



AREA

ASSOCIATED REALTY OF THE AMERICAS

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.

AUGUST 2017 NEWSLETTER

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Suzanne Cooper, Ridgewood; Executive Vice President

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Gail Hartnett, Boise

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Ron Phipps, East Greenwich

Craig Sanford, Phoenix

Comments from Leslie



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This is my first month as Chair of the Advisory Board. Thank you for the opportunity to serve this great group of leaders. We have many ideas for the new term, including when and where to hold the 2018 retreat; how to increase business opportunities for us all, taking advantage of what this group has become and how it will be possible to meet the very high standards for the future AREA

Retreats set by **Diana** and **Staci**

in Santa Barbara. I can't remember when I have enjoyed anything as much as I did this year's retreat. It was wonderful, extraordinary and richly rewarding. I asked my better half, Brian, what he thought, and he said "This conference was one of the best I have ever attended!" A very sincere thank you to our dynamic duo.

This month we are announcing five new members, including two who attended the Retreat and have been invited to join our group. **Agnes Rivera** of San Juan, Puerto Rico and **Vernice**

Ross of Houston join **Anjanette Frye** of Dayton, Ohio, **Kathy Fowler** of Oklahoma City and **Greg Nelson**, Flagstaff-Sedona, Arizona. This brings our total membership to around 140. Thank you to **Gail Hartnett** and her committee as they will be working very hard to bring our group to full strength in the next few months.

The Retreat nearly broke even this year, thanks in part to **Jo Kenney** and **Hagan Stone** who brought us some wonderful sponsors. Now, is the time for all of us to consider additional sponsors. In addition to traditional ideas that we think about in our business; what about high end auto makers, exotic locations, first class transportation services etc. **Don Bullock** is working very hard with an African Safari company to join us as a sponsor. Wouldn't that be cool? Your imagination holds the answers. Please let **Jo**, **Carl** and/or **Suzanne** know of any ideas you may have.

Something that I would like to consider for this group, would be to have webinars periodically. We have some ideas, but would love to hear your ideas as well. Please let us know how we can make AREA the best it can be. Your input is invaluable. Enjoy the rest of summer! Fall will be here before we know it!

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Welcome Our Newest Members

**Anjanette Frye***Dayton, Ohio*

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**Agnes Rivera, CCIM***San Juan, Puerto Rico*

Broker/Owner

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"AJ" is a second-generation Realtor. Broker Owner, and Vice President of Real Estate Services with her partner and father. Together they have built a company that specializes in Property Management in Commercial and Residential, Receiverships, Commercial sales, and Residential sales throughout Ohio.

RPAC is a passion of hers and she is a Golden R Presidents Circle, HOF inductee 2018. Local board President 2012, Ohio Realtors Treasurer 2017, and Ohio President in 2019. She has been fortunate to serve as director, and chair of various committees at the National Association of REALTORS®. Clients appreciate my unique honest perspective, with a drive and attention to detail that is requirement for their most expensive asset their real estate. She Enjoys travel, golf and ballroom dancing all of which help her "stay refreshed and focus to get the job done!"

**Vernice Ross, MRE***Bellaire, Texas*

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**Kathy Fowler***Oklahoma City, OK*

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Born and raised in Alabama, Vernice attended Jackson State University in Jackson, Mississippi where she received her Bachelor of Science degree in Business Management with a minor in Finance. She additionally attended Mississippi College earning a Master's in Business Administration. She began her work career as a Financial Analyst for Energy Operations, a company dedicated to serving nuclear power interests throughout the country. Simultaneous with her tenure at Energy, Vernice worked as a REALTOR®. Following ten years of service at Energy, Vernice relocated to Atlanta, Georgia where she worked as the Branch Manager for the U.S. Small Business Administration. Serving as a key member of the Disaster Reserve Personnel, she participated in a variety of disaster relief projects including Hurricane Andrew, the Northridge Earthquake and various flooding and storm disasters. She subsequently moved and set up her own brokerage in San Diego. More recently she has moved to Houston to partner with Shad Bogany.

Agnes is a graduate of the acclaimed Cupeyville School located on the outskirts of San Juan, a non-sectarian advanced college prep school. She earned her CCIM many years ago and owns and operates her own brokerage in San Juan. In 2014-2016 she was Puerto Rico CCIM Chapter President; 2017 Puerto Rico Representative Realtor Political Action Committee RPMIC; 2017 CCIM Government Affairs Representative; Licensed Real Estate Instructor #IG212; Certified Condominium Administrator.

Kathy Fowler is a Broker Associate with Coldwell Banker Select in Oklahoma City, Oklahoma. Prior to moving to Oklahoma City, Kathy was a REALTOR in Enid for 12 years where she served as her local board president in 2009 and was selected REALTOR® of the year in 2007. Kathy is a graduate of the Oklahoma Association of REALTORS® Leadership program and is their 2017 President Elect. Born and raised in Northwest Montana, Kathy worked in a variety of occupations from fighting forest fires to insurance agent and is Mom to an amazing daughter! When not selling houses, Kathy is a novice runner and member of the Oklahoma Landrunners. She completed 13 half marathons in 2013, ran 7 marathons including the Marine Corp Marathon and finished her first 50 mile run in June 2015 in Montana.

For the National Association of REALTORS®, Kathy has served on the Board of Directors, RPAC Presidential Advisory Groups, the Housing Opportunity committee and was Federal Political Coordinator for Senator Tom Coburn. She is a 2013 graduate of the National Leadership Program and is currently the Federal Political Coordinator for Representative Frank Lucas, as well as serving on the RPAC Fundraising Trustees, Past-Chair of the Major Investor Council and 2016 RPAC Fundraising Liaison.

Welcome Members (continued page 3)

Welcome Our Newest Members



Gary Nelson
Flagstaff, Arizona
 Delegated Associate Broker
 Realty Executives the
 Gary Nelson Group
 928-225-3510

A life-long resident of Flagstaff, Gary Nelson is the Delegated Associate Broker at Realty Executives of Flagstaff and has been a REALTOR® since 1994. He achieved his Real Estate Brokers license in 1998. He has his CRS, GRI, E-Pro and SRS designations, along with multiple real estate certifications. He has served as President of the Northern Arizona Association

of REALTORS® in 2001, is a past director with the Arizona Association of REALTORS®, the National Association of REALTORS® and the Greater Flagstaff Chamber of Commerce. Gary currently serves the Arizona Association of REALTORS® in various capacities. His passion is volunteering for the Arizona Association of REALTORS®.

Gary and his wife Tammy have 2 daughters, Shanna and Katrina. Gary and his family enjoy travel, skiing, hiking, and exploring Northern Arizona. He and his wife Tammy are currently (and slowly) hiking in stages the Arizona Trail that stretches from Utah to Mexico. Gary is also an avid open wheel racing fan, especially the IndyCar series. Gary volunteers his time with Flagstaff Community Toys For Tots and the Flagstaff Chili Festival, Route 66 Chili Cook-off.

Do you have an interest in working on Special Projects within the AREA Group?



During the 2017 AREA Retreat, on one occasion we separated into two groups; one to continue the discussion of relevant issues dealing with the residential market. The second was to begin the process of establishing a think tank in order to begin to fully realize the potential, on many fronts, of what AREA offers to each of us as members.

It is apparent to all of us involved in AREA that our group has evolved into a very special organization. First, it goes without saying, membership is achieved by being an honest and sharing individual who, also, is highly proficient in our individual real estate practices on a local, state and national levels. And when one takes a look at the true mix and the geographic locations involved, it is not hard to come to the conclusion that we also enjoy incredible reach with a deep well of knowledge about a large number of things real estate related. And, should we add our entrepreneurial talents to the mix, we offer, as a group, all of our members, potentially significant opportunities over and above those we each personally share in our individual markets.

This is another step in the process of realizing this fact and trying to put this all into context. To go to the next step, I would value your

input into how we capitalize upon the talents that each of us bring to bear in this unique affiliation.

If you would care to serve in the group, please fill out and return to, me at your convenience, the series of questions posed, together with any suggestions and ideas you may have. Email to carl@areamericas.com

Your future, sole, obligation will be to respond to periodic updates and, hopefully, find the time to attend special phone conference calls over the next couple of months.

Please tell us, based on the list below, by checking the appropriate box, if you have an interest in or knowledge of the following. I am not asking for detail.

- a. REIT's, their creation and management.
- b. Special knowledge of digital marketing.
- c. Special international relationships that could be useful to our group.
- d. Do you see any specific elements in the market place we should be addressing such as environmental situations through whom mitigation leads to development opportunities? Etc.
- e. Any specific strategic partners we should approach on a collaborative basis?
- f. Any groups or organizations that could potentially be of assistance to us in the future?
- g. Are you aware of any individuals whom you think we should approach to assist us?

This is an important step, begun in Santa Barbara at the 2017 Retreat, to find ways and means to harness the power for future shared opportunity for all members through our mutual association.



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A Special Announcement from David McKey, Chair of the NAR Insurance Committee

With Congress on its annual August recess, we are less optimistic than before about getting the reauthorization of the National Flood Insurance Program passed before the expiration deadline of September 30th. An extension of 90-days to 2 years looms as a possibility.

NAR plans to communicate its support for the house bill that was passed by the House Financial Services Committee before the recess to NAR Federal Political Coordinators and State and Local Associations so they can relay the message to their Members of Congress. That support will also be communicated directly to Members of Congress once the final bill text is available and NAR has

reviewed it. We are now expecting NAR to send out a Call For Action in support of the house bill toward the end of August. This will be a critical issue for our members to respond to as we try to beat the September 30th deadline.

The Senate Banking Committee is expected to markup its flood legislation when it returns in September. NAR is still hopeful that movement on NFIP Reauthorization will lead to a long-term bill before the program sunsets on September 30th.

Look for more updates from NAR as the process moves forward. I wanted to thank you, our volunteer leaders, for giving much direction and support to our NAR staff throughout the process.



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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 Vice Chair, made the following presentation about current legal considerations facing the NAR:

Great to see so many of you at the AREA Retreat. Here are some legal issues for the month:

1. President Trump issued an executive order on a proposal to rescind the "Waters of the United States" rule that expanded federal jurisdiction under the Clean Water Act. The rule would cancel the Obama 2015 rule and reinstate the definition of streams and wetlands subject to federal oversight under the act that existed prior to the Obama rule. As you recall the Obama rule gave federal jurisdiction over every body of water in the US, including areas where there no longer is water. The Obama rule, if allowed to stay, would have shut down any development in the areas "subject to the rule". This will be a victory for real estate.
2. NAR as part of a broad coalition of housing, lending, insurance and consumer groups has

opposed a FHA regulation barring lender from accepting "PRIVATE FLOOD INSURANCE". The reg would allow only Federally sponsored flood insurance to be accepted. On the last AREA call we learned how hard it is already to obtain flood insurance and the need for congress to pass an immediate bill to restore the flood insurance markets. Think of how many real estate sales would not be possible if we did not have flood insurance, especially if the feds don't get their act together and pass the extension.

3. Heads up CAR is fighting a proposal to eliminate deductions for second homes. If this money grab is allowed, think of how many other States might follow California's lead.

Remember I am not an attorney...I WORK FOR A LIVING.



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The Jeanne Radsick "Sherlock Holmes"

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

Brunswick's **Patti Lawton** is last month's award winner, and receives a guided tour of Kennebunkport, Maine for her efforts.

Word of the Month: Abibliophobia

This is what one may contract when the library burns to the ground.