



ASSOCIATED REALTY OF THE AMERICAS

OCTOBER 2022

SPOTLIGHT ON:

Michigan's Iconic Mackinac Bridge



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

COMMENTS FROM

Deborah Baisden



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First, I want to, once again, say thanks to my dear friend, **Jeanne Radsick**, for the incredibly fine job she did during the Covid years while she was President of the California Association and also Chair of our Advisory Board. We held together pretty well during that period and a lot of credit goes to Jean for allowing that to happen. Thank you!

After several attempts with my internet provider and some tech support from Virginia REALTOR® Member Benefits Service, I was able to determine that the speed of the internet coming into my office was only a third of what was needed. An amplifier was added and I am now full speed ahead. Sorry for the trouble.

Our **Retreat is July 16-18** of this year. Please read the request, act and save! This month we introduce two new members both bringing exceptional backgrounds to join with us; Our spotlight is a truly wonderful story penned by **Bill Milliken** of Michigan regarding the Mackinac Bridge a magnificent technological and architectural wonder whose purpose is so perfectly served; **Alex Bikov** gives us a brief treatise on the values inherent when one thinks outside the box; **George Harvey** gives us a look to the future, **John Glaab** has a say; **Trinkie's** humor brings us some laughs, and **Dennis** describes all things legal. Also, we are spotlighting **American Home Shield**, one of our many sponsors, whom together with **RPR** and **Pillar to Post** have been with us for 10 years. Thank you very, very much. See you in Orlando.

Deborah



Comments
from Deborah

Welcome New Members

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2023 Retreat

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John Glaab

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Kitty Wallace

Insurance Update
Andy Twisdale

On the Lighter Side
with Trinkie

Legal Update
Dennis Badagliacco

DID YOU KNOW?

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

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Welcome **NEW MEMBERS**



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DIANE MARZONIE

Diane Marzonie is an Arizona native. Raised in Tucson, she is a graduate of Salpointe Catholic High School, and attended Pima Community College, and the University of Arizona. She became a REALTOR® in 2004 and is currently an Associate of Long Realty in Tucson. She became a volunteer with the Tucson Association of REALTORS® Charitable Foundation in 2015 and rose to the Presidency in 2019. Additionally, she was a board member for TAR (Tucson area Association of REALTORS®) for 4 years where she served on several committees. She became its President in 2021. She received an "Outstanding Service Award" from TAR as well as her CRS designation in 2018.

Long Realty Company 2022 Director Circle Award Recipient; Tucson Association of Realtors, Immediate Past President 2021; Tucson Association of Realtors Charitable Foundation, 2019 President; Arizona Association of Realtors, 2019-2021 Director; Tucson Association of Realtors, Recognition Task Force, 2022 Chair



Natalie Moyer
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NATALIE MOYER

Natalie is a 4th generation native of Wichita with two grown children (both college graduates), who loves to travel, is a foodie, into fitness, entertaining, a "golf hack" and very much involved in community and charitable activities within her community as well as state-wide.

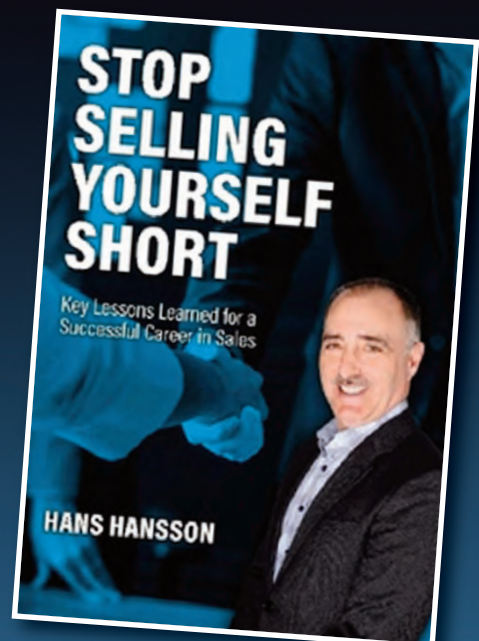
PROFESSIONAL INVOLVEMENT: State of Kansas: Chair, Kansas Real Estate Commission 2022-2024; Commissioner, Kansas Real Estate Commission 2021; Kansas Association of REALTORS President 2021; National Association of REALTORS RPAC Fundraising Trustee 2022, graduate of Leadership Academy 2020, RPAC Hall of Fame 2020; REALTORS of South-Central Kansas Board of Directors 2015-2020.

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A Thoughtful Commentary

BY ALEX BIKOV



Real estate professionals, such as those of us who belong to AREA, are constantly seeking better ways to improve our knowledge and service to better assist our clients. Thinking outside the box is sometimes the biggest challenge because, no matter how hard we try, we love doing those things that are comfortable and, seemingly, best suited to achieve our tasks and goals.

A Delaware Statutory Trust will never pay you a commission if recommended to a client. (Don't let anyone attempt to fool you otherwise.) **However, it can be a valuable tool in your arsenal. So, what is it?**

In Short:

Delaware Statutory Trust 1031 Exchanges provide real estate investment owners with a unique and flexible solution to defer capital gains tax while eliminating active management.

So, what does that mean?

Your neighbor, Tom, owns a particular business housed in a building which he also owns. He is up in years and is ready to retire but not sure how to handle it.

One way is to team up with a commercial broker who sees value in your relationship and then reach out to the owner and tell him or her about DST's and how they might help him arrive at his goals of successfully retiring.

What is in it for you? If He or She owns a home and when they sell, you could get the listing. (Or, at least that is the goal.) And, you might also receive a referral fee if the real estate is sold. Not such a long shot, just takes some time to mature. Thinking long is actually a big part about thinking outside the box.

In summary, you are doing your job, as a fiduciary, in providing professional guidance, as a simple courtesy.

If you think this is a good idea that you might wish to pursue, kindly give me a call and we can help you get started.



ONE OF THE KEY SPONSORS OF ASSOCIATED REALTY IS OUR GOOD FRIENDS AT AMERICAN HOME SHIELD. HERE IS A LITTLE SOMETHING ABOUT THEM YOU SHOULD KNOW!



5 Reasons You Need a Home Warranty

Wondering if you really need a home warranty? Here are five reasons why you do! An AHS home warranty offers appliance discounts and saves on repair costs.

It's always a good time to take stock of how you invest your time and money, including ways to protect your budget and prepare for the unexpected. Whether you've considered home warranty coverage before or never given it a serious thought, take the time to find out more about how such coverage can benefit you and your home. Here are five reasons why a home warranty is a good investment:

1. BUDGET PROTECTION

A home warranty can help protect your budget by covering many of a home's major systems and appliances that can be normally expensive to repair and replace. The home warranty is a one-year service agreement that covers the repair or replacement of many major home system components and appliances that

typically breakdown over time due to normal wear and tear, helping you plan for the unexpected.

2. ANTICIPATE EXPENSES

A home warranty can help you anticipate out-of-pocket costs. Instead of guessing about what system breakdowns may cost you in 2021, you'll gain a better idea of what expenses to expect, which can help you with your household budget planning.

For example, with an American Home Shield Home Warranty® you have the option of breaking the cost of your plan by monthly payments or with a one-time annual payment. When you make a service request, you'll also know in advance the amount of the Trade Service Call Fee (TSF) that is due when the contractor arrives at your home to diagnose a covered problem or perform service. With an AHS Home Warranty®, you are also able to choose the amount of the TSF when you sign up, which could provide more financial control. The higher the TSF, the lower you plan payment

is, and vice versa. In addition to helping protect your budget, a home warranty can help you predict your budget.

3. ADDED PROTECTION

A home warranty can complement standard homeowner's insurance. Unlike homeowner's insurance, a home warranty is a service contract that covers essential appliances and home system components when they break down due to normal wear and tear – items that most homeowners' insurance policies do not cover. While a home warranty is a good accompaniment to standard homeowner's insurance, it's not a substitute for it.

4. TIME MANAGEMENT

Time is money, and a home warranty can save you valuable time. Home system and appliance breakdowns always seem to happen at the worst possible times, and can leave you scrambling to find available help from a reliable contractor. Instead of frantically searching for repair assistance, if the item is covered under a home

warranty plan, you have a ready resource to call. AHS accepts service requests 24/7 by phone or online. They help connect customers with experienced, independent service contractors to repair service breakdowns.

5. VALUE ADDED SAVINGS

A home warranty can offer extra savings opportunities. For example, the AHS Appliance Discount Program extends exclusive discounted pricing to home warranty customers on quality name brand appliances, and the AHS Filter Program offers 30%-50% discounts on air conditioning and furnace filters for customers' homes. In addition, customers receive helpful home management information that can help customers run their homes more efficiently.

Home warranty coverage may cost less than you think. With AHS Home Warranties, you can even choose from customizable plans that let you select coverage options. Start now with new home warranty protection for your most valuable investment.



More Coverage. Less Exclusions.



SPOTLIGHT: Michigan's Mackinac Bridge

BY BILL MILLIKEN



Don't let the spelling fool you. It's pronounced MACKINAW Bridge, notwithstanding its Native American and French colonial etymology. It's "Mackinaw City" on Michigan's lower peninsula, yes. But all references to Mackinac north of there, including the Mackinac Bridge and Mackinac Island, are written "Mackinac" -- and pronounced MACKINAW. Local custom.

Discussion of a link between Michigan's two peninsulas has been topical since the early 1900's. Tunnels, bridges and a ferry service were all debated, but it was Michigan's State Highway Department that

responded to the demand and introduced ferry service in 1923. By the 1950's, five car ferries, staffed by 325 men, were operating around the clock on the Straits. Peak demand was during Fall deer season in the Upper Peninsula when officials documented a 23-mile backup of hunters on Highway US-31, waiting to board the ferry in Mackinaw City. By 1956, their last year of operation, the ferries estimated they had transported just under 900,000 vehicles.

The world's longest suspension bridge, 26,372 feet, went under construction in the Straits of Mackinac in 1953. Its notable predecessors were the Brooklyn Bridge in 1883 at 5,989 feet (\$9 million) and the Golden Gate at 8,981 feet (\$46 million). The David Steinman-designed Mackinac Bridge was to cost \$100 million to construct in one of the most weather-challenged maritime environments in the U.S.

The five lakes that make up the Great Lakes are collectively the largest body of fresh water in the world. Lake Superior, lodged between Michigan's Upper Peninsula and the Province of Ontario is 1,332 feet deep. Wind speeds have been recorded in the Straits of Mackinac at 124 mph. They are subject to freezing over in the winter and known to form ice flows over 40 feet thick, halting all navigation.

During seasonal months commercial shipping thrives on the Great Lakes. Bulk carriers, some of which are 1,000 feet long with crews of 30-40 men, ply the Lake's ports of call in Duluth, Chicago, Detroit, Cleveland,





Buffalo and the St. Lawrence Seaway. Historically, the Lakes turn rough in the Fall and are hazardous for shipping. They ravaged the SS Edmund Fitzgerald which broke apart and sank in Lake Superior in the face of 70 knot winds and stormy seas in November, 1975. All 29 crew members were lost. Gordon Lightfoot memorialized the Edmund Fitzgerald in his best-selling ballad in 1976. The SS Cedarville collided at the Mackinac Bridge in heavy fog and went down in 1965. The Carl D. Bradley, a 639 foot bulk carrier was caught in gale force winds and high seas on Lake Michigan in November, 1958. At 4:00 a.m. she broke in two, sank quickly and took with her all but two of the ship's crew; they survived four harrowing hours in a small life boat until being rescued by the U.S. Coast Guard.

With much fanfare, Queen Elizabeth sailed under the Bridge July 5, 1959 on her yacht, Britannia, followed by a destroyer escort.

The number of vessels that have sailed under the Bridge is unknown. Ice coverage precludes winter traffic. But the total, seasonal number is more than 100,000: giant salt water & fresh water freighters, tankers, passenger vessels, tug boats, barges, tall ships and wooden schooners have made the trip. Then there is the ritual Chicago to Mackinac sailboat race in July, for which the welcome sight of the Bridge each year signals the end of the 300-boat race.

As a \$100 million bridge project, the scope of the construction of the

Mackinac Bridge required the assembly of the largest maritime construction fleet ever seen. It employed 3,500 men at the Straits of Mackinac for four years. The American Bridge Division of U.S. Steel was awarded a \$44 million bid for the steel work, a record construction job for the company at the time. The two suspension towers they erected were 555 feet high – equivalent to two 46-story office buildings.

The suspension cables on the Bridge towers are 24 inches in diameter and made up of 12,876 galvanized wires which, if extended, would be 41,000 miles in length. Ironically, the supplier of the “wires” was John A. Roebling & Sons of Trenton, New Jersey, as in John Roebling who was the engineer that designed and built the Brooklyn Bridge in the 1880's. The suspension cables are secured at the anchor piers on the Mackinac Bridge which rest on the lake bed, each of which is rated at up to 60 million pounds of tension. The total weight of the Bridge as determined by the engineers is 1,024,500 tons. And it reportedly required 4,851,200 rivets to erect the superstructure. Expansion joints on the deck of the Bridge, designed to enable it to expand with increasing temperatures, allow its length to expand 27 feet. Given those statistics, it is sobering to realize that one-half of the mass of the Mackinac Bridge is below the water level of the Straits of Mackinac.

The Bridge received a new paint job which was completed last year. About 40,000 gallons of paint were required to do the job – and it took



seven years to complete. One of the maintenance challenges is trying to discourage pigeons, seagulls and cormorants from nesting on the structural elements. Their droppings corrode the Bridge by trapping moisture on the structural steel surfaces.



The 200 millionth crossing of the Mackinac Bridge was recorded in July this year; some 586,000 crossings took place in the month of August. 75% of those are passenger/pickup crossings. 11% are commuters and 4% are trucks. The COVID years saw Bridge crossing numbers soar as people headed North for the open air. The Mackinac Bridge Authority also fields up to 1,500 requests a year for “escort” services. The Bridge deck is 200 feet off the water and acrophobia accounts for many of these requests – people who fear heights and seek someone to drive them safely across the length of the Bridge in their vehicles. Extreme weather conditions also trigger some of the escort requests.

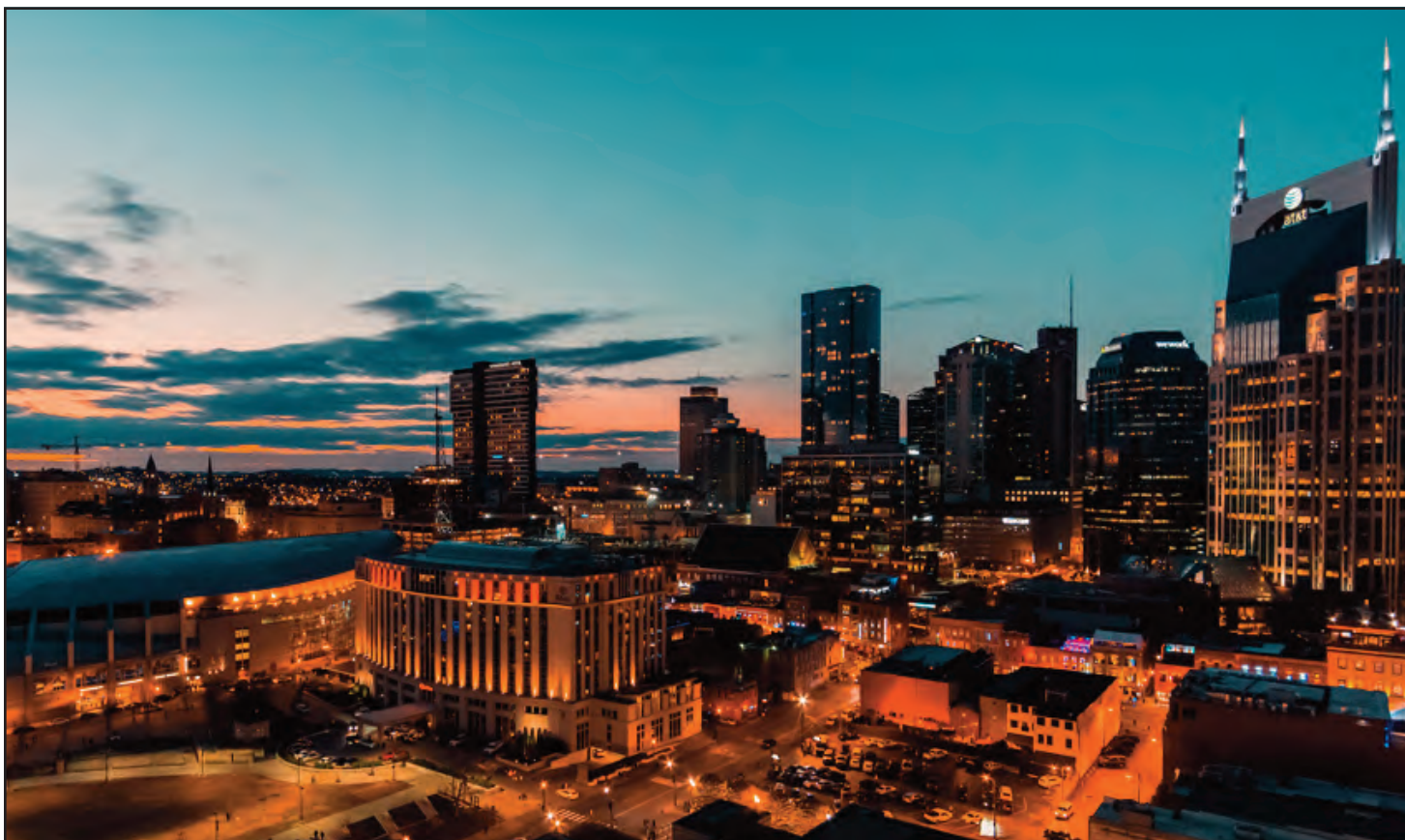
Walkers come to the Straits of Mackinac from all around the U.S. for the annual 5-mile, Labor Day Bridge walk. Normally, there is no provision

on the Bridge for pedestrian crossings. But the Governor kicks off the ritual walk in St. Ignace at 7:00 a.m., followed by as many as 30,000 people. President George H. W. Bush even joined the fun in 1992 – in the company local politicians, tourists and his Secret Service agents. John F. Kennedy also campaigned at the Mackinac Bridge in 1960. Customarily, the Bridge re-opens to vehicular traffic at noon on Labor Day. Homeland Security considerations now call for the deployment of legions of law enforcement personnel along the route, as well as marine patrols by the U.S. Coast Guard and county sheriff department marine units.



Bill Milliken on top of the South Tower of the Mackinac Bridge (552 feet high), standing with the Chair of the Bridge Authority, Patrick Gleason.

Bill Milliken, CCIM, CIPS is an AREA member in Ann Arbor and practices commercial real estate. He serves as a member of the Mackinac Bridge Authority by appointment of Michigan Governor Gretchen Whitmer.



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Hats Off to Ken Libby



1972-2022

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Thank you Ken Libby, you made it happen!



John Glaab & Linda Neil
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THE GIFT OF GLAAB

Some Comments on Our Monthly Business Call for October

For more information: john.glaab@settlement-co.com

Carl,

That was a good meeting. I especially enjoyed **Bill Milliken**. Even though. He was a Wolverine, and I was a Spartan at Michigan State. As I mentioned, during my university days. I was a toll collector on the Blue Water Bridge between Sarnia Ontario and Port Huron, Michigan. I also used to enjoy the Port Huron to Mackinac sailing race. It is the longest freshwater race in the world. On my bucket list would, be a stay at the venerable old Grand Hotel on the Island. Reminds me of Wawona at Yosemite where Linda and I went almost every October porch. The Port Huron to Mackinac Island race is the longest freshwater race in the world oat race in the world.

As I write Linda is trying to finish her work in La Paz to catch a flight to GDL, tomorrow and home Thursday She and Ed Eakin hosted a Trade “Mission of Vegas REALTORS® Next week we head to Tijuana for the AMPI Conference and AGM. Do not know why I should ever get lonely, but, to this 86-year-old guy, that call always brightens my day. Thanks for all that you do for AREA.

Cheers,
John



Here's What's Happening

by George



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Top Ten Fun Facts Mostly about Real Estate:

1. U.S. supply of previously owned homes slide for the seventh straight month.
2. Of the 140 single-family luxury home markets analyzed, 106 remain a seller's market – Leaders in Luxury, Dallas, Texas.
3. Rents jumped at the quickest pace since 1991 in the U.S.
4. The majority of U.S. corporate users are shrinking office footprint due to inflation.
5. Blackstone halts real estate purchases in 38 cities.
6. The rapid price growth in sand has jumped to \$10 a ton up from \$4 per ton, 31 years ago. Sand is the major ingredient in cement.
7. China's property market has tumbled into a severe depression due to a 96% drop in profit in the first half of 2022.
8. The current population of Colorado stands at about 5.8 million with more than 1.5 million people moving to Colorado in the last 20 years.
9. The National Integrated Drought Information System (NIDIS) recently reported that 54% of the U.S. is abnormally dry or worse. That impacts about 229 million acres of farmland.
10. North Dakota has the top beer consumption per capita in the U.S. at 45.8 gallons per person/per year with Utah coming in last at 20.2 gallons per person/per year.

Prognosis: Real Estate in the Next 18 Months

1. The bottom third price point of every market will be hurt more than the top third because the bottom third is much more sensitive to interest rate increases.
2. Home construction is down seven months in a row and will continue down for the next 18 months. Multi-family will be affected, but less so because it will become the only choice for half of the first-time home buyer market.
3. The Federal Reserve will be successful in bringing down inflation but with great pain. Unemployment will increase and the real estate market will slow somewhat.
4. There will be very few real estate foreclosures due steady demand and will be more like the 2015 - 2019 market period.
5. Successful Realtors will be the ones with a well-established practice or the Realtors who learn to 'fly fish' rather than dipping fish out of the fast stream with a net.
6. The NAHB and NAR economists say it could take ten years before supply and demand balance out in the housing industry.
7. There are about 340 million people living in the U.S. The birth rate has been flat for seven years and the death rate is running at about 3.2 million people per year. We need about two million immigrants per year just to keep the economy running well for the next decade or two. Politics will prevent that from happening.
8. With all of the economic chaos in the world and the huge disruption in supply chains, the U.S. will come out of this mess as the most stable economy in the world with the strongest currency. The only thing that would prevent that is us.....we can't get along with ourselves.
9. We will see the greatest innovation in homebuilding methods and materials in the history of the world. The U.S. will experiment with all of them and figure out the best of the best for the future.
10. Most of the rest of the world sees the U.S., NAR and the MLS as the best system to benefit sellers and buyers. Our government and greedy lawyers will try to 'fix' it and no matter what they do or how stupid the solutions become, the Realtor practitioner is the smartest, most creative and most resilient profession real estate practitioner on earth. What is smarter than a REALTOR®.....1.5 million Realtors. We'll figure it out.

Question of the Month:

If you sign a real estate purchase contract as a cash sale, can you still apply for a loan to close?

Answer: Yes, but you can't use a loan contingency nor get access for an appraiser if the seller hasn't agreed to that. As always, consult your attorney as a seller or a buyer before you sign the contract.



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!



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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.



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CHOOSING THE RIGHT WATER HEATING SYSTEM CAN SAVE FAMILIES ENERGY AND COSTS

WATER HEATING & ENERGY USE

According to the U.S. Department of Energy, 20% of typical household energy costs are for heating water, second only to heating and cooling. Given these costs, it makes sense for homeowners to evaluate various types of water heating systems with an eye toward saving both energy and money. Here we take a look at some of the most popular options currently available.

Storage Water Heater – This is the most common type of water heater in the U.S. In these systems, a tank of cold water is heated by gas or electricity. Storage heaters are relatively inefficient because even when little or no hot water is being used, the heater must still fire on and off to keep the contents of the tank hot. An insulated water heater or insulating wrap can boost efficiency and energy savings to some degree.

Tankless (Demand) Water Heater – In a tankless or demand system, water isn't stored in a tank but is rapidly heated by gas or electricity once the faucet is turned on. Because it reaches the desired temperature so quickly, much less water is wasted while waiting for hot water to flow to the faucet. Tankless heaters powered by gas are usually much more efficient than electric versions. Tankless systems are typically more expensive than a conventional storage water heater, so homeowners will need to do some homework on what type, size, and location might make sense for them.

Solar Water Heating – In solar water heating the sun's energy is used to pre-heat water for the home. The pre-heated water

then flows into a solar tank that monitors temperature. Then it is piped into the regular hot water system, usually a storage water heater. If no water is turned on within a brief period of time, the water circulates through the system again, making it unnecessary to keep a large tank of water constantly hot. The pre-heating is done by one or two solar panels, usually installed on the roof. Solar water heating is becoming more and more popular in many areas of the U.S. as costs for the systems continue to decrease.

No matter what type of water heating homeowners choose, it pays to do some research first to learn the ins and outs of various types for their specific situation. With the goals of efficiency, comfort and decreased energy, the best water heater option often depends on what pencils out in any given home.

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

Member Shout Out

BY KITTY WALLACE



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A PERSONAL NOTE TO MY FRIENDS

I LOVE being a REALTOR and the crazy life it brings me! However, my doctor says it's not healthy to eat, sleep and breath real estate. He says "get a hobby." I'm like, "What's a hobby?" Apparently, it's not real estate conferences. So, I'm challenging myself to do something other than real estate once a month. In August it was SUP the Yakima River, (which was a total blast).

This past month it was Horseback Riding into Pete Lake. Mind you I haven't been on a horse since I was 12 and Pete Lake means NO cell service for 8 hours. Which those of you that know me know that this causes me the most anxiety every. I never go anywhere I do not have cell & internet reception. I believe I need to be available every minute of every day in case my clients need me.

After an hour into the ride, I got over my anxiety over my loss of connection and eased into the spectacular scenery, the fresh



mountain air, my amazing company and my Redhead horse Brass.

Thank you to **Colette Rarden** for hounding me for 10 years to go for a ride with her. Thank you to **Hailey Holbrook Rarden** for giving me the cheerleader push to get up on Brass.

Unplugging and disconnecting is not only good for the soul it's necessary for quality of life. It

wasn't easy but I'm committed to making sure I do it!

So, give me some ideas for next month. Share your favorite way to disconnect and recharge. And please don't tell me meditation - I assure you it doesn't work for type A Redheaded Realtors!

PS: my clients survived



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

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

"The best and most beautiful things in the world cannot be seen or even touched – they must be felt with the heart."

Helen Keller

(Way I feel about residential real estate; videos are great, but you must experience the space.)

I'm giving up eating chocolate for a month.

Sorry, bad punctuation.

I'm giving up. Eating chocolate for a month.

Drive carefully.

It's not only cars that can be recalled by their Maker.

Since it's the early worm that gets eaten by the bird, sleep late

Lucy: "Do all fairy tales begin with 'once upon a time'?"

Linus: "No, many of them begin, 'If I'm elected, I promise...'"

He who dies with the most toys.....is still DEAD! Ed Miller

Bread is like the sun...it rises in the yeast and sets in the waist.

Warren Buffet's happiness lesson: Do What You Love! YES!

The second mouse gets the cheese.

Save the earth...it's the only planet with chocolate...and wine.

"Never allow someone to be your priority while allowing yourself to be their option", Mark Twain

The number of folds in a chef's Toque represent the chef's level of experience, like the number of ways he or she knows how to prepare eggs.

The longest wedding veil was recorded in the Guinness World Record by a woman in Cyprus – 23,000 feet, or about 63.5 football field lengths. (Did you really need to know that?)

English. More people speak English as a second language;
 3 times more people speak Mandarin Chinese natively.
 2 Billion people learning English as second language;
 only 350 million speak it natively.



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Insurance Update

Andy Twisdale has been an area resident since 1971 and was selected as the 1998 and 2013 Realtor of the Year and elected President of the Hilton Head Area Association of Realtors in both 2000 and 2006. He served on the Board of Directors of the Hilton Head Area Association of REALTORS from 1995 to 2009 and currently serves as an RPAC Board of Trustee for the South Carolina Realtors Association, 2010 to present. Along with being a two-time Realtor of the Year recipient, Andy has also received the Realtor Service Award, 1995-2022 and was recently named South Carolina's Realtor Advocate for his tireless efforts in equating South Carolina's housing insurance inequity. He is married to Gail Twisdale, who retired as a Literacy Specialist with the Hilton Head International Baccalaureate Elementary School, the 2001 Teacher of the Year, and a 2004 Sue West Teacher of the Year award recipient.



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The following is courtesy of Andy Twisdale of Hilton Head and deals with the insurance Issues brought up during the post legal update from Dennis':

NEW YORK, Oct 4 (Reuters Breakingviews) - Hurricane Ian hit the Florida coast last week, leaving huge amounts of damage and a large death toll in its wake. Governor Ron DeSantis is piecing together recovery efforts while defending his response to the storm. But there's a separate crisis brewing that could come to a head in the next decade. Damage from wind and flooding isn't going to get any better – and the state's residents are running out of ways to get insurance.

Insured losses from the storm could be \$42 billion to \$57 billion, according to insurance software firm Verisk, with total damage double that, based on past hurricanes like Katrina. The threat of huge hurricanes has been rising, and it's been only five years since Hurricane Irma caused about \$18 billion of insured losses. Still even as residents live under the risk of stronger storms, coastal building and corresponding property values in the state have exploded. The U.S. government's All-Transactions House Price Index for Florida has nearly tripled in the past decade, compared to America as a whole, which doubled.

At the same time, insurance is becoming more expensive, and harder to get. The average home premium in the state is \$4,231 annually, or about three times the American mean, according to the Insurance Information Institute. Most homeowners' insurance is provided by small in-state firms after big insurers walked following Hurricane Andrew in 1992. Capital buffers are often small, risks concentrated and the companies reliant on offloading risk to other insurers, whose prices may rise. Six firms have been declared insolvent this year and 27 are on the state's watchlist.

As a result, customers increasingly rely on the state's insurer of last resort, Citizens Property Insurance. It has over 1 million policies in force, over twice as many as two years ago. Policies are cheaper, which is better for state residents. But it isn't great for the insurer itself. Citizens has been running operating losses since 2015, and the organization admitted last year such losses combined with growth is unsustainable, and may require costly reassessments.

None of that bodes well long term for Floridians. But the bigger problem may be the number of residents who have no flood insurance at all. Only 18% of Florida homes have it. Though the proportion of people with flood insurance is higher on the coasts, Ian's damage shows inland flooding can cause huge losses, too. And recent reforms to the federal program backing most policies will make premiums steadily more expensive for riskier properties. That suggests that Florida could be shouldering the cost of quite a few crises in the coming years."

The Editors thank Andy for this thoughtful submission.





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Legal Update

Here are a few of the legal issues for your thoughts

Rainwaters et al. v Tennessee Wildlife Resources Agency et al. Two Landowners are challenging the constitutionality of a Tennessee state statute permitting the Tennessee Wildlife Resources Agency (TWRA) to enter private property without a warrant or permission in order to search for hunting violations. Plaintiffs challenge the Statute as unconstitutional under Article 1, Section 7 of the Tennessee State constitution which prohibits warrantless searches.

The plaintiffs found TWRA had installed cameras on their property without notice and had placed streaming photos of plaintiffs in their own backyard! NAR Amicus Briefs Committee has funded the \$15,000 request to appeal the issue.

NAR asks the US Supreme Court of overturn the pocket listing ruling.

An Appeals Court allowed the PLS's case to proceed in April. NAR is hoping a review from the Supreme Court will challenge the ruling. NAR, California Regional MLS and Midwest Real Estate Data filed the writ of certiorari asking the high court to review a ruling by the 9th Circuit. The California based 9th Circuit is the most overturned court in the nation. NAR understands the petition has a low probability of being accepted but still feels good about its chances of being accepted.

The Supreme Court's first case of the new term involves a major environmental dispute over the federal government's power to protect the nation's waterways under the Clean Water Act.

The central question is whether the Environmental Protection Agency's regulatory reach extends to wetlands that are not connected to federal waters above ground — but are capable of reaching these waters below the surface.

If the justices give a narrow reading to the government's authority, it could pave the way for greater

land development and loosen requirements on businesses that discharge pollutants. Conservation groups warn that such an outcome risks disrupting the environment and animal habitats.

Reminder from NAR Class Action Notifications will be distributed:

As noted in an INS Special Report in June, class action attorneys will soon begin to notify members of the class in the *Sitzer/Burnett* class action lawsuit in Missouri. Notices are typically distributed through a range of communications, including emails and paid advertisements, and for this case are expected to begin Sept. 28.

The plaintiffs in this class action lawsuit are raising questions about how broker compensation is paid. Although the judge granted class certification in the case in April, in no way does that reflect on the actual or perceived merits of the plaintiffs' claims. The ruling was procedural in what is yet to be a lengthy process and now allows others who have allegedly been affected to join the litigation as plaintiffs. As is common and expected, class action attorneys now begin to notify members of the class of their right to opt out, even before the validity of the case has been decided.

The message of the notices is: *The Sitzer/Burnett v. NAR* lawsuit may have an impact on the rights of anyone who recently sold a home in or near Missouri using a real estate agent and paid compensation to the buyer's representative. The targets of these notices will be anyone who sold a home after April 29, 2014, via the MLSs in Columbia, Mo., Kansas City, Mo., Springfield, Mo., or St. Louis (and after April 29, 2015, in Kansas City, Kan., or in Illinois near St. Louis).