



AREA

ASSOCIATED REALTY OF THE AMERICAS

*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.*

NOVEMBER 2016 NEWSLETTER

Carl A. Bosse, Green Valley; President **Suzanne Cooper**, Ridgewood; Executive Vice President

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Gail Hartnett , Boise	Ken Libby , Stowe
Ron Phipps , East Greenwich	Craig Sanford , Phoenix

UPDATE

**AREA Gathering
in Orlando, Florida**

WHEN

Friday, November 4

WHERE

**Hyatt Regency Orlando on
International Drive**

TIME

4:30-6:00PM

HOSTED BY

Sherri Meadows

We will be sending out a notice regarding the suite number when available. If you miss the notice, just ask at the front desk.

Comments from Diana Bull

Judy Zeigler Honored with 2016 California Distinguished REALTOR® Award



Diana Bull, Chair
Chair, Advisory Board
Santa Barbara, California
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Long time AREA Member and a great personal friend, **Judy Zeigler** of *Palm Desert*, was honored with the **"2016 California Distinguished REALTOR® Award,"** the highest recognition that the organization can bestow, at a recent California Association of REALTORS® (C.A.R.) event in Long Beach. She will be formally presented with the award at the annual Inaugural Gala in January of 2017. Judy is the first California Desert Association of REALTORS® (C.D.A.R.) member to earn the award.

To be considered for the honor, candidates must meet a stringent set of criteria, including a minimum of 20 years as a California REALTOR®, a demonstration of outstanding service to C.A.R. for at least 15 of those 20 years, and must be a "C.A.R.

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"All the News that fits"

www.areamericas.com

Judy Zeigler Honored with 2016 California REALTOR® Award (continued)



Judy Zeigler
Palm Desert, California

Director for Life". The award recipient is then chosen by a selection committee that reviews the candidates in greater detail and with a more finite set of criteria. "I was really stunned as I wasn't expecting it," Judy laughs. "It is a great honor to be recognized by C.A.R. for my service and doing what I love to do. To be associated with the names of the past recipients is truly humbling."

In her spare time, Judy serves on AREA's 2016-17 Membership Committee.

Ken has held numerous leadership roles in the Stowe area. He was the founding president of the Stowe Rescue Squad, Mt. Mansfield Academy, and the Lamoille Economic Development Council. From 1980-83, he served as selectman for the Town of Stowe. He was executive director of the Vermont Sheriff's Association for more than a decade. He also worked as the Town of



A proud **Bunny Libby** stands by her man, **Ken 2016 Recipient of the Vermont REALTORS® Lifetime Achievement Award** presented on October 26, in Burlington.

And there was more, this time, late breaking

This past week, **Ken Libby** was presented the **2016 Vermont REALTORS® Lifetime Achievement Award**, which was presented by the President of the National Association of REALTORS®, **Tom Salomone**.

"This prestigious award recognizes a Realtor® member who has demonstrated a lifetime commitment to the Realtor® profession and who works tirelessly to advance the Realtor® brand," said Isaac Chavez, CEO of Vermont Realtors®. "Ken has been the torchbearer for the Realtor® Political Action Committee (RPAC) and has always gone above and beyond to advance our profession."

In 2010-2013, Ken served on the National Association of Realtors® (NAR) Executive Committee. He has served as liaison for NAR's Global and Resort Committee, NAR RPAC Trustee, NAR Commercial Leadership Forum chair, and as the NAR region one vice-president. In 2012, Ken was president of the Lamoille Area Board of Realtors® (LABOR). He was named Realtor® of the Year for the Commercial Investment Board of Realtors® in 2001, 2003 and 2012. In 2003 and 2012, Ken was honored as VR's Realtor® of the Year. In 2006, Ken was inducted into the NAR RPAC Hall of Fame.

Stowe police chief from 1969 to 1976 and 1982-1992. In 2012-2013, Ken served as president of the Green Mountain Council Boy Scouts of America. Ken currently serves as president of Vermont Realtors®, a role he also held in 2003. From 2008-2014, he was the VR NAR director." Ken is a broker for William Raveis Stowe Realty and is proud member of AREA.

On behalf of the entire membership, we are very proud to be affiliated with you both! Our sincerest congratulations!
Diana Bull, Chair; AREA Liaison Committee

"A Real Estate Discussion at Burlington's OK Corral"



Ron Phipps
Former President of the NAR, Moderated "Future"

In one of the most super charged events in real estate history, the "Vermont REALTOR® Rally" took place in Burlington, Vermont under the Direction of **Ken Libby**, President of the Vermont Association of REALTORS® on the 27th of October, 2016. The signature event, a roundtable discussion entitled, simply, "FUTURE", lived up to its promises to be an eye opener and, potentially, very controversial. Here are the high-lights and comments from Ken:

The panel exceeded all expectations.

Brad Inman started with a 30-minute review of the past, present and future. He was followed by **Austin Allison**, an extremely delightful, young, articulate and successful former REALTOR® that recognized that there had to be a better way to get paperwork signed than fax,

scanning and mailing, hence Dotloop which he sold to Zillow. **Suzanne Mueller**, Senior VP of Move, Inc., which operates REALTOR®.com; followed by **Dale Ross** of REALTOR® Property Resources and **Alex Lange** of Upstream LLC rounded out the first segment, each having a 15-minute window. Once finished **Ron Phipps** moderated about 30 minutes of questioning including audience Q&A.

Three quick take a-ways:

1. Embrace the technology and if you don't it will embrace you.
2. Don't worry about the disrupts, know what and who they are but stay focused.
3. The Millennials are about 50% of new home buyers and they WANT the professional to do the heavy lifting for them. They will do their research and they will select their REALTOR® by your on-line rating before they will take a referral from a friend so focus on your on-line ratings and brand.

A Hearty Welcome to AREA's Newest Members

We welcome our newest members: **Bradley Boland** of *Sterling, VA*. (D.C. area); **David Wluka** of *Sharon, MA* (Boston area); **Shad Bogany** of *Bellaire, Texas* (Houston); and **Yoshinori Takita** of *New York, City*. David is a commercial broker and the other three are residential although Bradley has done a fair share of commercial deals.



Bradley J. Boland

Sterling, VA

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Mr. Boland has been a licensed real estate agent since 1975 and a licensed broker since 1978. Since 2001 he's been owner of Jobin Realty of Reston. His real estate experience includes residential, commercial, land development, construction, and both commercial and residential property management.

Brad was the **2009 chairman of the Board of Directors for the Dulles Area Association of Realtors**, and in 2011 was elected president of the Blue Ridge Association of Realtors in addition he was: **2011 REALTOR® OF THE YEAR DULLES AREA ASSOCIATION OF REALTORS®; 2014 PRESIDENT VIRGINIA ASSOCIATION OF REALTORS®; 2016 VIRGINIA ASSOCIATION OF REALTORS® REALTOR® OF THE YEAR.**

Brad and his wife Elaine live in Purcellville and are the proud parents of five beautiful daughters. They operate Fields of Athenry Farm where they specialize in raising lamb, cattle, and poultry.



David Wluka

Sharon, MA

Broker/Owner
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David has been a leader in the National Association of REALTORS® and both the Massachusetts and Greater Boston Associations since 1969. He is highly involved in policy issues at the local state and national levels and chaired the NAR Public Policy Coordinating Committee, Smart Growth Work Group, Land Use Property Rights & Environment & Housing Opportunity Committees. He is currently NAR Liaison to the last three as well as the Diversity Committee to the NAR Leadership.

This past April he represented NAR along with a contingency from HUD and State at the World Urban Forum in Medellin Colombia. He is an EcoBroker Certified as well as certified to teach the NAR Smart Growth curriculum. Specialties: Land planning, zoning, marketing, site searches for residential, commercial and industrial users.

Past President, Massachusetts Association of Realtors

January 2006 – December 2006 (1 year)

Past President, Greater Boston Real Estate Board

1999 – 1999 (less than a year)

Past President, Greater Boston Real Estate Board MLS

July 1994 – December 1995 (1 year 6 months)

At the state level, he is VAR's 2011 Chairman of the RPAC Board of Trustees, Chairman of the Professionalism Work Group, and former chair of the Public Policy Committee. He's a 2007 graduate of the Virginia Realtors® Leadership Academy and a long standing member of the Honor Society. He also serves on NAR's Conventional Financing and Lending and Public Policy Coordinating committees.

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Welcome AREA's Newest Members (continued)



Shadrick Bogany

Bellaire, TX

Broker Assoc., REALTOR
Better Homes & Gardens
Real Estate Gary Greene
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Shad Bogany is a Broker associate with Better Homes & Gardens Gary Greene and leader of the Bogany team. He was the **2013 Chairman for the Texas Association of REALTORS®**. With more than 32 years of real estate experience, Bogany has served the REALTOR® family in many roles over the years. He served as the **Houston Association of REALTORS® Chair in 2002 and the Association's REALTOR® of the Year in 2004**. He is passionate about affordable housing initiatives, which is evident in his history of service to the State Association. He has **chaired the Association's Housing Initiatives Committee and was also chairman of the Equal Opportunity Committee. He also served on Houston's Mayor Turner's Housing Transition Team.**

He has also served two terms on the NAR Board of Directors from 2001-2007 and from 2014-2016 was a board member of the Texas Department of Housing and Community Affairs. In 2002 he was awarded the NAR's prestigious Omega Tau Rho Award. He has also been educating the public on issue of real estate over the radio for the past 26 years.



Yoshinori Takita

New York City, NY

Broker Associate
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Yoshi Takita is a bilingual licensed Real Estate Broker in NYC, who has been living in New York about 20 years. He serves Manhattan, Queens to Long Island areas and is a Certified International Property Specialist. (Certified by National Association of REALTORS®).

He is currently a director and as a committee member of education management, Young professional Networking, of New York State Association of Realtors. He is a committee member of Diversity at NAR. He is also a member of Asian Real Estate Association of America (AREAA) and serves at its membership committee.

ACRENTIOAL/Certificates

ABR, CIPS, SRES, GRI, AHWD, e-Pro, RSPS, SFR, HAFA, NYARM
2015 NAR Leadership Academy Graduate.
2013 LIBOR YPN TOP 20 under 40 Award.
2014 & 2016 NAR CIPS Advisory Board.
2014-2016 NAR Global Business and Alliance Committee.
2014 NYSAR Chair of Fair Housing and Cultural
Diversity Committee
2011-2016 NYSAR Board of Director
2016 LIBOR Chair of Fair Housing and Cultural
Diversity Committee
2010, 2013, 2015 LIBOR Board of Director
2014-2016 REALTOR® Long Island Federal Credit Union,
Board of Director
2013 AREAA New York East Chapter Founding Director and
Vice President
2016 Member of FIABCI Singapore

The 2017 AREA Retreat

Associated Realty of the Americas June 20 to 23, 2017

Make Your Reservations at the Fess Parker Doubletree Hotel
Member Registration Fee \$395



Eagle's View of the Fess Parker Doubletree - Santa Barbara

[CLICK HERE TO MAKE YOUR RESERVATIONS](#)

A dedicated website is now available for your attendees to book their hotel rooms online.

Reservations can be made starting now at this web address:

Booking Website: https://resweb.passkey.com/Resweb.do?mode=welcoming_ei_new&eventID=15924109



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A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco, who is one of three members serving on the Legal Advisory Board of the NAR, as are other prominent members of AREA: **Diana Bull** and **Patti Lawton**, who is Vice Chair, made the following presentation about current legal considerations facing the NAR:

The California Case against PDF flyer continues. PDF flyer is an attorney owned website. PDF flyer has been openly stealing the ZIP forms we all use and placing the forms on its website in a modifiable format. As most of you know ZIP forms give Realtors forms with blanks to fill so that may conduct business. The forms cannot be modified, except by filling in the blanks spots. PDF Flyer has "scrapped" the forms and placed the forms on its own website in a format which can be modified. The owner of PDF Flyer refuses to stop using ZIP forms...The suit continues.

Watch for Horike v. Coldwell Banker. This case has HUGE implications for negatively or positively defining Dual Agency. The ruling should be released this year. Remember this is the case where

2 different Coldwell Banker agents from different offices sold a property. The buyer is claiming both agents need to disclose everything, including confidential notes from the seller.

In another case before the Court of Appeal, 6th Appellate District, the issue of whether or not a buyer can rely on a 3rd party report which was not done for the buyer. The report in question stated there was no Phase 1 contamination. However, when the buyer tried to develop the property the property was found to be contaminated. The outcome could be interesting.

Netflix just won a case reinforcing the illegality of sharing of passwords. Could this case have implications for MLS systems? Of course, none of us has ever seen an agent share a "password"!

The Jeanne Radsick "Sherlock Holmes" "She is well known for seeing things that others may miss"



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CAPTION THIS!

THIS MONTH'S WINNING CAPTION! was submitted by **Betsy Bradley** of *Vail* and, as always, it was a very competitive contest. (By the way, they are still manufacturing Miriam's Lamborghini and we expect to deliver it by the end of Fall.) Thanks to all who sent in such clever captions. Betsy's name now goes into another drawing, together with those of **Trinkie Watson**, *Lake Tahoe* and **Deborah Baisden**, *Virginia Beach* and **Meri Crandall**, *St. George* and in December we will award the grand prize. By the way, where are the men in this contest? Next year please we hope you get involved!

Winning Caption: "YOU'RE VOTING FOR WHO...?"



Miriam Dunn, *Scarsdale*



October's Winner **Betsy Bradley**, *Vail*

P.S. This is the last contest this year! Thanks for all who participated. Time for me to begin preparing for Thanksgiving and Christmas celebrations. "Let the baking begin." Next January we will start a new contest.

Happy Holidays!
Jeanne Radsick