



AREA

ASSOCIATED REALTY OF THE AMERICAS

NOVEMBER/DECEMBER 2020



SPOTLIGHT ON

Naples, Florida

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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."

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



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Thoughts from **Seth Task**

This will be our last newsletter until 2021 and so I would like to take a moment to tell you how much I appreciate the opportunity to Chair the Advisory Board and be involved with so many talented and involved REALTORS® throughout North America. We have extraordinary members throughout the continent and I am honored to help lead this illustrious group.

The Advisory Board met this past week and has voted to select the dates of July 25-28, 2021 to be the dates of our next Retreat. We will attempt to reboot in Cleveland and Carl is working out the details, which will be revealed in January. We realize that this date may have to be changed pending the state of COVID, but we also know that getting together is of great importance to all of us and thus, we offer hope in this announcement. We will surely do the right thing when the time comes, but for now, we are planning the Retreat with positive goals in mind.

As we approach the year end I say good riddance to 2020, and may I offer you all a happy and healthy season filled with hope and joy and a blessed new year!

Seth

Welcome **NEW MEMBERS**



Richard Johnson
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RICHARD “DICK” JOHNSON

Dick Johnson is well versed in all areas of Commercial and Residential Real Estate. Also, he was Two Term Commissioner for Nevada Real Estate Division. He does all sizes of properties. He is Certified by the State of Nevada to teach the in and out of the 1031 Tax Deferred Exchanges, Negotiations, Introduction to Commercial Real Estate and more. He has extensive knowledge in negotiations, marketing, and technology. Dick helped develop and write contracts for the Nevada Sparks Association of Realtors. Areas of expertise include the Leasing and/or Sale of : Industrial, Commercial, Retail, Multi-family, Business Opportunities, Office, Residential, Hotels, and Gaming. The real estate business is becoming more sophisticated and challenging. Dick is a leader in the real estate business. His clients come first. Dick has helped write Commercial Contracts for the Board of Realtors, represented the United States Bankruptcy Court in the largest bankruptcy in Nevada history, developed and been certified by the State of Nevada to teach Continuing Education and Law and Ethics classes.



Jennifer Wauhob
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JENNIFER WAUHOB

Serving families in the Katy and West Houston real estate market for 10 years, Jennifer was named a Top 20 Under 40 Rising Star in Real Estate by the Houston Association of Realtors in 2014, was named one of 11 Realtors to Watch in 2017 by the Texas Association of Realtors, named a 5 Star Realtor by Texas Magazine in 2016, 2017, 2018 and 2019, and is a Gold Award recipient for Better Homes and Gardens ranking her in the top 2% of agents in the national brand. She also serves as the Advisor of Professional Development for BHGRE Gary Greene and is a certified instructor for the Texas Real Estate Commission. In addition to serving as a Guest Contributing Author for Realtor.com she has also been a featured guest on Inman’s Daily Dispatch Podcast, the Real Estate Rat Pack radio broadcast along with the Stewart Title Radio Show. She now leads a team of 7 who work hard to ensure you have the best home buying/selling experience possible!



Michael Wong
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MICHAEL WONG

Mike Wong, 2019 Houston Realtor of the year, has served the Greater Houston area for over 14 years. His experience and commercial portfolio of clients range from small local businesses, Fortune 1000 companies, local and international investment firms, REITS, medical groups, local cities, franchisees, and manufacturers from all over the world. Mike has a local and international team and network of industry professionals to handle every real estate need from conception to close. An experienced investor in both Residential and Commercial property Mike creates wealth for his clients in any type of market condition. He practices what he preaches to his clients and puts his money where his mouth is. His personal hands on approach with his own properties gives him investor experience beyond just looking at numbers. He isn't afraid to get dirty with some repairs or remodeling work on his properties.

Mike is a native Houstonian who spent the first 32 years of his humble life growing up in a family grocery store in the Sunnyside community of Houston. During that time he learned the true spirit of entrepreneurship and hardships. Mike proudly graduated from the University of Houston with a Bachelor of Architecture Degree, Minor in Construction Management, and Minor in Political Science.

Welcome **NEW MEMBERS**



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TANGIE R. LEVERETT

Tangie R. Leverett serves the San Francisco East Bay area and has been a full-time REALTOR® since 1997. She is an active member of the local, state and national REALTOR® associations. She has served in many capacities including President of her local, 4,000 member, association this year. She has served as a Director of the California Association of REALTORS® since 2005.

National Association of REALTORS®

California Association of REALTORS®

Contra Costa Association of REALTORS®

Director California Association of REALTORS®

2014-2015 Director - Contra Costa Association of REALTORS®

2013-2014 President - Prudential California Community Foundation

2012 Executive Committee - California Association of REALTORS®



Gobbledegook!

AREA ZOOM CALL

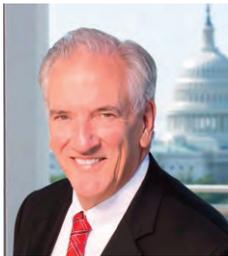
**7:00PM ET
THURSDAY, NOVEMBER 19TH**

Watch for your personal invitation
from Gail Hartnett



Are Americans Building Up An Appetite for Bigger Homes?

BY CHRIS MCELROY



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Moving decisions don't only apply to where you live, but the size of the house in which you live.

For some that means downsizing and simplifying. But for those with the means to go big, apparently bigger is better when trying to cope with life in a pandemic. Whether it's the need for home learning space for the kids, additional home office space, home-based recreation (a pool, an exercise room,

etc.), or welcoming an adult child back into the nest, the safer-at-home lifestyle has whetted the appetite for more square footage.

"The suburban home that was so stereotypical and boring suddenly proved itself to have benefits we've completely forgotten about," explained Sonia Hirt, an urban planning professor at the University of Georgia. That way of thinking was also recently explored by real estate news publisher Inman in an article titled "Are McMansions back? Pandemic spurs renewed interest in big homes." Realtor.com tells us that the median size of existing homes before the pandemic was

2,060 square feet. New homes being built so far this year have a median size 2,291 square feet, according to the National Association of Home Builders. So? One Boston-area architect told Realtor.com that "Buyers and homeowners want to tack 500 to 1,000 square feet on top of" their previous home size goals."

The urge for additional space has also been boosted by the record-low mortgage rates, which have expanded housing budgets for Americans with economic stability.

"I do think the stay-at-home orders made people focus more on what their home can offer to their family," Houston-area Realtor Nancy Almodovar told Inman. "When you are limited in where you can go and travel, you want your home to have spaces that allow you to relax and retreat from everyday stress."

From 2011-2017, Chris served as a Colorado Real Estate Commissioner, literally helping write many of the real estate contracts and documents used in Colorado today. He is the author of the Little Blue Book of Rules to live by for REALTORS and "Lifetime Achievement Award" in 2018 from the Fort Collins Association of REALTORS.

The importance of a long-term mindset.

BY JENNIFER WAUHOB

Recently I was interviewing a top producing Realtor in my area and he said something that really stuck out to me.

Let me bring you up to speed: I record a weekly coaching video for my brokerage and I frequently bring in top agents and interview them about what has made them successful. After doing dozens of interviews I've noticed the pattern is almost always the same: they get up and go into the office, they work a full 40 hour+ week, they make it a point to get out from behind their computer and meet new people, they hold Open Houses, they network, etc. None of them are chasing the newest fad or looking for the easy way to the top. These producers do the basics (the stuff that isn't exciting or glamorous) and do it consistently. "Success leaves clues" as they say, and I'm always telling agents that they don't have to reinvent the wheel, just mimic the activities you see top agents doing.

But when I interviewed this particular Realtor he hit on something I think all agents (both newbies and us veterans too) sometimes forget. Most of the time, the work we are doing now isn't for our business now, it's for our business 6 months from now. Now would be the appropriate time to give a slow clap or shout an "Amen!"

Yes, occasionally you will get lucky when you are making your phone calls or send out a piece of marketing and someone will respond with "so funny you reached out, we are ready to get our home on the market". Don't you love it when that happens? It's great!! It's also not the norm.

The norm is the people that you are talking to today won't actually be buying or selling a home right away. The norm is that their timeline is not what always what you wish it was. The norm is that when they get your postcard, or see you on social media, or get your pop-by gift that they are reminded of how great you are, not that they are suddenly motivated to move.

How often in our industry do we try something for a month, maybe even two or three months, and then, when we don't get the results we want, give up and say "Well, that didn't work. Time to try something else". I see new agents struggle with this all the time. They hold several Open Houses in a row and don't pick up a serious buyer so they say Open Houses don't work. They try farming a neighborhood but after 6



Most of the time, the work we are doing now isn't for our business now, it's for our business 6 months from now. Now would be the appropriate time to give a slow clap or shout an "Amen!"

months haven't gotten a single listing in that neighborhood so they go off chasing something else. They send out useful information about the market to their sphere, but when it doesn't result in a sale after a couple of months, they stop doing it.

If I told you that if you didn't do X, Y, and Z this month that you would not receive a paycheck in March next year then you would probably make darn sure you did X, Y, and Z, right? So, we must keep that mentality now, especially during this crazy season we find ourselves in.

Your market may be on fire right now, or your market may be very uncertain. You may be busier than you've ever been or you may be struggling to stay motivated while dealing with the Covid craziness. Either way, sometimes it's difficult to make ourselves do the basics because we are either too busy to stay on top of it all or because we're discouraged, we aren't getting the business we want. When you switch from looking for immediate gratification to knowing that you are laying the groundwork for a fruitful business several months from now, it can change your whole attitude.

So take some time this week to make sure you are still doing the consistent activities that you know you need to be doing. While you may not see results as soon as you want, you are setting yourself up for success in 2021. And boy, aren't we all looking forward to 2021?

Ed's note: Jennifer's personal information and bio are included in the Welcome Member Section of this issue.



IMPROVE INDOOR AIR QUALITY FOR BETTER EVERYDAY COMFORT.

4 TIPS FOR BETTER INDOOR AIR QUALITY

Our homes harbor more than just our families and possessions. Home is also where pollutants, allergens, and other irritants accumulate and thrive, with possible harmful effects on our health. Here are some simple steps homeowners can take to improve the air quality at home and increase their comfort and well-being.

1. HANDLE THE HUMIDITY

High humidity is one of the main contributors to mold and dust mite growth, both of which adversely affect indoor air quality. Keeping indoor humidity below 50% will help prevent further infestation, although once mold gets established it can continue to grow even at lower humidity levels. To reduce humidity in the home, use ventilation fans in kitchens and bathrooms, make sure the dryer is properly vented to the outdoors, and address any leaks or condensation issues. Consider using a dehumidifier in especially humid locations such as basements, which typically have poor air circulation and are prone to dampness. Set up dehumidifiers so that the collected water drains properly.

2. CUT THE DUST

Reducing dust in the home can also improve air quality. Dust has many ingredients and can include pollen, mold spores, soil particles, lint, skin flakes, animal dander and bacteria. While it's impossible to completely rid a home of dust, there are ways to control it. Purchase a quality vacuum cleaner and use it regularly. Try a vacuum with a HEPA filter that traps small particulate matter and keeps it from being blown back into the room. Use dusting cloths that collect and trap particles on furniture, light fixtures and ceiling fans. Change or clean furnace filters regularly, according to manufacturer's instructions.

High-quality furnace filters are more expensive than ordinary types, but are more effective at filtering dust, pet hair and other particles. Make sure air intake registers are kept clean as well.

3. GO AHEAD AND VENT

Opening doors and windows whenever possible can also help with indoor air quality. The home will have better air circulation and "breathe" more easily, and of course homeowners will enjoy the fresh air on a nice day. Dust window coverings regularly to prevent incoming breezes from blowing more particulates into the home.

4. CHEMICAL SENSE

Many cleaning products are available in less-toxic and environmentally friendly formulations. In fact, many "green" cleaners and detergents do an equal or better job than their conventional counterparts. Dispose of old paint, pesticides and other products so they aren't leaking fumes into the home. Homeowners should check with their trash collection provider for instructions on how to properly dispose of such items. Check for leaks or damage to packaged household products such as cleaners and solvents, and dispose of accordingly.

By taking these relatively easy steps, homeowners can truly help make their home a breath of air.

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



Staying connected in strange times.

A LITTLE WISDOM FROM EVAN FUCHS



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I'd like to take you way back to the summer of 2019. To the before times, when we traveled and group hugs were still a thing. To that day of the AREA retreat when we capped off the afternoon at JUMP Boise by taking turns plunging down their five-story, enclosed spiral slide.

What a cool venue that was! We did everything from a cooking competition, to playing Family Feud

while wearing ridiculous and hysterical photo booth props, like Viking helmets and unicorn rainbow wigs.



Is it possible that was just last year?

Attending retreats and networking events, or belonging to groups like AREA, help us forge connections which power our businesses, and also our lives. But in these strange times of 2020, practices that were perfectly acceptable in the before times, like sharing food, wigs, and enclosed spaces, feel increasingly like memories of a bygone era. At the same time, eight months into the Zoom revolution, our need to connect hasn't gone away. If anything, it's stronger as the potential to feel disconnected has grown.

The desire to connect and the feeling of being disconnected have been on my mind recently as I prepared to speak at a leader-

ship conference about communication. My message, inspired by John Maxwell's book "Everyone Communicates, Few Connect," was simple:

Leaders should communicate with the intention to connect.



If you're already moved to connect with others and want some how-to, Maxwell's book is a manual for anyone interested in developing their leadership and communication skills. In it, he stresses the importance of putting others first and communicating to them that they are valued. To do so, he suggests answering the three questions everyone asks themselves when interacting with others:

**Do you care for me? Can you help me?
Can I trust you?**

Each of us has someone in our world right now who needs one of those questions answered to lift them up. We all have a friend or colleague who, at this moment, is worried, or stuck on social media, or struggling through another difficult transaction. Do you know how much they would love to hear from us right now?

Irene Brown has an even more powerful way to think about connection. She says:

"Connection is the energy that exists between people when they feel seen, heard, and valued; when they can give and receive

“Connection is the energy that exists between people when they feel seen, heard, and valued; when they can give and receive without judgment; and when they derive sustenance and strength from the relationship.”

without judgment; and when they derive sustenance and strength from the relationship.”

AREA is a remarkable group of talented and caring leaders whose collective reach spans countless REALTORS, many of whom are feeling that disconnect on some level. For some, they have been feeling it for many months. For others, myself included, it comes and goes.

I was asked to share something to help cope with the effects of the pandemic. Imagine the strength and sustenance we could

foster; the energy we could spark by helping someone feel seen, heard, and valued. What a simple way to help them and help ourselves at the same time.

Unicorn rainbow wig optional.



Hi, I'm Evan. I've been the broker-owner of Bullhead Laughlin Realty for over 20 years. My wife, two beautiful daughters and I live in Bullhead City, AZ, which is 90 miles south of Las Vegas, right on the Colorado River. I speak nationally on leadership, sales, strategic planning, and team-building.

I am also an accomplished concert-goer and consider myself a lifelong learner. I love collaborating with individuals and teams who aspire to produce their best work. You can reach me at 928-542-8610 or Evan@EvanFuchs.com.

A promotional graphic for a book titled "STOP SELLING YOURSELF SHORT" by Hans Hansson. The background is a rustic wooden surface decorated with cinnamon sticks, walnuts, and star-shaped cookies. The text "Holiday Treat!" is written in a red cursive font, followed by "for the rookie who needs a little help" in a smaller, black cursive font. A red button with white text says "PURCHASE YOUR COPY HERE". The book cover features a photo of Hans Hansson and the title "STOP SELLING YOURSELF SHORT" in large white letters. Below the title, it says "Key Lessons Learned for a Successful Career in Sales" and "HANS HANSSON" at the bottom.



SPOTLIGHT: Naples, Florida

Once, the only people to stroll Naples' seven miles of white, sandy beaches, were the Caloosa Indians. The first settlers, Roger Gordon and Joe Wiggins, arrived in Naples in the late 1860's. A river and two inlets still bear their names.

Throughout the 1870's and '80's, magazine and newspaper stories telling of the area's mild climate and abundant fish and game likened it to the sunny Italian peninsula. The name Naples caught on when promoters described the bay as "surpassing the bay in Naples, Italy."

In 1887, a group of wealthy Kentuckians, led by Walter N. Haldeman, owner of the Louisville Courier-Journal, purchased virtually the entire town of Naples. One of the first improvements Haldeman and the Naples Company made was to build a pier 600 feet into the Gulf of Mexico. The unusual "T" shape allowed large ships to dock easily. Despite being destroyed and rebuilt three times, the pier's "T" shape remains.

Naples quickly gained a reputation as a winter resort. Social life revolved around the Naples Hotel, which played host to celebrities

such as Rose Cleveland, Thomas Edison, Harvey Firestone, Greta Garbo, Hedy Lamarr, and Gary Cooper. As the town of Naples went up, so did the price of property. The cost of a beachfront lot soon reached \$125.

In 1911, Barron G. Collier, who had made his fortune in streetcar advertising, visited nearby Useppa Island. He was so taken with the





area that he bought over a million acres of untouched swampland - including most of Naples. Collier believed that Florida's west coast could enjoy the same boom that the east coast was experiencing in the 1920's; but first it was necessary to bring in road and railroads.

construct the Tamiami Trail, which opened in 1926 as the only paved highway linking the state's two largest cities - Tampa and Miami.

Collier died before he could see his dream come true, but come true it did. Today, Naples enjoys unparalleled prosperity. And the area's unrivaled sport fishing, hunting, boating, sun bathing, and beach combing attract people today just as it did a century ago.



The First Arrival of the Orange Blossom Special Jan 27, 1927

Based on Collier's promise to help build the Tamiami Trail, in 1923 the state legislature created Collier County, of which Naples is the county seat. Collier spent more than \$1 million of his own money to



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A Memo From David White & Associates

How to unlock a Commercial listing that you may not otherwise have had!

Whether or not you are aware, you probably know clients or prospective clients looking for a way out of being a landlord, but do not want the tax burden of capital gains and depreciation recapture that comes with a sale.

Maybe they have reached retirement age, want to travel, are tired of managing properties, and would like a passive income while deferring capital gains tax.

Sure, a traditional 1031 will get them out of their current property but puts them back into the landlord role on the new property. There are many property owners doing nothing to change their circumstances for that very reason, and they have no interest in selling.

If you could show them an option that fits their needs, they may be inclined to list that property!

Delaware Statutory Trusts (DST) investments are recognized by the IRS as like/kind real estate investments for 1031 and 1033 exchanges. They are similar in nature to T.I.C. investments but provide more investor protection including non-recourse financing.

The properties are operating and leased prior to client investment. Income starts on the close date. The same rules apply as conventional exchanges regarding use of an intermediary and 45/180-day exchange rules.. DST shares offer easy division to heirs and retain step-up in basis at death. DSTs can be used as the only exchange property or as a filler for unspent "boot."

Exchanging a property with debt is an option. Many DSTs include leverage that is passed to the buyer without qualification or loan application. Unlike a T.I.C., the investor does not need to form an LLC or provide their own financing or cash to replace relinquished debt. The process is much simpler and affords additional consumer protections.

Additionally, if the internal leverage in a DST purchase exceeds their debt requirement, the buyer obtains additional real estate creating a new depreciation schedule.

An investor can sell one property and purchase several DSTs to gain further industry and geographic diversification.

A Summary of DST Features and Risks:

- Defer taxes on rental or investment property sale
- Provide steady monthly income from professionally managed properties
- Avoid the need to add cash or qualify for debt to meet exchange numbers. Leveraged DSTs can solve financing problems
- Identify a back-up property in case a 1031 purchase fails
- Provide a "filler" to complete an exchange and avoid boot.
- Eliminate day to day management of rental properties

- Help solve reduced income problems due to vacancy, high tenant turnover, rent control and increasing expenses.
- Provides simple estate planning. Shares are divided among beneficiaries while retaining step up in basis.
- For those retiring and selling their business property, they provide tax deferral and income.
- For 1033 involuntary transfers sales via imminent domain
- Sell a single property and diversify into multiple real estate sectors and locations, all while deferring taxes and retaining step-up in basis at death
- DSTs are securitized investments. Investors must meet Accredited Investor Requirements as defined by the SEC: In the United States, to be considered an accredited investor, one must have a net worth of at least \$1,000,000, excluding the value of one's primary residence, or have income at least \$200,000 each year for the last two years (or \$300,000 combined income if married) and have the expectation to make the same amount this year. The term "accredited investor" is defined in Rule 501 of Regulation D of the U.S. Securities and Exchange Commission (SEC).

Securities Disclaimers

- An investment in the Interests of the Trust involves significant risk and is suitable only for Investors who have adequate financial means, desire a relatively long-term investment and who will not need immediate liquidity for their investment and can afford to lose their entire investment.
- The Interests are subject to legal restrictions on transfer and resale and Investors should not assume they will be able to resell their interests.
- There is no public market for the Interests.
- Investors may not realize a return on their investment for years, if at all.
- There are various tax risks, including the risk that an acquisition of an Interest may not qualify as a Section 1031 Exchange.

David White & Associates can help. Contact Chris Riel or Kirk Dobson for more information.



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Jeff Velez

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- Customizable, client-friendly reports, branded with your info.
- Access data on-the-go and respond to clients in seconds with RPR Mobile™
- Commercial tools: demographic data, consumer spending behavior and investment analysis.



50% off marketing fee for 1st listing upgrade

AREA SPECIAL

The world of Real Estate is changing, is your business equipped with the best tools?

**FOR CURRENT LISTINGS,
WHEN YOU NEED MORE ACTIVITY**

Marketing Matters & Time-Limited Events

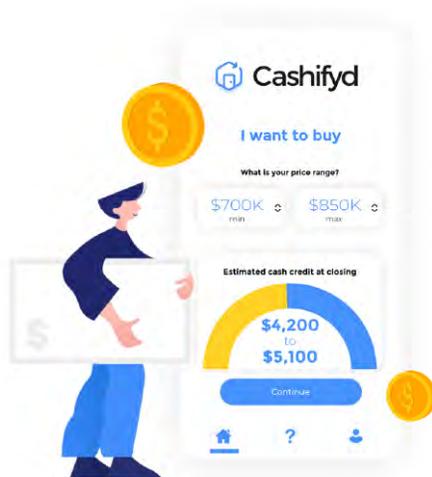
Showcase your property to interested buyers with your property listed on RealtyHive, smart digital marketing and social media ads, and more. See just how great your property is doing by checking out your marketing dashboard & share it with your clients so they know just how much you're doing for them!

**FOR EXPOSURE, WHEN YOU WANT
TO GET MORE LISTINGS**

Be a Signature Agent

... and get access to exclusive services:

- Co-Branded Landing Page
- Co-Branded Postcard
- Claimed Listings & Dashboard
- Radius Awareness Campaign



**FOR LEADS, WHEN YOU WANT TO
WORK WITH MORE BUYERS**

Cashifyd

Would you be interested in getting local, self-qualified buyer leads for just the cost of a referral fee? Then Cashifyd is for you! Buyers submit info about when, where, what, and how much they're looking to spend and agents can submit offers of a cashback to entice buyers to choose them. Offer more for the leads you want or opt out of those you don't. Platform is free to use.

area.realtyhive.com

866-624-9484

Different!

2020 is just plain different.

Different than anything we have ever experienced before.

BY PATTI FITZGERALD



Patti Fitzgerald
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Beginning in March, we were shut down completely and we had no idea what was going to happen to our businesses, our income, our families and our future. We were all frightened out of this disease called Covid 19. We lost all sense of socialization as our outings became limited to the grocery store, Walmart and Home Depot, but only for essentials. We were all trying our best to cope with this new reality.

In Florida, the Governor declared real estate an essential business, so we were able to keep operating with limitations in place. Homeowners were reluctant to have people enter their homes so many pulled their properties off the market. But, for the most part, while we actually had some pretty hectic months, time spent actually proved to be very lucrative.

Among other things, we learned to do more live videos that we ever thought possible...plus a whole bunch of other things, too.

But, as some prospered, others didn't; all the while losing momentum as well as business. Alas there are still REALTORS® who are still too afraid to get back into the swing of things. Hopefully, when we get the virus under control, that will change.

This leads me to a conversation we should have about our mental health and where we should go from here.

Our markets have changed but the question remains, have we? Are we still dealing with the frustration and isolation that we may previously have had? Are we feeling anxious and worried? Are we handling stress well?

As REALTORS®, for the most part, we are very social people and confinement and lack of social encounters work against our mental well-being. As we adjust to the other aspects of our lives, we also need to adjust our mental frame of mind.

Therefore, I am proposing several ideas that may be of help. They have helped me and I hope they help you:

1. Limit screen time. Turn off the TV and social media. (These tend to be sources of bad news and seldom good.) Stick to Netflix and Prime Video or the like.
2. Take long leisurely walks and think about the good things going on in your life. Exercise regularly.
3. Food has been an important part of this pandemic. I know, for sure, that we all cooked more, making more comfort food, and ate every snack and sweet we could possibly find. We need to get back to a healthy diet again and make fruits and vegetables top priority. Perhaps we need to limit the alcohol intake as well. (haha). Sleep is also very important.
4. We are all pretty much Zoomed out, but it is important to keep our daily routine intact. If we are working from home: get up and get dressed and act as if you are going out for the day. It will keep you motivated.
5. If you are still feeling anxious and depressed, seek professional help.

Remember, we are all in this together. 2021 is right around the corner and, hopefully, a new day will be dawning soon.

As Gail Hartnett always expresses: "Let's all be happy." We deserve it!

All my best,
Patti Fitzgerald

Pat has over thirty years of REALTOR experience and has been awarded the prestigious REALTOR of the year award twice from her local association and also from the State of Florida. She has also been awarded the Humanitarian of the Year award in 2015. Pat is an active participant in her community working with the Housing Leadership Council, Renewal Coalition, Florida Disaster Relief Fund to name a few. She is a graduate of Leadership Palm Beach County, a past president of Executive Women of the Palm Beaches, and has served in various community efforts.



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

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

When insults had class:

"He uses statistics as a drunken man uses lamp-posts... for support rather than illumination."

-Andrew Lang (1844-1912)

"He is not only dull himself; he is the cause of dullness in others." -Samuel Johnson

Stay Safe! Love to All,
Trinkie



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Legal Update (Aug/Sept Dennis is off this month)

with Dennis Badagliacco past Chair of the Legal Advisory Committee of the NAR

The name of the game on the National front is LAWSUITS, LAWSUITS, LAWSUITS. The number of suits regarding the National Elections appears to grow daily. Watch your trusted news source. Your guess is as good as mine as to how the suits will be settled.

A divided House and Senate may bode well for holding up major changes in the tax code. The Biden original proposals would have brought major changes to the tax code, most of which were not favorable to treatment of capital gains, stepped up basis, 1031 exchanges, etc.

With all the animosity in the country I wanted you to give you Law suit of the absurd because we all need a chuckle.

LAGUNA BEACH, Calif.—Disputes in affluent neighborhoods over ocean, noise and aesthetics are about as old as the sea—or at least a 1960s TV sitcom about castaways on an uncharted desert isle. This

one stars a billionaire, his partner, too, a high-tech guy and his wife.

The essence of the suit is one party claims the other party plays a song from Gilligan’s Island and dances on the deck to make the other party get upset.

The neighbor across the street has offered to settle the issue at his home over a bottle of Fine wine.

All in favor of the neighbor’s solution say “YES”.

NAR’ Federal Taxation Committee has been studying ways to increase Housing inventory. Two proposals are coming forward in the next week. One proposal deals with indexing Capital Gains on principal residences. Had the gains been indexed the exemption for inflation the exemption would now be \$400,000 for individuals and \$800,000 for couples. The second proposal will deal with tax credits for building homes, training workers, etc.

HAPPY HOLIDAYS TO ALL.

