amy.lowdermilk@gcbr.org

From: GCBR Office [amy.lowdermilk@gcbr.org]
Sent: Monday, September 2, 2019 10:00 AM
To: Amy Lowdermilk
Subject: September 2019 Newsletter

GCBR Newsletter

In this Issue

- Upcoming Events
- Tech Poll
- GAD Report
- REALTOR® Safety
- 2019 Winter/Spring CE Schedule-updated!
- NAR News
- MR News

- RPR
- Bright MLS
- COE Case Study
- YPN
- Membership Update

Upcoming Meetings/ Events:

9/2 GCBR Office closed for Labor Day

9/10-13 MD REALTORS Annual Conference

9/11 GCBR Office closed for MR meetings

9/11 CE Registration Deadline for the 9/16 Western Conveyance CEC

9/16 Western Conveyance CEC from 10-11:30 am

9/18 CE Registration Deadline for the 9/25 Understanding Mold CEC

9/25 Understanding Mold CEC from 9 am - 12 noon

9/26 YPN Trivia Night - More details coming soon

GCBR Board of Directors Meeting

Wednesday, September 4, 2019 @ 9:00 a.m. at the GCBR office.

Tech Poll

Technology is such an integral part of the real estate industry and is ever evolving. Please take 2-3 minutes to tell GCBR what you think of the technology it uses via this linked survey.

Take the Survey

GAD Report

Earl Eisenhart

August 28, 2019

County Commissioners to Review Signage Proposal

The County Planning Commission has completed its review of proposed changes to the Deep Creek Watershed

signage regulations. The proposed revisions may be accessed at:
https://www.garrettcounty.org/resources/planning-land-development/pdf/Planning%20Commission/CHAPTER%20157.%20%20DCW%20Zoning%20Sign%20Draft%2012-19.pdf
The proposal now goes before the Board of County Commissioners which will conduct its own review process. The Commissioners will provide additional opportunities for public comment, including a public hearing at a time to be determined.

Hogan Releases Funds for Broadband Expansion

The Hogan Administration has released $9.9 million to support broadband expansion in rural areas of the state. The sum represents the first installment of a five-year, $100 million effort. In a statement, the governor said, "Today I'm announcing that we will provide an additional $10 million this year as the first installment of a five-year $100 million initiative that will finally provide another 225,000 Marylanders in rural communities with access to reliable and affordable high-speed internet services." How much of this funding will be allocated for broadband expansion in Garrett County remains to be seen.

Planning Commission Reviews Comprehensive Plan; Housing Projections

The County Planning Commission is continuing to develop the County's Comprehensive Plan, which remains in the drafting stage. At its July 7 meeting the Commission reviewed the draft chapter dealing with projections for residential housing starts. The section reviews patterns over the past 15 years and presents a scenario for residential growth through the year 2040.

Among the key findings:

- Since 2004, the county has seen growth in residential housing starts fluctuate wildly between -79% to +160%.
- Housing starts peaked in 2006 at 369 units.
- After 2006, housing starts "plummeted" decreasing to 111 in 2011.
- From 2007 to 2011 the county experienced a slight decline in population from 30,148 to 30,100.
- During that same period, the number of new starts in the Deep Creek Watershed Area as opposed to the rest of the county declined from 58% to 35%.
- Despite a big uptick in starts in early 2015, likely triggered by the impending sprinkler system rules, the market is far from recovered from the pre-recession period. There were 85 starts in 2017 and 111 in 2018.
- "Looking long term, it is reasonable to assume that market recovery is likely to be felt first in the Deep Creek watershed area , where second home owners will have more expendable income to construct new

homes than local residents will."

- Lack of adequate infrastructure is a "substantial limitation" to growth potential.
- Under the Sustainable Growth & Agricultural Preservation Act of 2012, 84% of Garrett County land is unavailable for major subdivision development.
- Two growth scenarios are presented: A "moderate growth" scenario projects an average of approximately 100 new units per year through 2040. A "rapid growth" scenario projects an average of approximately 200 units per year.

The Comprehensive Plan remains in the drafting stage, with a final completion date uncertain.

HUD Loosens Condo Loan Rules

Regulations governing the availability of FHA loans for purchase of condominium units have been significantly relaxed by the U.S. Department of Housing and Urban Development. The changes, announced in August, extend certifications from two years to three; allow for single-unit mortgage approvals; provide more flexibility with regard to owner/occupancy ratios, and increase the allowable number of FHA loans in a single project.

According the HUD, the intention is to provide more opportunities for moderate-income buyers. FHA-backed loans require only a 3.5% down payment and a lower credit score than conventional loans. HUD says the changes will "extend critical benefits to aspiring homeowners and confirm the agency is properly serving the public." With the new regulations in place, the agency estimates it could insure as many as 60,000 additional condo loans each year; beyond the 16,000 loans insured in 2018.

Both NAR and MR applauded the new rules.

NAR President John Smaby issued a statement saying the association is "thrilled that (HUD) has taken this much needed step… It goes without saying that condominiums are often the most affordable option for first-time homebuyers, small families and those in urban areas. This ruling, which culminates years of collaboration betwee HUD and NAR, will help reverse recent declines in condo sales…" NAR's chief economist Lawrence Yun said the new rules could help stimulate demand from moderate-income buyers, but that demand could be limited by a persistent shortage of lower-end units.

MR President Mary Tobin issued a statement saying "Condos are often the most affordable, attractive option for first-time homebuyers in Maryland… These new rules have the potential to transform our housing market and state economy, easing affordability constraints, maximizing first-time homebuyer assistance programs and putting sustainable homeownership in reach for a number of buyers…"

However, not everyone is pleased with the new regs. Dave Stevens, retired chief executive of the Mortgage

Bankers Association, who headed the FHA during the 2008 housing crisis, issued a statement warning that the government may be “repeating mistakes of the past.” Excessive loan defaults led FHA to tighten the condo standards in 2009. The fear is that the revised standards could once again fuel defaults in the event of a market downturn.

The new rules become effective October 16.

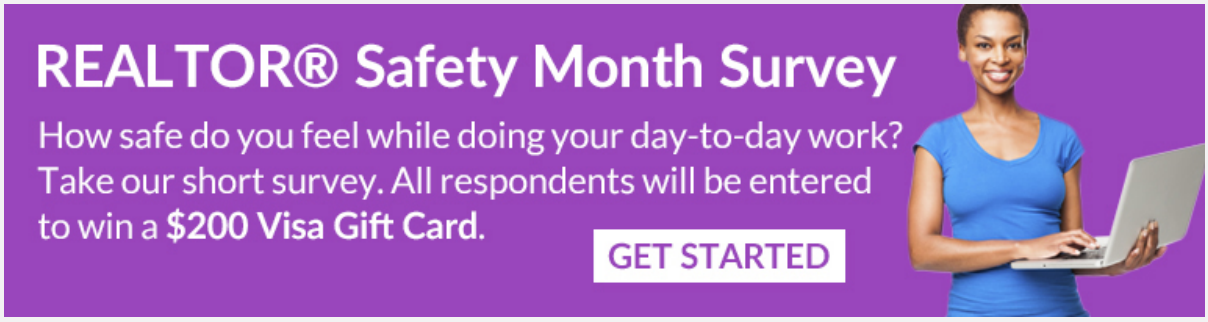
REALTOR® Safety

Septemebr is REALTOR® Safety Month: Take the Survey

How safe do you feel while doing your day-to-day work? Bright wants to better understand the general safety of Bright subscribers for REALTOR® Safety Month and beyond. All respondents will be entered to win a $200 Visa Gift Card.

Bright will use the information gathered throughout the month of September to share tips and suggestions on staying safe.

REALTOR Safety Month Survey



UPDATED! 2019 Fall Continuing Education Schedule

All classes will be held at Garrett College, 687 Mosser Road, McHenry, MD 21541
CE Room 111 in Garrett Enterprise Information Building next to CE building.

No credit is given for late arrivals.
Photo ID Required

Monday, September 16, 2019

"Western Conveyance"
Topic A
10 - 11:30 a.m.
Course ID# 118-0709
Instructor: Liz Georg

Wednesday, September 25, 2019

"Understanding Mold"
Topic F
9 a.m. - 12 noon
Course ID# 122-0709
Instructor: Tim Duck

Wednesday, October 16, 2019

"MD Code of Ethics/Predatory Lending"
Topic D
9 am - 12 noon
Course ID# 110-0709
Instructor: Kathleen Dartez

Wednesday, October 30, 2019

"Safety Matters: Safe Business = Smart Business
(Registration for this class will not be available until September 5th)
Topic F
9 am - 12 noon
Course ID# 110-0709
Instructor: Bob Carney

Friday, November 8, 2019

"MREC Residential Agency"
Topic H
10 am - 1 pm
Course ID# 111-0709
Instructor: Colette Massengale

NOTE: Affiliates Deane Foy, First United Bank and Nancy Brodey, Maryland Title Center are sponsoring lunch between the classes and will be available to answer any questions you may have about their services.

"Fair Housing"
Topic C
2:30 - 4 pm
Course ID# 121-0709
Instructor: Colette Massengale

Seating is first-come, first-served basis.
For Registration Flyers:

- Call GCBR 301-334-8405
- Email amy.lowdermilk@gcbr.org
- Click on the course title which is linked to the registration form.

- Pull from the GCBR closed Facebook group
- Download from the member-side of the GCBR website: www.gcbr.org

15 hrs of CE for license renewal:
Bold indicates required courses.
3 hours Topic A: Legislative Legal Update
1.5 hours Topic C: Fair Housing
3 hours Topic D: MD Code of Ethics/Predatory Lending
3 hours Topic H: MREC Agency Residential
4.5 hours in electives (Topics E & F)
3 hours Topic I: MREC Supervision
Required for **Brokers, Managers & Team Leaders;**
Elective for everyone else.

National Association of REALTORS®

Realtors®' Commitment to Excellence Program Selected as Learning! 100 Award Winner

Unveiled by NAR less than one year ago, C2EX has aimed to help Realtors® demonstrate their commitment to professionalism and the association's Code of Ethics, ensuring NAR's 1.3 million members continue setting the real estate industry standard in client service and ethical conduct.

Uncovering ROI in Real Estate Marketing

Use website and other digital marketing analytics to uncover clues on what's attracting clients to your firm.

How to Stay Relevant in a Tech-Infused World

Thought leaders at NAR's second annual iOi Summit discuss real estate's future in a disruptive technological era.

Maryland REALTORS®

Register Now

Location
Gaylord National Resort & Convention Center
201 Waterfront Street
National Harbor, MD 20745, US

Hotel Information
Hotel rooms for this year's conference have been reserved at the Gaylord National Harbor Resort and Convention Center. Discounted rates for the 2019 Annual Conference Registrants and Exhibitors are provided for attendees and exhibitors. **Reserve your room today!**

Maryland REALTORS®, Women's Council of REALTORS® - Maryland, and GCAAR are sponsoring a CIPS Institute from October 7 – 11, 2019 at GCAAR's Rockville office. Typically, the cost for the entire week is around $500 - $600, but this event is being offered for $250. Everyone who registers before September 6 will be entered into a drawing for a $200 Gift Card.

Here is the link to register: https://www.mdrealtor.org/Events/Featured-Events/2019-CIPS-Institute

Discounted rates at the Gaithersburg Marriott Washingtonian Center are available, in case for those who would prefer to spend time enjoying the DC Metro Area instead of commuting back and forth. Here's the link to reserve a room: https://www.marriott.com/event-reservations/reservation-link.mi?id=1566414669096&key=GRP&app=resvlink

The CIPS designation is for REALTORS® from the United States and abroad, as well as association staff and volunteer leaders who wish to develop or grow their international real estate business. It will provide you with the knowledge, research, network, and tools to globalize your business. Here's a link to the NAR/CIPS page: https://www.nar.realtor/education/designations-and-certifications/cips

MR will be offering NAR's At Home With Diversity certification course in Annapolis on Thursday, October 10, 2019 for the discounted price of $79. Registration is open and more information can be found here: https://www.mdrealtor.org/Events/Featured-Events/At-Home-With-Diversity-2019.

RPR

Visit http://blog.narrpr.com/ for more tutorials on how to get the most out of this member benefit.

Bright MLS

Changes will go into effect the week of September 4 for all current and historical listings.

1. DOM will start at “1” on the date the listing is entered in Bright as Active status. Regardless of the Listing Start Date, Days on Market will be at 1 on the day the listing is published as Active in the system.
2. DOM/CDOM will now pause for all properties listed in Active Under Contract status. Listings in this status will continue to be sent to consumer websites.
3. DOM/CDOM will reset when a new listing is added after the previous listing has been in the Withdrawn status for 61 consecutive days. Please note, you will be able to create a new listing on the 61st day from the last withdrawn date as long as no other listings for the same property were previously created.

In order to ensure consistency with statistics and other reports, all current and historical listings will be updated based on these rules. Statistical tools like SmartCharts will also be updated in coordination with this change.

Case Studies Interpretation of the Code of Ethics

Case #4-4: Responsibility for Subordinates

(Revised Case #13-6 May, 1988. Transferred to Article 4 November, 1994. Revised November, 2001 and November, 2017.)

REALTOR® B, a sales Associate in REALTOR® A’s office, exclusively listed a suburban house and subsequently convinced the seller to accept $60,000 less than the listed price. Several weeks after the transfer of title, the seller filed a written complaint with the Association, charging REALTOR® B with a violation of Article 4 in that REALTOR® B had sold the property to his mother without disclosing this relationship to his client, the seller, and

that REALTOR® B got the price reduced for his mother's benefit.

Read full case interpretation

YPN

Life is Short, Drive a Car You Like

BLOG CONTRIBUTOR AUGUST 29, 2019 By Erica Christoffer

The National Association of REALTORS® (NAR) released data back in 2011 that said members put an average c 3,300 miles on their cars annually from business-related driving. That number has likely risen in the past eight years. According to AAA, Americans are now in their cars 20 minutes longer each week than they were just four years ago, adding about 220 miles to their vehicles per week.

Membership Update

No Update

HOA Contact and Subdivision Dock Reference List

Remember – the **HOA Contact and Subdivision Dock Reference List** is kept current and available to you on the GCBR website – member side at www.gcbr.org. If you obtain new contact information for any of the HOA properties, please email Amy the updated information so the list can be kept current.

The Board of Directors is pleased to inform you of a new member benefit that can save you up to $270 a year!

SmartCharts Pro delivers accurate, timely market data in easy-to-understand charts and reports. Show clients and prospects exactly what's happening with pricing, sales, time on market and other points of interest that will help

them make smarter decisions.

********M**embers please go to** www.getsmartcharts.com/pricing **and select the pink box to sign up at no cost**

When you sign up you will need your broker's Bright broker code. You can obtain this from your broker or the GCBR office.

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Our mailing address is:
Garrett County Board of REALTORS
12 South Third Street
Suite 3
Oakland, MARYLAND 21550

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