

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



This year is flying by! It's hard to believe that I am halfway through my year as your Association President. I am so thankful for this opportunity to serve.

In the past few months, I have not only had the opportunity to attend the NAR and FR conventions, Great American REALTOR® Days and several other State and National meetings but also to meet many wonderful professional dedicated REALTORS® all truly committed to making our profession better.

Locally, I am blessed to be surrounded by a Board of Directors and Leadership Team that strives to make the best decisions for the Association and to improve our Association. I value the support and knowledge they impart.

I am thankful that we are now able to hold our General Membership meetings and Alive at Five events. If you have not attended yet, please plan to do so. They are a wonderful way to meet and network with your fellow REALTORS® and Affiliates, as well as have some fun!

One of the best takeaways from being your President is the additional engagement and relationships I am building with my REALTOR® family. This journey is not only providing me with a vast knowledge and understanding of the Local, State and National Association structure but is also garnering my desire to become more involved as I strive to do better, to be a better REALTOR®, to be a better me as I represent you and our Association.

As I continue on, I am not sure what lies ahead but I believe that "Life isn't about the final destination or the accomplishments and accolades; it's about the journey and the opportunities for learning – and how we grow as a result." Michael Eisen

#RAIRC #2022RAIRCPresidentJourney #Thankful

*Cheryl Goff*  
RAIRC 2022 President



APRIL.

### General Membership Meeting

RAIRC Education Center,  
3250 67<sup>th</sup> Street, Vero Beach

**Thursday, April 21<sup>st</sup>**

Lunch served at 12:15 PM

Call to Order at 12:30 PM

#### **Speaker:**

Leslie Swan - IRC Supervisor of Elections

#### **Sponsor:**

Gina Melton - radius financial group

#### **To Register:**

Visit [www.RAIRC.com](http://www.RAIRC.com) or call 772-567-3510

#### **Registration Deadline:**

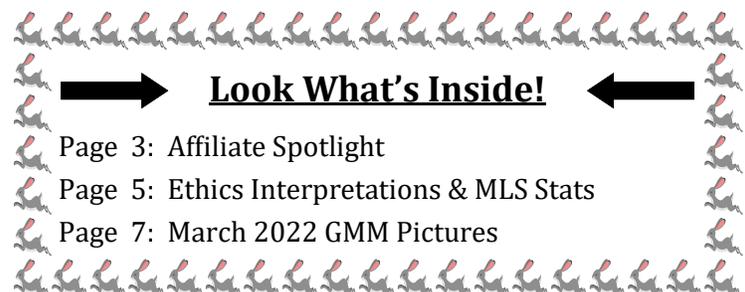
**Tuesday, April 19<sup>th</sup> by 11:59 PM (Midnight)**

**Registration:** Free Members; \$15 Non-Mbrs

**Late Registry:** \$15 Mbrs; \$30 Non-Mbrs



RAIRC will be closed on  
Friday, April 15, 2022  
in observance of  
"Good Friday."



**Look What's Inside!**



Page 3: Affiliate Spotlight

Page 5: Ethics Interpretations & MLS Stats

Page 7: March 2022 GMM Pictures

**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:** Cheryl Goff  
**President-Elect:** Tim Borden  
**Vice President:** Kyle Von Kohorn  
**Secretary-Treasurer:** Maria Fulchini  
**Past President/Director:** Mike Lafferty  
**Directors:** Kurt Gradel, Jeff Luther, Scott Oberlink,  
 Ralph Santoro, Kristi White & 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 2022 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®:**

**Wednesday, April 13<sup>th</sup>**

***Complete Credit and Credit Repair Guide***  
 9 AM – 12 Noon (3 CEU's)

***Know Your Numbers***

1 PM – 4 PM (3 CEU's)

Instructed By: Grant Simon

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

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

Residential • Commercial

ADAM PREUSS  
APPRAISAL SERVICES, Inc.

**KNOWLEDGE  
EXPERIENCE  
INTEGRITY  
TRUST**

THE DESIGNATED DIFFERENCE  
IN REAL ESTATE VALUATION

Adam B. Preuss, MAI, Cert. Gen. #21991

**REALTOR®  
SAFETY TIPS**

Check your cell phone's strength and signal prior to every open house. Have emergency numbers programmed on speed dial.

Learn more at: [NAR.realtor/safety](http://NAR.realtor/safety)

# AFFILIATE Spotlight



**Geof Hoge**  
**Owner/Photographer**  
**3D 360 Homes**

Hi. I am Geof Hoge, an Army Veteran, UPS retiree, and resident of the Treasure Coast since 1980.

2017 seems so long ago, it was pre-pandemic, pre-crazy real estate market, and pre-high gas prices. It was then that my daughter, a police captain, saw a camera that could capture the inside of a house or business (or crime scene) that allowed people to view that space from anywhere in the world, any time of day, under any weather conditions. Today that is called a digital twin. "A digital twin is a digital copy of a real-world place or object. Artificial intelligence and machine learning technologies enable the creation of digital twins, which are dimensionally accurate 3D digital models that can be updated quickly to reflect changes with its physical counterpart."

It meant no more cheesy real estate photos of dim bathrooms with the lid up! It meant that buyers from anywhere could tour a house without an appointment at all hours of the day or night without requiring time from the agent or the seller! It meant digital twins of commercial locations could give customers a feel for what's inside and if their business fit the laser measured space.

As this technology began to take hold, the statistics proved the concept. Offers were coming in faster and for more money than the standard listing without the Matterport tour. Buyers from "up north" were making valid offers on property they hadn't set foot

in. We had a winner so we began to make this technology available to the REALTOR® community. Imagine multiplying your efforts with out of town buyers and doing multiple virtual tours virtually via Zoom instead of driving to each house.

Our solution is to make YOUR job so easy that 50 showings a week per listing becomes a statistical fact. Ask us for the statistics and we can tell you how many views, how many unique visitors (each IP address counts as one) the dedicated property website received.

Our Standard Bundle includes:

- A TRUE Matterport Virtual Tour (not 2D photos moving to music)
- 25-30 4K photos
- A Dollhouse photo
- An Interactive 3D Floor Plan
- A Branded website link - with contact link to you - for your website or email campaign
- An Unbranded website link for the RAIRC MLS.
  - (Pricing for this package is currently \$.11/sq ft).

Add-On Options include:

- Drone photos
- 2D Laser measured floor plan
- Info Tags that reveal information such as impact windows that aren't readily observable
- 360 degree photos of open areas
- Highlight video of the photos that can run in a loop for your YouTube or website
- Virtually Staged Photos of empty rooms

I have to say that helping out REALTORS® on the Treasure Coast has been a blessing! Now we are in Vero Beach, so call or text or schedule online. Also, please let me know if you have any questions.

<https://matterport.com/blog/property-buyers-and-sellers-want-listings-3d-tours>



**3D 360 Homes**  
Vero Beach, FL 32967  
Phone: 772-742-1888  
Email: [Geof@360s4u.com](mailto:Geof@360s4u.com)  
[www.3D360Homes.com](http://www.3D360Homes.com)



**New REALTORS®**

- Melissa Meier – O’Brien Real Estate
- Courtney Dietrich – The Moorings Realty Sales
- Fabrizio Santoro – Alto Realty, Inc
- Clare Meshot – Billero & Billero Properties
- Jesse Hatmaker – One Sotheby’s Int’l Realty
- Jessica Franco – One Sotheby’s Int’l Realty
- Spinosi Onaisis – Berkshire Hathaway Florida
- Beth Jennings – Berkshire Hathaway Florida
- James Wallach – Dale Sorensen Real Estate
- Michael Merrill – Alex MacWilliam Inc
- Aurelija Miseviciute Merrill – Alex MacWilliam Inc
- Joan Keating – One Sotheby’s Int’l Realty
- Derek Knudson – Dale Sorensen Real Estate
- Nancy Taylor – The Keyes Company Stuart
- Joseph Palladino – Dale Sorensen Real Estate
- Shannon Bennett – Dale Sorensen Real Estate
- Andrew McKay – Liz Sherman Real Estate
- Diane Hyland – RE/MAX Crown Realty

**New Offices**

- Alto Realty, Inc
- The Keyes Company Stuart

**New Affiliates**

- Richard Sindone – Goosehead Insurance Agency
- Christina Serrano – Vero Beach Inn & Suites

**Welcome Back**

- Maxine Whiteley Reyes – Weichert, Realtors Hallmark

**Now as a Primary REALTOR® at RAIRC**

- Danielle Putis – Berkshire Hathaway Florida

**On the Move**

- Michael Vellequette from CB Paradise to Keller Wms Rlty VB
- Claudia Pascal from One Sotheby’s to Dale Sorensen RE
- Bonnie Olzack from Your Home Sold to Keller Wms Rlty VB
- DyAnn Quinlan from Mac Evoy to Atlantic Shores Rlty
- John Wermers from Watson Realty to Keller Wms Realty VB

**Sorry to See You Go**

- Michael Ryba – Keller Williams Realty of VB
- Stephen Boyle Jr – Boyle & Drake Inc
- Kim Haines – Susie Wilson Real Estate
- Louis Ventura – Keller Williams Realty of VB

**Sorry to See You Go**

- Michelle Slapikas – Keller Williams Realty of VB
- Brenna Youst – Compass Point Real Estate
- Carol Irby – Rennick Real Estate
- James Haigney – Berkshire Hathaway Florida
- Marta Bertoldo – EXP Realty LLC
- Donald Williams – Robert Slack LLC
- David Strupp – Cliff Norris Real Estate

**Membership Counts**



**REALTORS® - 1,199**  
**Affiliates - 73**

*Ribbon Cutting @ CW Willis*

**Easter Inspired Realtor VIP Event**

No RSVP Required. Hopping to see you there!

Wednesday, April 13th  
5-7pm @ CW Willis: 3700 9th St SW, Vero Beach, FL 32968  
Food from the new Grill  
Vintage Camper Bar; all inclusive  
Live Music  
Pictures with the Easter Bunny including print out  
Behind the scenes tour of South Vero's newest business/  
Great info to share with your clients/ Goodie Bags for first 75.  
Come support this new business, the sponsors, and hear about the growth planned for south county.

**Sponsored by:**  
White Glove Moving & Storage  
Caliber Home Loans  
Apex Electric

Not a RAIRC Event. Paid Advertisement



## Ethics Case Interpretations related to Article 2



### Case #2-1: Disclosure of Pertinent Facts

(Revised Case #9-4 May, 1988. Transferred to Article 2 November, 1994.)

REALTOR® A, acting as a management agent, offered a vacant house for rent to a prospective tenant, stating to the prospect that the house was in good condition. Shortly after the tenant entered into a lease and moved into the house, he filed a complaint against REALTOR® A with his Board of REALTORS®, charging misrepresentation, since a clogged sewer line and a defective heater had been discovered, contrary to REALTOR® A's statement that the house was in good condition.

At the hearing, it was established that REALTOR® A had stated that the house was in good condition; that the tenant had reported the clogged sewer line and defective heater to REALTOR® A on the day after he moved into the house; that REALTOR® A responded immediately by engaging a plumber and a repairman for the heater; that REALTOR® A had no prior knowledge of these defects; that he had acted promptly and responsibly to correct the defects, and that he had made an honest and sincere effort to render satisfactory service. It was the Hearing Panel's decision that REALTOR® A was, therefore, not in violation of Article 2.

### 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 2022/2021. The Residential closed sales of single-family detached homes totaled 214 units for February 2022. This compares to a total of 298 units in February 2021. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for February 2022 was \$360,000. This compares to a median price of \$287,792 for February 2021. Current active inventory of residential single-family detached homes total 345 for February 2022. This compares to the active inventory of 545 for February 2021.

The Residential closed sales of condominium homes totaled 77 units for February 2022. This compares to a total of 106 units in February 2021. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for February 2022 was \$227,900. This compares to a median price of \$150,000 for February 2021. Current active inventory of condominium homes total 94 for February 2022. This compares to the active inventory of 278 for February 2021.

Report Prepared on March 17, 2022





## Government Affairs Update

### 2022 Legislative Highlights for Florida REALTORS®

- **Hometown Hero Housing Program** — the new budget includes \$100 million for a new revolving loan program for qualified firefighters, law enforcement officers, teachers, nurses and other hometown hero professions by providing zero-interest loans to help with down payment and closing costs; loan is repaid once the home is sold, rented or refinanced; Eff. 07/01/22.
- **Hometown hero property tax relief** — if passed by voters in the November 2022 General Election, this amendment will provide specified critical public service workforce such as teachers, law enforcement, and firefighters who already own a home by granting an additional homestead property tax exemption of \$50,000 of the assessed value of the homestead property; Eff. upon approval by voters.
- **\$262 million for affordable housing programs** — the new budget allocates \$262 million for State & Local Housing Trust Funds, which fund SHIP and SAIL, providing homeownership and rental assistance to low-income Floridians; Eff. 07/01/22.
- **Home hardening and other tax breaks** — HB7071 provides sales tax relief to homeowners to harden their homes from storms; also includes pro-rated refunds of property taxes on residential properties rendered uninhabitable by a catastrophic event for at least 30 days, a sales tax reduction on new mobile homes, and several sales tax holidays; Eff. 07/01/22.
- **\$1.6 billion for Everglades and water quality** — the new budget includes \$425 million for Everglades restoration, \$450 million for Lake Okeechobee Watershed Restoration, \$75 million for springs restoration, \$50 million for beaches, \$125 million for the Wastewater Grant Program and \$470 million for the Resilient Florida Grant Program; Eff. 07/01/22.
- **Protecting private property rights** — SB518 helps protect the rights of property owners who wish to prune, trim and remove trees that present a danger to the property; specifically, it strengthens a 2019 law that prohibits local governments from requiring permits for the removal of “dangerous” trees on residential property; Eff. 07/01/22.
- **New protections from local ordinances** — SB518 allows private, for-profit business owners to recover business damages from a local government if it creates or changes an ordinance that causes a reduction of at least 15% of the business’s profit. This bill has the potential to help vacation rental property managers recover damages relating to local ordinances that negatively impact their business; Eff. - upon becoming law.
- **Preventing unlicensed real estate activity** — the new budget allocates up to \$500,000 to combat unlicensed real estate activity; Eff. 07/01/22



### *The* **Broker Involvement Program** What does it offer?

#### **Voice on Capitol Hill**

The program is an opportunity to bring a strong and united REALTOR® voice to members of Congress. With over 16,000 broker owners and 450,000 agents in the program, the REALTOR® voice will be heard loud and clear.

#### **Easy-to-Manage Solution**

Nothing needs to be downloaded and there is no cost to the broker. NAR gives the broker-owner or managing broker access to the Broker Portal.

#### **Proven Results**

Calls For Action response rates are significantly higher when agents receive their message from their broker. Nearly 40% of all responses on Calls For Action were from agents in the Broker Involvement Program.

Details can be found at NAR...

[www.NAR.Realtor/Programs/Broker-Involvement-Program](http://www.NAR.Realtor/Programs/Broker-Involvement-Program)

### **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.





*For more photos from the March GMM, please follow us on Facebook!*



## MeLS Corner

April 2022

RAIRC Multiple Listing Service

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

**Matrix Support - 1-888-825-5472**

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

### **MLS Computer Matrix Training Tuesday, April 26, 2022**

#### **CMA's and Realist/Public Records Searching (Matrix 301) – 9:00 AM - 11:00 AM**

**Topics that will be covered in this class will be:**

- a.) Creating CMAs with 360 CMA
- b.) Modifying your CMA
- c.) Realist vs. Public Records
- d.) Report Tabs in Realist
- e.) Creating Mailing Labels

#### **MLS Touch/eProperty Watch/Stats & Market Reports (Matrix 501)- 11:30 AM - 1:30 PM**

**Topics that will be covered in this class will be:**

- a.) Mobile app called MLS Touch
- b.) eProperty Watch
- c.) Matrix's Stat Tab
- d.) Matrix's Market Reports Tab

#### **Adding/Editing Listings Hotsheets vs. Market Watch/Customizing Matrix (Matrix 401)- 2:30 PM – 4:30 PM**

**Topics that will be covered in this class will be:**

- a.) Market Watch versus Hotsheets
- b.) Customizing Searches
- c.) Customizing Result Displays
- d.) Adding a Listing and Photos
- e.) Editing a Listing and Photos

For the Matrix and Realist Training Guides, go to the **'Help'** tab located under your name in the drop down on the right-hand corner of the home page in Matrix.

Please contact the Association office if you would like to register for MLS Training Classes.

### **Bi-Annual MLS Fees**

On Tuesday, March 1, 2022, MLS Fees will be billed and mailed to all Brokers/MLS Participants. The bi-annual MLS fees per user is now **\$207.50** due to a CPI increase. Office Administrators: Brokerages will also be invoiced **\$48.00** per office administrators & personal assistants. Please notify RAIRC immediately if an office admin/ personal assistant is no longer with the office. **To avoid the late fee of \$100, please pay before the close of business on Friday, April 1, 2022.** **All MLS Fees payments must originate from the brokerage. Payments will not be accepted from individual users**

### **Area Map & Divisions**

Recently added into the Forms Tab within Matrix is RAIRC's Area Map and Divisions Please click [HERE](#) to view RAIRC's Area Map. The more defined Area Maps are sold at the Associations REALTOR® Store located at 3250 67th Street Vero Beach, FL 32967 REALTOR® Membership - \$1.25/map. Please Note: *Entering the incorrect area in any listing is considered false information in the required fields and as a result, a warning will be sent to the listing agent and broker.* Please see MLS Rules & Regulations, Section 9.3 for more information.

### **Matrix 360 CMA**

As of Tuesday, March 1, 2022 Matrix 360 CMA is now LIVE within RAIRC's MLS. This new functionality will make it easy for members to quickly create CMAs. The 360 CMA lets you search for comps across all sources and record types at the same time, including active listings, recently sold/off-market listings, and tax records with no corresponding MLS listing. A recorded Webinar has been placed in Matrix News & Alerts. Click [HERE](#) to view the recorded webinar. Please register to attend a Matrix 301 Training Class for more information on this new feature.

### **Status Update within Matrix- C to B**

On November 22, 2021, the MLS Committee passed a motion to change from C- Backups Requested to Backups Requested, to further clarify the status as Backup offers being accepted rather than Contingencies within the contract. On March 1, 2022, the status change was completed within RAIRC's MLS. **Backups Requested** – Under Contract, actively seeking backup offers and the property is able to be shown. **Pending** – Under Contract, but is not accepting backup offers and the property is not able to be shown. Please see click [HERE](#) to view the MLS Rules & Regulations for more information.

# RAIRC REALTOR® STORE

***New Arrivals!***

## Corrugated Designer Riders

Sold 

**SOLD**

For Sale 

**FOR SALE**

Coming Soon 

**COMING SOON**

Sale Pending 

**SALE PENDING**

Under Contract 

**UNDER CONTRACT**

**Corrugated Designer Series Riders -  
Member Price - \$3.75 + Tax**

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

RAIRC: 3250 67<sup>th</sup> St, Vero Beach, FL 32967



## 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 courses will be held at the Association and limited to 31 REALTORS®:

**Wednesday, April 13<sup>th</sup>**

### ***Complete Credit and Credit Repair Guide***

9 AM – 12 Noon (3 CEU's)

### ***Know Your Numbers***

1 PM – 4 PM (3 CEU's)

Instructed By: Grant Simon

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





**The Nominating Committee is seeking nominees for the 2022-2023 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 **Wednesday, April 20, 2022.**

Yes, I would like to be considered for the 2022-2023 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)



# April 2022



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 GAC 8:30AM	2
3	4	5	6	7 Canvas & Cocktails 6 - 8PM	8	9
10	11	12 Affiliate Council 9AM	13 Complete Credit 9AM - 12PM Know Your #s 1 - 4PM	14	15 CLOSED FOR GOOD FRIDAY	16
17 	18	19 BOD 9AM Grievance 3PM	20 MLS-Only Orientation 10:00AM - 12:30PM	21 GMM 12:15PM	22	23
24	25	26 <b>MLS Training:</b> CMA/Realist 9 - 11A MLS-Touch/eProp/ Stats 11:30A - 1:30P Add/Edit 2:30-4:30P	27	28	29 MLS Committee 9:00AM  Blood Drive 10AM - 3PM	30



# May 2022



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6 GAC 8:30AM	7
8 HAPPY Mother's Day	9	10 Negotiating to Close 9AM - 1PM Closing More Deals 2 - 4PM	11	12	13	14
15	16	17 BOD 9AM Grievance 3PM	18	19 GMM 12:15PM	20 Virtual Zoom - Core Law 9AM - 12PM	21
22	23	24 <b>MLS Training:</b> Basic 9AM - 11AM Manage Clients 11:30AM - 1:30PM MLS-Touch/eProp/ Stats 2:30-4:30PM	25	26 <b>Orientation</b> 8:45AM - 4PM	27 MLS Committee 9:00AM	28
29	30 MEMORIAL DAY <b>RAIRC Closed</b>	31				

The REALTORS® Association of Indian River County Presents

REALTORS® & Affiliates Night Out

Carvay &  
COCKTAILS

A one night only paint and sip charity event to benefit IRC Habitat For Humanity. You will leave with your very own masterpiece.

Thursday, April 7, 2022

6:00 - 8:00 PM

3250 67th St, Vero Beach, FL 32967

Tickets: \$125 per person

Payable by cash, check or credit card  
(Online or in-person - Visa or MC only)

Beer, Wine & a Charcuterie Station will be served.

Registration Deadline:  
Thursday, March 31st by 5:00 PM



REALTORS® & Affiliates Night Out



# COCKTAILS

A one night only paint and sip charity event to benefit IRC Habitat For Humanity. You will leave with your very own masterpiece.

Thursday, April 7, 2022

6:00 - 8:00 PM

3250 67th St, Vero Beach, FL 32967

Tickets: \$125 per person

Payable by cash, check or credit card  
(Online or in-person - Visa or MC only)

Registration Deadline:  
Thursday, March 31st by 5:00 PM

Individual: Yes / No

Group\*: Yes / No

\*We will try our best to accommodate group registrations during this event.

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

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

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

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

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

City, State, Zip \_\_\_\_\_

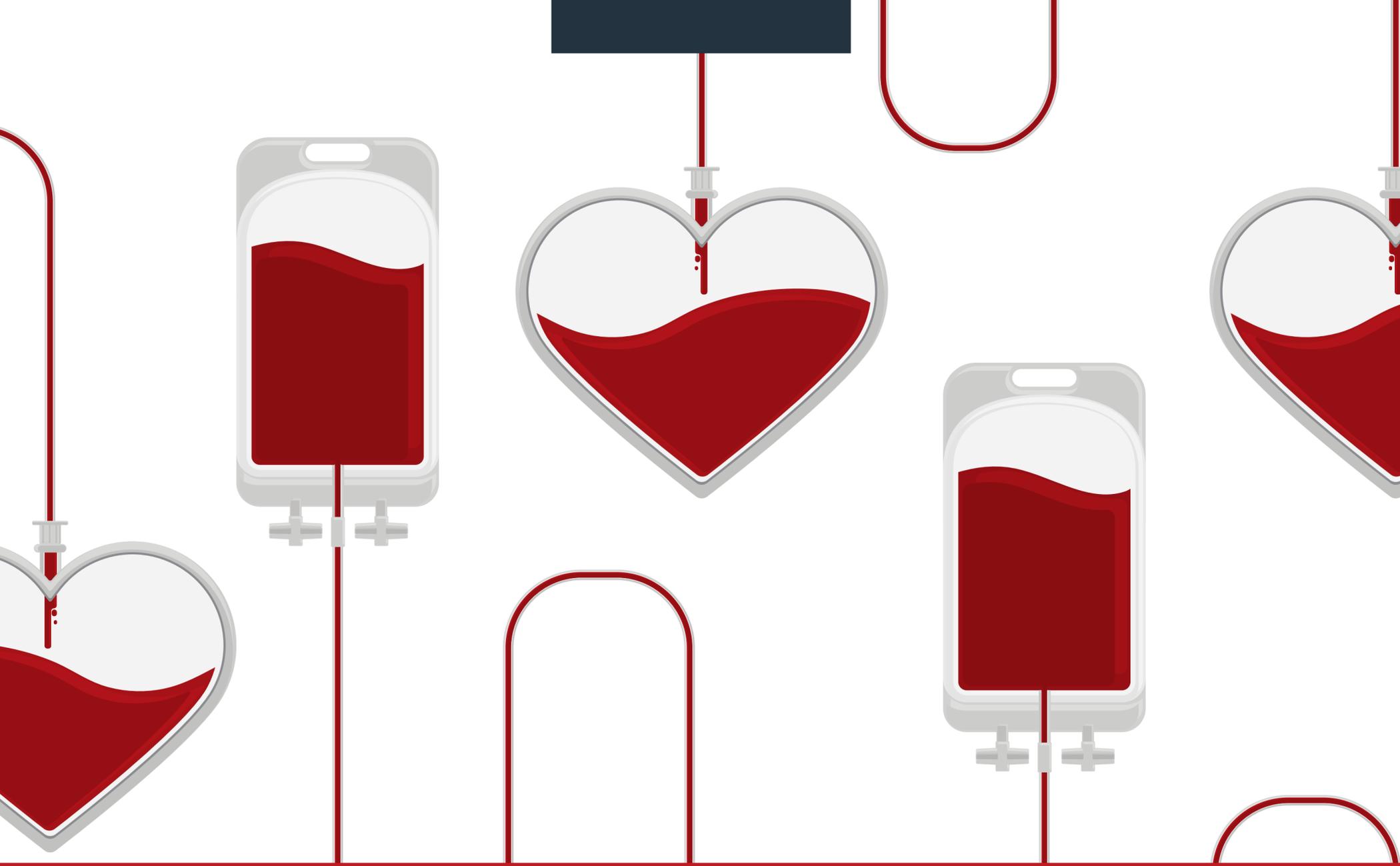
Phone: \_\_\_\_\_

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

By signing the application, I, for myself, my executors, administrators and assigns, do hereby discharge and release RAIRC & all cooperating businesses and organizations from all claims or damages, actions, & whatsoever, in any manner arising or growing out of my participation in this event. I also give my full permission to use my name and photograph in connection with this event.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



**GIVE BACK TO YOUR COMMUNITY**

# **BLOOD DRIVE**

***LOCATION: THE REALTORS® ASSOCIATION OF IRC  
3250 67TH ST, VERO BEACH, FL 32967***

***Friday, April 29, 2022 | 10 AM to 3 PM  
The Big Red Bus***

**To schedule an appointment, click the link below:**

**[https://donor.oneblood.org/donor/schedules/drive\\_schedule/1177661](https://donor.oneblood.org/donor/schedules/drive_schedule/1177661)**