



JULY 2021

2021 **RETREAT**
HIGHLIGHTS

WELCOME
NEW MEMBERS

SPOTLIGHT:
Hamilton, Montana

A MESSAGE FROM
FIONA THESEIRA

THE FORUM
MEXICAN INITIATIVE

ON THE LIGHTER SIDE
TRINKIE WATSON

IN LOVING MEMORY OF SHARON KEATING



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."

A R E A B O A R D

Carl A. Bosse, Green Valley;
President

Suzanne Cooper, Ridgewood;
Executive Vice President

ADVISORY BOARD MEMBERS:

Jeanne Radsick, Bakersfield;
Chair

Deborah Baisden, Virginia Beach;
Vice Chair

Diana Bull, Santa Barbara

Gloria Cannon Hilliard, Columbus

Meri Crandall, St. George

Gail Hartnett, Boise

Ken Libby, Stowe

Andrea McKey, Baton Rouge

Bill Milliken, Ann Arbor

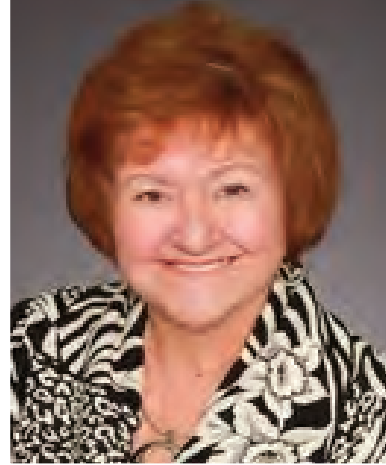
Linda Jones Neil, Los Cabos

Craig Sanford, Phoenix

Hagan Stone, Nashville

Seth Task, Cleveland

IN MEMORIAM



Sharon Keating

Sharon Keating, 75, a long-term AREA Member and a legendary leader in mid Missouri's real estate market, passed away earlier this month after having enjoyed one last, fun-filled event with her industry colleagues on Marco Island. We will miss her greatly not only for her skills as one of the world's finest REALTORS® but also for being such a kind, thoughtful and engaging leader mother and wife. She became an agent in 1979 and opened her first real estate brokerage together with six other women. In 1992, together with her husband, Larry, they opened the RE/MAX Jefferson City office. Both ventures were highly successful. Her business philosophy was all about supporting her team: "Give people an environment in which they will thrive and they will. Surround yourself with people of high integrity and high ambition so you, personally, are always inspired to do your best." She was a devoted grandmother, Arabian horse breeder, an avid student of politics and served as Chair of the Missouri Real Estate Commission Board. She has also served as president of the Missouri Association of REALTORS®. She will be greatly missed by so many. May she rest in peace. A memorial tree from the Members of AREA will be planted in Jefferson City in her honor.



H I G H L I G H T S

2021 AREA ZOOM CALL RETREAT



Seth Task



Hans Hansson



Vince Malta

A hearty congratulations to **Seth Task** for the wonderful job he did in helping guide AREA during the past couple of years. His recognition as “Member of the Year” was well deserved. Also, a continuing thanks to **Hans Hansson**, who’s behind the scenes efforts to enhance commercial business via a partnership with the residential- practitioners is very appreciated. But, in all honesty, the honor, “Above and Beyond” to one of our own, **Vince Malta**, for his remarkable efforts in steering our NAR ship through the uncharted waters of the Covid-19 crises, with such grace, humor, humility and patience; that is what great leadership is all about. AMEN!

I am delighted to be the new chair, and speaking for **Deborah Baisden**, we both want you to know that will continue in the great tradition first begun by **Ken Libby** and then followed by **Diana Bull, Leslie Rouda Smith, Hagan Stone, Gail Hartnett** and **Seth**.

Due to the fact that our Mexican affiliation now consists of key representatives all tied to AMPI and the NAR, AREA has decided to create a new Advisory Board dealing with all things Mexican in hopes of encouraging more business within our organization. Please refer to the article posted by **Jay West** in the forum.

We are excited about the prospects of, once again, breaking bread together, this time in San Diego during the NAR Convention and Expo coming up on November 9th, as we sail into the evening on a dinner cruise in San Diego Harbor. In the meantime, thank you all and may God Bless you and yours.

Jeanne Radsick



Jeanne Radsick
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Welcome **NEW MEMBERS**



Dr. Lawrence A. Souza
CCIM/CRE/RICS
San Francisco, CA
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415-713-0213

DR. LAWRENCE A. SOUZA CCIM/CRE/RICS

Brookwood Starboard, the full-service real estate firm of strategic advisors, brokers and developers, today announced Dr. Lawrence Souza has joined its team as managing director of institutional sales, finance, and research. Dr. Souza will lead the Distressed Asset Trading Desk.

Dr. Souza holds more than 32 years of experience in commercial real estate, having previously worked at CapitalBrain.co, a data-driven platform for commercial real estate, as an economic advisor and served as vice president of business development and associate broker for Searchlight Lending, a full-service mortgage brokerage firm.

About Brookwood Starboard

Brookwood-Starboard is a California general partnership between Brookwood Group, Inc. and Starboard Commercial Real Estate, Inc. The partnership is a comprehensive real estate services provider with the ability to invest in and develop projects as a principal. The Brookwood-Starboard Team includes individuals with skill sets and experiences in San Francisco Bay Area market analyses, project planning, entitlements, purchase transactions, project capitalization, development, and marketing (including leasing and sales).



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VINCENT FERRERO

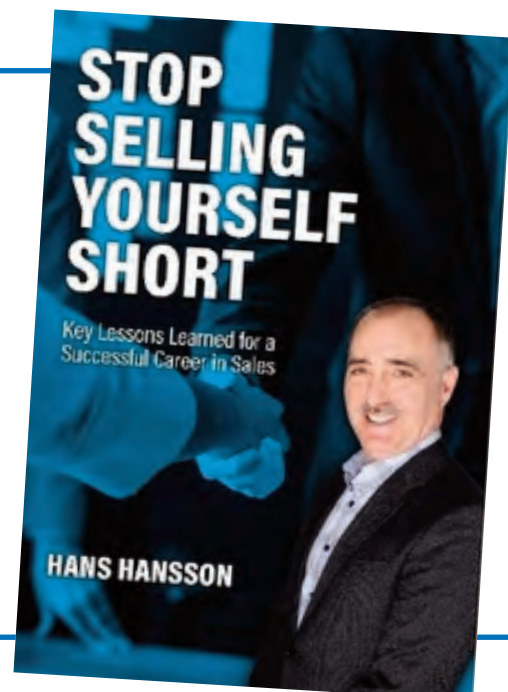
Vincent, a French and Mexican certified and licensed broker in Los Cabos, Southern California, Mexico, is part of Team Jay West of Los Cabos. He has served as President of AMPI Section Los Cabos in 2013, 2019 & 2020 and Vice President of AMPI Section Los Cabos in 2012 & 2021. AMPI is the Mexican Real Estate Association. He has been a member of the national board of AMPI in 2014-2015 and 2021-2022. He has been awarded with the Merit Medal of AMPI National in 2020.

He is the founder & broker of Cabo Global Realty. He started to work as a Realtor in Los Cabos in 2009 with Jay West and then with Los Cabos Sotheby's International Realty. Before moving to Mexico, he was a broker in Provence and the French Riviera area. He graduated in real estate and business (MBA) with the FNAIM (French Real Estate Federation) and the University of Montpellier in France in 1996. He is certified by the Secretary of Public Education of Mexico in real estate in the touristic zones of Mexico and has a Master in Real Estate Development Business in Mexico. Vincent speaks French, Spanish, English and German. He is an international member of NAR and is very active in FIABCI Mexico and the Chamber of Commerce of Mexico. He is the exclusive representative of AMAR (Leading Mexican Senior Living & Care Association) in Southern California - Mexico. He is also the Ambassador in Latin America of "Racines Sud" a French civil association for French expats around the world.

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





Trinkie Watson
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On the **Lighter Side** with **Trinkie**

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

Church People with Typewriters – Bulletins or announcements:

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They may be seen in the basement on Friday afternoon*

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SPOTLIGHT: Hamilton, Montana

Sitting in the beautiful Bitterroot Valley of Southwest Montana, Hamilton is a clean, busy and scenic Montana town. The county seat of Ravalli County and having a population of 5,000 people, the downtown core of Hamilton is a busy place, especially during the summer. Additionally, Hamilton's location along the busy US Highway 93 guarantees a long line of people passing through town on their way further north into Montana or heading south into Idaho.

Hamilton is an ideal location for outdoor recreation. The Bitterroot River, which has superb trout fishing, right through town. The scenic Bitterroot Mountains rise to the west of town, and form the eastern boundary of the Selway-Bitterroot Wilderness Area. To the east of town rise the Sapphire Mountains, which have excellent hunting. Finally, the Skalkaho Highway Scenic Byway, which crosses the Sapphire Mountains on its way to the Phillipsburg Valley begins just to the south of town.

Although Hamilton is a busy place and has grown tremendously in the past 10 or so years, Hamilton still has a small town feel to it. And since Hamilton is forty-eight miles from Missoula, the countryside around Hamilton, especially to the east and south, hasn't been over-run with runaway housing or retail developments.

Overall, visitors to Hamilton shouldn't be disappointed. The recent growth in Hamilton has brought many new services to town, sparing tourists from having to drive further north toward Missoula in search of supplies or lodging. Yet the small-town feel of Hamilton remains, making the town itself a great little

destination spot. And for those heading out into the mountains to do some hiking, camping or fishing, Hamilton couldn't be located in a better location.

A little History

Originally the Bitter Root Valley was the home of the modern Salish (Flathead) and Pend d'Orcille Indians. It was claimed for the United States in 1788 in the Oregon Country Acquisition and explored by Lewis & Clark during their expedition in 1805 - 06. St. Mary's mission in Stevensville was the first permanent white settlement in Montana, founded by Jesuit priests in 1841.

Marcus Daly the copper mining magnate, came to the valley in search of timber to supply, his mines. He needed a mill to serve the timber operations and a town to serve the mill. He made this his summer home and in 1887 acquired large tracts of land termed the Bitter Root Stock Farm, which was devoted to his hobby of breeding and racing thoroughbred horses. The town of Hamilton was incorporated in 1894 and was named after James Hamilton, a Daly employee, who platted the town along the route of the Northern Pacific Railway in 1890.

Hamilton was a company town revolving around the activities of the large Anaconda Copper Mining the Bitter Root Stock Farm. Most of the residents worked for the Daly interests, lived in "company" homes and shopped in "company" stores. By the time Daly died in 1900, it was the commercial center of the Bitterroot Valley and the seat of Ravalli County.

Marcus Daly began development of an irrigation network that, after his death, gave rise to the "Big Ditch Boom" that ran from 1906 through 1915. The grandiose irrigation and land development scheme was fueled by speculators from the East and Midwest, who invested big money to build the Big Ditch irrigation





system. The subsequent "Apple Boom" was fueled by slick salesmen with often misleading literature who promised fertile land and a good climate for growing fruit trees (mainly apples) which, in turn, brought many unsuspecting farmers to the region. From 1907 to 1911 the town's population jumped from 1,800 to 3,000.

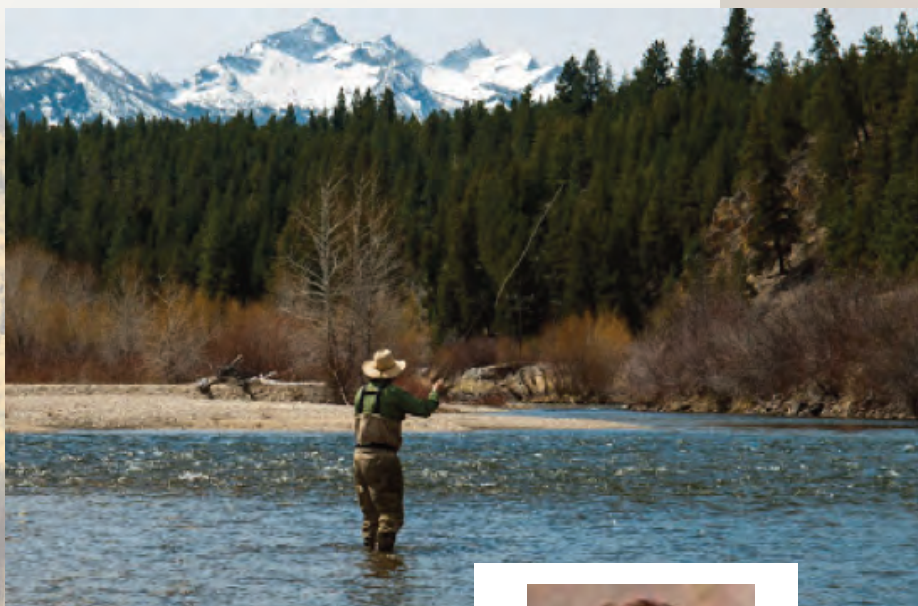
Tile Anaconda Copper Mining Company Mill closed down in 1915 after running out of accessible timber. By 1917 financial problems plagued the ditch builders and the boom went bust. The orchard farmers became disillusioned and many moved away. Although the economy went into decline the town survived through farming and timber production. Truck gardens produced fruit, berries and vegetables, dairies were known for their butter and ice cream, and farmers grew celery, sugar beets and potatoes. The U.S. Forest service employed others in their stewardship of thousands of acres of government owned timber land.

Hamilton's period of economic decline did not fully recover until 1927 when the Rocky Mountain Laboratory was established to research the cause of Rocky Mountain Spotted Fever. Contrary other parts of the nation, Hamilton enjoyed considerable growth during the depression years of the thirties until World War II. Hamilton and Ravalli County (35,156 residents) have been going through a period of 40% growth in the 1990s' as the nation's population shifts from urban cities to the non-urban "new west" in search of a better quality of life. This time a new generation is drawn to Hamilton because of clean air and water, the open space, and the recreational opportunities of the mountain and the streams.

We'd love to have you visit and, maybe stay for a spell or two. Accommodations are great, the air is clean and the fishing ... OH my!!!!

So, here is an invite, anytime you wish, give me a call and come visit Hamilton, and be sure to bring the whole family. You will have the time of your life ... and so will we enjoying your company in the great wilds of the American West.

Tim Lund



Tim Lund
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A message from Fiona Theseira

My Dear Friends,

The Hornblower Dinner Cruise San Diego

Demand has been way above expectations.

So, we are expanding our horizons.

Non-Refundable tickets are still available for \$130

Dinner Cruise, Music, Cash Bar, San Diego Harbor at night...

And YOU!

Tuesday, November 9th

Contact Carl @ carl@areamericas.com

Love to all, Fiona



The Mexican Initiative. A Brief Introduction.

BY CARL BOSSE, AREA PRESIDENT

Over the years, AREA has expanded its horizons in Mexico thanks in no small part to the efforts of Jay West, an AREA Member for 12 years, and Linda Neil, who, along with her husband, John Glaab, joined AREA several years ago, after being sponsored by Jay. Since that time, we have expanded our membership to include Guadalajara, Mexico City, and Puerto Vallarta in the State of Jalisco in addition to several added members in the state of Baja California Sur.

Seeing a need for a focused approach, AREA is creating a third Advisory Board, in addition to the ones we currently have for the overall membership and commercial section. To be known as the Mexican Advisory Board, it will be chaired by Jay West of Cabo San Lucas and will have two additional members as it begins its work including Linda Neil of La Paz and David Pullen of Puerto Vallarta.

Together, the bi-national Board has more than 100 years of experience living and working in Mexico.

This is overall plan for the Board as it begins will be:



1. First, **David Pullen**, who immigrated to Mexico from Toronto, Canada and his native South Africa more than 30 years ago, will be the Outreach Ambassador for the Board whose job it will be to personally work with the organization to assist on understanding the ins and outs of doing business in

Mexico. He will be assisted by John Glaab in the preparation of materials to be decimated to the membership.



2. A Document, “Doing AREA Business in Mexico” Will be the responsibility of **Linda Neil** whose background in creating title insurance nationwide has been an immense source of insuring the protection of investors in Mexican real estate.



3. **Jay West**, who will Chair the Board, will prepare a comprehensive power point presentation for use by AREA members in understanding, in a clear and concise form, the ins and outs of doing business in Mexico,

Note: We welcome your questions, feed-back and assistance to implement these initiatives!

The Board also discussed future expansion into select areas of Mexico and improving our AREA Referral Service.





Appliance Safety 101

BY OLD REPUBLIC HOME PROTECTION

You probably use at least one household appliance every day, and you may not even think of the dangers posed by these foundations of modern life.

Taking good care of your household appliances can extend their life and keep you and your family safe. Use the following tips to keep your appliances in safe working order.

- Old or defective appliances that trip your circuit breaker, spark, or stall can cause a fire or electric shock. Immediately unplug and discontinue use of the appliance and contact a professional for repair or replacement.
- Keep appliances away from water. If an appliance falls into water, do not attempt to retrieve it until you've cut the power to the circuit.
- Never touch a plugged-in appliance while standing in water or with wet hands.
- Small appliances should be approved by an independent testing laboratory, like Underwriters Laboratories (UL) or MET Laboratories (MET). Look for the symbol on all approved appliances.
- Unplug small electrical appliances—curling irons, hair dryers, irons, kettles, toasters, etc.—when not in use. This practice protects against short circuits and may also help lower your electric bill!
- Ensure appliances are switched off before plugging them in to prevent accidental starts.
- Keep appliance cords as short as possible. When buying new appliances, look for ones that have automatic shut-off and retractable cord features.
- Regularly inspect appliance cords for damage or frays—especially if you have pets. If you notice any cord damage, stop using the appliance immediately and replace it or have a professional repair it.
- Use ground fault circuit interrupter (GFCI) outlets in kitchens, bathrooms, and laundry rooms to protect against electric shock. In most homes, GFCI outlets are required if the outlet is within six feet of a plumbing fixture.

THE SUMMER-READY HOME

Summer Home Maintenance Checklist

Summer is finally here, and it's a great time for homeowners to tackle these tasks to help them make the best of summer and protect their investment, too!

OUTDOORS

Inspect siding for cracks or other damage and make any needed repairs.

If paint is peeling, cracking or chipped, repair and repaint now to limit damage to the underlying materials.

Remove window screens and clean them with a soft brush and soapy water. Rinse well and allow them to dry in the sun. Repair any holes or tears, or if the damage is bad replace the screen material. Have the air conditioning system serviced to ensure good operation.

Promote good air intake by trimming back shrubs and plants around the condenser unit.

Clear dirt and debris from gutters and eaves.



Seal cracks in walkways and the driveway.

Test irrigation and sprinkler systems and replace any broken sprinkler heads or emitters. Check the system for proper water coverage and adjust if necessary.

Pressure wash patios and wood decks and seal surfaces as appropriate.

INDOORS

Vacuum or brush off refrigerator coils to help maintain energy efficiency. On most models, the coils will be located either on the bottom or on the back of the appliance.

Empty dehumidifier pans and clean the drain hoses according to the manufacturer's instructions.

Adjust ceiling fans for proper balance and change the fan rotation to the summer setting. It's also the perfect time to give the unit a good dusting to avoid blowing dust around the room.

Close the chimney flue to prevent insects from entering and to help keep cool air in.

Check door and cabinet hinges and lubricate any that stick or squeak.

Open the windows on cooler days to get fresh air flowing throughout the home.

Taking these steps can help homeowners enjoy their home in comfort all summer long.

Stephanie Bowling

Director of Marketing, Pillar To Post Home Inspectors Inc.



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Legal Update

by Double Aces Dennis and Diana

THE UPDATE RETURNS
IN AUGUST