

APRIL 2020



ASSOCIATED REALTY OF THE AMERICAS

*Aloha from Upcountry Maui! Getting a break  
from being inside - sending healthy wishes to all!!  
Courtesy of Agnes and Leil*

*In This Issue:*

## We Begin with a Statement from AREA

We have cancelled the 2020 AREA Retreat scheduled to be held this summer in Cleveland for an indefinite period of time. It is our full intention to have the event next year in Cleveland at the Downtown Westin Hotel but only at a time suitable to our members, who, in many cases, because of the positions held in State and National leadership positions of the National Association of REALTORS®, make it virtually impossible to plan for it now.

AREA, for its part, is beginning the process of providing a complete refund to each and every member for Retreat Fees and Special Events sent in and those checks will be sent piecemeal to all current attendees beginning the first week of April. In addition, we are suspending membership payments until such time as it is practical to resume them, while keeping the entire membership as is, during the process.

Finally, we will continue to operate AREA, as before, but with at least one highly noticeable improvement: Under the direction of Suzanne Cooper, we will be changing the carrier for our monthly meetings to Zoom.

We are all in this as one family. Stay safe and may God bless you.

COMMENTS BY  
**GAIL HARTNETT**

AREA SALUTES  
**KEN LIBBY**

SECURITY ISSUES  
**SUZANNE COOPER**

LEGAL COMMENTARY  
**DENNIS BADAGLIACCO**

**STACI'S CORNER**

**SPOTLIGHT ON  
SAN DIEGO**

OPPORTUNITY  
ZONES - PART 2  
**GARY NELSON**



ASSOCIATED REALTY OF THE AMERICAS

*"All the news that fits."*

*Our members are 110% committed to excellence in our real estate profession. Our mission encompasses: Sharing BEST Practices with our colleagues; treating all referrals with the utmost of care, honesty and integrity; and being involved in organized real estate for the betterment of our profession."*



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## Comments from Gail Hartnett

### Staying Positive While Staying Home

Hi guys,

I've been living in my home office almost all month, and in spite of the pandemic, I can't complain. I'm maintaining an 'attitude of gratitude' and am inspired by the compassion and generosity I am seeing all around me. I've been astounded with all the positive stories and experiences coming out of this global emergency. I've witnessed acts of unprecedented kindness, selflessness, creativity, and generosity. People are coming together in ways that we have not witnessed. It warms my heart.

I'm becoming proficient in the technology that I had been fearful of ~ I'm catching up on the organization of my garage and closets that I began before my REALTOR® travel began! We're ZOOMING as friends and lifting each other up...WOW who would've think?! One thing about REALTORS® ~ can't stop us from having our HAPPY HOURS.

*Speaking of ZOOM, beginning this month, we will be having our Monthly Call-ins using the ZOOM platform. **Suzanne** will be available to assist any of you who may need assistance. **This is a POSITIVE and EXCITING CHANGE that is coming from these interesting times!***

We will get through this together. Maybe we will even be a better society because of it.

What are you doing to stay positive while sheltering at home? Get online ~ there are a gazillion links with recipes, fitness classes, opera streams, classes and don't forget NAR's Right Tools, Right Now program. Reduced fees for online designation courses and many other benefits supporting members through these uncertain times.

Now is the time when being a part of AREA is more important than ever. We're here working through this together because That's Who We R!

Stay safe, stay healthy and STAY HOME!

Gail

# AREA SALUTES

This is a new and on-going commentary provided by two distinguished AREA members from the East Coast: **Miriam Dunn** of Scarsdale and **Elizabeth Allardice** of Raleigh-Durham, who think that there is a great deal more to our members than simply their wonderful achievements in the world of real estate and as participants in the National Association of REALTORS®. So, each month they will be randomly saluting a particular member of AREA for what they do in addition to managing their real estate careers.

This month we salute **Ken Libby**, Stowe, Vermont.



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**Ken Libby**  
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In addition to the extraordinary service to our industry Ken Libby, NAR Distinguished Service Award Recipient, is known for many activities outside of real estate.

Ken was a member of President Eisenhower's White House Honor Guard in 1958- 1961, a police officer in Washington, DC 1961-1968 and Police Chief in Stowe, VT from 1969-1992. In the time frame 1976-1982 he was selected to head a statewide technical

assistance project working with the Governor's office and Police agencies all over the state to write policy and procedures manuals, set up record keeping and modernize police functions in Vermont.

Ken has 6 children and 10 grandchildren, all heavily involved in sports. Ken coached at the High School level for over 20 years, both

fast pitch softball and Boys basketball. Ken's softball teams enjoyed 10 state championships.

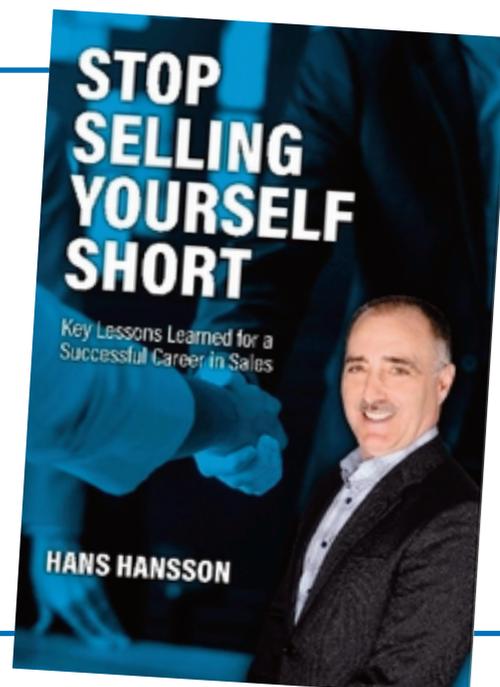
Founding President of Lamoille Economic Development Corp, and President of the Board of Directors, 1976-1986. When asked "Why?", Ken commented that he got involved with the Economic Development Corporation because, as Police Chief, he saw that most of the crime was due to a lack of jobs. Sports came naturally and his coaching was to help the kids have positive goals in life. All of his coaching was while the Police Chief in Stowe and many of his officers were assistant coaches, great relationship building with the youth of Stowe. Of Ken's many wonderful achievements, this ranks at the very top.

We would like to get to know you also. Please share your "outside" of real estate stories so we can all get to know you better.

## STOP SELLING YOURSELF SHORT

Hans Hansson's new, highly recommended, book for newcomers and everyone else. "Great read!" "Perfect for new agents!"

[PURCHASE YOUR COPY HERE](#)



# Zoom Security Issues

This is taken from a recent letter Suzanne sent to Cindy Sweeney in response to her very poignant email regarding Zoom and security issues, which was sent to us on the 31st of March

We are aware of your concerns and other logistical issues and are taking the necessary precautions to ensure that, as hosts, we protect our member's safety and privacy. We will encourage all of our members to do their own due diligence as it relates to the individual account each member is required to sign up for in order to participate.

Zoom is not alone in the arena of privacy and disclosure. In fact, these questions/ issues exist in almost every transaction we perform. From the local grocery price plus cards to digital coupon apps to Facebook, free or paid apps, online college courses, etc, we ultimately agree to allow information to be gathered and utilized internally and in many cases, sold. From the numerous articles I have read, Zoom appears committed to working out the kinks and providing clearer disclosures of their privacy policies.

Below are links to just a few of the articles I have read as well as Zoom's security guide. They are interesting and informative, especially the blog by David "Doc" Searls, editor-in-chief of the Linux Journal. I have been following him for years and thoroughly enjoy his blog. He is, of course, a native Jersey boy, currently living in Santa Barbara and Boston.

We so appreciate and value your efforts and membership in AREA. Stay safe, stay home and stay well.

Sincerely, Suzanne



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## WHAT IS COST SEGREGATION?

Cost Segregation is an application by which commercial property owners can accelerate depreciation and reduce the amount of taxes owed. This savings generates substantial cash flow that owners often use to reinvest in the business, purchase more property, apply to their principal payment, or spend on themselves.

## HOW DOES COST SEGREGATION WORK?

Cost Segregation Services, Inc. (CSSI®), an experienced and qualified company, performs the engineering-based cost segregation study on your property. The study accelerates the depreciation of your building/renovation components into shorter depreciation categories such as 5-, 7-, 15-year rather than conventional 27.5- and 39.5-year schedules.

These 5-, 7-, 15-Year items now qualify for expensing in the first year under Bonus Depreciation Rules. Five and 7-year items might include decorative building elements, electrical for dedicated computer equipment, and carpet. Fifteen year items might include site utilities, landscaping and paving.

This engineering-based cost segregation study results in a much higher depreciation expense and significantly reduced taxable income for the property owner. Best of all, the U.S. tax code states cost segregation can be applied to categories of buildings purchased or built since 1986, including renovations, and there is no need to amend your tax returns.

**For further information, direct from the pros, please contact** Vice-President David Deshotels, [deshotelsd@cossegservice.com](mailto:deshotelsd@cossegservice.com); or Na'Varo Johnson, [expertmgmtpros@gmail.com](mailto:expertmgmtpros@gmail.com).

<https://zoom.us/docs/doc/Zoom-Security-White-Paper.pdf>

<http://blogs.harvard.edu/doc/>

<https://www.wired.co.uk/article/zoom-privacy-settings>

[https://www.vice.com/en\\_us/article/k7e599/zoom-ios-app-sends-data-to-facebook-even-if-you-dont-have-a-facebook-account](https://www.vice.com/en_us/article/k7e599/zoom-ios-app-sends-data-to-facebook-even-if-you-dont-have-a-facebook-account)

<https://www.nytimes.com/2020/03/30/technology/new-york-attorney-general-zoom-privacy.html>

IDEAS FROM PILLAR TO POST

## EXTERIOR MAINTENANCE TO DO RIGHT NOW

Now is a great time of year for homeowners to check around for exterior maintenance issues that might have cropped up over the winter months. Here are some essential tips your clients can use to keep their home in good shape, help preserve its value and to get some fresh air.

### ROOF AND SIDING:

These parts of the home are the most exposed to the elements, so it's important to make sure any needed repairs are addressed as soon as possible. Use binoculars to examine the roof shingles and note any that appear to be damaged or missing. Flashing should be tight and secured to prevent leaks and water damage. Any problem areas should be repaired by a qualified roofing contractor. Check the siding and all caulking around windows and doors for cracks or gaps, and make sure these are repaired before deciding to paint. The paint job will last longer and protect the home better when applied onto a properly prepared surface.

If new paint isn't required, pressure washing makes quick work of removing built-up dirt and mildew from the exterior and will brighten the home's appearance immediately. Homeowners can hire a professional to do this, or rent a pressure washer by the day or half day. If it's a DIY project, they should follow the instructions carefully to avoid damaging the siding material. Special care is needed when using a pressure washer on stucco siding – cracks must be patched in advance and the patching material allowed to dry for at least a week before washing.

### GUTTERS AND DRAINAGE:

Clean out debris from gutters so that water can't collect in them. Then flush the gutters and downspouts with water from a garden hose to remove the smallest particles. Check all downspouts to make sure they are directing water away from the house; if not, adjust them to ensure that the water will flow away properly.



*Home is a sanctuary*

Basement window wells should be cleared of debris, weeds, and other materials. Do not use window wells to store garden hoses, tools or other items. Obstructing the wells' drainage system can cause water to leak through the window.

### WALKWAY AND DRIVEWAY:

Check for cracks and gaps and repair them using materials appropriate for the specific surfaces, such as concrete, asphalt, etc. On walkways and steps, look for uneven or heaved surfaces that can cause a tripping hazard and repair these to ensure safe and easy walking.

A well-maintained exterior not only looks good and can help prevent big problems down the road, it will make homeowners feel positive about their sanctuary space.

**PILLARTOPOST**

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## SPOTLIGHT: San Diego

Located on the coast of the Pacific Ocean in Southern California, San Diego is widely known as one of "America's Finest Cities." Famous for its miles and miles of white-sand beaches and amazing weather, the city offers an abundance of fun attractions for visitors of all ages.

*Fiona Theseira and Jim Taylor Serving AREA Members in San Diego County*



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**Fiona** is a top producing agent and specializes in Central and Coastal San Diego. Past clients include relocating home owners, buyers, sellers and investors. Her clients include the Military, first time buyers and sellers, international buyers and sellers, 1031 Exchanges, real estate investors, 55+ transfer tax base through Proposition 60, and Probate. Fiona volunteers for the Greater San Diego Assoc. of REALTORS® (SDAR), is 2019 State President for the Women's Council of REALTORS®, California and is involved with the California Assoc. of REALTORS. In 2016 she was voted SDAR REALTOR® of the Year. Fiona has been a REALTOR® since 2000 and was in mortgage prior to this.

**Jim** has over 42 years of commercial brokerage experience, specializing in multifamily, investment sales and land development, totaling over \$300 million in closed transactions. Taylor has an esteemed career with numerous honors saluting his professional achievements. He is a past Director of the San Diego Association of Realtors, immediate past-president of the Commercial Real Estate Alliance (the commercial division of SDAR), and three-time past president of the Commercial Realtors Association of San Diego. He consistently remains active in the industry, and has served on the boards of directors for CCIM/San Diego and the San Diego Receivers Forum. A third generation San Diegan, Jim Taylor entered the real estate development and brokerage business in 1976 while attending San Diego State University.



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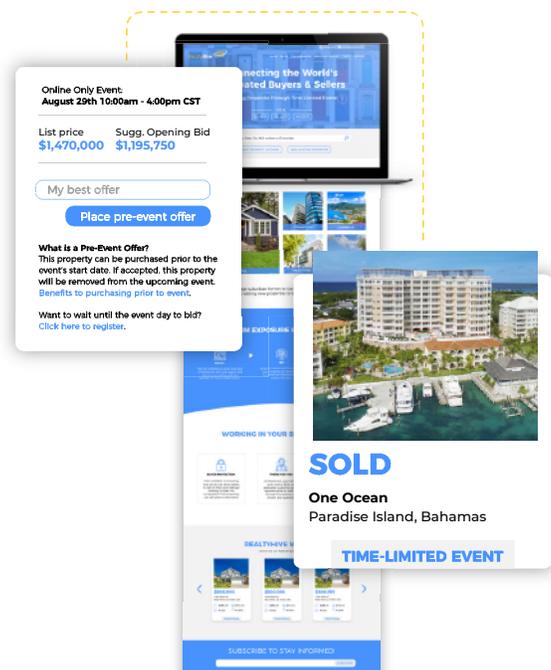
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# Opportunity Zones (Part 2)



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An Opportunity Zone is a lower-income Census tract that has been designated as an Opportunity Zone by the US Department of the Treasury.

- Opportunity Zones were created in the 2017 tax overhaul.
- In early 2018, governors got to nominate 25% of the tracts in their states that met the low-income criteria for Opportunity Zones; Treasury approved the tracts.

- Those who invest capital gains in

long-term investments in Opportunity Zones can qualify for significant tax benefits.

Last month Gary began by laying the ground work of how Opportunity Zones work, this month he expands on that discussion.

## **OZ Investments: 3 Options**

1. BUSINESS PROPERTY
2. OZ BUSINESS PARTNERSHIP INTEREST
3. OZ BUSINESS STOCK

Opportunity Funds may invest in: Business Property, OZ Business Partnership Interest Or OZ Business Stock.

Purchases must be made for cash. Stock must be original issue. Opportunity Funds may not invest in "sin businesses."

## **1031 VS. Opportunity Fund**

1031 Exchange Opportunity Fund Investment Investor must reinvest principal AND capital gain within 180 days of sale. Investor may reinvest capital gain ONLY within 180 days of sale (generally) to get tax advantages. May roll all or part of gain. However, only the reinvested portion gets tax benefit. Only real estate qualifies. Capital gains from real estate or other investments may be invested in an Opportunity Fund. "Designed for single asset swaps." Can be used for "a pooled fund that invests in multiple assets." "Capital gains tax payments for the initial investment may be deferred indefinitely." Only reduction is via "a step up in basis upon death." Capital gains tax on the initial investment may be deferred until Dec. 31, 2026. Basis step up of 10 or 15 points applies if Opportunity Fund investment made by 2019 (15)

or 2021 (10). Capital gains tax owed on final asset sale. If Opportunity Fund investment held for 10+ years, basis = fair market value, so no capital gains tax due on appreciation upon sale. In AZ and most other states, state tax law conforms.

Refers to federal tax policy only.

## **Opportunity Zone and Fund Context**

Opportunity Zones and Funds are tax provisions. They are not programs in the way people think of programs.

- Dollars invested are not capped, but they must be capital gains to get the tax benefits and be invested within a limited time period (by end of 2026).
- These are not government dollars, except to the extent of the tax reduction/elimination.
- No government application or pre-investment review for an Opportunity Zone project.
- No government review, rating or licensure of Opportunity Funds beyond self-certification.
- No statutory requirement that investments in Opportunity Zones be aligned with community desires/needs or that investors engage communities in the development process.
- No public reporting requirements have been set, but IRS form 8996 has been revised to have some reporting requirements on a fund's investments.

## **OZ Statute: Short but Complex**

The OZ portion of the tax overhaul is just a few pages, but that leaves a lot to be sorted out in the regulatory process.

- Not atypical for it to take years to sort out this type of thing, but with OZ statute's time's limits, that has been challenging.
- Treasury has to digest the entire tax law through its regulatory process, not just OZ provisions.

## **Substantial Treasury Guidance (1)**

- October 2018 • Provided guidance on setting up funds and how investors should let IRS know they were deferring tax payment.
- Clarified that only capital gains (long- or short-term) would receive the Opportunity Fund-related tax benefits.
- Established a working capital safe harbor for companies developing projects with Opportunity Fund support, making multi-year projects feasible. (This has gotten expanded and clarified in subsequent guidance.)
- Made rehab projects more desirable, if still somewhat challenging.
- Made investing in businesses that are largely, but not wholly, in Opportunity Zones feasible.

**Substantial Treasury Guidance (2)**

- April 2019 • Delved into how to invest in operating businesses, including clarifying guidance from October 2018. • Explained how to invest Opportunity Funds on rented property. (This is touched in the final guidance, too.) • Discussed tax implications of interim gains and rules for reinvestment, which comes up when a fund holds an investment for less than 10 years.

**Substantial Treasury Guidance (3)**

A third and final round of Treasury guidance was released in mid-December, 2019. It will take effect in mid-March, 2020. This round of guidance will be covered extensively in the next panel, so stay tuned!

**Qualified Opportunity Zone Stock or Partnership Interest**

- Must be obtained at original issue for cash. • Business must be a qualified Opportunity Zone business when stock was issued or partnership interest acquired—or be organized to be one. • During “substantially all” of the fund’s holding period for the stock or partnership interest, the business must qualify as an Opportunity Zone business.

**Qualified OZ business criteria**

- A trade or business in which: • “substantially all of the tangible property owned or leased by the taxpayer is qualified Opportunity Zone property,” and • 50+ percent of total gross income is derived from active conduct of such business, and • “a substantial portion of the intangible property of such entity is used in the active conduct of any such business,” and • less than 5% of its assets are invested in nonqualified financial property. • Cannot be a golf course, country club, massage parlor, hot tub facility, sun tan facility, liquor store, racetrack or “other facility used for gambling.” • Final guidance made a slight exception to this.

**Guidance on OZ business criteria (1)**

- A trade or business in which: • “substantially all of the tangible property owned or leased by the taxpayer is qualified Opportunity Zone property...” • Treasury’s October 2018 guidance defines “substantially all” for this purpose only as 70%. • This means that an Opportunity Fund that has to have 90% of its investment capital in

qualified Opportunity Zone assets can actually have just 63% of its money in such assets if it invests in businesses rather than directly in other holdings (e.g. land, equipment). • The 70% ruling makes it easier (though still not easy) to invest in an existing business that has been around a while. And there are questions about the impact of final guidance on this matter.

**Guidance on OZ business criteria (2)**

- A trade or business in which: • 50+ percent of total gross income is derived from active conduct of such business... • Treasury’s October 2018 guidance noted that the 50+ percent of total gross income must be derived from active conduct IN THE ZONE. • That addition concerned a lot of people who were not sure if/how it could be met. • Treasury’s April 2019 guidance gave a range of ways to comply with the 50% gross income test: • Share of service hours performed in the zone, OR • Share of cost of services provided in the zone, OR • Tangible property and management/operations in the OZ are needed to generate 50+% of the business’ gross income, OR • Facts and circumstances test. Guidance on OZ business criteria (3)

- A trade or business in which: • “a substantial portion of the intangible property of such entity is used in the active conduct of any such business • Treasury’s April 2019 guidance set “substantial” for this purpose at 40% but did not say how to define 40% of something intangible.

- Acquired by the qualified Opportunity Fund by purchase after Dec. 31, 2017. • Original use starts with the Opportunity Fund or the fund “substantially improves the property.” • “Property is substantially improved if during any 30-month period following acquisition of such property there are additions to basis that equal the adjusted basis as of the beginning of such 30-month period.” • “During substantially all of the Opportunity Fund’s holding period, substantially all of the use of the property was in a qualified Opportunity Zone.” (This was defined as 70% in October 2018 guidance.)

Part III follows next month.



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## Staci's Corner

2020 President  
Santa Barbara Association  
of REALTORS®

In the world of COVID-19 everything is constantly changing. In the real estate industry, major changes have occurred and which may likely have changed again by the time this article is published. Initially the federal government published a list of essential services during this time of restricted activity. It did not include real estate as an essential service.

Since then real estate has been added to the essential list. Governor Newsom's stay-at-home order issued March 19, as updated by the "Advisory Memorandum on Identification of Essential Critical Infrastructure Workers During COVID-19 Response" from March 28, 2020, expressly includes residential and commercial real estate, including settlement services, as essential services recognized by the Department of Homeland Security as being necessary for the maintenance of America's Critical Infrastructure.

Here are some of the highlights of the guidelines, along with some of my comments and concerns issued by the California Association:

- Showings should be done virtually, if at all possible.
- All activities should be completed electronically, if at all possible.
- Only a single agent and no more than two other individuals are to be in a dwelling at the same time during a showing. If other persons are necessary for a showing, they should wait outside or in their vehicles to observe the social distance guidelines.
- Sellers are to be advised that they should not be present within a dwelling at the same time as other individuals. If a seller insists on remaining on the property, that seller is to agree to the terms and sign a declaration (see below) that is required for persons entering the property.
- Agents should read and understand the recommendations from the Centers for Disease Control and Prevention (CDC) on how to protect yourself, where it reads "The best way to prevent illness is to avoid being exposed to this virus...It is unknown how long the air inside a room occupied by someone with confirmed COVID-19 remains potentially infectious."
- Any persons on the property must agree to adhere strictly to the social distancing guidelines at all times by remaining at least six feet apart per the recommendations established by the CDC.
- Any person entering a property shall provide by declaration that to the best of their knowledge, they are not currently ill with a cold or flu; do not have a fever, persistent cough, shortness of breath, or exhibit other COVID-19 symptoms; have not been in contact with a person with COVID-19. Has anyone else heard in the news that many people are ASYMPTOMATIC?
- All persons visiting a property will agree to wash their hands with soap and water or use hand sanitizer prior to entry, and to wear disposable rubber gloves and a protective face mask, if one is made available. Is anyone else having difficulty obtaining these items? Are we to assume that those visiting the property have just washed their hands prior to entry, after exiting their vehicles where they have touched the steering wheel, gear shift, door handles inside and out, after possibly viewing other properties?

- In addition, sellers must disclose to all persons who enter the property if the seller is currently ill with a cold, flu or COVID-19 itself, or has a fever, persistent cough, shortness of breath or other COVID-19 symptoms, or has been in contact with a person with COVID-19. Further, if anyone who enters the property is later diagnosed with COVID-19, the person who is diagnosed must immediately inform the listing agent, who will then make best efforts to inform everyone who entered the property after the person diagnosed, of that fact. This is more than disturbing.

- Sellers and buyers must be expressly made aware of the risks of showing and visiting properties: that it may be dangerous or unsafe and could expose them or others to coronavirus (COVID-19). Sellers and buyers must be advised of their responsibilities pertaining to COVID-19 protocols regarding social distancing and other CDC guidelines.

- To the extent possible, the use of various third-party services providers for non-essential services must be avoided and, where unavoidable, the providers must agree to sign an agreement to follow CDC guidelines.

- Unless absolutely necessary, communications with clients should be done via electronic means or by telephone. In person conversations should be minimized unless absolutely necessary.

- Listing agents should not leave brochures and flyers in the property but instead upload them to the Multiple Listing Service.

- Discourage anyone who does not need to view the property from attending a showing.

- Agents conducting the showing should meet clients at the property and not drive the client to the property, so as to minimize risk. Information relevant for the showing should be provided in advance to the clients electronically.

- If using a lockbox, be sure to disinfect the key, the box, and the doorknob prior to utilizing.

- When using disposable gloves, be sure to put them on prior to entry and to dispose of them after leaving each property.

- Refrain from touching any surface during a showing.

- As indicated above and following the CDC guidelines, maintain a safe distance from anyone in the property by staying a minimum of six feet apart.

- If the size of the residential unit makes it difficult to maintain the six-foot distance for all parties attending the showing, individuals may need to wait outside and come in the property one at a time, at all times maintaining proper social distance.

- Bring your own sanitizers, and gloves — don't rely on others to bring them. If hand sanitizers are unavailable, liquid hand soap for hand washing should be made available. The public would then be touching the kitchen and bathroom sinks and handles, which contradicts the guideline above to "refrain from touching."

- Follow suggestions in the CDC's Cleaning & Disinfecting Guide and provide this information to sellers, advising them to disinfect the property according to those guidelines after the showing is complete. For vacant properties, previously considered the safer option for showings, one should then assume the property has not been cleaned in between showings.

Most buyers visit multiple properties before purchasing. Real estate professionals know during a single transaction, the services of inspectors, pest control companies, and workers performing repairs, to name a few, are required to complete a typical transaction, which could mean multiple people entering a property. Multiply this out by many properties, many buyers, and the ensuing transactions, and you have a web of potential contact which should at the very least should give one pause.

I now know someone who has lost a family member to the virus. I suspect that by the time this is published, many of you will also know someone who has also suffered the effects of the virus. To our local REALTORS® and their clients, before you head out the door, please ask yourself, is this truly essential?

Stay Safe,

Staci



# Legal Update

with Dennis Badagliacco past Chair of the Legal Advisory Committee of the NAR

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The NAR has “announced Thursday that it is suspending all non-essential travel-international and domestic- by staff and volunteers traveling on behalf of NAR.” NAR has subsequently stated that the status of the May Legislative meetings will be decided by April 1, 2020. Most, if not all, Congressional & Senate offices have discontinued all in person meetings. Alternate plans are pending. Above all NAR is committed to the health & welfare of its staff & volunteers.

The legal status of the CFPB has been challenged by a law firm. The CFPB (Consumer Financial Protection Bureau) is the brainchild of Senator Elizabeth Warren (D. Mass) and is a part of the Dodd-Frank bill. “The CFPB director does not serve at the pleasure of the president. Instead the director of the CFPB board can only be fired for cause, which the statute defines as inefficiency, neglect of duty, or

malfeasance in office.” The significance for Real Estate Professionals is many of the financial regs we operate under, including Fanny & Freddie & FHA, are a product of CFPB. Should the CFPB be declared unconstitutional the regs would likely be thrown out and rewritten. This outcome of this case needs to be watched.

Cyber Insurance: “NAR now offers a cyber liability insurance program designed to meet the unique needs of real estate professionals. Details about this program are available at Nar. Realtor/cyber-policy. NAR members can compare, quote and buy cyber liability insurance from select first-class carriers through and entire paperless quoting & bidding process.” NAR does not endorse and one company but is providing a source of approved companies. The need for this service came out of discussions in which -members were clearly unsure of what to do.