



AREA

ASSOCIATED REALTY OF THE AMERICAS

Our members are 110% committed to excellence in our real estate profession.

Our mission encompasses: Sharing BEST Practices with our colleagues; treating all referrals with the utmost of care, honesty and integrity; and being involved in organized real estate for the betterment of our profession.

SEPTEMBER 2016 NEWSLETTER

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

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Congratulations, Jeremy Starr!

Oregon Association Of REALTORS® 2016 Distinguished Service Award



Jeremy Starr
Eugene, Oregon

This year's recipient of OAR's Distinguished Service Award is AREA member **Jeremy Starr** (Berkshire Hathaway Home Service, Eugene) for his outstanding legacy of work in his local, state, and national REALTOR® communities and civic engagement. Jeremy Starr has been a full-time REALTOR® specializing in rural and residential properties since 1987. He

has been an active Association member, serving on committees and boards at the local, state, and national level throughout his career. Jeremy was the 2006 OAR President and was awarded the Oregon REALTOR® of the Year in 2008.

Please join in honoring Jeremy Starr at the Distinguish Service Award Luncheon in Sunriver on Wednesday, Sept. 28th in conjunction with the OAR Convention.

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Congratulations Jeremy Starr (continued)

What better way to honor his continuous involvement and impressive service than to celebrate the achievement with him?

- Sept. 28, 12:15 - 1:30pm
- Sunriver Resort
- Purchase your \$36 ticket

The Oregon Association of REALTORS® Distinguished Service Award was established in 1993 to recognize outstanding service and contributions to the Association over a period of at least 10 years. Criteria for the award includes service in areas such as committee membership, committee leadership, and service as a state director, officer or NAR director. Since the Award's inception,

27 Oregon REALTORS® have been selected to receive this industry driven recognition.

Associated Realty of the Americas is honored to be affiliated with Jeremy and very proud of his accomplishments over the years to have earned such distinguished recognition. On behalf of all of our members, Jeremy, thank you for so very much for being part of AREA and for all you do for the benefit of us all.

Respectfully,

Carl Bosse, Diana Bull, Leslie Rouda Smith

A Hearty Welcome to AREA's Newest Members

A new member joining us this month is **Fiona Thereira**, Keller Williams, San Diego.



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Fiona was born and raised in a very small town in England and came to the USA in 1990 and has been a REALTOR® serving the San Diego area for many years. Currently she is a **State Director of the California Association of REALTORS® and 2016 California Treasurer of the Women's Council of REALTORS®**. Volunteer appointment as State Director for the Greater San Diego Association of REALTORS Committee Appointments in CAR include: Housing Affordability Fund, MLS Policy, 2015 Issue Chair - Housing for Home Ownership Housing Committee, Investment Housing Committee, Business Technology Forum, Mentor So Cal WCR Networks for best Network business practices

Other offices held in the WCR include - Meeting Planner 2012 - 2014, Communications & Outreach Strategic Chair 2014, Governor 2013 & 2015, DVP 2012.



Vladimir F. Golik
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Vladimir is the Broker and Co-Owner of Keller Williams Realty Premier Properties and GE Property Management. He is a Florida native who started his real estate career at the early age of 19. At his former company, he served as Regional Vice President while operating the number one office out of 34 branches throughout the state. Vladimir has also owned and managed over 400 apartment units in the state of Florida including office buildings totaling 80,000 square feet as a part of his portfolio. His knowledge of investment commercial properties and property management is extensive. Vladimir was awarded the prestigious Certified Commercial Investment Member in 2012 and he has closed in excess of \$500 Million dollars in sales over his career.

Make Your Reservations at the Fess Parker Doubletree Hotel

The 2017 AREA Retreat

Associated Realty of the Americas (20-Jun-2017 to 23-Jun-2017)

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

Reservations can be made starting now at this web address:

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

Member Registration Fee \$395

[CLICK HERE TO MAKE YOUR RESERVATIONS](#)



Dolphin's View of the Fess Parker Doubletree - Santa Barbara.

Comments from Diana Bull



Diana Bull, Chair
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We sometimes tend to forget that we, indeed, are truly connected world-wide. In this month's newsletter we continue with a series about some old friends as a reminder that the reach of AREA is not strictly limited to North America. Some of us have a moniker something like, "Locally known ... Globally connected", well this just happens to be very true, indeed, for all AREA members. One of the key advantages of AREA, besides sharing best practices with some of the best in the business and developing deeply personal relations within the group, is the realization that behind each of us is a world of knowledge and ability (just check out the achievements of Jeremy Starr in the opening article) and, together, we can do just about anything we set our minds to do. So, the next time you are faced with a real estate opportunity seemingly outside your realm of expertise, think globally. "Yes, I can help" is the perfect thing to say because it is so very true. And then contact AREA for any assistance you may need.

FOREIGN INTRIGUE and OPPORTUNITY!

Ed's Note: There is nothing in this article meant to be political. And we suggest that to get a true picture of the long history of the Ukraine, you may wish to read up on it via the internet. For now, this is an unbiased observation.

The map below shows the location of Odessa, Ukraine a very Russian city on the edge of the Black Sea. Below it and to the right (almost an island) is the Crimea, which Nikita Khrushchev gave to Ukraine in the 1950's and Putin took back by force a couple of years ago. Carl Bosse was the guest of Telman Abbasov, Chairman of Titul, a Ukrainian real estate development and investment firm in 2011. During his 3 day stay, besides attending a Ukrainian real estate convention, touring the great architectural buildings of the city, having dinner at a world class Russian restaurant, the two also made a video, now dated, promoting their common goals and how each will work with the other and signed a letter of cooperation. The intents of those remain in effect, as does their personal relationship.



ODESSA, THE UKRAINE – Story from Wikipedia

“Odessa is a city straight from literature – an energetic, decadent boomtown. Its famous Potemkin Steps sweep down to the Black Sea and Ukraine’s biggest commercial port. Behind them, a cosmopolitan cast of characters makes merry among pastel neoclassical buildings lining a geometrical grid of leafy streets.

Immigrants from all over Europe were invited to make their fortune here when Odessa was founded in the late 18th century by Russia’s Catherine the Great. These new inhabitants gave Russia’s southern window on the world a singular, subversive nature. As well as becoming a duty-free port, Odessa also attracted ordinary holidaymakers with its sunny climate and sandy beaches. This east-west crossroads makes for sheer panache, and Odessans are known across the old USSR for being stylish, funny, savvy and not easily impressed.”



Telman Abbasov
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AREA has an affiliate in Odessa, with a gentleman of impeccable credentials and a great company. **Group of companies Titul** represents wide range of services in the sphere of development, investment consulting, evaluation of real estate and business, realtor services, as on the territory of Ukraine, and abroad. **Titul** is a

company, which differs from all other companies by progressive thinking, individual approach to each client, as well as the interest demonstrated by our specialists dealing with each client. The company offers the advantages of modern technical and legal support mechanisms to its clients that meet the highest international corporate standards combined with practical experience in the field of "first hand". President of the Company Telman Abbasov is the President of FIABCI World Council of Developers and Investors, and President of FIABCI Ukraine. Company websites <http://titul.capital> or <http://www.titul.net.ua/>

AREA has access to a large number of listings throughout Eastern Europe through its relationship with Mr. Abbasov. They are available to all members of AREA upon request.

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



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This month's contest deals with your imagination. Submit a caption about the 2016 Retreat members in the photo below. A **2017 model Lamborghini is the prize** and, like **Ken Libby** and **Miriam Dunn**, our previous winners. And, you could also be in the clover. Please create your caption and then forward it on to carl@areamericas.com for our consideration.

THIS MONTH'S WINNING CAPTION! Was submitted **Deborah Baisden**, Virginia Beach. Her name is now registered to win a 2017 Lamborghini. (By the way, they are still manufacturing Miriam's and we expect to deliver it by the end of summer.) Thanks to all who sent in such clever captions. Deborah's name now goes into another drawing, together with Trinkie Watson and in December we will award the grand prize.

Deborah's Winning Caption

"It's a brave new world"



L-R Kerri Harnett, Deena Zimmerman, Christian Zarif, Christine White, Staci Caplan, Kristin Smith, Sonja Huntsman and Carlos Gutierrez



Give us your Caption for this Month's Photo

Be sure and submit your answer to carl@areamericas.com



Linda Jones Neil (Los Cabos) and Deena Zimmerman (Chicago)



Dennis Badagliacco
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A Look on the Legal Side

with Dennis Badagliacco

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

Here are some end of summer thoughts.

Broker's Nightmare: Salesperson's Websites

Most State Real Estate Governing bodies view websites as solicitation of business on behalf of the RESPONSIBLE BROKER. A salesperson in most States must act through a broker. The broker must supervise transactions....In the age of internet conscious agents websites are a tool of our trade. An agent can have an unlimited number of websites. How can a broker supervise websites the broker doesn't even know exist. In reality, the broker can't supervise all the websites, much less all the links the agents put in the websites. The only protection a broker can have over the impossible task is to have a policy in place on agent websites. Without a written policy in place most legal minds report a broker will be hard pressed to defend a suit for any violation including Fair Housing and Discrimination.

The USA is a multi-language nation. Real Estate Attorney Shannon Jones offered the following advice:

Question and Answer Regarding Translation of Documents and Reports

Question: If an agent reads and writes a foreign language, can that agent translate documents and reports in that language for their client?

Answer: No. If an agent translates documents and reports, it leaves open the possibility of a client claiming that the agent misinterpreted or misread the report. For example, we had a case where an agent and the buyer spoke Spanish. The agent read the inspection report to the client in Spanish. The inspection report contained warnings regarding drainage issues. The agent read those warnings to the buyer and the buyer accepted them. The buyer later had drainage problems and sued the agent claiming that the agent failed to properly translate the warnings in the inspection report for the buyer. If the agent had not translated that information, the agent could have used the defense that the buyer received and inspected the inspection report. However, because there was a question about what was interpreted, we no longer had that defense available.

It is recommended that parties who speak a foreign language hire a translator, use an adult child or friend to assist them in the transaction and translate the documents.

Finally, the California Law suit to stop a website from "stealing" Zip Forms and providing the forms to anyone joining the website has gone National. There will be much more to come on this issue.