



# AREA

## ASSOCIATED REALTY OF THE AMERICAS

[www.areamericas.com](http://www.areamericas.com)

June 2015 Newsletter

## The Retreat at Stowe Mountain Lodge

There are a lot of things planned and in store for those attending the **2015 AREA Retreat** in Stowe. We will all be gathering in the late afternoon of Friday, September 11th for registration and a bountiful no-host cocktail with s'mores on the deck with an open fire pit overlooking Mt. Mansfield. (Mt. Mansfield is the highest peak in Vermont.)

Saturday morning, if all turns out well, our Old Style Vermont Pancake breakfast will be broadcast on radio throughout the world. Maple syrup will come from the Boy Scouts Green Mountain Council maple tree plantation. This will be followed by a day's worth of great business events, luncheon mid-stream, ending with a cocktail reception featuring heavy finger food (in place of dinner) as we will be the guests of honor that evening for a special concert.

On Sunday, after a morning of business meetings, it's off for lunch with the

Trapp Family. Yes, those original Sound of Music folks and a tour of their brewery – yes Hans, there will be samples. Back to the hotel we will join for cocktails and our Awards dinner. Again, fresh,

regional food will be the order of the day. This event, will end around 9:00 p.m. and brings to a close the formal events of the Retreat. For those who wish to hang and experience the splendor of fall in New England, **Trinkie Watson, Lake Tahoe, California** is arranging day trips beginning Monday to special places throughout all of New England. The hotel has agreed to honor your rate if you stay for one or more of those day trips. Yes, great people (that means us), a potential world-wide radio audience, fine events, great venues, classic cuisine and more surprises than winning "King or Queen" for a day. It's all going to happen at the 2015 AREA Retreat in Stowe, Vermont. Hope to see you here!

*Bunny and Ken*



### In this issue:

Welcome Our Newest Members	Page 2-3
Comments by Diana Bull	Page 3
Thinking Outside the Box! Another Key AREA Advantage	Page 4
Sherlock Holmes... A Question of Deductive Reasoning	Page 5
Some Very Important Legal Issues from Dennis Badagliacco	Page 6
Trinkie Watson Invitation for After the Retreat New England Excursion	Page 6

## Welcome AREA's Newest Members

AREA is pleased to welcome **Pat Ohmberger** of Lincoln, Nebraska; **Patti Fitzgerald** of Palm Beach, Florida; **Simon Pedersen** of Edmonds (Seattle), Washington; **Tiffany Curry** of Houston, Texas; **Tara Hearn** of Victoria, British Columbia; **Kenny Parcell** of Provo, Utah; **Adrienne Loughery**, of Skipjack, Pennsylvania (Main Line); **Leslie Rouda Smith**, of Dallas, Texas; **Deborah Baisden**, of Virginia Beach, Virginia and **Kaki Roberts Lybbert**, of Denton, Texas.



### Pat Ohmberger

*Lincoln, Nebraska*

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402-432-2822

Pat has been in the real estate business for nearly a quarter of a century and has served as President of the Nebraska REALTORS® Association. She is an associate Broker with Home Real Estate, a Berkshire Hathaway affiliate where she has been honored for her many achievements and public service having been name Lincoln's REALTOR® of the year in 2004.



### Patti Fitzgerald

*Palm Beach, Florida*

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772-223-1000

With over 30 years as a real estate professional, Patti has served as local President, District Vice President, and rose to the office of President of Florida REALTORS® Association. Patti was a founding member of the Jupiter Chapter of Women's Council of REALTORS® and served as its President and also Member of the Year. She is a winner of many honors and award for her service. In her spare time, she heads a program providing special vacations for wounded warriors and their families.



### Tara Hearn

*Victoria, British Columbia*

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250-258-2852

Tara, who holds a masters degree in educational leadership and psychology, is an agent with Century 21. In her spare time, she enjoys fitness and sports such as running and skiing, walking my dog around Victoria's gorgeous parks and waterways, cooking and dining out, as well as entertaining her friends and family. She also enjoys travel and art. She has been a homeowner in Victoria for over 25 years.



### Tiffany Curry

*Houston, Texas*

tiffany@tiffanycurry.com

713-208-4862

A Houston native Tiffany has been a REALTOR® for several years while distinguishing herself by being recently named Houston REALTOR® of the Year. She serves as the 2015 Chair for Strategic Planning for the Texas Association of REALTORS®. She is a top producer and was named by the Houston Chronicle as a top 40 under 40 in Houston business.



### Simon Pedersen

*Seattle, Washington*

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206-356-8308

Simon is a CIPS, Certified International Property Specialist (REALTOR®), and is member of FIABCI, the international federation of real estate. His roots are in Norway and were involved in international trade for a number of years before turning to real estate. He speaks all of the Scandinavian languages fluently and brings to AREA a keen insight in dealing in that part of the world. He is a RE/MAX agent in Edmonds, Washington (Seattle).



### Kenny Parcell

*Provo, Utah*

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801-636-0222

Kenny was born and raised in Orem, Utah. Two years before finishing his bachelor's degree at BYU (where he played football), Kenny earned his real estate license from the Harmon Real Estate School and began negotiating real estate transactions for his professors, friends and family. From that core group of clients starting in 1996, Kenny has developed a reputation as one of the nation's leading real estate professionals.

## Welcome AREA's Newest Members



**Adrienne Loughery**  
*Skipjack, Pennsylvania (Main Line)*  
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 215-896-0843

Adrienne is a Five Star Realtor according to "Philadelphia Magazine.". She also serves as a Board Director for the Pennsylvania Association of Realtors. She chairs PAR YPN and Montgomery County Association Community Outreach Committees. She is also honored to serve on multiple committees at MCAR, PAR and NAR. She a graduate of Leadership PAR. She is married to her best friend, Mike, and they have two lovely children.



**Leslie Rouda Smith**  
*Dallas, Texas*  
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 214-522-3838

Leslie Rouda Smith is a broker with Dallas-based Dave Perry-Miller & Associates, and will be inducted as 2016 Chairman for the Texas Association of REALTORS®. Leslie is a devoted member of the REALTOR® organization. She has served in numerous positions at the local, state, and national levels. She is the daughter of former NAR president, the late Harley E. Rouda Sr.



**Kaki Roberts Lybbert**  
*Denton, Texas*  
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 940-391-2780

Kaki spent her college years at Louisiana State University studying Business Administration. She has been an associate of Century 21 Judge Fite since 1998. Kaki gives her time and her resources to her profession and her community, serving on many committees and boards throughout Denton\Wise County. She is the current Secretary of Treasure Elect for the Texas Association of REALTORS® as well as the National Association of REALTORS® Director.



**Deborah Baisden**  
*Virginia Beach, Virginia*  
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 757-404-6020

Deborah Baisden, Canadian by birth, has a fine arts degree from the University of Waterloo and served as curator of the Art Gallery of Nova Scotia before moving to Hampton Roads in 1989 where she works for Prudential Towne Realty. Among her many accomplishments, Deborah serves as the 2015 President of the Virginia Association of REALTORS® and has earned a well deserved reputation for her service to others.

## Comments by Diana Bull



**Diana Bull, Chair**  
 AREA Liaison Committee  
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Last month many of us met in Washington, D.C. during the Spring NAR Convention where **JoAnne Poole**, *Baltimore, Maryland*, hosted a very special gathering, which was attended by a good number of AREA members in spite of the full schedules we all had. I want to thank JoAnne for her thoughtful consideration in arranging for and providing that event and allowing me to share a photo op with her taken by **Tammy Newland**, *Los Alamitos, California*.

And, on the evening of May 29th, AREA member **Ruth Kruger**, *Aspen, Colorado*, President of FIABCI USA, and the creator of the FIABCI Grand Prix d' Excellence Award Program; in the presence of His Royal Highness, The King of Malaysia and on behalf of Roosevelt University, Chicago, accepted the FIABCI World Gold Prix d' Excellence in the Purpose Built Category for the University's Wabash Building. The building supports the University's mission of social justice as a learning-living laboratory for sustainability. What a glorious building and what a great honor. This could not have happened without Ruth!



**JoAnne Poole**  
 (jpoole@homesale.com)  
 and **Diana Bull**  
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Photo Courtesy of  
**Tammy Newland**  
 (tammynewland@kw.com)





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**Tom Metzger**

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# Thinking Outside the Box

## Another Key AREA Advantage

*"Opportunity knocks each and every day. And whether or not you are an AREA commercial or residential member – taking advantage of what you hear and then following up using your AREA contacts – is where the gold lies."*

### Tax Free Exchanges

The IRS Code allows you to exchange one real estate investment asset for another while deferring the gain and depreciation recapture on the sale of the first property. The potential: saving as much as 30-40% of the proceeds.

The IRS Code stipulates properties eligible for a tax-deferred exchange must be like-kind. For this reason alone, foreign exchanges do not work. For real estate held for investment, that gives you a lot of latitude. An apartment building you own in California can be exchanged for an office building in Colorado. Raw land can be exchanged for a fully-developed building as long as the exchange is done properly the options for tax-deferred investments are limitless.

**Replacement Property Critical.** Locating and securing your 1031 replacement property must be done swiftly, skillfully and knowledgeably.

### Hassle Free Investments

1. If you are looking to let go of the hassles associated with being a landlord, then you



**Prime Investment Properties**

should focus search on Net-Leased properties. Generally, you will need a **minimum of \$150,000 in cash** in order to buy into a TIC.

2. 'Whole' Net-Leased properties are often the separately-owned pad sites of larger retail centers. It could be the real estate for a Chase Bank, Big-O Tire, Starbucks, McDonald's or Walgreens ground lease. In general, the investor will need **\$700,000 or more in cash** to purchase a quality 'whole' Net-Leased property.

*"Keep your powder dry, listen... and then react to the opportunity through your AREA connections! The world is at our fingertips. Let's remember to use them."* Mark and Tom

Mark Casey and Tom Metzger are commercial members in the greater Denver-Boulder area. Mark may be contacted at 303-665-6000 or mark@tenantwisdom.com  
Tom may be contacted at 303-907-3398 or tdmetzger@comcast.net

## The Jeanne Radsick "Sherlock Holmes" Deductive Reasoning Test



**Jeanne Radsick**  
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**Jeanne** is AREA's representative in *Bakersfield, California* and an aficionado of Sherlock Holmes. Last month she floated a picture of **President Dwight Eisenhower** in a motorcade on his way to a Midwestern university to receive an honorary degree. On a roof deck, over-looking the motorcade, were a couple of current AREA members, whom she asked to be identified. **Ken Libby** called in with names of **Don Bullock** and **Carl Bosse**. And, as Bunny said, "For once he got it right!" By the way, the university was **Notre Dame**.

Today's photo features one of our own who played a role in the unforgettable music video "Call it Poison" by the "Escape Club" circa 1991. Who, using your deductive skills, among this trio of stars, could it be?



*Guess Who and Win Significant Honors and Accolades!*

### AREA to Partner, Once Again with The Special Olympics at the 2015 AREA Retreat

**Ronna Mee Brand**, *Beverly Hills, California* and **Hans Hansson**, *San Francisco, California* present a check from AREA to Special Olympics Chairman, world champion decathlon athlete **Rafer Johnson** last January.





# A Look on the Legal Side

with Dennis Badagliacco

## Dennis Badagliacco

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Dennis reminds us that he is not an attorney. "I work for a living". He is one of two members of AREA honored to be serving on the NAR Legal Action Committee, the other being Diana Bull. Dennis began by stating that the NAR is working closely with the Texas State Association to repel an individual who is suing REALTORS® over Patent infringements alleged when people use certain websites to make searches and, otherwise, find information. These scurrilous activities are frivolous and bogus; yet costly and time consuming. "There will be no settling things. This is being fought to the bitter end."

There is a major issue in California (and we know that state is typically a trend setter) dealing with Beach Front Erosion. The Coastal Commission recently ruled that a necessary stairwell required by a property owner to have beach access, will not be allowed to be replaced after storm damage. This can have huge ramifications for all ocean front properties. The NAR will be pursuing solutions to help with the rights of home owners.

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*San Jose – Silicon Valley*

## *A Special Invitation from Trinkie Watson*

# New England Fall Excursion



## Trinkie Watson

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I would like to give us all a reminder that when the leaves turn in New England you, too, can be there to enjoy this glorious event of nature. Please join me for a wonderful three day excursion as we explore one of New England's great treasures in luxury and style while returning each evening to the Stowe Mountain Lodge (where our rates are the same as the Retreat) to refresh and enjoy! Call me or Carl and we will fill in the details.

Trinkie will be leading our tour together with a number of AREA members, carefully planned by Ken and Bunny. Won't you join us?