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From: GCBR Office [amy.lowdermilk@gcbr.org]
Sent: Sunday, March 31, 2019 3:45 PM
To: Amy Lowdermilk
Subject: April 2019 Newsletter

GCBR Newsletter

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Upcoming Meetings/ Events:

3/28-4/2 GCBR Office is closed

4/5 Deadline for Nominations to the 2019-20 Board of Directors

Click to access the form.

Click for descriptions of position responsibilities.

4/8 Nominating Committee meeting @ 10 am

4/11 GCBR is hosting the Chamber of Commerce's April Business After Hours

4/17 Registration deadline for 4/25 CECs

4/24 Registration deadline for 5/3 HOC Day CECs

4/24 GCBR closes at 12 noon for the Garrett College Job Fair from 1-6 pm

4/25 GCBR is closed for CECs

9 am -12 pm Legal/Legislative Update w/ Kathleen Dartez

1 - 2:30 pm Professionalism & Respect-The Right Thing, Right Now w/ Deb Hutson

4/26 Mandatory Professional Standards training from 1-3 pm

GCBR Board of Directors Meeting

Wednesday, April 10, 2019 @ 9:00 a.m. at the GCBR office.

GAD Report

Earl's report will be distributed separately April 3rd.

REALTOR® Safety

The National Association of REALTORS® is committed to the safety of our members. Through the REALTOR® Safety Network, NAR will deploy REALTOR® Safety Alerts via social media when a physical or cyberthreat to

- A pattern of assaults against REALTORS® has been reported.
- A REALTOR® or the immediate family member of a REALTOR® goes missing.
- NAR learns that the association name or the names of its programs are being used fraudulently to attempt to collect money or information from REALTORS® or others.

For incidents that don't meet the criteria for a national alert, the REALTOR® Safety Team will ensure the local association is informed.
Check out the complete REALTOR Safety Network Policy here.

2019 Winter/Spring Continuing Education Schedule

Garrett County Board of REALTORS
Continuing Education Schedule Fall 2018

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

Click on the course title to access the registration form.

Friday, April 25, 2019

Legal/Legislative Update, Topic A
Course ID# 117-0709
9 am - 12 noon
Instructor: Kathleen Dartez

Professionalism & Respect-The Right Thing, Right Now, Topic F

Course ID# 109-0709

1-2:30 pm

Instructor: Deb Hutson

NOTE 1: This class is being held in room 107A down the hall from the regular room 111.

NOTE 2: This class is limited to the first 35 registrants.

NOTE 3: This class is being offered for FREE to Maryland REALTORS, but the registration form must still be completed and returned by the deadline.

Friday, May 3, 2019

HOC Day: 4 - 1.5 hour Topic F courses

HOC Day Registration Form - All four classes & lunch

Check out special pricing for CE that day even if you can't attend all day.

State & Local Programs

Course ID# 107-0709

9-10:30 pm

Instructor: Bob Carney

MD Mortgage & MD Home Credit

Course ID# 106-0709

10:45 am - 12:15 pm

Instructor: Terry Catalano

Fed Programs & Nat'l Housing

Course ID# 108-0709

1-2:30 pm

Instructor: Bill Whitmore

Understanding Credit

Course ID# 112-0709

2:45-4:15 pm

Instructor: Bill Whitmore

For Registration Flyers: **Seating is first-come, first-served basis.**
Call GCBR 301-334-8405 or email Amy amy.lowdermilk@gcbr.org

15 hours of Continuing Education 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 – Maryland Code of Ethics/Predatory Lending
3 hours Topic H – MREC Agency Residential
4.5 hours in electives (Topics E & F)
Broker, Managers & Team Leaders – 3 hours in Topic I – MREC Supervision

National Association of REALTORS®

The 2020 committee application website is **now open through May 1.** Make your voice heard!
Current committee members whose term expires in 2019 must submit an application to be considered for service in 2020. Please note that there is a policy in place that members will only receive one appointment.
Here is all of the information you will need to apply today.

- **Application Website:** CommitteeApp.realtor
- **Appointment Timeline:** www.nar.realtor/national-leadership/...
- **FAQs:** www.nar.realtor/national-leadership/...
- **Committee Composition & Structure:** gms.realtor.org/comrecords.nsf/...
- **Appointment Policies:** www.nar.realtor/national-leadership/...

3/26 Update on Antitrust Class Action Lawsuit

There has been considerable media interest in the litigation filed on March 6 challenging the MLS system and the way that broker commissions are paid. The primary allegation is that home sellers are unfairly being required to pay the commissions of buyers' brokers. The legion of class action law firms that represent the plaintiff claim that these commissions are not subject to negotiations and they question the value that buyer brokers deliver in the home buying and selling process.

NAR believes that the lawsuit is a misguided effort to undermine the MLS system which has long-served both home sellers and home buyers very well. In short, the MLS system is designed first and foremost with the buyer and seller in mind. In the best interests of consumers, we will aggressively and persuasively point out the merits of the overall system.

When asked by the media for a comment, NAR is sharing the following official statement:

The complaint is baseless and contains an abundance of false claims. The U.S. Courts have routinely found that Multiple Listing Services are pro-competitive and benefit consumers by creating great efficiencies in the home-buying and selling process. NAR looks forward to obtaining a similar precedent regarding this filing.

Mantill Williams, VP of Communications, National Association of REALTORS®

If you receive any inquiry about this filing, please feel free to direct them to Mantill Williams (mwilliams@realtors.org) or provide the official NAR response above.

FAQ Document
More information is available on The Hub: https://thehub.realtor/home
Login required.

Maryland REALTORS®

Maryland REALTORS® is pleased to announce that the **Environmental Education Workshop** on **April 10th** will be held at the Chesapeake Bay

Environmental Center in Grasonville, MD.

The **Environmental Education Workshop** is a half-day educational seminar for Maryland real estate agents to get up-to-the-minute information on the latest on Critical Areas along with National Flood Insurance Program and Flood Mapping developments and trends.

The half day workshop is free to all attendees. Registration includes 3 hours of Maryland Category A (Legal & Legislative) CE, lunch and a kayaking voucher.
Register here.

Bright MLS

Fixes were made to the Financial Calculators & Updates to Public Records Read more

Now you can search for a Condo/Coop Association and HOA at the same time Read more

Case Studies Interpretation of the Code of Ethics

Case #1-30: Multiple Offers Where Listing Broker Agrees to Reduce Listing Broker's Commission

(Adopted November, 2002.)

REALTOR® A listed Seller S's house. He filed the listing with the MLS and conducted advertising intended to interest prospective purchasers. Seller S's house was priced reasonably and attracted the attention of several potential purchasers.

Buyer B learned about Seller S's property from REALTOR® A's website, called REALTOR® A for information, and was shown the property by REALTOR® A several times.

Buyer X, looking for property in the area, engaged the services of REALTOR®

R as a buyer representative. Seller S's property was one of several REALTOR® R introduced to Buyer X.

After the third showing, Buyer B was ready to make an offer and requested REALTOR® A's assistance in writing a purchase offer. REALTOR® A helped Buyer B prepare an offer and then called Seller S to make an appointment to present the offer that evening.

Later that same afternoon, REALTOR® R called REALTOR® A and told him that he was bringing a purchase offer to REALTOR® A's office for REALTOR® A to present to Seller S. REALTOR® A responded that he would present Buyer X's offer that evening.

Read more

YPN

Ease the Tension in Emotional Transactions

Buying and selling real estate can involve significant emotional factors. As an agent, you must have the skills to pivot from one client's set of circumstances to the next. Here are some tips for serving as the voice of reason and communicating pertinent information with empathy.

Membership Update

New REALTOR® Members:

Chad Ward, Railey Realty

New Affiliate Members:

Johnny Hull, To The Top Property Inspections, LLC

Drops:

Transfers:

Changes:

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 MRIS broker code. You can obtain this from your broker or the GCBR office.

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