



AREA

ASSOCIATED REALTY OF THE AMERICAS

JANUARY 2022

COMMENTS FROM
JEANNE

A TOUCH OF HUMOR
JOHN GLAAB

2022 RETREAT **CLEVELAND**

ONE MEMBER AT A TIME
GARY BRASHER

SPOTLIGHT ON:
Tubac, Arizona

Where Arizona Began!

THE FORUM - VISIONS FROM
GEORGE HARVEY, JR

ON THE LIGHTER SIDE
TRINKIE WATSON

LEGAL UPDATE
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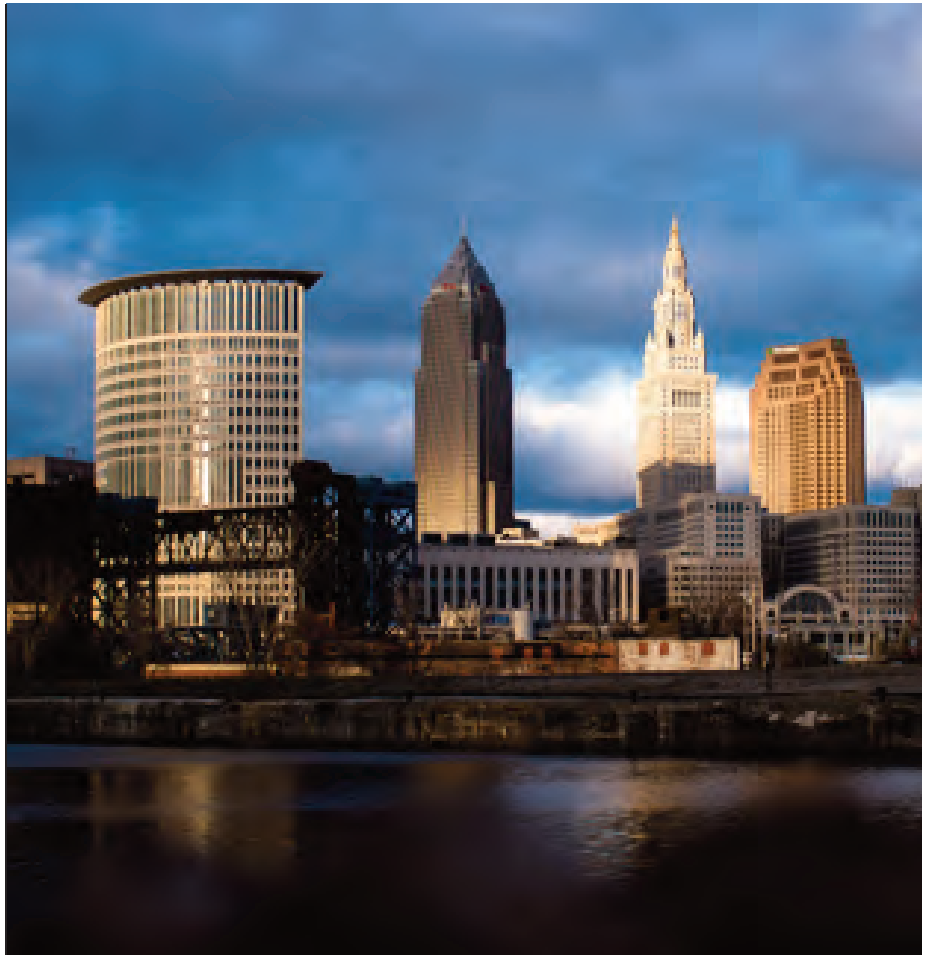
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A R E A M E R I C A S . C O M



COMMENTS FROM

Jeanne Radsick

"Are we there yet?" Remember hearing that? Well, we are close. Another year has passed in, seemingly, the blink of any eye. So, I have a couple of thoughts to share.

First, I want to thank everyone affiliated with this great organization for, simply put; being who you are. It is so remarkable that this group has "come to together" because, as those of us fortunate enough to be in San Diego realized, we are truly family. That, my friends, is not hyperbole it is fact.

Second, please make sure you set aside time to join us for our annual **Retreat**, this year, **July 24-26th in Cleveland**. Early registration begins this month and the savings for doing so are real. So, sign up early and save a bundle. Seth is pulling out all the stops beginning with a great venue in a truly lovely setting and some very special activities where we will all, once again, "come together".

Lastly, as we begin this near year, please remember our dear friend, **Sharon Keating**, who passed last summer. She is now the brightest star in the sky and we are so blessed to have known her and so fortunate to have had her as part of the group. Our hearts go out to **Larry** and her entire family as we begin the new year.



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A LITTLE HUMOR, COURTESY OF JOHN GLAAB

Old Ads We'll Never See Again

Dr. Rose's French Arsenic Complexion Wafers.

Retail price.....	50c and \$1.00
Our price (50 treatments), per box.....	\$0.35
Our price (50 treatments), per dozen boxes.....	3.30
Our price (100 treatments), per box.....	.67
Our price (100 treatments), per dozen boxes.....	6.00

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THE GREAT TROUBLE HITHERTO has been how to make this beautifying principle safely available and at the same time avoid what is detrimental and injurious. Arsenical solutions have utterly failed, and until a recent discovery by a French physician and chemist, the internal administration of arsenic has been attended with more or less danger as well as disappointing results. In the direction for which they are intended their effect is simply magical, the most astounding transformation in personal appearance being brought about by their steady use. Even the coarsest and most repulsive skin and complexion, marred by freckles and other disfigurements, slowly changes into an

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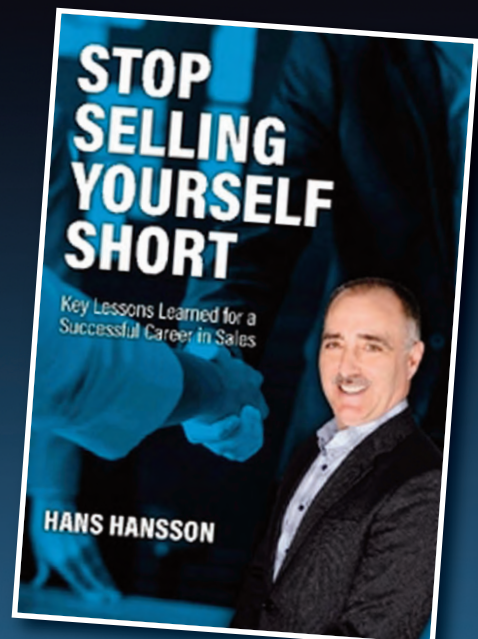
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Optional, No Host Barbecue
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Sunday, July 24th

Registration and No-Host Cocktail Party
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A Gala Dinner Cruise and Party

Monday, July 25th

Breakfast, Lunch, Meetings
Dinner Pairing that Evening (on your own)

Tuesday, July 26th

Breakfast, Lunch, Meetings
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Rock N Roll Open House

Followed by Our
Evening No Host Cocktail Reception
and
Gala Awards Banquet

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SPOTLIGHT:

Historic Tubac, Arizona

Prologue:

Recently named the winner of the Best Small Art Town National Contest for its 100 eclectic shops and world-class galleries, Tubac, Arizona has a rich history dating back more than 350-years. Located just 45 minutes south of Tucson and with a population of just under 2,000 people, this historic/artisan is also home to some rather impressive residences. Russ Lyon Sotheby's International Realty is proud to present its latest offering of timeless homes for sale in Tubac.

Leading the charge is a 5th generation Arizonian, Gary Brasher, who is proud to represent all these listings while serving as the Managing Broker of the Tubac office for Russ Lyon Sotheby's International Realty.

I love the history of Tubac and it is truly where Arizona began. It is so exciting to walk the streets of this great town knowing many historic figures resided and worked in and around this village over 350 years ago. With the Santa Cruz River flowing through the community and being home to the largest Natural Cottonwood-Willow Forest in the United States, Tubac is truly the place where art, history and natural beauty all come together.

Topping the list is a historical staple in Tubac, the Kenyon Ranch. Started in 1936 as a dude ranch, 80 Kenyon Ranch Rd was listed for sale for \$2,600,000 and recently sold. The 75-acre retreat exudes lavish western comfort with a 4,399 square foot main house, 17 guest casitas, and 4 stand-alone homes. The Kenyon Ranch also boasts a 2,000 square foot



lodge, commercial kitchen, 3 private wells, hot tub, horse facility, massage rooms, and a sweat lodge. Trees naturally frame the estate, creating picturesque aesthetics throughout. The 20 bed, 35 bath ranch was listed by Agent Catherine Marrero and Broker Gary Brasher of Russ Lyon Sotheby's International Realty.

Tubac, Arizona is located some 45 miles south of the Tucson and its international airport directly off I-19. It rests on a high plateau surrounded by mountains, some rising as high as 9,600 feet. It is 20 miles north of the Border city of Nogales. Because of its elevation, 3,209 feet above sea level, it enjoys a moderate, year-round climate, and, rests adjacent to the Santa Cruz River, which flows year-round, which, in turn, is fronted on both sides by a wonderful forest chocked full of wild life.

Immediately adjacent is the 1,210-mile (1,950 km) Anza National trail extending from Nogales on the U.S.-Mexico border in Arizona, through the California desert and coastal areas in Southern California and the Central Coast region to San Francisco.

It is the oldest Settlement in Arizona dating back to the 1600's The government of Spain established a Spanish "Presidio" (fort) there in 1752 and a colonial garrison became the main stop on the Camino Real (the "Royal Road") from Mexico to the Spanish settlements in California.

Tubac's most famous Spanish resident was Juan Bautista de Anza. While stationed at Tubac (1760-1776), de Anza built the chapel of Santa Gertrudis, the foundations of which lie beneath today's St. Ann's Church.



In 1776, Anza left Tubac with a garrison and established, on behalf of the King of Spain, the Presidio at San Francisco form which he and his army held off the Russian incursion to the north, thus protecting California under Spanish rule.

Apache's attacked the town repeatedly in the 1840s and was the scene of a four-day siege in 1861, between Tubac's residents and Apache warriors. The town prevailed; the confederate flag flew there briefly until the Union occupied the city in the 1960's.



Modern Tubac is home to over 100 art galleries, home decor boutiques, gift shops, jewelers, potters, journalists, artists of every kind.[9] There is a very active Art school, many gourmet restaurants, and a golf resort nestled along a verdant valley with one of the oldest stands of cottonwoods in the state.

It is a hidden gem, not to be missed, with wonderful accommodations, exclusive residential areas featuring some of the most exquisite views anywhere in the world in temperate climate, nonetheless.

Please come and enjoy!

Gary P. Brasher



Gary Brasher
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The remains of the old Spanish presidio are preserved by Tubac Presidio State Historic Park. The park also features a regional museum, an underground archeology display, and other historic buildings.



INTRODUCING: Honoring One Member at Time

GARY BRASHER AND HIS PARTNER AND WIFE, TRACEY

PROTECTING THE HERITAGE OF THE GREAT SOUTHWEST

If you've been to Tubac, there's little chance you missed the large community directly off the freeway. That community is Barrio de Tubac, and without a map from 1766, there's a good chance it and the rest of Tubac would look very different today.

Gary Brasher, the branch manager of Russ Lyon Sotheby's International Realty, is well-versed on the map, a reproduction of which is currently hanging in the office. In fact, he attributes the old map to saving two developments in the area – Barrio de Tubac and Santiago at Barrio de Tubac.

University of Arizona students and staff discovered the map existed, photocopied it and gave it to the Tubac Presidio State Historic Park. Brasher learned of it shortly after moving to Tubac in 1981 to develop residential subdivisions.

Brasher and his partners noticed structures on the map and began to explore the area. While out there, they found tons of artifacts that you can now find at the museum.

Over time, Brasher learned the genesis of the map all began with the Presidio's commandant wanting a pay raise. To get that pay raise from the Spanish monarchy, the commandant would have to show how many people were under his command to justify the expense.

"Whether they didn't believe it or whether it was just part of their normal process, they sent what they considered a surveyor," he said. "Then, when (the map) was finished, they put it on a Spanish galleon in the Gulf of Mexico."

British privateers overtook the ship at some point and then the British navy captured the privateers and their cargo. With the cargo in the hands of the British, the map of Tubac found itself in the British Museum. A friend of Brasher's had a digital copy of the map made while in London and Brasher used it to render the version now hanging in Tubac.

"It kind of had a sorted history, so, to my knowledge, it never made it to Spain," he said. "I don't know what happened about the poor guy's raise."

Brasher said it took a real roundabout track to end up where it began. And for Brasher and Tubac, it's a good thing it did find its way back.

Water issues

As Brasher and his partners began to develop Barrio de Tubac in the mid-1990s on land, he said they purchased around 1983; the team ran into issues surrounding water rights and regulations.

Problems he said could have put the project in real jeopardy. When breaking up a property into subdivisions in Arizona, the state requires developers to prove there is a 100-year assured water supply, he said.

The developers drilled and tested the water as part of the process, but when the tests came back, they discovered a problem.



A reproduction of a 1766 map of Tubac from the British Museum of Art hangs at Russ Lyon Sotheby's International Realty on Tubac Road. Branch manager Gary Brasher and his partners used the map when developing subdivisions in the area.

The water composition from the wells had similar properties to surface water despite being more than 700 feet deep, he said. "We had a groundwater right, but now they're looking at it and saying, 'gosh, some of this is surface water, and you don't have a surface water right,'" Brasher said. "That created a real challenge for us."

The only way around the problem was to prove a surface water right. You have to show the earliest use of surface water in history, as well as its consistent use to the present, he said. The only breaks in usage allowed were for leaving the area due to hostilities with Native American tribes, Brasher added.

He was discussing the regulations with his partners when he realized the map was hanging right in front of him.

The map showed an irrigation canal taking water from one end of the Rio de Tubac, now the Santa Cruz, and routing it back into the river downstream. The canal made a football-shaped space in between for farming and established historical surface water use going back to 1766.

"Now we got to figure out how to show it was always used all the way to statehood," he said. Brasher and some partners went to Washington, D.C., where they found what they were looking for in the National Archives. At the National Archives, Brasher found detailed homestead records that traced pre-statehood farming. The only recorded breaks in water usage came from farmers taking refuge in Tucson during hostilities with Native Americans, he said.

"Through that process, which was a big stack of documents, we were able to go to the Department of Water Resources with this map and that evidence," Brasher said. "We were able to prove we had a very old right to surface water."

Saves the day again

Around 10 years later, the map would save the day again when the Santiago development began. "We had planned on developing a couple of hundred feet away from the river, and we had a 72-lot development planned," Brasher said. The problem was that Santa Cruz County wanted to implement a 500-foot erosion hazard setback line from the bank of the Santa Cruz River, he said.

"It would have taken about 45 lots away from us," he said. With more than half the lots too close to the bank, the project would no longer have been financially feasible.

And then came the map.

With the help of engineers and an updated topographical overlay, Brasher was able to show the bank's erosion rate was much less than previously expected.

"What we discovered is the river, the west bank, had only moved, I think it was five meters or less in 250 years," he said. After the county reviewed the two maps, the distance between the subdivision and the river's bank was reduced.

Historical appreciation

Brasher's family first moved to Arizona from Oregon in the 1800s by wagon and settled in the Phoenix area.

Now, Brasher and his wife Tracey are watching his grandchildren growing up in Tubac. They are seventh-generation Arizonans. Having such longstanding roots and encountering this map gives him an appreciation for history. "Especially in Southern Arizona, it seems like you almost step over history every day," Brasher, 61, said.

The map's history and its modern-day practical applications have taught Brasher a lesson. "It proves God takes care of people who have simple minds like me," he said with a laugh. "I would have never figured this out on my own."

Gary, a former FBI Agent and well known tri-athlete, served as Arizona representative to the Arizona-Sonora Commission in the recent past, has been a member of AREA since 2007. Editor.



Tracey Brasher, left, and Gary Brasher stand in front of a Spanish map from 1766 at Russ Lyon Sotheby's International Realty in Tubac. The map's accuracy has helped Brasher and his partners settle regulatory issues.

This article was first printed in the Green Valley News, and was written by Jorge Encinas.



This is a place to share your thoughts and ideas. Please feel free to send a commentary to THE FORUM to Carl at carl@areamericas.com to published exactly as received.

THE FORUM

Commentary by George Harvey, Jr., Telluride, Colorado

2022 Visions from George Harvey, Jr.

The National Association of REALTORS® conducted a survey of more than twenty economic and housing experts to gauge their expectations for 2022. The group predicted that the median home price would rise by 5.7% with an overall inflation rate of 4%. They also predicted a hike in interest rates twice of 0.25% each time and at least two more interest rate increases in 2023 and 2024.

Inflation: We have been here before. If you haven't bought a house, buy one. If you don't have a 30-year fixed-rate mortgage, get one. If you are not in the stock market, get in. If you have more money to spend, buy collectables. It's not rocket science, it's inflation. Again, we have been here before. Disclosure: these are historical suggestions. Make your own decisions.

Housing Deficiency: We have never been here before. Nationally, the home vacancy rate is 0.9%, the lowest since at least 1956. The rental vacancy rate is 5.8%, the lowest since 1984. Existing inventory is 1.27 million, the lowest reading in over 20 years, built inventory is at its lowest level since 1973. One in five Americans reported moving to a new home in 1985 and only one

My advice, use a professional Realtor who has the market experience and professionalism for one of the largest investments in your life.



in twelve moved in 2020. People are staying in their homes a lot, lot longer. Lastly, the cost to buy a single-wide manufactured home went from \$55,000 pre-Covid to \$70,200 in November. Again, we have never been here before.

Warehouses: For the first time in U.S. history, industrial land is more valuable than office land. Reason, retailers and manufacturers never want to run out of inventory again.

Opinion: I criticized Zillow last month because I've just been dumbfounded for over ten years that people thought an algorithm could value a home anywhere in the United States without ever seeing it in person. Since Zillow has stopped its iBuying program it has been slapped with multiple lawsuits for its iBuying program and Zillow's market value has plunged from \$48 billion in February of this year to \$13.5 billion the first week of December. My advice, use a professional Realtor who has the market experience and professionalism for one of the largest investments in your life.



The latest technology helps give buyers even more peace of mind.

Technology leads the way to a better home inspection. Home buyers, even in the hottest markets, are hungry for knowledge about their new home. And as always, a professional home inspection provides invaluable knowledge they can use right away and in the future. Now, however, it's possible to expand that knowledge in ways that weren't imaginable just a short time ago.

In a word, the greatest differentiator in home inspection today is technology. Technology allows advances in how the inspection is conducted and reported. For example, specialized cameras can produce an interactive report summary that enables the client to more easily see issues or areas of concern called out in the report. The interactive aspect of this feature means clients can pause and revisit areas in the entire home at their convenience, including both the interior and exterior. This gives them greater knowledge about the home's details and condition.

Creating and providing a digital homeowner's manual is also a reality made possible by new technology. With this feature,

home appliances are screened for current recalls, and the homeowner is alerted should future recalls occur. Owner's manuals, warranty information and much more are accessible via an app that puts everything the homeowner needs to troubleshoot, operate and maintain their home right at their fingertips.

Now more than ever, technology helps home buyers get to know the home better, which means they're more satisfied and confident clients.

January is Radon Action Month. Be sure to request radon testing when scheduling your home inspections!

*Stephanie Bowling
Director of Marketing, Pillar To Post Home Inspectors Inc.*





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Legal Update

by Double Aces Dennis and Diana

Here are a few of the legal issues for your thoughts

1. Agents upset by Realogy's decision to call for an end of mandatory NAR Participation Rules. Realogy called for NAR to end mandatory. Commission sharing. Many agents responded by saying the move to stop sharing commissions between buyer's and seller's agents would cause confusion and threaten buyer's agents. Could this move if carried out by NAR open the door to portals like Redfin & Zillow?

Should cooperation between agents be eliminated? Are buyers ready to have to pay buyer's agents out of their own pockets instead of having the buyer's agents fee being built into the transaction? Will lenders allow buyers to borrow extra money to pay their agents? Will anyone want to represent first time buyers if the buyers can't pay for services?

2. NAR has been added as defendant in the Missoula LGBTQ hate speech case. The NAR has been pulled into a month's long legal between the Missoula Organization of Realtors and a Missoula pastor and

Realtor Brandon Huber. Huber faces expulsion from the local real estate organization after stopping his church's donations to the Missoula Food Bank because of their support of LGBTQ Pride Month and allegedly sharing anti-LGBTQ sentiments. Huber claims the regulations are too vague to be enforced and NAR & the local Board (MOR) are punishing him for exercising the rights given to him under the Montana Human Rights Act. Interesting ramifications.

3. Split the baby: A federal Court in Seattle has again declined to toss antitrust claims filed by REX, a discount brokerage, against the NAR and Zillow, but has permanently dismissed the brokerage's false advertising claims. The judge denied the claims of REX. REX failed to back up its claim that Zillow acted as NAR's agent when changing its websites. When will the battle between REX & NAR and its affiliates end?

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Featuring Tahoe's Trinkie Watson
and her wit and wisdom.

How do I feel when there's no coffee?
Depresso!

Evening news is when they say "Good evening"
and tell you why it isn't.
- Expressnot

If the grass is greener on the other side,
you can bet the water bill is higher.

You have brains in your head.
You have feet in your shoes.
You can steer yourself any direction you choose.
You're on your own.
And you know what you know.
And YOU are the one who'll decide where to go..."
- Dr. Seuss

"Have no fear of perfection. You'll never reach it."
- Salvadore Dali

"No one can make you feel inferior
without your consent."
- Eleanor Roosevelt



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