



AREA

ASSOCIATED REALTY OF THE AMERICAS

JUNE 2023

SPOTLIGHT ON

AREA RETREAT 2023 NASHVILLE

The city is as sweet as iced tea.

Graduate
NASHVILLE

COMMENTS FROM
DEBORAH

UPDATE FROM
KEN LIBBY

LETTERS TO
THE EDITOR

NATIONAL HERITAGE
AWARD
MARY ROBERTS

AREA RETREAT
OVERVIEW

HOW TO WIN AS A
COMMERCIAL REAL ESTATE
BROKER HANS HANSSON

THE MARKET
BY GEORGE HARVEY, JR

ON THE LIGHTER SIDE
TRINKIE WATSON

DENNIS BADAGLIACCO
LEGAL UPDATE



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:

Deborah Baisden, Virginia Beach;
Chair

Meri Crandall, St. George;
Vice Chair

Sharon Bowler, Chino Hills

Diana Bull, Santa Barbara

Gloria Cannon Hilliard, Columbus

Gail Hartnett, Boise

Ken Libby, Stowe

Andrea McKey, Baton Rouge

Bill Milliken, Ann Arbor

Linda Jones Neil, Los Cabos

Jeanne Radsick, Bakersfield

Craig Sanford, Phoenix

Hagan Stone, Nashville

Seth Task, Cleveland

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

COMMENTS FROM DEBORAH



Be prepared to be amazed when you see the program for our Retreat! The very special events were carefully and thoughtfully planned by **Hagan Stone, Cindi Bulla** and team for our **17th Annual Retreat**. This marks the swan-song for me being Chair of the Advisory Board.

In the near future, **Ken Libby** and a new Board of Directors will be taking over managing our group. As we prepare the way to become a member operated non-profit organization sometime in September, I wish to thank **Carl** and **Suzanne**, my very special board and, above all, you. The tireless efforts of Carl and Suzanne and our board and advisory and membership boards have kept AREA true to its mission and have reinforced our value. It has been a wonderful ride; one I shall never forget and will treasure. This is not a passing but a thoughtful and intentional renewal that ensures the long-term benefits of membership in this exceptional organization. I have been grateful for the opportunity to serve and thank each of you for your participation and active engagement. It is you, nothing less or nothing more, that makes this organization so extraordinary. See you in Nashville!

Sincerely,
Deborah



a note from *Ken*

Looking forward to being with all in Nashville next month when Hagan, Sally and Cindi showcase Nashville and AREA like never before. Hold on to your hats!



KEN LIBBY
ken@kenlibby.com
802-793-2002

Letter to the Editor

Dear Editor:

I get asked all the time why I spend so much time committed to volunteering within the 3 levels of The National Association of REALTORS.

You learn more than can imagine.

Serving this week on the NAR Strategic Planning Committee, one of the members snuck a pic of my "fireplace" discussion with the CEO with more than 100 offices, 3,200 agents, third generation business in 4 states, on planning the future in today's market environment.

Where else can you get this kind of knowledge?

If you are not involved, you are missing out on the best part of being a REALTOR, it's Who We R!

Best to all,
Daryl



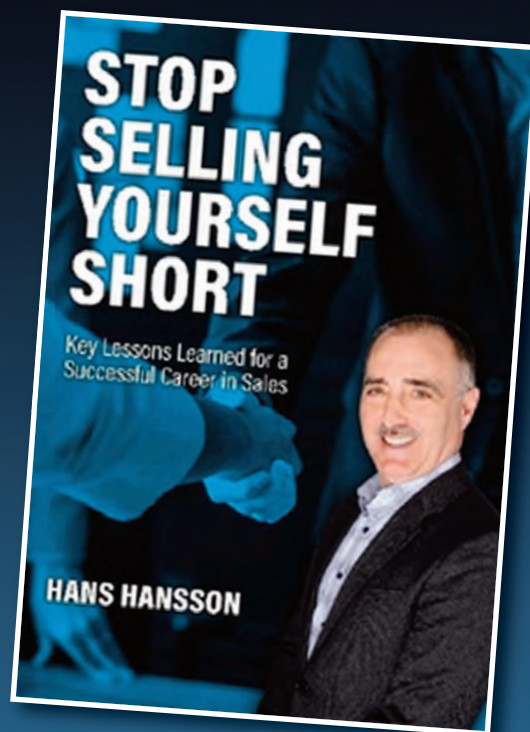
DARYL BRAHAM
dbraham@kw.com
701-306-7185

STOP SELLING YOURSELF SHORT

Now available!

Hans Hansson's new, highly recommended, book for newcomers and everyone else. "Great read!"
"Perfect for new agents!"

PURCHASE YOUR COPY HERE





Sally Sparks and Hagan Stone
along with Dolly
are looking forward to
being with you at the

2023 AREA RETREAT

beginning July 16th

.....

As we honor member of the year
Kaki Lybbert
along with 9 additional special
award winners.



SCHEDULE OF EVENTS

Saturday, July 15 – 6:00–9:00 p.m.

Pre-Event Party hosted by Hagan and Sally
casual "southern supper" atop the new Broadwest Tower

Sunday, July 16

AREA Retreat Registration 3:00–5:00 p.m. (Follow Signs)
6:00–10:00 p.m.

following registration we are going to The Stage Nashville for food,
fun and music! AREA members and their guests are invited to the
second floor of The Stage for world famous Edley's Barbecue,
hosted bar and a live band for your listening and dancing pleasure.

TENTATIVE SCHEDULE OF THE PROGRAM

Monday, July 17

7:30 to 8:30 Breakfast

8:30 to 8:45 *Welcome and Introductions*

Deborah Baisden, AREA Advisory Board Chair

8:45 to 9:15 *Music City Story*

Jeff Hite, Chief Econ Dev Officer

Nashville Chamber of Commerce

9:15 to 9:45 *Tennessee Titan East Bank Stadium Development*

Adolpho Birch, Chief External and Legal Affairs, Tennessee Titan

9:45 to 10:15 *Partnerships and Real Estate Disciplines*

10:15 to 10:30 Break

10:30 to 11:00 Rustbelt Resurgence

Bill Milliken

11:00 to 11:30 *Office Space Reimagined*

Hans Hansson

11:30 to Noon *Commercial Leverage Resources*

Mike Vachani, AJ Frye

Noon to 1:00 Lunch

1:00 to 1:45 *Residential Legal Issues*

Carlos Gutierrez

1:45 to 2:15 *Public Service and the Inventory Crisis*

2:15 to 2:30 Break

2:30 to 3:15 *Marketing Idea Exchange – Bring Yours!*

3:15 to 3:45 *Do Consumers Understand MLS?*

3:45 to 4:15 *Sustainability*

Leslie Rouda-Smith, Eileen Oldroyd, Kitty Wallace

4:15 to 4:45 *Round Table Daily Wrap Up*

4:45 to 5:00 *Day 1 Group Wrap UP*

Tuesday, July 18

7:30 to 8:30 Breakfast

8:30 to 9:00 *Generational Appetite for RE Investment*

9:00 to 9:30 *Artificial Intelligence – AI SWOT Analysis*

Jennifer Wauhob, Ken Libby

9:30 to 10:00 *Crypto What?*

Elizabeth Allardice

10:00 to 10:30 *Business Planning Tools*

Missy Stagers

10:30 to 10:45 Break

10:45 to 11:15 *The Future of AREA – Group Discussion*

Ken Libby, Deborah Baisden

11:15 to 11:45 *Round Table Wrap Up – Day 2*

11:45 to 12:00 *Group Retreat Wrap Up*

Carl Bosse

Afternoon Visit to Country Music Hall of Fame

6:00 PM **COCKTAIL RECEPTION**

7:00 PM **2023 AWARDS DINNER**

*Breakfast, Lunch, and Awards Dinner will take place in the Main Ballroom
of the Graduate Hotel*

What's happening outside the Retreat?

Saturday, July 15th (6:00–9:00 pm)

Join Hagan and the team for a casual "southern supper" atop the new Broadwest Tower. The two tower Broadwest opened in the summer of 2022 and anchored by The Conrad Hotel.

(Our dinner buffet will be held from 6 to 9 PM on the 34th floor of the Broadwest residential tower overlooking downtown Nashville. The Broadwest is approximately five blocks from the Graduate Hotel and there's a gentle, slightly uphill walk, or you may choose to take an Uber which would be about a minute and a half ride.)

DIRECTIONS TO THE BROADWEST:

Come as you are, and enjoy a very informal evening together, catching up and enjoying the lights of Nashville. The Broadwest Residences is located at 1616 West End Ave in the heart of Mid-town Nashville. The entrance to The Residences is to the right of the entrance to The Conrad Hotel. The Concierge will show you to the elevators to the owner's level.



Sunday, July 16th (6:00–10:00 pm) Following Registration

Bring your hats and boots, because we are going to The Stage Nashville for food, fun and music! AREA members and their guests are invited to the second floor of The Stage for world famous Edley's Barbecue, hosted bar and a live band for your listening and dancing pleasure.

DIRECTIONS TO THE STAGE:

The Stage is located on Broadway in the center of all the Nashville Honky Tonk Action. The address is 412 Broadway and is a quick five-minute Uber ride from the hotel.



Monday, July 17th (6:00 pm)

Guests will enjoy paired dinners out at 10 different Nashville area locations. As in previous years, this will be a dinner on your own with different AREA friends. It's always a highlight and cuisine will be curated by Hagan and Sally Sparks. Get ready for a fun night out! Please Note: Restaurants will be assigned and members will be notified which reservation they have been assigned to upon arrival.

Tuesday, July 18th (2:00–5:00 pm)

Get ready for a fun afternoon at the world-famous Country Music Hall of Fame! located at the heart of SoBro district. This is one of the crown jewels of Nashville. You'll experience exhibit ranging from Elvis Presley 's famous gold-plated Cadillac to memorabilia from some of countries, hottest and most successful artist, such as Chris Stapleton, Carrie Underwood and others.

Our admission time is 2 PM as a group so we must all be there at that time to enter together. Please make sure that you leave the hotel no later than 1:30 pm to arrive on time. Directions to the Country Music Hall of Fame

The CMHOF is located at 222 Rep John Lewis Way S. It's approximately an 8 to 10-minute Uber ride.

We will end the evening with our annual gala dinner and awards at The Graduate Hotel. you won't want to miss this special time together as we wrap up a fabulous retreat in Music City USA!





National Heritage Award 2023

BY MARY ROBERTS, LAKE HAVASU CITY, AZ, CHAIR

The National Heritage Award, the brain-child of its founder, **Katie Bullock** of Florida, has been providing awards to member sponsored properties for the past 12 years, beginning with a lovely and award-winning turn of the Century Hotel conversion in California Wine Country owned by AREA members **Christine** and **Hans Hansson**, which was marketed so effectively under the direction of a team led by Napa's **Terry Wunderlich**; and now our latest a \$35 Million dollar listing by AREA Member **Trinkie Watson** of Lake Tahoe.

Over the years special and historic properties from office buildings to Mansions on the Mississippi have been showcased by AREA. They not only serve to honor those special properties but also as a tribute to those highly responsible, hard-working, members of AREA. (Those members garner their strength as members of the National Association of REALTORS® by adhering to the **"Rules to Live by for REALTORS®"**, which fellow AREA Member, **Chris McElroy** played such a key-roll in producing.)

So, I salute us all: We who are members of this amazing group of real estate professionals, which, according to former NAR President and current member, **Ron Phipps**, "consists of the top ten percent of the top one percent of the leadership of the 1.5 million-member NAR."

With thanks for the past, I am looking forward to our next chapter as Carl steps down, Ken takes over; and we, in turn, become a sustaining non-profit organization later this year.

Thanks Carl and Ken and God Bless us all!

MARY ROBERTS
maryrobertshavas@gmail.com
928-486-3570



Jewel of Rubicon

I am pleased to announce that the 2023 National Heritage Award winner this year is a property appropriately named "Summer Camp Tahoe" and has been submitted by its listing agent and long-time AREA Member, Trinkie Watson.

This stunning 4.29-acre property on the shores of Lake Tahoe, with over 660 feet of shoreline, an incredible pier and boat house, is truly the jewel of Rubicon. This heritage property was purchased by a family with deep connections to California and Nevada over 60 years ago. The discerning matriarch, an art collector, who spent summers of her childhood at a Lake Tahoe family home, selected this site after extensive exploration of the West Shore. The mostly level acreage offers an incredible compound with a main house, a bunk house/garage with extra bedroom suite, and separate guest house. Its SE facing site means beautiful sun exposure for sunrises and lovely alpenglow evenings. Privacy doesn't get much better than this. Situated on the south



without letting them know. His mid-century design offers the contemporary feel of today. The kitchen and baths were updated several years ago, leaving the beautiful original kitchen cabinets intact. The great room, with an indoor stone fireplace, dining area and floor to ceiling lake view windows, flows out to the gorgeous stone terrace with ample seating, dining areas and an outdoor stone fireplace creating a perfect setting for entertaining.



end of Rubicon and adjacent to the Gold Coast, the Tahoma market, with a super deli, and a couple of local bars and casual dining are about 10 minutes away.

The 3,848 sq. ft. main house, built in 1949, was designed by well-known Bay Area architect, Joseph Esherick, who also designed several other iconic homes on Lake Tahoe. All one level, it comprises six bedrooms and 5 baths. His philosophy of melding buildings with their surroundings captures his genuine effort to make life easier and more pleasant for people

Next to the house is what was a two-car garage – now a bunk room with bath – and an additional bedroom suite.

Take a stroll over to the 2 Bedroom Guest house, built in 1960 and original! It has its own incredible lakeview deck and stairs down to the water.

This is 'old Tahoe' Summer Camp at its best for gracious, understated living in a serene and private setting. At \$35M, some still consider it a bargain, for sure!!!

Architectural career Joseph Esherick (December 28, 1914 – December 17, 1998) was an American architect.

Joseph Esherick was born in Philadelphia, Pennsylvania. He graduated from the University of Pennsylvania in 1937 with a bachelor's degree in architecture. Esherick worked for San Francisco Bay Area architect Gardner Dailey, and, about 1950, began his own practice in the Bay Area. He taught at the University of California, Berkeley for many years. Esherick was awarded the AIA Gold Medal in 1989.

In 1959, Esherick was the co-founder, along with William Wurster and Vernon DeMars, of Berkeley's influential College of Environmental Design (CED). The CED encompassed disciplines of architecture, landscape architecture, environmental planning and city planning, and served as a nexus for figures like Christopher Alexander, Catherine Bauer, Galen Cranz, Donlyn Lyndon, Roger Montgomery, Charles Moore, and William Wilson Wurster. In 1976, Esherick was elected into the National Academy of Design as an Associate member, and became a full Academician in 1990.

Esherick was the nephew of American sculptor Wharton Esherick

Editor's Note: We have all seen the problems in San Francisco generated by Covid and other influences, followed by the mass exodus of office building workers and then, so many very famous and not so famous stores pulling out, especially in Market Square. Through all of this one commercial brokerage house located in city center, has not only found ways and means to survive, but actually enjoyed the best quarter ever (2023) in its over 30 history. So, we invited its founder and CEO and 14-year AREA member if he wouldn't mind sharing some of his secrets for success.

A COMMENTARY BY HANS HANSSON



Winning Strategies for Success in a Down Market

Winning, as a commercial real estate broker during a downturn, requires a combination of knowledge, adaptability, relationship-building, and creativity. By implementing these strategies and staying committed to providing exceptional service, you can position yourself for success even when the market is facing challenges. Here are some thoughts for you to put into your playbook.

One must Stay informed by continuously educating yourself about market conditions, industry trends, and economic indicators, while, all the while staying up to date with news related to commercial real estate.

Build strong relationships with clients, industry professionals and potential leads.

Provide exceptional customer service, delivering on your promises while be responsive to your client's needs. All this works towards the establishment of good reputation ... worth its weight in gold when that actually occurs.

Since networking can lead to new opportunities, and valuable business connections, especially during difficult time, expand your network by investing time and effort on your professional network by attending industry events, joining real estate associations and through participation in their networking activities.

Consider specializing in a particular niche within the commercial real estate market by becoming an expert in a specific area, such as retail, office space or industrial properties, thus differentiating yourself through specialized knowledge and insights for your clients.

Be flexible in changing markets while adjusting your strategies accordingly.

Invest time and effort in expanding your professional network.

Attend industry events, join real estate associations and participate in networking activities; as networking can lead to new opportunities and connections and referrals all to the benefit of your business.

Lastly, stay positive ... things will get better and you need to be on your toes when they do. And, if you ever need to chat about this or anything else, please do not hesitate to call me.

Thanks, and God Bless.

Hans Hansson

HANS HANSSON
hans@starboardcre.com
415-517-2589





My team and I are here to lend a hand with your client's pre-approval, closing, and everything in-between. Let's get connected!



Emil Kokolari
Senior Purchasing Specialist
(216) 390-3123
myccmnow.com/purchase
emil.kokolari@ccm.com
NMLS #187977

CrossCountry Mortgage, LLC
2217 E. 9th Street, First Floor
Cleveland, OH 44115
Branch NMLS2247119
Company NMLS3029

Equal Housing Opportunity. All loans are subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountryMortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). TE00686 CrossCountry Mortgage, LLC is an FHA Approved Lending Institution and is not acting on behalf of or at the direction of HUD/FHA or the Federal government.



At CrossCountry Mortgage, we've been helping people get home since the very beginning.

On an icy, blustery winter night in our first year, our CEO and a colleague were headed to a meeting with a hopeful entrepreneur in search of a property loan. On the way, they spotted an elderly couple whose car had swerved off the road and was stuck in the snow.

Even though they were in their suits and dress shoes, they stopped to help. Their appointment was important, but this was more important. Together, they pushed the car out of the snowbank, returning the couple to the safety and comfort of their

home. Then they proceeded to the meeting to provide support and service to a new customer, who remains a successful entrepreneur to this day.

Helping the couple get safely home and the customer achieve his dreams set the foundation for our company. By caring for everyone we encounter like family, we're able to truly serve our communities with kindness and forge lifelong relationships with people like you.

Our Vision — Then and Now

CrossCountry Mortgage began solely as a mortgage broker in Cleveland, Ohio in 2003. Our President and CEO Ronald J. Leonhardt, Jr. had the vision to become a nationwide full-service lender that could provide more to customers — match them up with the perfect mortgage to suit their needs, provide knowledge and support every step of the way, and make their homeownership dreams possible and affordable.

Through superior customer service and a full range of loan products and programs, we've been able to achieve that vision and build upon it by helping more people each year buy homes from coast to coast. We're continuing to expand our nationwide footprint, and we're not stopping any time soon.

Today, we have headquarters in Brecksville, Ohio and branch offices across the country. We have been a Freddie Mac, Fannie Mae and Ginnie Mae Approved Seller/Servicer since 2012 and have greatly expanded our mortgage-based solutions into a wide portfolio of home purchase, refinance, and home equity products. We are licensed in all 50 states and have earned a number of awards and accolades along the way:

- Smart Culture Award, Smart Business: 2022
- Best Workplace, NorthCoast 99: 2021 (5 times since 2016)
- Inc. 5000 List of America's Fastest Growing Companies: 2021 (8 times since 2012)
- Top Workplaces, The Plain Dealer & Cleveland.com: 2021 (5th consecutive year)

Our team is dedicated to making the mortgage process easy, stress-free and rewarding. Our culture is based on honesty, humility, integrity, and service — whether you're stuck in the snow on a cold winter night or seeking to achieve the American dream of homeownership.

Our Mission and Goal

Our mission is simple: to provide you with the best possible advice and benefit to your financial needs while facilitating a straightforward, transparent mortgage process for buyers, sellers and realtors.

Our goal is to be recognized as the leading and most reputable mortgage company in the nation. We begin that process by earning your trust through knowledge and communication. You are our first priority and we pride ourselves on developing rewarding, long-term customer relationships. We can close your housing loan quickly and help you save money because we empower our loan officers with advanced mortgage technology that enhances their customer service and industry expertise.

Experience the CrossCountry Mortgage Difference

Navigating the mortgage loan process is exciting and easy with the right home financing partner. When you work with us, you'll collaborate closely with a licensed professional who is crazy good at making sure you receive a competitive rate and an exceptionally fast and simple housing loan experience.

When it's all said and done, we strive to be your mortgage lender of choice for years to come, wherever life takes you. Our loan officers, branch managers and support staff are always available to assist you from application to closing and beyond. Anytime you need a property loan, or even if you just need a helping hand out of a snowbank, we'll be there for you.



James Fiore
Executive Vice President
M 440.478.0887
D 216.877.0950

E james.fiore@myccmortgage.com

Here's What's Happening

BY GEORGE HARVEY
george@theharveyteam.net



East vs West: Data Shows Real Estate Prices Going Different Directions

A recent article in the Wall Street Journal said the United States "is a country of two housing markets." It points out that major markets in the West were experiencing annual price declines at the beginning of 2023 while in the Eastern half of the country, average sale prices in metro markets were almost entirely on the upswing.

But standing somewhat by itself is Northern Colorado, where prices are holding steady, or even rising, in 2023.

So, what gives?

According to the Journal, most Western metro markets had experienced some price gains since the 1990s, coinciding with the growth of the technology sector. And cities such as Boise and Phoenix witnessed drastic price increases during the pandemic-fueled surge of 2020–2022.

The reaction to the impact of rising interest rates and a softening high-tech sector, has chilled housing demand in the West. Consequently, average prices are falling in places like San Francisco (down 10 percent), and Seattle (down 7.5 percent).

By comparison, prices in many Eastern markets did not see the same dramatic uptick in prices. Certain markets are also adding jobs, which keeps demand high for homes. That combination of factors is giving prices a push in places like Orlando (average prices up 9.3 percent) and Buffalo, N.Y. (up 8.3 percent).

For Northern Colorado, prices in January 2023 made slight gains over January 2022, rising 2.2 percent in Fort Collins, 1.9 percent in Loveland, and holding essentially flat in Greeley at -.025 percent. Only Windsor is an outlier from that trend, with a price gain of 15.2 percent.



A quick analysis tells us that while prices climbed in Northern Colorado between 2020 and 2022 (about 28 percent over the two-year period), it was slightly less compared to other Western cities. Also, population growth (primarily due to job growth) was strong, thanks in part to a diversified

local economy. Larimer and Weld counties accounted for half of the state's growth over the past year.

More people with more jobs translates to more people ready and willing to buy homes. And that translates to a relatively healthy housing market.

Ten Fun Facts Mostly About Real Estate:

1. On the average nationwide, builders have reduced their prices by 6% in 2023.
2. More than one million apartment units are under construction in the U.S. and developers are planning about 400,000 more. This is probably driven by price affordability as compared to single family homes.
3. 54% of resort property buyers prioritize energy efficiency, and a year-round range of sports and activities.
4. People born outside of the U.S. made up 18.1% of the overall labor force last year, the highest level in 27 years.
5. The unemployment rate for Black workers fell to a record low of 4.7% in April, and about 1.1 million more than in February 2020.
6. A mere 1.6% of job seekers changed locations to take on new positions in the first quarter of 2023.
7. Americans have curbed their home-improvement spending in 2023. They fixed, repaired, or improved most of what they wanted to do during the pandemic. Look out Home Depot!
8. 64% of working Americans are living pretty close to pay check to paycheck, with little in savings.
9. The April unemployment rate fell to a 55-year low of 3.4%. We need more workers and basically, there aren't any more.
10. Newly constructed homes made up about one-third of the single-family homes for sale in March of this year, up from a norm of 10% to 20%.

PTP360 Brings The Home Inspection to Life



This 3D inspection summary adds real value.

PTP360 from Pillar To Post Home Inspectors is an interactive 360° Visual Inspection Summary to help buyers get to know the home, enabling them to make an informed home ownership decision.

Key findings from the home inspection can be viewed from within PTP360 in 3D so your clients can get a clear visual understanding of these issues. They can revisit the home anytime from their devices, which cuts down on repeat visits to the property and saves you time. They can also easily share a link to with family and friends. PTP360 is included with all Pillar To Post home inspection packages and is delivered within 24 hours of the inspection.

If your client chooses the Premium inspection, they'll also receive a measured PTPFloorPlan with dimensions for every room in the home. They can share this information with contractors to get accurate estimates for painting, flooring and more without having to revisit the home for measuring. It's

also a great tool for planning furniture placement and a smooth move-in.

A knowledgeable homeowner is a more confident homeowner. Learn more about how you and your clients can benefit from the latest Pillar To Post innovations and technology.

Contact your local Pillar To Post Home Inspector to learn how our latest innovations can help save you time, get to closings faster and delight your clients.

It's the Ultimate Home Inspection!



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

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

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

Apparently, you can't use 'beef stew' as a password. It's not stroganoff.

Lows being highs, lessons bring blessings, and setbacks bring comebacks.

Beauty Parlor. A place where women curl up and dye.

Chickens. The only animal you eat before they are born and after they are dead.

Egotist. Someone who is usually me-deep in conversation.

Inflation. Cutting money in half without damaging the paper.

I can never take my dog to the park because the ducks keep trying to bite him. That's what I get for buying a pure bread dog.

When I see ads on TV with smiling, happy housewives using a new cleaning product, the only thing I want to buy is the medication they're on.

When I was a kid, there were two ways to die – natural causes or talking back to your parents.

So, you ever feel like your body's 'check engine' light has been on, and you're still driving it like "nah, it'll be fine"?

"Always be a first-rate version of yourself instead of a second-rate version of somebody else." Judy Garland

Can bees fly in the rain? Not without their yellow jackets!

I've started investing in stocks: beef, vegetable, chicken. One day I hope to be a bouillianaire.

Did you know muffins spelled backwards is what you do when you take them out of the oven?

How much does a chimney cost? Nothing, it's on the house.

I just want to drop my body off at the gym and pick it up when it's ready.

Notes to Self:

- 1) Stop spending more money to get free shipping.
- 2) Just because it pops into your head doesn't mean it should come out of your mouth.
- 3) You're never going to remember to do that thing later.

Do it now.

- 4) Don't throw the box with directions away until it's 100% done.

Mosquito: An insect that makes you like flies better.

Secret: A story you tell to one person at a time.

Tomorrow: One of the greatest labor-saving devices of today.

On our way to church, we asked our grandchild why is it important to be quiet in church. She said, "because there are people sleeping."

I may not have lost all my marbles yet, but there's a small hole in the bag somewhere.

My dog will eat literally everything until you put a pill in it. Then he's Gordon Ramsey.

Always make sure someone in the relationship has good credit. That's why it's called SIGNIFICANT other.

TRINKIE WATSON
twatson@chaseinternational.com
530-582-0722





Technology Developed -BY & FOR- Multiple Listing Services



A new showings and messaging platform that will be available to MLSs around the country

- Owned by 6 of the largest and most forward-thinking Multiple Listing Service organizations in the country
- Innovative tools and technology that betters the real estate experience for MLS members and consumers
- Industry leading APIs to deliver data to MLS members and the technology companies they work with

For more information on MLS Aligned, visit www.mlsaligned.com

If your association/MLS is interested in learning more about MLS Aligned or providing Aligned Showings to agents in your markets, please contact us at info@mlsaligned.com



Legal Update

BY DENNIS BADAGLIACCO
dennisb@alterasv.net



At the May NAR meetings the NAR Legal Action Committee took the following actions:

1. Hill-Junious v. UTP Realty LLC: Massachusetts Association of Realtors applied for reimbursement for an amicus brief filed in connection with an appeal to the Massachusetts Supreme Judicial Court. MAR argued a landlord's duty to investigate criminal activity which occurred prior to the landlord taking ownership of the property. Facts of the case showed a fight & murder occurred outside a bar in a shopping center. The person bringing the suit owned a nail salon in the same center and was a tenant before buying the center. Nail salon claimed as a tenant she was unaware of the fight & killing and it should have been disclosed by the seller. Massachusetts does not require such a disclosure, unlike many other states. Massachusetts was granted ½ of its request, \$5000.
2. Huang v. Ma: Massachusetts does not require a written buyer broker agreement in order to insure buyer broker payment. Broker 1 showed the client a home. Buyer had another broker write the purchase agreement (Broker 2). Broker 1 had no written agreement to be paid. After the deal closed Broker 1 sued for a commission. Massachusetts AOR helped buyer one and was granted ½ of the request. It should be noted that had a buyer broker agreement been used the problem would never have gone to court. In most other states Broker 1 would not be entitled to payment.
3. Rent Control: Hudson Valley Property Owners Association v. City of Kingston et al.: The Property Owner's Association is challenging the enactment of rent control measures imposed by the City. The City imposed emergency rent control after conducting a suspect survey of a limited # of properties and claimed that the low vacancy rate allowed the City to retroactively force landlords to refund money to tenants and lower rents. \$50,000 was granted to fight the City's actions.
4. The NAR Litigation is on-going and I will make a verbal report at our meeting.

DID YOU KNOW?

American Home Shield® home warranty is **28x** more likely to be used than homeowners insurance.

It's true! This is coverage your clients will use. Now more than ever, be sure your buyers have the protection they need on their new home.

For more information, contact an AHS team member today.

