



# BULLETIN



The monthly newsletter of the REALTORS® Association of Indian River County, Inc.  
3250 67th Street, Vero Beach, FL 32967. Tel:(772) 567-3510 Fax: (772) 778-6490  
E-mail address: receptionist@rairc.com Website: <http://www.RAIRC.com>.

# 2020



## From a shy guy with a mic.

This year has been challenging to say the least. As I think back, I am overwhelmed with gratitude. Gratitude for the trust of the membership to speak on their behalf. Gratitude for the countless people that rolled up their sleeves and helped with a moment's notice. Most of all, gratitude for the growth that this year has put me through.

The customary meetings, conventions and the status quo were replaced with challenges that we have never faced. Nothing to look back on to see if we are doing it right. We had to make decisions in unchartered waters with only one thing in mind, "How will this affect the membership as a WHOLE." I have realized that our power as REALTORS® is not just our numbers. Our true power comes from our diversification and resilience to overcome obstacles for the greater good.

Many have expressed an interest in moving into leadership. Sadly, we do not get to pick the climate in which we lead. As I asked what is stopping you, the majority said they couldn't get past the public speaking aspect. Trust me, that was my top objection. As I agreed to run initially, I got the butterflies just like everybody else and if you are close to me you know just how close I was to saying NO for just that reason.

So, what made me push forward? I went to my notes from past mentors & found something that made me make the decision for my "future" self. The note was, "The Time in Tension Principle." In short, what it states is that any muscle will become stronger if you keep it in tension. It doesn't matter what the activity is, the longer you are in tension the more growth you will receive. One year of constant tension would surely make me a better person, better REALTOR® and most of all, a better leader.

Like everybody else, I shrugged it off and played most things safe. Staying in my lane of "perceived" expertise. The truth is, if we do not challenge ourselves through this journey, we will never be the professional we are meant to be.

It has been an absolute pleasure to serve you!!! I look forward to working with all of you in the field. Remember, #WeAreRAIRC and we are #StrongerTogether!!

Onward & Upward we go!!

*Michael C. Armstrong*  
RAIRC 2020 President

"If we always do what we have always done, we will always be where we have always been." - MCA



**The following General Membership Meetings/Installation Banquet have been cancelled:**

- Friday, September 18, 2020
- Thursday, October 15, 2020
- Thursday, November 19, 2020



RAIRC will be **closed** on Monday, September 7<sup>th</sup> for Labor Day. Regular business hours will resume on Tuesday, September 8<sup>th</sup> from 8:30 AM -5:00 PM.

Have a safe & happy holiday!

**Look What's Inside!**

- Page 3: Affiliate Spotlight  
Page 5: Ethics Case Interpretations & MLS Stats  
Page 7: 2021 Committee Signup Flyer  
Page 9: RAIRC REALTOR® Store

**REALTORS® Association of Indian River County, Inc.**3250 67<sup>th</sup> Street

Vero Beach, FL 32967

Phone (772) 567-3510 Fax (772) 778-6490

**President:** Michael Armstrong**President-Elect:** Mike Lafferty**Vice President:** Ron Rennick, Jr.**Secretary-Treasurer:** Cheryl Goff**Past President/Director:** Andrew Harper**Directors:** Jennifer Bailey, Dick Davis, Samantha Irvin, Alex MacWilliam IV, Kyle Von Kohorn & Troy Westover**Chief Executive Officer:** Carol Hawk

This publication is prepared monthly by the staff of the REALTORS® Association of Indian River County, Inc. for its members. The newsletter does not have any official authority and the information contained therein should not be acted upon without professional advice. The Association, in accepting advertisement in this publication, makes no independent investigation concerning the services or products advertised and neither enforces nor recommends the same and accepts no responsibility. The REALTORS® Association of Indian River County is the source for services for our members (the real estate professionals) which assists them in meeting the needs of their clients and customers in the real estate transaction.



**The following course will be held at the Association:**

**Thursday, September 3<sup>rd</sup>**

***How to Market Like a Rockstar on a Roadies Budget***

1PM – 5PM (4 CEU's) // Instructed By: Craig Grant

Deadline: Tuesday, September 1<sup>st</sup> by 11:59 (Midnight)

**RAIRC is offering virtual CE credit courses via Zoom!**

**Thursday, September 10<sup>th</sup>**

***Risk Management***

9 AM – 12 Noon (3 CEU's) //

Instructed By: Cynthia DeLuca

Deadline: Tuesday, September 8<sup>th</sup> by 11:59 (Midnight)

**Friday, September 11<sup>th</sup>**

***Pricing in a Competitive Market***

9 AM – 1 PM (4 CEU's) //

Instructed By: Cynthia DeLuca

Deadline: Wednesday, September 9<sup>th</sup> by 11:59 (Midnight)

**Wednesday, September 16<sup>th</sup>**

***Beyond the Velvet Rope,  
Working with the World's Affluent***

9 AM – 12 Noon (3 CEU's) //

Instructed By: Neal Oates

Deadline: Monday, September 14<sup>th</sup> by 11:59 (Midnight)

**Thursday, September 17<sup>th</sup>**

***Introduction to International Real Estate***

10 AM – 12 Noon (2 CEU's) //

Instructed By: Neal Oates

Deadline: Tuesday, September 15<sup>th</sup> by 11:59 (Midnight)

*\*\*Students must attend all classroom hours in order to obtain the certification.*

**REGISTRATION CONFIRMATION:** Anyone who registers will receive an email confirmation. The link to register for the Zoom meeting will be sent 1-2 weeks prior to the course date. If you have not received a confirmation email, contact the Association to confirm you're registered.

# AFFILIATE Spotlight



**Gina Melton**  
**Loan Originator/Mortgage Broker**  
**Motto Mortgage**

Gina Melton, a United States Air Force Veteran, has over 20 years of experience in the banking and mortgage industry. Her experience in the military service and the banking industry has only deepened her resolve to help people reach one of the most cherished American Dreams of becoming a homeowner.

Gina enjoys working with Motto Mortgage because she shares the company's philosophy that homeownership is not just a dream. With personalized guidance, Gina helps her clients find the best program that will fit their specific needs. She works closely with Motto's network of real estate agents and lenders to provide options for her clients with the least amount of headache.

Whether a first-time homebuyer or veteran investor, Gina can guide clients through the mortgage process. Her goal is to make homeownership easier not only for the buyers, but for the real estate professionals as well. There are homes in need of owners, and she is eager to become the matchmaker to make it work.

*"I am most proud when I drive by properties that I have helped finance. It gives me such satisfaction knowing that I have helped my community, friends, and neighbors realize their dreams. There is nothing more rewarding than being able to help others, in such a significant way."*

From beginning to end, Gina is there to find the best loan and offer solutions for clients to reach their goal. If you need a stellar professional to assist in homeownership, give Gina Melton a call. She will be more than happy to listen to your needs and present all of the options available to you.

**Motto Mortgage Riverside**  
1601 US Highway 1  
Sebastian, FL 32958  
Office - 772.571.5671  
Mobile - 772.205.8880  
NMLS 877888  
Company NMLS 1712816  
[Gina.Melton@mottomortgage.com](mailto:Gina.Melton@mottomortgage.com)





The CE Shop

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**SEPT25**



# MEMBERSHIP NEWS

## New REALTORS®

Georgianna Taylor – LOKATION  
 Cindy Roberts – Dale Sorensen Real Estate  
 John Roberts – Dale Sorensen Real Estate  
 Laurie Connelly – Alex MacWilliam Inc  
 Jimmy Phipps – Coldwell Banker Paradise  
 Matthew Maier – One Sotheby's Int'l Realty  
 Tabitha Procise – One Sotheby's Int'l Realty

## Welcome Back

Tara Gilligan – Treasure Coast Realty

## On the Move

Donald Hilaman from RE/MAX to Keller Williams Rlty VB  
 Sharon Goff from Dale Sorensen to Berkshire Hathaway FL  
 Iga Farbicka Luther from One Sotheby's to The Lafferty Group

## Sorry to See You Go

### Realty One Group Innovation

Michael Brue – Keller Williams Realty of VB  
 Theresa Stone – Coldwell Banker Paradise  
 Steve Stone – Coldwell Banker Paradise  
 Chance Morrow – Coldwell Banker Paradise  
 Jessica Humeny – Dale Sorensen Real Estate  
 Dennis Parsons – One Sotheby's Int'l Realty  
 Scott Hodges – Treasure Coast Realty  
 Amber Emmons – RE/MAX Associated Realty  
 Nydia Centeio – Realty One Group Innovation  
 Denise Piga – One Sotheby's Int'l Realty  
 Tracy Inghram – Watson Realty Corp

## Our Condolences

Our hearts and prayers are with friends, family and co-workers on the passing of **Mary Coleman of Century 21 Affiliated.**



*Membership Counts*  
**REALTORS® - 1,109**  
**Affiliates - 95**

## Your 2021 Dues Renewal

***Pay Early, take advantage of the \$50 RAIRC discount!***

- **Sept 18<sup>th</sup> – renewals are mailed**  
 Preview your default address at the member portal, or contact RAIRC for assistance.
- **Oct 15<sup>th</sup> – 5PM deadline on discounts**  
 Only Primary REALTORS® are eligible.  
 Discounted payments must be received at the RAIRC office by 5:00PM.  
 At 5:01PM the discount will be removed if it has not been utilized.
- **Nov 16<sup>th</sup> – 5PM deadline for renewals**  
 Dues payments must be received at the RAIRC office by 5:00PM.  
 At 5:01PM REALTORS® charged a \$100 late fee and services are suspended.  
 At 5:01PM Affiliates are inactivated, and must reapply if they wish to remain members.
- **Dec 1<sup>st</sup> – 5PM termination**  
 REALTORS® are terminated if account is not paid, and must reapply if license stays active.

There are no dues increases this year.  
 Renewal for Primary REALTORS® will be \$944.00

## Ethics Case Interpretations related to Article 15



### Case #15-2: Intentional Misrepresentation of a Competitor's Business Practices

(Adopted Case #23-2 November, 1992. Transferred to Article 15 November, 1994. Revised November, 2001 and May, 2018.)

Following a round of golf early one morning, Homeowner A approached REALTOR® X. "We've outgrown our home and I want to list it with you," said Homeowner A. "I'm sorry," said REALTOR® X, "but I represent buyers exclusively." "Then how about REALTOR® Z?," asked Homeowner A, "I've heard good things about him." "I don't know if I would do that," said REALTOR® X, "while he does represent sellers, he doesn't cooperate with other brokers and, as a result, sellers don't get strong offers for their properties."

Later that day, Homeowner A repeated REALTOR® X's remarks to his wife who happened to be a close friend of REALTOR® Z's wife. Within hours, REALTOR® Z had been made aware of REALTOR® X's remarks to Homeowner A earlier in the day. REALTOR® Z filed a complaint against REALTOR® X charging him with making false and misleading statements. REALTOR® Z's complaint was considered by the Grievance Committee which determined that an ethics hearing should be held.

At the hearing REALTOR® Z stated, "I have no idea what REALTOR® X was thinking about when he made his comments to Homeowner A. I always cooperate with other REALTORS®." REALTOR® X replied, "That's not so. Last year you had a listing in the MLS and I spent months working with the buyers that submitted a purchase offer. You didn't pay me the offer of compensation, though; you paid another broker who stole my clients from me at the last minute, and all he did was submit the purchase offer."

REALTOR® Z countered REALTOR® X's statements, indicating he had made a blanket offer of compensation in the MLS, and that his refusal to pay REALTOR® X had nothing to do with him not cooperating with other brokers, but the fact that there was a procuring cause dispute at the end of the transaction. Upon questioning by panel members, REALTOR® X admitted he had no personal knowledge of any instance in which REALTOR® Z had refused to cooperate with any other broker, but assumed that his failure to pay the compensation REALTOR® X felt

he had earned was likely how REALTOR® Z treated other brokers.

The Hearing Panel, in its deliberations, noted that cooperation and compensation are not synonymous. In fact, Standard of Practice 3-10 provided that the duty to cooperate established in Article 3 relates to the obligation to share information on listed property, and to make property available to other brokers for showing to prospective purchasers/tenants when it is in the best interests of sellers/landlords. In that respect, the Hearing Panel felt REALTOR® Z had, in fact, cooperated with REALTOR® X. However, to characterize REALTOR® Z's refusal to pay requested compensation because of a genuine commission dispute as a "refusal to cooperate", and to make the assumption and subsequent statement that REALTOR® Z "did not cooperate with other brokers", was false, misleading, and not based on factual information. Consequently, REALTOR® X was found in violation of Article 15.



**THE  
STATS**

### REALTORS® Association Of Indian River County, Inc. MLS Statistics

Statistics developed by the REALTORS® Association of Indian River County through its Multiple Listing Service and in conjunction with Florida REALTORS® reflect the following for July 2020/2019. The Residential closed sales of single-family detached homes totaled 337 units for July 2020. This compares to a total of 319 units in July 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for July 2020 was \$257,221. This compares to a median price of \$250,000 for July 2019. Current active inventory of residential single-family detached homes total 1,073 for July 2020. This compares to the active inventory of 1,405 for July 2019.

The Residential closed sales of condominium homes totaled 77 units for July 2020. This compares to a total of 80 units in July 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for July 2020 was \$210,000. This compares to a median price of \$154,250 for July 2019. Current active inventory of condominium homes total 494 for July 2020. This compares to the active inventory of 443 for July 2019.

*Note to File: Due to COVID-19 - Safer at Home Order (Phase 2) was Issued by Governor DeSantis June 5, 2020*



## Government Affairs Update

### House Considers Commercial Market Relief

Several House Representatives recently introduced HR 7809, the "Helping Open Properties Endeavor (HOPE) Act," which provides economic support for the commercial real estate market in response to the COVID-19 pandemic. NAR sent the sponsors a letter of support and thanks. The HOPE Act creates a federally-backed commercial lending facility to assist commercial mortgage-backed securities (CMBS) borrowers which have been negatively impacted by the pandemic. The delinquency rate for CMBS borrowers in June hit 10.32%, nearing the all-time high set in 2012 during the recession. The hotel and retail sectors have been hit especially hard, with delinquency rates of over 24% and 18%, respectively.

The HOPE Act assists these businesses by providing financial assistance for commercial mortgages. Guaranteed by the Dept. of the Treasury, the HOPE Preferred Equity lending facility will prevent commercial foreclosures and ensure that those businesses will survive to rehire their employees and assist in the country's economic recovery.

### NAR Urges Congress to Support Rental Assistance

NAR joined a coalition of real estate industry groups to seek relief for multifamily properties. Since the pandemic unemployment assistance ran out, property owners are seeing more and more tenants struggle to make their rent obligations. NAR strongly urges Congress to support rental assistance to ensure families that are financial struggling as a result of the pandemic do not lose their homes. This assistance should be provided directly to housing providers to make their rent payments. This assistance will ensure that rental housing remains sustainable, and property owners are able to fulfil their financial obligations including mortgage payments, insurance, utilities and taxes.



### NAR Flood Case Law Study Released

As flooding grows worse in both coastal and inland areas, NAR commissioned the Legal Research Center to compile flood-related court cases over the past two decades to help identify key patterns and takeaways for NAR members as they fulfill their fiduciary duties to clients.

This research could help inform state efforts to strengthen existing property condition disclosure requirements. In addition, NAR Legal Affairs has developed guidance with best practices for flood disclosures. To watch the video or to learn more, go to... [www.nar.realtor/washington-report/flood-case-law-study-released](http://www.nar.realtor/washington-report/flood-case-law-study-released)

### 2020 Census: It's Not Too Late

REALTORS® are US Census partners, and NAR urges all to participate. The last day for households to self-respond online, by phone or by mail is Sept. 30, 2020.

In Florida so far, the total self-response rate is 60.7%, of which 47.6% have responded by internet.

**To respond** online or by phone, go to the US Census Bureau's website for information – <https://2020census.gov>

### REALTOR® Party Mobile Alerts

RPMA texting platform offers REALTORS® a way to stay connected directly from their cell phones or tablet.

When a legislative Call For Action is launched, subscribers get a short text message containing information to take action.

Realtors can sign up for REALTOR® Party Mobile Alerts by texting the word REALTORS to 30644.



### Did you know...

- The Constitution mandates a census of the population every 10 years, and has wide-ranging impacts.
- The US passed the 100 million mark in the 1920 Census, 200 million in 1970, and 300 million in 2010.
- The largest percentage increase was between the second and third censuses, from 1800 to 1810, when the country's population grew 36.4%—from 5,308,483 to 7,239,881.
- The largest increase in total population occurred between the 1990 and 2000 censuses, when the US population grew by 32,712,033.
- Census results affect planning and funding for infrastructure—including programs for highway planning and construction, Section 8 housing, federal transit, community development, and rural water and waste disposal systems
- Roughly \$1.5 trillion is allocated to states and localities annually based off of census results.
- Census results affect planning and funding for education—including programs such as Head Start, Pell Grants, school lunches, rural education, adult education, and grants for preschool special education.
- By law, the Census Bureau cannot release any identifiable information about you, your home, or your business, even to law enforcement agencies. That's protected under Title 13 of the US Code.

## Committee Service Request / Recommendation for the 2021 Fiscal Year



One person *can* wear TOO many hats!  
Don't miss the opportunity for *YOUR* voice to be heard!

The work of the Association committees is the key to its success. Detailed descriptions of the committees are on the back of this sheet. Select your first and second choice in order of preference and return the form to the Association Office.

I wish to serve as a MEMBER of the following Committee/Council:

1<sup>st</sup> choice \_\_\_\_\_ 2<sup>nd</sup> choice \_\_\_\_\_

- |  |   |
|--|---|
| 1. Affiliate Council (Affiliates Only) | 5. *Grievance (REALTORS® only)              |
| 2. Budget                              | 6. *Habitat Task Force                      |
| 3. Events Task Force                   | 7. MLS (REALTORS® only)                     |
| 4. *Government Affairs                 | 8. *Professional Standards (REALTORS® only) |

I would be interested in serving as  CHAIR  VICE CHAIR

QUALIFICATIONS (Offices/Chairmanship/Committee Service at the Association or in the Community):

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Do you contribute to RPAC? Yes\_\_\_\_\_ No\_\_\_\_\_

Please print or type the following information:

Name: \_\_\_\_\_  REALTOR®  Affiliate

Firm Name: \_\_\_\_\_ Firm #: \_\_\_\_ Office Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Recommended By (Complete if recommendation is other than self.)

Name: \_\_\_\_\_

**Note:** Your request does not ensure selection for the committee choices submitted. The incoming RAIRC President makes Committee Assignments and is kept abreast of all committee service requests. All committee appointments are for ONE year, unless otherwise specified. It is understood that being appointed to a RAIRC committee if you have three unexcused absences from the scheduled committee meetings your committee appointment will be terminated.

(Committee descriptions on reverse side)

## **COMMITTEE DESCRIPTIONS**

- 1. AFFILIATE:** Provides a forum to serve the specialized needs of Affiliate Members. Provides an information exchange for Affiliate Members. (Meets quarterly)
  - 2. BUDGET:** Develops the annual budget, makes recommendations to the Board of Directors for dues/fees structure. (Meets 2 - 3 times per year)
  - 3. EVENTS:** Provides business and networking forums for members; coordinates special interest groups on request. Conducts community service programs that ensure the public sees REALTORS® Association Members as valued members of the community, promoting a positive image to the public. (Task Force meetings are scheduled as needed for events.)
- \***4. GOVERNMENT AFFAIRS:** Helps the Association be responsive to legislative and regulatory impacts affecting the real estate business, REALTOR® organization and private property rights. Must be \$99 contributor to RPAC. (Meets 8 - 10 times per year)
- \***5. GRIEVANCE:** Works to promote members awareness of the Code of Ethics, encourages members to report violations of the Code and processes complaints filed with the Association. (Requires a minimum of 3 years of REALTOR® membership) (Meets as needed)
- 6. HABITAT:** Works to promote Indian River County Habitat for Humanity in bringing affordable housing to Indian River County. Conducts fundraising events for the purpose of raising donations for the Association's annual REALTOR® build. (Task Force meetings are scheduled as needed for events.)
- \***7. MLS:** Evaluates the most effective ways to efficiently disseminate property information, determining ease of access and costs and making recommendations. (MLS participant or designee only) (Meets 10 - 12 times per year)
- 8. PROFESSIONAL STANDARDS:** Provides Hearing Panels to hear Ethics and arbitration cases referred to it by the Grievance Committee of the Association. (Requires a minimum of 3 years of REALTOR® membership) (Meets as needed)

\* Specific qualifications and/or a required number of years of membership required being on these committees.



## MeLS Corner September 2020

RAIRC Multiple Listing Service

**Access Matrix** <https://rairc.mlsmatrix.com>

**Technical Support - AnswerLink** call 888-825-5472

*Realist and MatrixX training tutorials,*

*Data Input Sheets/Forms are available under Help.*

*Showing Time questions contact 1800-379-0057*

*Support@showingtime.com*

*Realist questions email: [Support@Realist.com](mailto:Support@Realist.com) with details concerning your issue with the tax program.*

### **MLS Computer Matrix Training** **Monday, September 14, 2020**

For the MatrixX new platform and Realist Manual go to the Help, located under your name in the drop down on the right-hand corner of the home page in MatrixX.

#### **“Matrix X New Platform Release”**

The new version of Matrix from CoreLogic transforms a new look and feel combines modern color palettes, iconography, navigation and design. Discover what's new, easier navigation, concierge improvements, great looking emails, new contacts module, new map functionality, and new quick CMAs.

**“Basic MatrixX” 10-Noon** – Using the MLS resource links adding search fields, hotsheets, field related controls, viewing, sorting and filtering a list and task related controls. Using the map search controls where users can search within miles of an entered address. Reorder search results using drag and drop create multiple personal and contact carts.

#### **“Listing Add and Editing” 1:30-3:30 PM –**

As long as you have edit access in Matrix, you will be able to add and edit your own listings. Use the tax integrating, image submitter to complete your listings. Learn to use the fill from feature of an existing listing that expires to a new listing. Learn to upload photos and attachments.

**“ePropertyWatch”** – Keep in touch with your clients.

Home Valuation, forecast, mortgage information, nearby trends and forecast analytics. Refer to the Home page link in Matrix.

**“OneHome Consumer Portal”** New feature modernizes the homebuying process by combining unique property and market insights with an array of innovative new features. The PropertyFit tool asks a series of questions to understand the consumer's needs. Each step in the home buying process, consumers can access mortgage, insurance and home renovation services through the integrated marketplace, including recommendations from their agent. Available later this month.

#### **“MLS Fees”**

Invoices for the Bi-Annual MLS Fees will be mailed on September 1<sup>st</sup> 2020. Payments will be due by October 1<sup>st</sup>, 2020. Invoices will include the bi-annual unlicensed admin/office access users fee and Brokers Only RETS fee for the participants who have this service. The option to pay online must be the full amount in Matrix under external links, smartlinks, membership RAIRC, account balance, pay now. If you wish to remove and deactivate an admin office staff user code, it must be done in writing with Brokers authorization.

#### **“NAR Clear Cooperation Policy”**

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs is available for input in the RAIRC MLS. Coming Soon Sellers Addendum is available in Florida Realtors “Form Simplicity.” The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public. *Reminder to change your Coming Soon Listing status to active on the “Available Date to Show” to avoid MLS Fine.* Refer Section 9 Note#14 Section 1.3 Clear Cooperation of MLS Rules and Regulations: of the MLS Rules and Regulations.

#### **“ShowingTime” Online Scheduling Program”**

Save time, reduce calls and generate more showings by enabling to schedule showings through the MLS website 24/7. The Schedule a showing button is always on saving you time, reducing calls and eliminating phone tag. All of your history, showing instructions and agent profile will be preserved in the software. Get started use the quick link on the Home page to register for ShowingTime for the MLS scheduling and management of listings for agents. Learn to set up the appointment in the MLS using ShowingTime. The ability to generate 1-day code is a premium feature available in the direct to consumer services, ShowingTime front Desk. Any agent that subscribes to one of those on their own have the access to that feature. The ShowingTime integration with RPR platform was implemented in March. A regular user will see the button just to the left of the map on the upper right of the property summary page. Any questions contact [support@showintime.com](mailto:support@showintime.com)

#### **“Temporary Off Market Listings”**

If the seller(s) are reluctant and have concerns of the COVID-19 to provide access to buyers desirous of viewing their properties or cannot accommodate a showing within the 72-hour rule, place your listing in temp off market status. DOM is calculated Days On Market for the current listing ML NUMBER. DOM is calculated from the Listing Date to Pending Date and not from the Entry Date that appears in the history of the property. Temp off Market status do not accrue DOM while in that status.

# RAIRC REALTOR® STORE

## **NEW ITEM!**

### **Currogated Key SOLD Signs!**

#### **2 Designs on 1 Sign!**

- Corrugated plastic is **lightweight and durable!**
- All corners are rounded
- **Size:** 12.25" high x 31" wide

**Member Price: \$16.00 +tax**

*This item must be pre-ordered*

Double sided



Double sided



## **REALTOR® Face Masks**

### **ALL FACE MASKS MUST BE PRE - ORDERED**

This REALTOR®-logo branded face mask is made out of durable 210gsm microfiber material, and is designed for comfort. It is washable, reusable, and made in the USA.

**\$8.50 +tax**



Show off our pink REALTOR® logo with this mask. Designed for maximum comfort, this mask goes beyond standard cotton masks.

### **Pink REALTOR®-logo Face Mask!**

**One Size Fits MOST**

**\$12.00 +tax**



*Please Note: These masks are not certified for medical use and we make no representations, warranties or promises, express or implied, regarding the efficacy of these products to prevent, or reduce exposure to any illnesses, viruses or other medical conditions. Efficacy is in part reliant on proper use of masks by end users as well as complying with CDC and/or medical professional guidelines. RAIRC will not be responsible if used for medical use.*

Place your order today! For questions regarding products that we may carry in our REALTOR® Store, please contact Samantha at (772) 567-3510 or email [Receptionist@rairc.com](mailto:Receptionist@rairc.com)!



## Spotlight on Education

To register for a course held at our Association, visit [www.RAIRC.com](http://www.RAIRC.com) or call 567-3510.

### REGISTRATION:

We appreciate your cooperation in your timely arrival as the course will begin promptly as scheduled. Due to DBPR requirements, Registration Sign-In will begin **30 minutes PRIOR to the start of ALL scheduled courses.**

### REGISTRY DEADLINE:

\***2 Calendar Days PRIOR to the scheduled course or event, by (Midnight) 11:59 PM.**

Anyone registered after the deadline will be considered a LATE registry and will be REQUIRED to pay FULL PRICE prior to attending the course or event.

### REGISTRATION CONFIRMATION:

Anyone who registers for a course using the website, [www.RAIRC.com](http://www.RAIRC.com), will receive a registration confirmation number. All students registered for an RAIRC CEU course or event will receive email confirmation 2 days prior to the scheduled course. If you have not received a confirmation email by this time, contact the Association to confirm you're registered. If you register after this time, you will not receive an email confirmation. If you are not on the registration roster the day of class, you will be required to pay a Late Registry fee (see below for fee information).

### PRICING FOR CE COURSES & GMM:

#### **RAIRC REALTOR® MEMBERS**

Pre-Registration - FREE

Late Registration - \$5 per CE hour

#### **AFFILIATE MEMBERS & \*FL REALTORS®**

Pre-Registration - \$10 per CE hour

Late Registration - \$15 per CE hour

#### **\*NON-MEMBERS**

Pre-Registration - \$20 per CE hour

Late Registration - \$25 per CE hour

**\*Payment MUST be received prior to RSVP**

**\*NO REFUNDS for cancellation / No-Show**

### NO SHOWS:

Anyone registered for a course or event that is a *NO SHOW* or fails to cancel his/her registration PRIOR to the registration deadline will be billed **\$10.00**.

### CANCELLATIONS:

Cancellations must be called into the Association office or emailed to [education@rairc.com](mailto:education@rairc.com) PRIOR to the registration deadline or it will be considered late & a **\$10.00** Fee will be assessed.



**The following course will be held at the Association:**

**Thursday, September 3rd**

#### ***How to Market Like a Rockstar on a Roadies Budget***

1PM – 5PM (4 CEU's) // Instructed By: Craig Grant

Deadline: Tuesday, September 1<sup>st</sup> by 11:59 (Midnight)

**RAIRC is offering virtual CE credit courses via Zoom!**

**Thursday, September 10th**

#### ***Risk Management***

9 AM – 12 Noon (3 CEU's) //

Instructed By: Cynthia DeLuca

Deadline: Tuesday, September 8<sup>th</sup> by 11:59 (Midnight)

**Friday, September 11th**

#### ***Pricing in a Competitive Market***

9 AM – 1 PM (4 CEU's) //

Instructed By: Cynthia DeLuca

Deadline: Wednesday, September 9<sup>th</sup> by 11:59 (Midnight)

**Wednesday, September 16th**

#### ***Beyond the Velvet Rope, Working with the World's Affluent***

9 AM – 12 Noon (3 CEU's) //

Instructed By: Neal Oates

Deadline: Monday, September 14<sup>th</sup> by 11:59 (Midnight)

**Thursday, September 17th**

#### ***Introduction to International Real Estate***

10 AM – 12 Noon (2 CEU's) //

Instructed By: Neal Oates

Deadline: Tuesday, September 15<sup>th</sup> by 11:59 (Midnight)

**\*\*Students must attend all classroom hours in order to obtain the certification.**

**REGISTRATION CONFIRMATION:** Anyone who registers will receive an email confirmation. The link to register for the Zoom meeting will be sent 1-2 weeks prior to the course date. If you have not received a confirmation email, contact the Association to confirm you're registered.



## COVID and Property Values

Early in 2020 Indian River Property Appraiser, Wesley Davis sounded the alarm expressing concern that property values for residents and businesses might be adversely affected by the lockdown caused by the COVID 19 virus.

Florida law requires property appraisers to take a snapshot of property values on January 1<sup>st</sup> of every year. January 1<sup>st</sup>, 2020 does not reflect any of the changes resulting from events starting with the government ordered shutdown announced in March and continuing to this day.

The effects of COVID will be realized on January 1, 2021 and seen in TRIM notices in August of 2021. Although the effects of COVID 19 on residential properties is unknown, now is the time to document losses for 2021 income producing properties due to COVID 19.

Currently property sales and prices seem to be holding or even improving but no one knows what the future will hold. The property appraiser must provide assessments based on facts, not speculation. The marketplace will show us the facts.

Whatever happens, the Indian River County Property Appraisers office is ready and willing to help. We have initiated a campaign called "100% Safe Service" that offers new ways to ask questions and receive answers safely.

1. You may now review your TRIM notice using our new, user friendly, website at [www.ircpa.org](http://www ircpa org).
2. Our website also provides an option to confer with an appraiser via video conferencing
3. We have established a TRIM hotline at 772-226-1469 where you will be connected directly to a TRIM specialist to discuss your property.
4. We have a new postage free mail system to send documents
5. If you still wish to visit in person you may make an appointment online or visit our main location in the County Administration complex on 27<sup>th</sup> St. Vero Beach or our US 1 Sebastian location where you will find protected and sanitized, CDC compliant facilities and service oriented customer services representatives to help you.

# **WILL COVID-19 IMPACT MY PROPERTY VALUE?**



## **AWARENESS**

Our office is aware of the impacts that COVID-19 has had on our community and respect that many of our citizens have concerns about the value of their property as well as their property tax obligation during this challenging period.



## **ACTION**

Under Florida law, county property appraisers must value every property in the state as of the effective date of January 1, 2020. Any impacts from COVID-19 would not impact 2020 property values as we must analyze sales data and trends from 2019. The first two cases of COVID-19 were not announced in the state of Florida until March 1, 2020.



## **FUTURE**

Our appraisers consistently monitor market transactions and trends. Any increase or decrease in sales prices which occur in 2020 will impact property values as of our January 1, 2021 valuation.



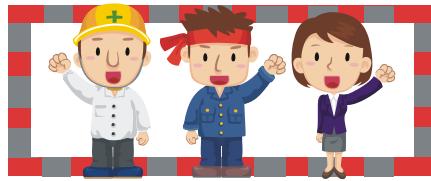
## **TAXES**

Tax rates are established by the local taxing authorities such as the County Commission, Municipalities, School Board, etc. The Property Appraiser has no control or input over the establishment of the millage rates. Any tax relief due to COVID-19 would have to come via the State Legislature and as of now we are not aware of any pending legislation.



## **OFFICE PROCEDURES**

Please visit [www.ircpa.org](http://www ircpa org) or call (772) 226-1469 before planning a trip to our office. Your safety is our top priority during this uncertain time. We will keep our site up to date with the most recent information regarding COVID-19 procedures and regulations.



# September 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3 <b>Market Like a Rockstar 1-5PM</b>	4	5
6	7  RAIRC Closed	8	9	10 <b>Virtual Zoom - Risk Management 9AM - 12PM</b>	11 <b>Virtual Zoom - Pricing in a Competitive Market 9AM - 1PM</b>	12
13	14 <b>MLS Training:</b> Basic 10AM - 12PM Listing Input/Edit 1:30PM - 3:30PM	15 <i>BOD 9AM Grievance 4PM</i>	16 <b>Virtual Zoom - Beyond the Velvet Rope 9AM - 12PM</b>	17 <b>Virtual Zoom - International RE 10AM - 12PM</b>	18 IFREC 6-10PM	19 IFREC 8-5PM
20 IFREC 8-5PM	21	22 	23	24	25 IFREC 6-10PM	26 IFREC 8-5PM
27 IFREC 8-5PM	28 <i>MLS Committee 3:30PM</i>	29	30			



# October 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2 <i>GAC 8:30AM</i> IFREC 6-10PM	3 IFREC 8-5PM
4 IFREC 8-5PM	5 <b>MLS Training:</b> Advanced / CMA 10AM - 12PM Stats / Agt Webpage 1:30PM - 3:30PM	6 <b>Virtual Zoom - Real World Negotiating</b> <b>9AM - 1PM</b>	7	8 <b>Closer to Closings</b> <b>9 - 12PM</b> <b>Inspection Section</b> <b>1 - 4PM</b>	9	10
11	12 <i>BOD Retreat</i>	13 <i>BOD Retreat</i>	14	15	16	17
18	19	20 <b>Virtual Zoom - Transaction Going South</b> <b>9AM - 12PM</b> <i>Grievance 4PM</i>	21	22	23	24
25	26 <i>MLS Committee 3:30PM</i>	27	28	29 <b>Orientation</b> <b>8:45AM - 4PM</b>	30	31 <b>Happy Halloween</b>