



AREA

ASSOCIATED REALTY OF THE AMERICAS

JUNE 2021

Dinner Cruise is
fully booked!



SPOTLIGHT ON

In this issue:

Puget Sound, Washington

COMMENTS
FROM
Seth Task

WELCOME
New Members

The
FORUM

Prime Resort Property
Barbara Bardach

Trinkie Watson
ON THE LIGHTER
SIDE



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."

AREA BOARD

Carl A. Bosse, Green Valley; President

Suzanne Cooper, Ridgewood; Executive Vice President

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Jeanne Radsick, Bakersfield

Craig Sanford, Phoenix

Hagan Stone, Nashville



Seth Task
Cleveland, OH
sethtask@taskhomes.com
216-276-1626

Thoughts from Seth Task

All of us are so proud of our association with both Gail Hartnett and Larry Keating in recognition of their becoming recipients of the National Association of REALTORS® Distinguished Service Award, the highest honor outside the presidency that can awarded to an NAR Member.

From all of us to the both of you: THANKS FOR BEING YOU!

2021 National Association of REALTORS® DISTINGUISHED SERVICE AWARD



Gail Hartnett,
CRS, PMN, MRP



Larry Keating,
ABR, ABRM, CRB, AHWD

Next month will mark the changing of the guard. As with every year, there will be some new faces in our leadership. Hans Hansson, who served as my Vice Chair this year, feels that our group has strong connections with leadership throughout NAR in so many capacities and our organization will be best served if he continues as Chair of the Commercial Division of AREA. In that light, Carl has named Jeanne Radsick of Bakersfield, (10-year member) and 2020 President of the California Association of REALTORS, where she did such an extraordinary job, as 2021-22 Chair of the AREA Advisory Board and Deborah Baisden of Virginia Beach (7-Year Member) as Vice Chair. I personally want to commend Hans for a great year together and his insight for what he feels puts AREA in its best position to thrive. I further congratulate Carl for two fantastic selections in Jeanne and Deborah and wish them a wonderful year!

Also, please note that the Dinner Cruise planned for November 9th in San Diego is fully booked and no further reservations are being taken at this time.

Well, here it is! My last paragraph as Chair of the AREA Advisory Group. One never knows why they are chosen to lead at times in history. It has certainly been challenging to lead in 2020/21 as many of you know first-hand, through a pandemic. COVID has taken so much from all of us, but in many ways, we have learned so much about each other and have "virtually" found ways to be closer to each other when we cannot actually be "together". I have personally grown closer to many of you despite our distance. Thank you to Gail Hartnett and Jason Marquis for a wonderful series of Happy Hours that gave us great opportunities to connect and grow together. Thanks to the Advisory Board for your assistance in navigating this tumultuous year! Thanks to Suzanne for all your help and wisdom with all the planning and unplanning we had to go through. And to Carl...how fun it has been! I truly enjoyed spending time with you in Cleveland and our countless conversations and messages throughout the year. I had no idea how I was going to serve as President of Ohio REALTORS and Chair of AREA when you appointed me but I knew somehow it would come together. As was mentioned, leaders are chosen and we do not know why it's their time. If not for this pandemic, I do not know if it would have gone so well, but the time saved from travelling allowed it to be so. I hope I served you well! I wish to end by stating what an honor and privilege it has been to Chair this wonderful organization of incredible, amazing, talented, passionate REALTORS. During that time, our membership has grown by nearly 20% and our post-pandemic organization will be amazing! I am looking forward to hosting the 2022 AREA Retreat in Cleveland (finally!). Please join me in wishing Jeanne and Deborah great success as they help foster and promote those things that make AREA the wonderful organization it has become. Happy summer to all!

Seth

Welcome **NEW MEMBERS**



Kitty Wallace
Cle Elum, WA
kittyismyagent.com
509-304-4025

KITTY WALLACE

Kitty has always been active in her local Realtors Association as well as WA Realtors and NAR. Kitty's passion is REALTOR advocacy. If you know Kitty at all you know she is always talking RPAC and the importance of investing in RPAC to ensure we have an industry to work in tomorrow. Kitty has served as WA Realtors RPAC trustee, WA Realtors RPAC chair, Region 12 Fundraising RPAC Trustee and was the 2019 Chair of Major Investor Council at NAR. She also served as the Vice President of Government Affairs for the WA Association of Realtors. Kitty was the 2020 President Elect of WA Association of Realtors. This year she is the Vice Chair of the Broker Engagement council at NAR. Kitty leads by example and is a Platinum, President Circle, hall of fame investor. Kitty was named WA State REALTOR of the Year in 2016.

Kitty is very active in her community and believes being involved is the first step of shaping the future. When she isn't doing real estate, Kitty enjoys traveling and spending time in the outdoors with her husband Scott and son Riley.



Julie de Santo
Walnut Creek, CA
julie@dudum.com
925-818-5500

JULIE DE SANTO

Julie is the founder of Dudum Real Estate and was born, raised, and educated in the Bay Area. After graduating from St. Mary's College, she began a career in real estate. Over the next ten years she built a thriving career through her service-focused work ethic, relationship based business, and top negotiating skills; receiving outstanding accolades such as Realtor Magazine's prestigious "30 Under 30" award.

As the fastest organically grown real estate company in the East Bay, Dudum Real Estate Group is proud to hold a large portion of the market share while also earning the respect of national and international real estate groups, such as Leading Real Estate Companies of the World, The Artisan Group, Who's Who in Luxury Real Estate, and other smaller entities.

Julie's willingness to go the extra mile has elevated Dudum Real Estate Group to the list of Top 100 Places to Work in the East Bay year after year for best work environment. Coming from a long line of Bay Area entrepreneurs, Julie enjoys the opportunity to give back. She is actively connected to her community through various organizations including Shelter Inc., Habitat for Humanity, One Warm Coat, Lafayette Partners In Education, Helping Hands, and many others.

Julie has an undeniable love for real estate, but her true passion in life is her family. Together with her husband Tony, they have four wonderful children: AJ, Rocco, DeLuca, and Lola. When not running the business, she loves to travel, entertain, and gather with family and friends. Life is a daily adventure, and although she takes time to enjoy the journey, she also believes "the best is yet to come!"

*We are approaching our Maximum Membership Capacity. As we do, we are looking for new members in Connecticut, Pittsburg and western New York to fill out our US membership. And a big thanks to **Gail Hartnett** for her special recruiting efforts not to mention our entire list of Advisory Board Chairs beginning with **Ken Libby, Diana, Gail, Hagan** etc., all of whom have done such a great job. More about them this Summer.*



SPOTLIGHT: Puget Sound

A Pacific Northwest paradise on the western edge of Washington, Puget Sound is a collection of islands, waterways, and attractions that provide many fun things to do. Including the San Juan Islands to the north, major cities that border the Puget Sound region include Seattle, Tacoma, Bremerton and Bellingham, each offering delightful ferry rides that slip smoothly across calm salt waters to connect scenic destinations. Islands and other places to visit in Puget Sound inaccessible by ferry can be seen by other forms of watercraft, most commonly a sea kayak.

Abundant wildlife, native cultures, farming & fishing communities, and numerous hidden gems of Washington all inhabit Puget Sound and the San Juan Islands, adding to a large list of must-visit island getaways. Whether it's whale watching in Friday Harbor; tide pooling at Deception Pass State Park; feasting at Tillicum Village; or enjoying Vashon Island, the "Heart of the Sound," Puget Sound and the Seattle/Tacoma area provide unique opportunities found nowhere else in the country. Plan your sightseeing with a list of the top things to do in Puget Sound.

1. Whidbey Island

The largest Puget Sound island and one of the few accessible by car, Whidbey Island has its most famous sightseeing attraction at its northern end. At Deception Pass State Park, a bridge spans the narrow pass where funneled tidal waters create intense rapids. Deception Pass provides numerous recreational opportunities, including extensive tide pooling, scenic vista hikes, camping, and boating through the pass according to the tides.

A number of Whidbey Island small towns have tourist attractions, accommodations, and seafood restaurants. The largest of these communities are the navy-dominated Oak Harbor; the historic farming community of Coupeville; and Langley, a favorite with whale watchers.

2. San Juan Island

San Juan Island is the westernmost of the San Juan Islands. The main community on the island is Friday Harbor, where ferries dock and shops, galleries, restaurants, and accommodations provide everything a tourist may want. On the south side of the island in a rural setting, the San Juan Island National Historic Park provides numerous walking trails and bird-watching opportunities alongside ample history of the region. On the west end of the island, Lime Kiln Point State Park is one of the best state parks in Washington and a popular place to explore the scenic environment.

One of the most popular things to do from Friday Harbor is whale watching. Resident orcas often pop out of the waters surrounding San Juan Island and Friday Harbor, and while any wildlife watching is never a guarantee, the best way to witness these magnificent mammals is to hop aboard a professionally guided tour. Two of the most popular tours include the Whale Watching Tour from Friday Harbor and the Friday Harbor Day Trip & Whale Watching Tour from Seattle.





Cheryl O'Brien
Gig Harbor, WA
cherylobrien@johnlscott.com
253-223-1474

3. Vashon Island

Dubbed the "Heart of the Sound," Vashon Island is a popular farming community with a strong collection of artist galleries, unique eateries, and boutique shops. Only accessible by boat, Vashon Island is connected by ferries, with docks in West Seattle, Port Orchard, and Point Defiance Park in Tacoma. Visitors are encouraged to bring their own bicycle to navigate the island's country roads, and rentals are available near the ferry terminal. On clear days, there's an excellent view of snow-covered Mount Rainier from the Point Robinson Lighthouse.

4. Bainbridge Island

Fun for the whole family, Bainbridge Island is accessed via a short and scenic ferry ride from Seattle. Also accessible by bridge from the Kitsap Peninsula, Bainbridge is a popular getaway to enjoy shopping



and dining, arts and culture, and a wide array of recreational activities including cycling, kayaking, and camping at Fay Bainbridge Park.

On the northern tip of the island, the Bloedel Reserve is one of the best botanical gardens in the country and features over 150 acres of intricate gardens and aesthetic structures.



5. Blake Island State Park

A great day trip from Seattle, Blake Island is only accessible by boat and helps protect a vast marine park of richly textured shoreline and beaches. Some of the most popular things to do on the island include cycling, kayaking, and staying in one of the three year-round campgrounds, all of which are backdropped by stunning Olympic Mountain vistas.

By far the most popular tourist attraction of the island, Tillicum Village celebrates the Pacific Northwest American Indian culture with traditional feasts and celebrations.



6. Orcas Island

Located in the San Juan Islands archipelago, Orcas Island is known for its natural beauty and recreational opportunities. It is the largest of the San Juan Islands and has several communities, including Eastsound with its fine dining, shopping, and galleries.

In the small downtown, the Orcas Island Historical Museum preserves six original pioneer homesteads from the late 1800s. Donated to the historical society and moved to their present location, the cabins have been furnished with historical displays relating to Orcas Island history.

7. Fidalgo Island

Connected to the northern end of Whidbey Island by the Deception Pass Bridge, Fidalgo Island is one of the most popular launching points for exploring the San Juan Islands. Accessible by automobile from the mainland, the thriving seaside town of Anacortes can be found on the north side of the island and is a favorite destination for couples, families, and nature lovers. Popular things to do in Anacortes include bed-and-breakfast stays, perusing eclectic boutique stores, and dining on local fare. Other recreation opportunities on Fidalgo Island include summiting Mount Erie, kayaking to nearby islands, and staying the night at Deception Pass State Park.

8. Camano Island

Neighboring Whidbey Island and also accessible by automobile, Camano Island is an example of quiet, rural Washington. Both Cama Beach and Camano Island State Park give beachcombing visitors easy access to the shoreline and ample hiking trails to explore. A vibrant collection of restaurants, local retail shops, and shoreside hotels can be found on Camano Island making for a great weekend getaway.

9. Anderson Island

The southernmost island of Puget Sound, Anderson Island is most easily

accessed with a ferry from Tacoma. This unspoiled island getaway draws less attention than some of its neighboring islands, though it offers plenty of attractions and amenities. Shopping, dining, and great hotels are found here, as well as scenic golf courses, abundant parklands, and stunning views over the water come sunset. The historic Johnson Farm on Anderson Island allows visitors to take a step back into a century-old homestead and enjoy a docent-led tour of Anderson Island history.



10. Gig Harbor

And of Course, Gig Harbor... The Center of my marketplace. Gig Harbor wasn't always a bustling maritime city filled with restaurants, parks, distilleries, breweries and more. In fact, at one time, the Gig Harbor estuary was covered in nothing but trees and teeming with all sorts of wildlife. In the early 1800's the region was home to a variety of Native American residents. In the mid 1800's an American expedition exploring the West coast, while mapping the Puget Sound discovered Gig Harbor and gave it its name. Over the next few decades, the area began to fill up with adventurous European settlers looking to make a life for themselves, the majority of these settlers were of Scandinavian and Croatian descent. Although Gig Harbor has changed a lot over the last 150 years, some things remain the same. It's still a beautiful estuary abundant with wildlife, boats, passionate and diverse residents who continue to enjoy the splendor.

Coming for a visit? Don't hesitate to call me ... I can suggest walking tours, local distilleries, wine tasting, local breweries or just a great place to live. We might even arrange for a private tasting in our very own "Tin Rooster Nano Brewery" a unique courtyard adventure in our 105 year home located in downtown Puyallup. ...Ya never know! Mike & I would love to welcome you!

Love, Cheryl



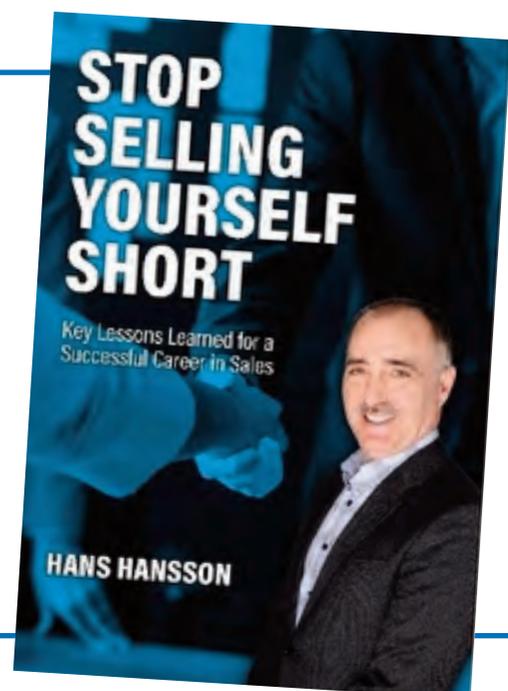
We are Pleased to Announce
**The Hornblower Dinner Cruise San Diego
Is Fully Booked**

If there are opening after July 1st, we will let you know.
As for now we are taking no additional reservations.

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](#)



A PERSONAL MARKETING IDEA, BUT ONLY for those who would appreciate a little Help!

BY MARY ROBERTS,
CHAIR NATIONAL HERITAGE AWARD



Have you ever just wanted to sit down, relax and think?

In these crazy times that is a luxury pretty much reserved for after dinner when the exhaustion level is too high to do anything but channel flip and veg out! So, I would like to share with you something that you, personally, can do, without spending a great deal of time, and, hopefully, reap some very special rewards in the process. And it doesn't cost you a dime!



newsletter ...

Now, all of us have seen the ads about the National Heritage Award (yawn) highlighted here for the past few months. If nothing else, they are a page turner enhancer as you glance through the

but wait!

There actually is a, **potentially, very valuable benefit** by getting involved. So, sit back and take a serious look at what is being presented and just how it can benefit you!

Recently, **Gary Brasher** of Russ Lyon's Realty recommended the Green Valley (AZ) Villas of for the 2021 award. In his commentary he stated that its' visionary design, the product of architect Don Maxon of Chicago, and is located in the heart of the Sonoran Desert, has no carports in 1138 of its units and nobody cares. "It is a design for the ages based upon a community developed in the 17th century several hundred miles south of Green Valley located in the Mexican city of Alamos, Sonora."

Now this is not only a very heady award to a very wonderful, historic, community; but, because its' market contains 1,150 condominiums, imagine

the listing advantage his company realizes for having sponsored this award.

That could be you because there is no cost, and little time, added to a drop of imagination ... and the rewards ...

Just ask **Hans and Christine Hansson** what happened when the conversion of an old hotel turned rental to a condominium happened in Glenn Ellyn, California a few years ago, after being given the award!

(You got that right! That award, coupled with the tenacity and awesome skills of **Terry Wunderlich** and **Heidi Rickerd Rizzo**, propelled the sales and marketing of Glenn Ellyn to a most successful conclusion.) In the process, you could be the gold mine and who doesn't want to find one of those!

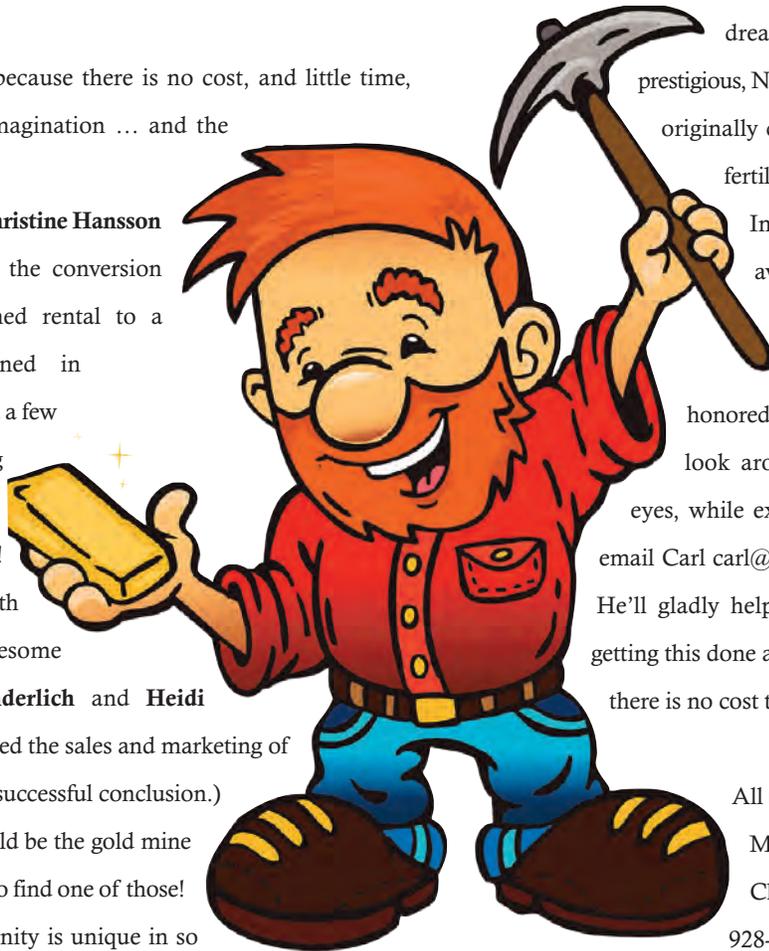
The AREA Community is unique in so many ways. Many of us consider it a great social contact organization where we can all hob nob with the very best in the business. Some may like it for the referrals generated. But you really need to peel away at the layers, such as fusing commercial

and residential into sales opportunities you may never have dreamed possible. The highly prestigious, NATIONAL HERITAGE AWARD originally created in collaboration with the fertile mind of **Katy Bullock** of Ponce Inlet, Florida is but one of those available to you.

So, all you have to do is to find a property, not already so honored, in your own back yard. Yes, just look around the corner and open your eyes, while exercising your imagination, then email Carl carl@areamericas.com with your idea. He'll gladly help and so will our committee in getting this done and, if you didn't already know it, there is no cost to you but time and effort.

All the Best,
Mary Roberts
Chair National Heritage Award
928-486-3570

maryrobertshavas@gmail.com



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.



Prime Resort Property in Oro Valley, Arizona



Barbara Bardach
Tucson, AZ
barbara@bardach.net
520-275-3867

Stone Canyon encompasses 1,400 acres with mostly custom homes plus the championship golf course, clubhouse and fitness facility. The resort site was originally going to have a Ritz-Carlton, but they located in Dove Mountain instead so they could have their own golf course. The Club is owned by Phil Mickelson and Steve Loy.

The 51-acre resort site is comprised of 34 acres and 17 acres, the smaller of which is zoned for

low-density residential while the larger is for the resort itself. The site is located along/within sight of areas of the 2nd, 3rd, 4th and 5th holes of the Stone Canyon championship course. The asking price of \$5.65M is for a total of 70 acres which includes the 51 acres plus another 19 acres zoned for 19 custom home lots.

Stone Canyon is located in Oro Valley to the NW of Tucson and left of the upper left corner of this photograph (which faces to northeast in this photo) showing downtown Tucson, Arizona. Oro

Valley is approximately 19 miles from city center and 24 miles from the Tucson International airport.

Thank you,
Barbara

*Barbara Bardach, Gated & Golf Specialist – North & NW Tucson
Top 1% of All Tucson Agents and Top 1% of All Long Realty Agents
Vice President Member of the Executive Council
Long Realty Company - A Berkshire Hathaway Affiliate*





Phil Mickelson

Phil Mickelson has a love for golf. His reasons go beyond the \$65 million in winnings and 42 PGA Tour championships, including five majors. Through his business, Mickelson Golf Properties, he said he is trying to bring the enjoyment of golf to the everyday player.

"Because I'm so appreciative of what golf has given me, I want people to enjoy and love the game the way I do. There are so many different things about golf that I love. When I was growing up as a kid, the solitude of just playing and practicing by myself was wonderful. Being able to play with other adults when I was a kid helped me interact socially with other people and be comfortable.

"I loved going out and playing with my dad and with my family. I loved competing at the highest level of college, amateur, junior golf and the PGA Tour. They forced me to work hard. But I also love playing in club events and with friends and taking buddies out. I love and appreciate every aspect of the game, and it makes me feel good when I see people love and enjoy the game as well."

PHOTOS: IGH CROSS

Mickelson's Vision for Stone Canyon

By Jay Gonzales

Making Golf More Fun for the Average Player

Golf is supposed to be fun. It's a simple notion and it's the foundation for a business model for PGA Tour champion Phil Mickelson and his partners at Mickelson Golf Properties. It brought them to the Tucson area, where they purchased the financially troubled The Stone Canyon Club in Oro Valley in 2014, one of six properties the company now owns. Within a few years, they put the club on solid financial footing, built a brand

new clubhouse and triggered new housing developments, including one of their own. At Stone Canyon, Mickelson Golf Properties owns one of the elite courses in the nation. Golf Digest ranked Stone Canyon No. 3 on its 2017 list of the best golf courses in Arizona and in the top 100 in the country. There was only one other course in the Tucson area to make the magazine's Top 25 in Arizona. The basic financial strategy for Mick-

elson Golf Properties is to acquire financially troubled properties at a bargain and then put its mark on them. In Mickelson's vision, that's to make a round of golf more fun for the average player than it often is at high-end country clubs. "In my heart, I feel like we're making the game more enjoyable because we're making the courses we take over more playable," Mickelson said on a recent cool, winter day when he was at Stone

Canyon to shoot promotional ads for the club. "My big underlying theme is making golf an enjoyable experience where you want to spend more time at the club rather than hurry up and get back home," he said. "I want your spouse or your family to want to come out and join you here, and then you end up spending six to eight hours here rather than trying to cut it short at three or four." While a day at the club remains the

fundamental strategy, Mickelson Golf Properties has delved into creating opportunities for even longer stays. The company is the developer of The Golf Casitas at Stone Canyon, 28 residential properties a stone's throw from the clubhouse. It gives buyers a less expensive option to the multi-million-dollar custom homes in the Stone Canyon development. The casitas are intended to be a place to stay for anyone thinking about mak-

ing a move to Stone Canyon. Owners can rent them for short stays through The Stone Canyon Club. The casitas are a more affordable option for an owner who is a winter visitor and doesn't want to invest in a larger custom home. **The golf experience** Nonetheless, the focus is on the golf experience for Mickelson and Steve Loy, his business partner and former coach and caddy. The two are partners in

continued on page 120 >>>

The master plan for Stone Canyon integrates custom homes and homesites, the club facilities and the awe-inspiring golf course into the splendor of the Sonoran desert.



The Homes
Residential choices include some of the most spectacular custom estate homes in all of Arizona, custom homes, and attractive neighborhoods of beautiful designer homes. Every lot and home is captured on its distinct topography, views, vegetation and orientation.



The Stone Canyon Club
A comprehensive of multiple facilities. The clubhouse offers bar and lounge dining, a pro shop and locker rooms. The 18-hole, 7,100-yard course includes a practice range, putting green, and a tennis club hall for teaching and water. The Double and Green Course is a luxurious example of pure, unadorned beauty, mature trees, serene and well-manicured.



Sonoran Desert Life
Stone Canyon is a diverse wonderland and a natural playground that preserves the beauty of the captivating desert vegetation and wildlife. A network of trails meanders through the Sonoran landscape and provides the perfect venue for hiking and biking. Observe and take with you a unique desert experience.



ABOVE: 10th Fairway Lake Hole view NW to the Tortolita Mountains





*ABOVE: 10th Fairway from one of the tee boxes looking SW toward the Tucson Mountains
BELOW: East facing view of the Santa Catalina Mountains as they appear from one of the 18th tee boxes*





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

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

Church People with Typewriters – Bulletins or announcements:

*The ladies of the Church have cast off clothing of every kind.
They may be seen in the basement on Friday afternoon*

Trinkie Watson

Lake Tahoe, CA

twatson@chaseinternational.com

530-582-0722



Dennis Badagliacco

San Jose, CA

dennisb@alterasv.net

408-218-1800



Diana Bull

Santa Barbara, CA

dianabull4re@gmail.com

805-689-2855

Legal Update

by Double Aces Dennis and Diana

THE UPDATE RETURNS
IN JULY

(Editor's Note:) Save for the credits at the end, we have eliminated all advertising for this special edition. We thank our sponsors who have enjoyed a year of free advertising and hope they continue with us as we begin to renew those sponsorships in July. If you know of a likely candidate for sponsorship (they help keep your fees down) kindly drop Carl a note. And, thank you very much for your continuing membership in Associated Realty of the Americas.

A BIG
Thank You
to our 2021 Sponsors

