

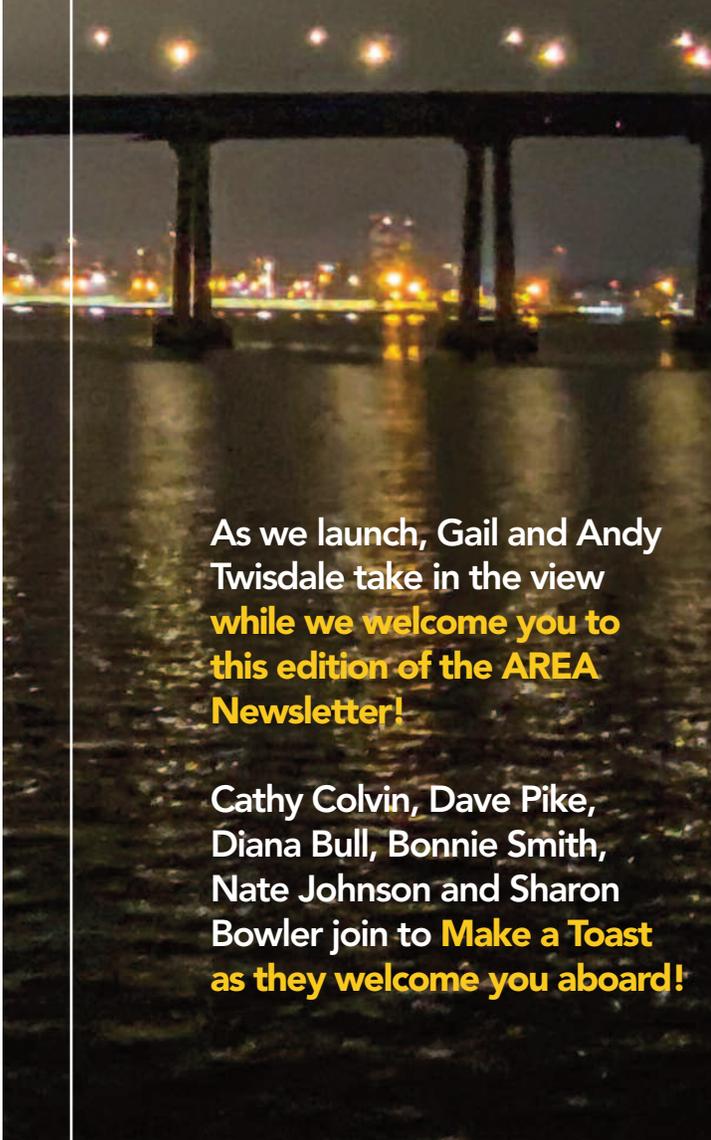


ASSOCIATED REALTY OF THE AMERICAS

NOVEMBER/DECEMBER 2021

SPOTLIGHT ON:

Cruising Together In The San Diego Harbor



As we launch, Gail and Andy Twisdale take in the view **while we welcome you to this edition of the AREA Newsletter!**

Cathy Colvin, Dave Pike, Diana Bull, Bonnie Smith, Nate Johnson and Sharon Bowler join to **Make a Toast as they welcome you aboard!**





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



Features

NOVEMBER/DECEMBER 2021

**Comments
from Jeanne**

**A Tad Bit of Humor
John Glaab**

**Honoring One Member
at a Time**

The Forum

**An AREA Event for
the Ages**

**Doubling Down with
Dennis and Diana**

**On the Lighter Side
with Trinkie**

COMMENTS FROM

Jeanne Radsick

“What a truly wonderful way to break the spell cast by the pandemic” sums up the AREA Dinner Cruise held Tuesday evening, November 9th, as all 112 attendees for our first real gathering in over two years, set sail in San Diego’s wonderful harbor on a clear, but slightly chilly, evening on the good ship Hornblower. Our hosts **Fiona** and **Colin Theseira** and Jim Taylor went (pardon the pun) overboard to make sure this was truly a very special event so well planned that makes you want to know why they don’t simply quit real estate and go in the Making People Happy business. Of course, **Suzanne** and **Carl** played a significant role but it was those special touches: a personalized welcome gift, a glass of champagne upon arrival, two beautiful decks complete with wonderful table settings and vista seating ... a dance floor, truly sumptuous buffet, two cash bars and a world class D.J. who kept things hopping. However, when all was said and done ... it was such a magnificent gift to be together to simply enjoy the company of one another once again.

Leslie made some brief but poignant comments that had the crowd both laughing, cheering and a tad tearing. And, to quote her, “The best part of this evening, the very best part, was being with so many of you.”

Can’t wait until our **Cleveland Retreat**. the last weekend in July when **Seth** and his team do it again. And, to once again repeat Leslie: “A very special shout out to **Pillar to Post**, **American Home Shield** and **RPR** who, once again, will be sponsors in 2021/22. Literally, we can’t do it without you!”



AND – a very special thank you to Colin Theseira who took the amazing photos during the AREA Dinner Cruise.

One final note! **Vince Malta** has penned a short but very poignant article under “Honoring the One Member at a Time”, later in this newsletter. If nothing else, you’ll want to read it.

See you in Cleveland the weekend of the 23rd-24th of July. Be well.



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Welcome NEW MEMBERS



Brenda Wild
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BRENDA WILD

Brenda’s background expands from Investment business in Bellevue Washington working with a small private investment group in the 80’s to event management. Companies such as Vogue, Food and Wine Magazine are some of the many. She started her career in Real Estate in Washington state and has been in the business since moving to Colorado in 1996.

She has been very involved with the Aspen Board of REALTORS® for the past several years and was its chair in 2016 when she was named the Realtor of the year. She has been awarded Real Trends America’s Best REALTORS® competing against thousands of others. And, she has been awarded the Titans Hall of Fame and Chairman’s Club awards in the past couple of years.

Professionally, she is also known for owning the number one website among franchised real estate firms, with 52 million hits this past year from over 90 countries, creating marketing opportunities that are unrivaled.

Welcome **NEW MEMBERS**



Margo Wheeler
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MARGO WHEELER

Margo is a retired First Sergeant in the US Army and lives and serves the greater Tacoma, Washington area. She has been a licensed Realtor for over 15 years. She served as Washington REALTORS Association President and, in 2011, Women's Council of REALTORS National President. As a Washington State licensed Instructor, she teaches real estate courses including NAR's At Home with Diversity (AHWD) and Military Relocation Professional Courses. She is a NAR Realtor Party Director 2021.



Colin Theseira
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COLIN THESEIRA

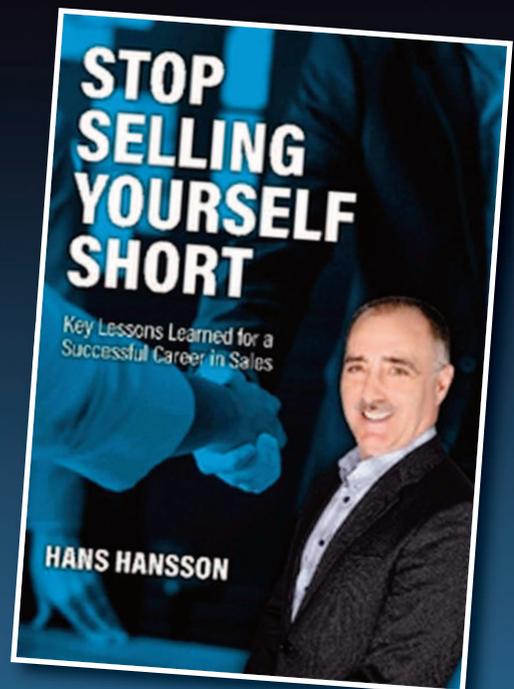
Colin Theseira, REALTOR®, is a professional photographer and videographer. He is also a certified drone pilot, which complements his real estate photography projects. In addition, Colin is a certified project manager with over 20+ years in the IT industry as an IT operations manager.

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





**AT HOME WITH
DIVERSITY®**

On top of things!

RPR has launched a completely revamped website, with easier access to an array of data, tools and reports. The new RPR is cleaner, simpler, and offers users a more overall intuitive experience. It's also been reorganized to help you find your most-used features and saved items.

We hope you love it! And as you get familiar with it, we want you to know that you have access to various types of learning resources:

Want to sign up for a live class to strengthen your knowledge of the new RPR? Check out our new set of webinars.

Is an at your-own-pace, video tutorial more your speed? We've got those, too: for Residential and for Commercial.

RPR's Printable Guides are laser-focused, step-by-step walkthroughs to a specific subject. They're easy to follow and apply.

A "refreshed" RPR blog with articles, announcements, and news you can use.

Have a question or need quick help? The Knowledge Base area of our blog is a great resource for FAQs, popular articles, product release updates and more.

Go to our website for Featured Webinars – It's very good for business!

NARRPR.com



And remember, RPR is a member benefit offered by the National Association of REALTORS®. You've already paid for it—you should be using it!

If you have questions or need any help, reach out to our Member Support team at 877-977-7576.



AREA members past and present for their continuing contribution toward the betterment of us all.

CURRENT OFFICERS

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Nancy Lane

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Shannon W. King

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Anjanette "AJ" Frye

COMMERCIAL AND INDUSTRIAL RELATIONS

Donna Smith

PUBLIC AND FEDERAL ISSUES

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Region 6 MI OH, **Pete Kopf**

Region 8 AK ID MT OR WA, **Dale Chumbley**

PAST PRESIDENTS

Ron Phipps 2011

Vince Malta 2020

SPOTLIGHT:

AREA Reunion

SAN DIEGO NOVEMBER 2021

Host and Hostess Jim Taylor and Fiona Theseira introduce NAR President Elect Leslie Rouda Smith, who welcomed 112 happy guests on the good ship HORNBLOWER the evening of November 9th.

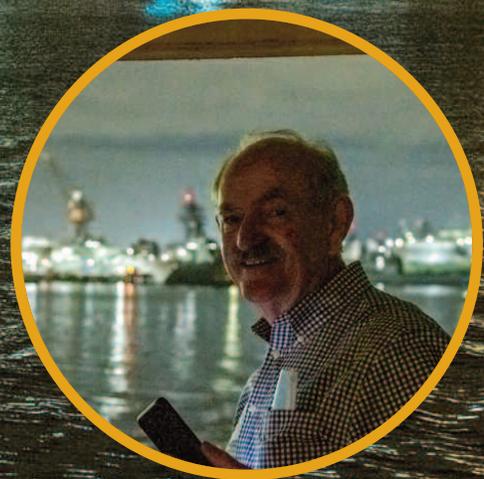




Dancing with the Stars



Coming Out of Our Shell



Randy Reynolds singing his hit song!

*"We went sailing together on San Diego Bay
We could hear the voices ringing
They seemed to say
You have stolen my heart
Now don't go 'way
As we sang love's old sweet song on San Diego Bay"*



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.

THE FORUM

Commentary by George Harvey, Jr., Telluride

OPINION: Zillow announced that it is exiting its iBuying home buying business after racking up over \$1 billion in losses over three and one-half years. I'm still dumbfounded that so many homebuyers and sellers in the United States thought that an algorithm could guesstimate a home's value without any real estate professional visiting it. Technology is great as an assistant to a real estate professional, but valuing corn cropland, hunting and fishing property, commercial property and especially resort property where homes are generally very unique and custom built was always a crazy idea.

Top Ten Fun Facts mostly about real estate:

1. In Berlin where 82% of the locals are renters, apartments are usually rented unfurnished and many times without appliances. Rent prices have tripled in three years and a new renter has to buy the leaving renter's furniture which can now run \$10,000 to \$20,000 or more.
2. The average FICO score (your credit worthiness) is at an all-time high in the U.S. at 716.
3. Federal home-mortgage loan limits are expected to hit \$1 million in some areas of the U.S.
4. Affordable Housing got axed from the \$1.2 trillion infrastructure bill.
5. In 2020, 67% of buyers and 75% of sellers only interviewed one agent.

6. Equipment theft from construction sites was estimated to be between \$300 million to as much as \$1 billion in 2020 by National Insurance Crime Bureau.
7. According to AARP, over 10 million senior adults live in poverty.
8. 80,000 is the number of drivers needed to keep goods moving according to the American Trucking Association.
9. For the first time in thirty years, a non-coastal city was number one in foreign investment, Austin, Texas.
10. In 2020, U.S. business travel declined by 90%.

Real Estate Question of the Month: Should a seller get a pre-listing property inspection?

Answer: We recommend that for a couple of reasons. First, showing a buyer the copy of an inspection and all of the recommended items fixed can be a powerful tool on gaining a buyer's confidence to make an offer. It can also assist a quicker, cash closing with one less issue to deal with. However, remember a buyer can always pay for their own inspection if they want to or have their inspector check the items that were fixed by the seller from the seller's inspection.

His Quote of the Month: Before anything else, preparation is the key to success" – Alexander Graham Bell



Becky and George Harvey, Jr. and Linda Neil enjoying themselves on the good ship Hornblower on the evening of November 9, 2021.

INTRODUCING: Honoring One Member at Time

Vince Malta of San Francisco

2020 PRESIDENT - NATIONAL ASSOCIATION OF REALTORS®

Vince Malta, a REALTOR® in San Francisco, California, was the 2020 President of the National Association of REALTORS®. A third-generation REALTOR® and the CEO and broker of Malta & Co., Inc., Vince has been in the real estate business for over 44 years and has served the industry in countless roles.

Vince has testified before Congress on behalf of NAR many times on multiple issues, including the impact of increasing conforming loan limits, insurance reform, and housing policy. On the national level, he has served on the NAR Board of Directors from 2002 to present, and was the 2010 & 2011 Vice President of Government Affairs. As NAR's 2020 President, he led the association and the industry through the COVID-19 pandemic.

Since 1988, Vince has been deeply involved with the California Association of REALTORS® (CAR). In 2002, he became a CAR Honorary State Director for Life, and in 2006, CAR elected him President. He was awarded REALTOR® of the Year for the state of California in 2007.

Vince is a graduate of the University of San Francisco and the University of San Francisco School of Law.



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Yeessss sireeee!

The AREA Retreat
is coming
July 24-26th!

We're gonna be live in
Cleveland! Seth Task will
be pulling out all of the stops!

Yes, the Rock N Roll Hall of Fame and an evening
Dinner Cruise of course!

AND plenty of insights and sharing plus ...YOU!

EARLY REGISTRATION BEGINS JANUARY 2022

"SURPRISE,
SURPRISE,
SURPRISE!"





Vince and Ron Phipps (2011 President of the NAR)

BUILDING BRIDGES

An article by Vince Malta, 2020 President of the NAR

Paris has its Eifel and New York its Statue, but in San Francisco we have our Bridge. The Golden Gate Bridge has been a symbol of our Country's Western gateway since 1937 and remains one of the most instantly recognizable structures in the World. I personally appreciate it for its beauty and its setting, but there is no denying that a bridge is something far more significant than a structure that can be crossed by car, foot, or bicycle.

Bridges are crossings, connections, the closing of gaps, and yes bridges bring people together. With the many divisions existing in our Country today, it's made me look at the bridge in new ways, sharply aware of its specialness. Many felt that building a bridge to span the width of the Golden Gateway's channel, combined with a depth of 372 feet, and the harsh environmental conditions were all too great to overcome, a folly, but how wrong they were. Today the bridge stands as a testament to the greatness we can achieve if we work together with a common purpose. When a friend comes to San

I would offer you that our future success relies far more upon or ability to collaborate, network and build lasting bridges.

Francisco, the bridge is one landmark that I never miss showing, as it symbolizes our bond, and our commitment to staying together, despite our geographic and sometimes cultural chasms.

In these last 2 years, there has been a lot of talk about resilience and pivoting, but not enough has been said of building bridges. I would offer you that our future success relies far more upon or ability to collaborate, network and build lasting bridges. This is one reason I so very much appreciate my membership in AREA as we are creating bridges across the globe, helping people arrive to their destination of homeownership or investment wealth. AREA is made up of some incredibly special people that I admire and whose friendships I shall always treasure, even more so than the magnificence of the Golden Gate Bridge at sunset.

And remember, if you come to San Francisco and you ask me to show you some sites of our fair City, I promise not to sell you a bridge, but rather build one with you.

Sincerely and With Best Wishes,
Vince Malta



American Home Shield



Craig Wolf - Regional Team Leader
Maryland REALTORS President 2022
443.643.6742
craig.wolf@ahs.com

Give your clients a home warranty with more coverage and less exclusions.

Be sure with the Shield.™



A LITTLE HUMOR, COURTESY OF JOHN GLAAB

I used to be addicted to the hokey pokey...

... but then I turned myself around.



HB HELMSBRISCOE

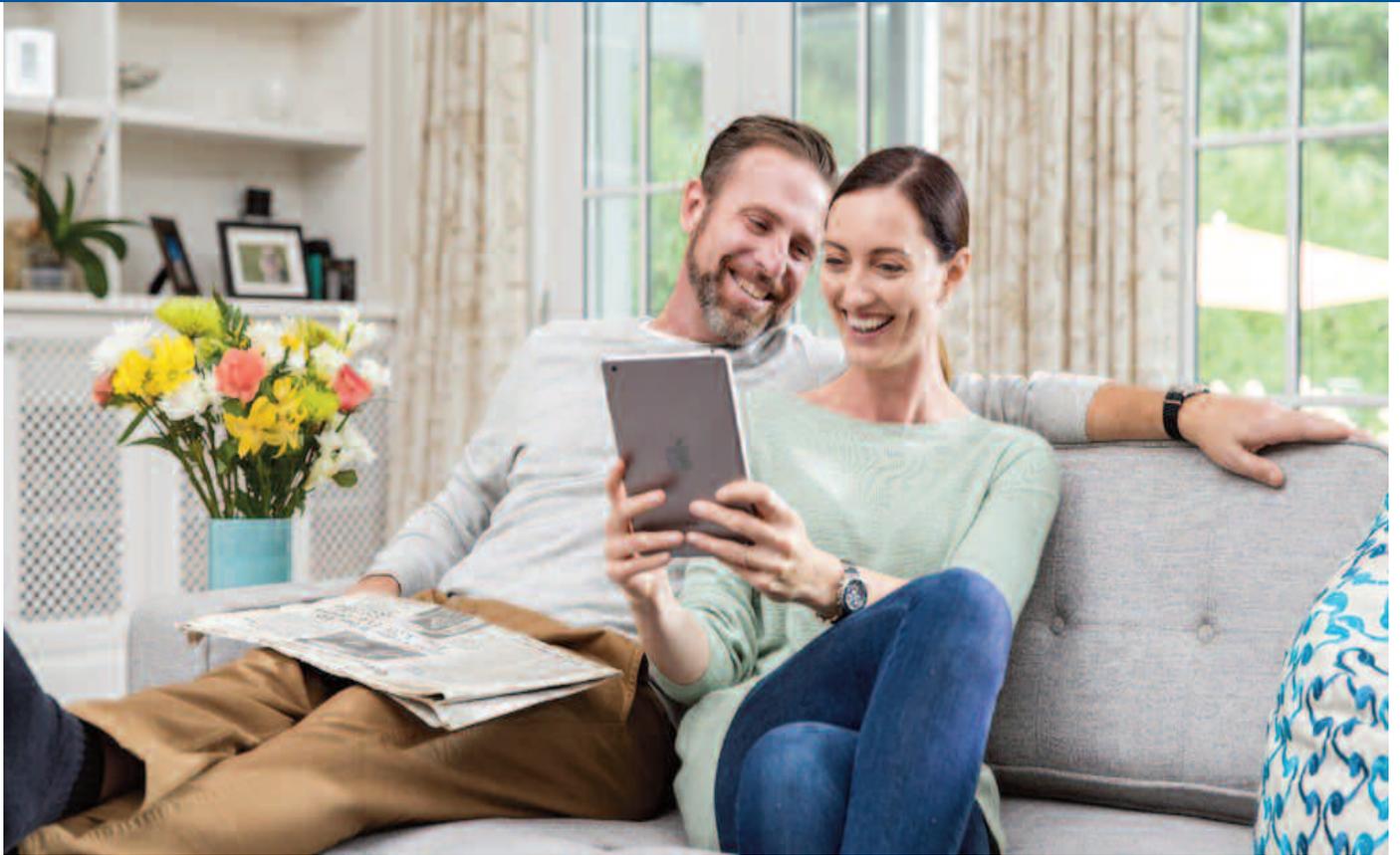
As an independent contractor with HelmsBriscoe, I can help you streamline the meeting planning process by managing the time-consuming task of researching, contracting, and evaluating venues for your organization's events!



Contact me for more information, and let us put our buying power to work for you!

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Can technology create a better home buying experience?

With homes selling seemingly at the speed of light, many buyers are faced with making quick decisions and taking fast action in the process. Digital signing, online listings and other conveniences save everyone time. And now it's easier than ever for buyers to learn about the home through technology advances in home inspection.

The home inspection is, of course, a key component to ensuring that a buyer knows the ins and outs of the home they're considering. By providing key insights into the home's condition, the inspection report serves as a reference that's useful not only during the transaction process but while the buyer lives there. New technology broadens the inspection report into a living, virtual documentation of inspection findings that helps the client visualize any issues called out in the report.

Advanced technology can also generate a measured floor plan of the home during the inspection. An accurate floor plan

helps the buyer understand room flow and size and can help them plan their move. They can also share the floor plan with contractors to get accurate estimates for repairs, upgrades or other needs, saving time and additional trips to the home.

With technology-driven advances in home inspection, agents and buyers alike benefit by saving time, money and keeping transactions moving. Be sure you recommend a home inspector who uses the latest technology and you'll reap the benefits as well.

Happy Holidays from Pillar To Post Home Inspectors! We look forward to serving you in 2022.

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





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Legal Update

by Double Aces Dennis and Diana



REPORT FROM NAR LEGAL ACTION



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- 1. Case 1:** In December 2018 Plaintiff & her agent viewed a property which was vacant. The sellers had moved out sometime prior to the showing. A winter storm had passed through the night before. While getting out of her vehicle, parked in the home's driveway, Plaintiff slipped & fell on ice. No agent from the listing office was present and, in fact, the listing brokerage was unaware of the showing. The sellers admitted during discovery they continued to possess the property even after they moved out and were solely responsible for maintaining the property, including snow & ice removal. Plaintiff sued the listing brokerage, not the sellers, saying the brokerage was responsible for maintaining the property. NAR had previously written an Amicus Brief. Summary dismissal was denied and case is going to full trial. NAR granted money to defend the listing brokerage.
- 2.** An individual who is not a member of NAR made a request of NAR to provide him money to refile a proposed lawsuit because a bank had in his words "made an illegal foreclosure" on a home he owned. NAR denied the request.
- 3.** A Missouri case came forward in which a builder of a home which used a design for a home between 1996 & 2001 claims an agent making a floor plan from the agent's own measurement for a required MLS entry violated his copyrighted home design. The significance of the case is obviously national. The plaintiff has an attorney working for a contingent fee and is forcing the defendant to keep going to trial. To date the defendant brokerage has spent \$523,086 and NAR has reimbursed \$240,000. The case is headed to the US Supreme Court.
- 4.** Independent Contractor Case: A large real estate company in New Jersey is being sued for "classifying an agent as an independent contractor instead of an employee". This case is obviously extremely significant on a national basis
- 5.** NAR cases regarding alleged requiring the payment of a buyer's broker commission and potential DOJ antitrust actions are ongoing and will be for some time. NAR requested we not comment further on these cases.

Editors Note: Since Diana will no longer be on the Legal Action Committee, she has relinquished her position regarding Double Down after their year ending column; noting that we are in very good hands, with Dennis continuing on to prepare and write the column in the future. We thank them, both!



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

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

"I have kleptomania, but when it gets bad, I take something for it."

- Robert Benchley

Crazy Fact: Many years ago in Scotland, a new game was invented. It was ruled 'Gentlemen Only...Ladies Forbidden'!...and thus, the word **GOLF** entered into the English language.