

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.



### Economics 101: Supply and Demand

As this market continues to be hot, we are seeing more and more REALTORS®, new and experienced, join our Association which is creating some unique problems. The biggest is the fact that we have about a 1/2 of a listing per REALTOR®. That's right, each of us gets half a listing. This makes for some tough competition to get listings, so all of you need to be on your best game. This is not the wild west. Rules, regulations and ethics still apply.

Another thing that all of you need to be looking at is the daily stats. When this wheel is going to stop is anybody's guess, and you all need to be aware of what's happening for yourselves, your buyers and sellers. At the time of writing this we have 683 residential listings with 1,291 Under Contract/ Pending. We have had 1,222 closings for the first 83 days of the year. This is an absorption rate of 14.7. 14.7 houses are being absorbed into the market each day. With an absorption rate that high, we will only have 46 days of inventory for the entire county. The number of residential properties going under contract each day is more than the number of listings each day.

Economics 101: Supply is Low - Demand is High = Increase in Prices.

- Be prepared for demand to weaken as the prices get too high.
- If you see supply increasing and the number of properties going under contract decreasing, we may have peaked.

Knowing this will help you when talking with your buyers and sellers.

*Mike Lafferty*  
RAIRC 2021 President



**The General Membership Meeting scheduled for Thursday, April 15, 2021 has been cancelled.**

*\*\*General Membership Meetings are cancelled until further notice.*



RAIRC will be closed on Friday, April 2, 2021 in observance of "Good Friday."

**Look What's Inside!**

- Page 3: Affiliate Spotlight
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- Page 7: 2021 - 2022 Seeking BOD Nominees Flyer
- Page 9: REALTOR® Team 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:** Mike Lafferty  
**President-Elect:** Cheryl Goff  
**Vice President:** Tim Borden  
**Secretary-Treasurer:** Jennifer Bailey  
**Past President/Director:** Michael Armstrong  
**Directors:** Dick Davis, Scott Oberlink, Ralph Santoro,  
 Kyle Von Kohorn, Troy Westover & Sally Woods  
**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 2021 education schedule is available online. There are two options for registering online:

**- Option #1: Matrix**

1. Enter your MLS passcodes
2. From the home screen, find Smartlinks and click on Membership RAIRC
3. You'll be directed to your membership portal
4. Located under "Upcoming Courses" you will click on "ALL" to View/Register for education courses.
5. Add the event of your choice to your cart and completely check out. After checking out, you should receive a confirmation email which confirms your registration for that event.

**- Option #2: www.RAIRC.com**

1. You must be logged into the www.RAIRC.com website to register for any class and/or event. Use your MLS username (must be in all CAPS) and password to log in.
2. Once you log in, you will click on "My Account" (located in the black toolbar at the top right of the screen). You will then be redirected to your membership portal.
3. Located under "Upcoming Courses" you will click on "ALL" to View/Register for education courses.
4. Add the event of your choice to your cart and completely check out. After checking out, you should receive a confirmation email which confirms your registration for that event.



**The following courses will be held at the Association and limited to 31 REALTORS®:**

**Thursday, April 8<sup>th</sup>**

***Buying vs Renting and Other Millennial Facts***  
 9 AM – 12 Noon (3 CEU's)

***The Social Side of Real Estate***

1 PM – 4 PM (3 CEU's)

Instructed By: Carrie Prieto

**Deadline: Tuesday, April 6<sup>th</sup> by 11:59 (Midnight)**

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

**Thursday, April 15<sup>th</sup>**

***Basic Negotiating Skills for Today's Real Estate Professional***

9 AM – 1 PM (4 CEU's)

Instructed By: Patricia Sherman

**Deadline: Tuesday, April 13<sup>th</sup> by 11:59 (Midnight)**

**Tuesday, April 20<sup>th</sup>**

***Foreclosure Crash Course***

9 AM – 12 Noon (3 CEU's)

Instructed By: Patricia Sherman

**Deadline: Sunday, April 18<sup>th</sup> by 11:59 (Midnight)**

**To participate and obtain the certification for each virtual/livestream course:**

- Students must attend all classroom hours
- Your technology must include a camera and microphone (all cameras will be on and mics will be off until you are required to speak)
- No phone call into the course will be allowed
- Interaction during the course is required (responses to polls, responses in the chat, etc.)
- You must be logged in at least 10 minutes prior to the course start time for attendance

**If you do not meet any of the above requirements, you will not receive the credits for the course.**

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

**Register on-line at [www.rairc.com](http://www.rairc.com) or call the Association today at (772) 567-3510**

# AFFILIATE *Spotlight*



**Abigail "Abby" Bass**  
**Loan Consultant**  
**Caliber Home Loans**

Caliber Home Loans is one of the largest independent, privately held mortgage companies in the country where I am happy to call home! At Caliber, we proudly offer in-house processors, a hand selected panel of local appraisers and service over 95% of our closed loans.

I am lucky enough to have started my career in the mortgage industry 8-years ago with over a 12-years total in the financial services industry. I continue to be surrounded and supported by knowledgeable and committed professionals from across the industry. I am grateful for the embrace of our REALTORS® and business leaders as I continue to blaze the trail of making homeownership affordable and available to all. I enjoy continuous learning and always strive to make myself a better professional by staying up to date on all of the many changes within the financial industry. In this economy you have to be mentally tough, creative and intelligent in all things. Because home purchasing is one of the biggest financial decisions we face, I'm committed to personally guiding you and your clients through every stage of the mortgage process.

I believe personalization and communication are the keys to building lasting relationships with borrowers and business associates alike. I easily connect with millennials and am happy to provide 5-star service to clients in all walks of life. Indian River county is an amazing place to raise a family, start a business or full-fill your bucket list dreams.

I am a long time Indian River County resident and graduate of Sebastian River High School. I attended both Florida Institute of Technology and Indian River State College and hold degrees in both Accounting and Business Administration. My professional activities include membership in the REALTORS® Association and Chamber of Commerce. When not assisting customers with their family dreams, I am a mom to two happy and beautiful kids. I enjoy local fishing with my husband, beachside dining, visiting local shops & markets and the occasional round of golf. We enjoy supporting many local organizations such as Sebastian Sharks Youth Football and Cheer Association and the Sebastian River High School Varsity Team and other Sharks Athletics programs. My favorite quotes are: "Do small things, with great love" and "It takes what it takes."

I am looking forward to working with you.

Please feel free to call or email anytime.

### **Caliber Home Loans**

2095 Indian River Blvd  
Vero Beach, Florida 32960  
Cell: (772) 913-1530

[Abby.Bass@caliberhomeloans.com](mailto:Abby.Bass@caliberhomeloans.com)

[www.applywithabby.com](http://www.applywithabby.com)





**New REALTORS®**

- Taylor Sorensen – Dale Sorensen Real Estate
- Joe Stalls – Indian River Real Estate
- Valerie Nowak – RE/MAX Crown Realty
- Ryne Friedman – Dale Sorensen Real Estate
- Patrick Hall – Dale Sorensen Real Estate
- Michelle Shaner – RE/MAX Crown Realty
- Marta Bertoldo – EXP Realty LLC
- Andrew Casalino – Dale Sorensen Real Estate
- Alexander Knight – Alex MacWilliam Inc
- Edit Sullivan – Suncoast Realty & Rental
- Chris Vick – Seniors 1<sup>st</sup> Realty
- Michael Reynolds – Coldwell Banker Paradise
- Paul Curry – Dale Sorensen Real Estate
- Katie Charlton – One Sotheby’s Int’l Rlty
- Amber Wesley – Dale Sorensen Real Estate
- May Pierre – Exit Right Realty
- Natalie Lofaso – Berkshire Hathaway Florida
- Shelia Holmes – Dale Sorensen Real Estate
- Jennifer Farless – Farless Properties

**New Offices**

Seniors 1st Realty

**Welcome Back**

- Danielle MacCarthy – Action Realty LLC
- Mariela Sanchez – Action Realty LLC

**On the Move**

- Desiree McCluskey from Keller Williams to Dale Sorensen RE
- Laura Smith from Cosden & Associates to EXP Realty LLC
- Travis Welsh from Billero & Billero to Josephs Premier RE
- Robert Pearson from Mac Evoy Real Estate to LOKATION
- Arden Hunt from Vero Beach Rlty to Keller Williams Vero
- Deryl Seemayer from RE/MAX Classic to RE/MAX Associated

**Sorry to See You Go**

**Blue Oceans Realty, LLC**

- Jason Soares – Blue Oceans Realty LLC
- Chalee Madden – Premier Brokers International
- Karen Diehl – Compass Point Real Estate
- Jennifer Farless – Caliber Home Loans

**Office Name Change**

RE/MAX Classic is now Classic Homes of Treasure Coast

**Membership Counts**



**REALTORS® - 1,143**  
**Affiliates - 61**



Visit [www.rairc.theceshop.com](http://www.rairc.theceshop.com) to get started today!



**NAR’s Commitment to Excellence Program (C2EX):**  
<https://www.c2ex.realtor/?cid=C2EX-007>

## Ethics Case Interpretations related to Article 1



### Case #1-7: Obligation to Protect Client's Interests

(Originally Case #7-8. Reaffirmed May, 1988. Transferred to Article 1 November, 1994. Revised November, 2001.)

Client A, an army officer, was transferred to a new duty station and listed his home for sale with REALTOR® B as the exclusive agent. He moved to his new station with the understanding that REALTOR® B, as the listing broker, would obtain a buyer as soon as possible. After six weeks, during which no word had come from REALTOR® B, the client made a weekend visit back to his former community to inspect his property. He learned that REALTOR® B had advertised the house: "Vacant — Owner transferred," and found an "open" sign on the house but no representative present. Upon inquiry, Client A found that REALTOR® B never had a representative at the property but continually kept an "open" sign in the yard. Client A discovered that the key was kept in a combination lockbox, and when REALTOR® B received calls from potential purchasers about the property, he simply gave callers the address, advised that the key was in the lockbox, gave them the combination, and told them to look through the house by themselves and to call him back if they needed other information or wanted to make an offer.

Client A filed a complaint with the Board of REALTORS® detailing these facts, and charging REALTOR® B with failure to protect and promote a client's interests by leaving Client A's property open to vandalism, and by not making appropriate efforts to obtain a buyer.

REALTOR® B's defense during the hearing was that his advertising of the property was evidence of his effort to sell it. He stated, without being specific, that leaving keys to vacant listed property in lockboxes and advising callers to inspect property on their own was a "common local practice."

The Hearing Panel concluded that REALTOR® B was in violation of Article 1 of the Code of Ethics because he had failed to act in a professional manner consistent with his obligations to protect and promote the interests of his client.



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 February 2021/2020. The Residential closed sales of single-family detached homes totaled 298 units for February 2021. This compares to a total of 232 units in February 2020. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for February 2021 was \$287,792. This compares to a median price of \$259,950 for February 2020. Current active inventory of residential single-family detached homes total 545 for February 2021. This compares to the active inventory of 1,383 for February 2020.

The Residential closed sales of condominium homes totaled 106 units for February 2021. This compares to a total of 70 units in February 2020. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for February 2021 was \$150,000. This compares to a median price of \$160,000 for February 2020. Current active inventory of condominium homes total 278 for February 2021. This compares to the active inventory of 527 for February 2020.

Report Prepared on March 17, 2021



## Government Affairs Update

### NAR unveils 2021 Advocacy Agenda

NAR has finalized their broad 2021 advocacy agenda for the 117th Congress. This agenda showcases their perspective to advocate for policies that promote and protect a dynamic real estate market and supports those endeavors that foster homeownership and investment opportunities for qualified purchasers of real property. NAR will focus on:

#### Improving Access to Homeownership

- Support solutions that spur new housing supply
- Support tax benefits for property ownership
- Tax fairness for families across America
- Housing finance reform and availability of the 30-year fixed rate mortgage
- Access to credit for all Americans, bettering oneself through education

#### Enabling a Quick Recovery after the Covid-19 Pandemic

- Protect real estate interests in any federal response to COVID-19
- Ensure federal rental assistance is operating well and is sufficiently funded
- Commercial real estate has been among the hardest hit industries but exhibits great potential post-COVID-19 pandemic
- Protect homeowners following forbearance to facilitate a robust recovery as the market emerges from the pandemic

#### Ensuring Fair Housing for all

- Close racial homeownership and wealth gaps
- Support increased resources for fair housing enforcement
- Amend the Fair Housing Act to prohibit discrimination based on sexual orientation and gender identity

#### Building Strong and Resilient Communities & Businesses

- Preserve community development tools like 1031 like-kind exchanges and opportunity zones
- Reauthorize and reform the NFIP and reduce barriers to private flood insurance options
- Infrastructure improvements held create livable communities and enhance economic vitality
- Ensure independent contractor status for real estate professionals
- Support a comprehensive national policy to stimulate the deployment of broadband
- Protect consumers from real estate fraud and criminal activity
- Modernize federal rules to create a national framework for consumer privacy and data security, ensure water quality and economic development



### Appraisal Standards Extended

The Appraisal Foundation's Appraisal Standards Board (ASB) announced that the current edition of the Uniform Standards of Professional Appraisal Practice (USPAP) will be extended by one year. The 2020-2021 USPAP will now be effective until December 31, 2022. USPAP is the generally recognized ethical and performance standards for the appraisal profession in the United States. The ASB cited the extra time is needed to fully address issues brought up by conducting socially-distant appraisals during the COVID-19 crisis and growing concerns about discrimination in the development of appraisals and other opinions of value.

### New DBPR Rule: Emails Needed, 10-Day Notifications Required

DBPR now requires RE licensees to provide email addresses – and licensees have only 10 days to notify DBPR of any change in their email address (Rule: 61J2-10.038).

To notify DBPR, visit their online portal, log in, and click on “View User Profile” located under “Functions.”

### 2021 Florida Legislative Session

Florida REALTORS® is monitoring the following issues/bills:

#### *COVID-19 Business Liability Protections*

**SB 72** – Provides certain protections for businesses regarding lawsuits resulting from COVID-19-related circumstances. **HB 7** is the companion bill.

#### *Private Property Rights/Vacation Rentals*

**SB 522** – Preempts the regulation of vacation rentals to the state and strikes a balance between addressing community concerns and preserving private property rights.

**HB 219** is the companion bill.

#### *Florida Real Estate Appraisal Board*

**SB 346** – Reduces the number of Florida Real Estate Appraisal Board members from nine to seven.

**HB 491** is the companion bill.

#### *Property Insurance*

**SB 76** – Contains language supported by Florida Realtors® that creates a strong presumption in litigation brought against an insurer under an insurance policy that attorney fees be awarded on the lodestar amount, which would help reduce the fees being paid to plaintiff attorneys.

### 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.



**The Nominating Committee is seeking nominees for the 2021-2022 Board of Directors. They are looking for REALTOR® members who are clearly persons of achievement and distinction.**

**Members who maintain:**

- ◆ A strong commitment to their Profession & Association
- ◆ The desire to be involved through committees, educational offerings, meetings and other networking & professional activities
- ◆ A strong ethical background

**This experience will also help increase your knowledge and improve your ability to function in your profession. Build long-term business relationships; develop your career. It offers an opportunity to express your values and be involved in a leadership role that is meaningful and important.**

If you feel you fit the description and would like to be considered for the Board of Directors, please submit your name to the Nominating Committee at the Association by **Friday, April 30, 2021.**

Yes, I would like to be considered for the 2021-2022 Board of Directors.

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

**Return this form to:**  
REALTORS® Association of Indian River County, Inc.  
**Attn: Carol Hawk, CEO**  
3250 67<sup>th</sup> Street, Vero Beach, FL 32967  
[receptionist@rairc.com](mailto:receptionist@rairc.com)



## MeLS Corner

April 2021

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.*

*Support@showingtime.com*

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

**OneHome Live Training Webinar –**

**April 6<sup>th</sup> at 1 PM...Register in News and Alerts in Matrix**

### **MLS Computer Matrix Training**

**Monday, April 5, 2021**

*For the MatrixX 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.*

#### **“Realist” Tax Program: 10 AM - 12 PM**

Realist platform will introduce you on how to use the Realist search tools, search results, export and mailing labels in Realist and understanding the Realist Property Detail reports. Customized public records solution that is integrated with web-based MLS providing a direct link from the listing record. Realist allows users full access to valuable data, such as ownership, property characteristics, assessment, taxes and exemptions, sales comparables mortgages and foreclosures. Realist App interface adapts to any screen resolution and aspect ratio making it a replacement for Realist Mobile.

#### **“Listing Add/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 listing. Learn to use the fill from feature of an existing listing that expired to a new listing. Learn to upload photos and attachments.

#### **“Revisions to Listing Procedures of the MLS”**

Section 1 - Listing Procedures of the MLS Rules and Regulations. The Listing Procedures are as follow:  
*Listings of properties which are listed subject on the County taken by Participants on an exclusive right to sell listing form must be entered into the Multiple Listing Service within **1 business day**, excluding weekends and holidays after all necessary signatures have been obtained.* Review Section 9.3 Fine Note # 1 MLS Rules and Regulations can be found in the Association website [www.rairc.com](http://www.rairc.com).

#### **“MLS Bi-Annual Fees were mailed March 1<sup>st</sup> and due by April 1<sup>st</sup> for April to September 2021.”**

MLS Fees were mailed on Monday, March 1, 2021. To avoid the late fee of \$100, please pay before the close of business on Thursday, April 1, 2021. The bi-annual fees per user is \$203.64. Brokerages will also be invoiced the bi-annual amount per user of \$48.00 for office administrators and personal assistants. If you wish to remove or deactivate an admin user, it must be done in writing. All brokers can pay online in Matrix by going to "External Links" and clicking on "Membership RAIRC." Under "Account Balances," you will see "Office Association Balance." Click "Pay Now" and follow the steps until you receive a confirmation email. When paying online, the full amount is required. **\*\*The MLS Participant/Broker must pay fees for MLS Services. Payments will not be accepted from individual users.**

#### **“RETS Real Estate Transaction Standard”**

Third Party Vendor, [AppFiles](http://AppFiles) recently has signed an agreement with RAIRC and Trestle to obtain access to the RAIRC full database. AppFiles is a transaction Management program using forms from contract to closing. They are the Florida Realtors forms vendor and provide basic transactional data into Florida forms from MLS. MLS Participants now have the option of purchasing the service of AppFiles. Contact Amie Bowman, Account Manager directly [amie@appfilesinc.com](mailto:amie@appfilesinc.com) or call 561-331-4119.

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

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs is a RAIRC Policy. 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. Coming Soon Sellers Addendum is required and available in Florida Realtors “Form Simplicity” under Realtors Association of IRC forms or by calling Association to email to you. Property under Coming Soon status may NOT be shown. There must be a valid listing agreement between the sellers and the listing brokerage. **Remember to change your Coming Soon Listing status to active on the “Available Date to Show” to avoid MLS Fine.** Refer to Section 9 Note #14 Section 9.3.

#### **“OneHome” Client Portal Upgrade”**

The newest client portal product in Matrix called “OneHome” implemented in the MLS in March. Agent will access through the Learning Lab widget found on the Matrix Dashboard. The client will create an account for agent/client relationship. The product is a one stop for clients of property data information, mapping, photos, public records, searching client and agent portals. To learn more, google: CoreLogic Matrix OneHome Client Portal

**OneHome Live Training Webinar - April 6<sup>th</sup> at 1 PM:**  
<https://attendee.gotowebinar.com/register/2320396558992199440>



# REALTOR® Masks Are Now in Stock



Pink & Black  
Member Price - \$12.50<sup>++tax</sup>

Blue & White  
Member Price - \$8.50<sup>++tax</sup>

Black & Blue  
Member Price - \$8.50<sup>++tax</sup>



## NEW ITEM!

### Insulated Stainless Steel Wine Tumblers

Member Price - \$15.00<sup>++tax</sup>



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.



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**PREUSSAPPRAISALS.COM**  
 (772) 913-5368 cell | [Adam@PreussAppraisals.com](mailto:Adam@PreussAppraisals.com)

**KNOWLEDGE  
EXPERIENCE  
INTEGRITY  
TRUST**

THE DESIGNATED DIFFERENCE  
IN REAL ESTATE VALUATION

Appraisal Institute  
MAI  
Adam B. Preuss, MAI, Cert. Gen. #Z1991



# April 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2 	3
4 	5 <b>MLS Training:</b> Realist 10AM - 12PM Listing Input/eProp 1:30 - 3:30PM	6	7 <b>MLS-Only Orientation</b> 1:30 - 3:45 PM	8 <b>Buying vs. Renting</b> 9AM - 12PM <b>Social Side of RE</b> 1 - 4PM	9 <i>GAC 8:30AM</i>	10
11	12	13 <i>BOD 9AM</i> <i>Grievance 3PM</i>	14	15 <b>Virtual Zoom - Basic Negotiating Skills</b> 9AM - 1PM	16	17
18	19	20 <b>Virtual Zoom - Foreclosure Crash Course</b> 9AM - 12PM	21	22	23	24
25	26 <i>MLS Committee</i> <i>3:30PM</i>	27	28	29  Blood Drive 10AM - 4PM	30	



# May 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3 <b>MLS Training:</b> Basic 10AM - 12PM Adv/CMA 1:30PM - 3:30PM	4	5	6	7 GAC 8:30AM	8
9 	10	11 <b>Conflict Resolution</b> 9AM - 12PM <b>Greatest Showman</b> 1 - 5PM	12	13 <b>Market Like a Rockstar</b> 1 - 5PM	14	15
16	17	18 <i>BOD 9AM</i> <i>Grievance 3PM</i>	19	20	21	22
23	24 <i>MLS Committee</i> <i>3:30PM</i>	25 <b>Virtual Zoom - At Home with Diversity</b> 9AM - 5PM	26 <i>Affiliate Council</i> <i>9AM</i>	27 <b>Orientation</b> 8:45AM - 4PM	28	29
30	31 					