservation and then contact:

Rachel.Deschenes@marriott.com

with your confirmation number and she will assist with availability.

Sponsored by:





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A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco, who is one of three members serving on the Legal Advisory Board of the NAR, as are other prominent members of AREA: **Diana Bull** and **Patti Lawton**, who is Chair, made the following presentation about current legal considerations facing the NAR.

Three legal topics this month beginning with (Dual Agency) where the wealthy gentleman of Beverly Hills who sued his broker because of a small discrepancy in square footage, resulting in his ego being shattered because his home was not the largest in that fair city. He lost! He may still appeal, but no one is sure what the grounds would be. The second dealt with the EPA cracking down on brokers who failed to properly disclose that lead based paint was in the structure and any removal of the lead-based paint was done in accord with the EPA standards. EPA Procedures must be in place at the time of the remedial work to protect the ultimate buyer. The third dealt with making sure that you retain the rights to your photos, which, without your careful overview, could continue to belong to photographer. The NAR has the perfect form for this and it is available on the NAR website. <https://www.nar.realtor/law-and-ethics/listing-photo-sample-agreements>



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The Jeanne Radsick "Sherlock Holmes" contest

She is well known for seeing things that others may miss"

Word of the Month:



"Stupor driven, perhaps"

March's winning entry came from **Don Bullock** who thought it had something to do with moonshine.

AREA WOULD LIKE TO THANK



PROUD SPONSORS OF THE 2018 AREA RETREAT

A R E A B O A R D

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