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Sent: Thursday, August 1, 2019 11:15 AM
To: Amy Lowdermilk
Subject: August 2019 Newsletter

GCBR Newsletter

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Upcoming Meetings/ Events:

8/12-13 GCBR Office closed for NAR Leadership Summit

GCBR Board of Directors Meeting

Wednesday, August 7, 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 1, 2019

Committee Approves NFIP Authorization

Legislation to reauthorize the National Flood Insurance Program has cleared a key congressional committee. Last month, the House Financial Services Committee approved HR 3167 by unanimous vote. The measure now goes to the full House, but the timing of a vote is unclear.

If passed by both the House and Senate and signed by the President, the bill will extend the program for five years and make significant reforms intended to

strengthen flood mapping, enhance mitigation investments, and remove barriers to private flood insurance.
Committee passage represents a breakthrough after a two-year deadlock which has resulted in 12 short-term extensions and two lapses in program funding.

The National Association of Realtors applauded the move, calling it a “long-term solution [that] includes numerous NAR-championed provisions and is consistent with long-standing NAR policy principles.”

The current NFIP authorization is set to expire September 30, 2019.

Measure Eliminates Cap on VA Loan Guaranties
President Donald Trump has signed legislation eliminating the cap on home loan guaranties offered by the Department of Veterans Affairs

NAR supported passage of the bill and issued the following statement from President John Smaby: “As we aim to ensure our nation’s veterans have every possible opportunity to achieve the American Dream of homeownership, [NAR] has remained a strong supporter of the VA home loan guaranty program… “This vital tool encourages private lenders to offer favorable home loan terms to qualified veterans and provides a much-needed resource to those who have sacrificed so much for this country.”

As the legislation moved through Congress, NAR was successful in fighting back efforts to increase loan guarantee fees. “We… believe VA loan guarantee fees should be based on the risk of the loan made, not the costs of other VA programs or benefits,” Smaby said.
The VA home loan guarantee program encourages private lenders to offer favorable home loan terms to qualified veterans without requiring a down payment.

REALTOR® Safety

Check these 86 REALTOR Safety Tips from NAR. Including:

- Answering texts while driving can be tempting, but here's a fact: If you text and drive, you are 23 times more likely to have an accident. Put down the phone. Send texts after you've parked your car.
- Tell your clients not to show their homes by themselves. Alert them that not all agents, buyers, and sellers are who they say they are. Have them refer all inquiries to you.
- Extinguish bonfires and grills properly. Drench logs and hot coals with water to safely extinguish them. Repeat the process in five minutes.

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

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®

NAR's 2019 Profile of International Transactions in U.S. Residential Real Estate Highlights

- $77.9 Bn – Dollar volume of foreign buyer residential purchases during April 2018–March 2019 (36% decrease from $121 billion during April 2017–March 2018)
- 183,100 – Number of foreign buyer existing-home purchases, which is

3% of existing-home sales (31% decrease from 266,800 during April 2017–March 2018)

- 60% – Foreign buyers who resided in the United States (U.S.) as recent immigrants or visa holders
- $280,600 – Foreign buyer median purchase price ($259,600 for all U.S. existing-homes sold)

State Employment Monitor

Employment and income are key drivers of housing demand. This July 2019 report tracks employment and wage trends and how these trends affect the real estate market and housing demand.

Treasurer's Report

NAR Treasurer John Flor gives members an update on key financial and membership data—and explains why dues are staying level in 2020.

Free Webinar: Can the broadband gap be in rural America be Closed?

Tune into an Aug. 7 webinar to hear about how REALTORS® are joining in the efforts to fix the challenges caused by inadequate broadband access. Inadequate access isolates many rural communities and discourages potential new residents, new investment, and development. You'll hear details about the digital divide, its impact on real estate and communities, and what REALTORS® are doing to bridge the divide.

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!

If you missed the July 25th MR CEO Round Table Webinar you can still watch the recorded webinar here!

RPR

Create up to 2,000 mailing labels FOR FREE each month.

- Learn how with this 2:58 minute video
- Quick Start Guide
- FAQ

Bright MLS

July 30 Release Notes

- Client and Agent Gallery reports and displays are now available for the Farm property type.
- The Postal Code and Postal Code + 4 search field names have been renamed to Zip Code and Zip Code + 4 on all One-Line reports and are available as additional search fields.
- For listings that have a co-listing office different than the listing office, a label header has been added to Agent Full reports below the Listing Office section called Co-Listing Broker. It will display the co-listing broker's name and license number.
- Subscribers have reported listings that were entered in MRIS are missing Legal Subdivision information in Bright. A total of 561,000 listings are being updated to reflect this information over the next several days.

View Property Lines on your Smart Phone

Did you know that you can get a real-time, physical view of a property's boundaries right on your smartphone using Bright's mobile app, Homesnap Pro? The ability to walk property lines using your phone or tablet is one of Homesnap Pro's most-used features.

Case Studies Interpretation of the Code of Ethics

Case #1-15: Obligation to Advise Client on Market Value

(Originally Case #2-1. Revised and transferred to Article 7 as Case #7-19 May, 1988. Transferred to Article 1 November, 1994.)

Client A went from his hotel to REALTOR® B's office and advised that he formerly lived in the community, and had kept his home as an income property after he moved away. The house had been vacant for several months and he had decided to sell it. He asked if REALTOR® B could drive him to look at it. As they inspected it, Client A stated that he would be happy to get $80,000 for it. REALTOR® B listed it at that price and after a few days it was sold to Buyer

C.

Read full case interpretation

YPN

Will cohousing help alleviate loneliness and build active communities?

Educate clients on these small-scale developments with common areas that facilitate social interaction between neighbors. There's an growing consensus that loneliness is detrimental to mental health and may lead to a weakened immune system. Knowing your neighbors is considered healthful, whether you're a young child, busy parent, or aging boomer

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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