Issue 310 | November | 2017

KWAR
KEY WEST ASSOCIATION OF REALTORS®

Newsletter
October

CE AND TRAINING

Friday, November 17:

What:Webinar: Boot Camp – 4 CE Hours
Who:Patricia Sherman
When:9:00AM – 1:00PM
Where:KWAR Conference Room

Monday, November 20:

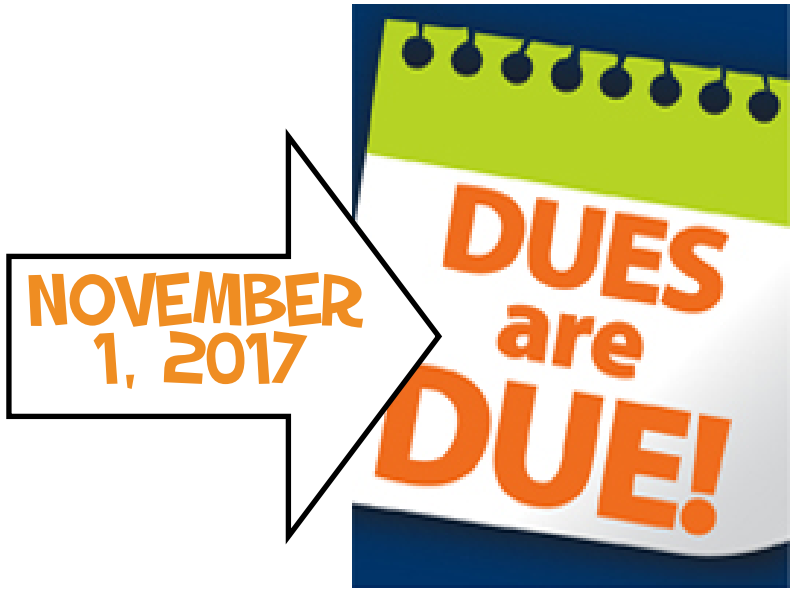
What:Professional Standards Training – 3 CE Hours
Who:Margy Grant, Florida REALTORS® General Counsel
When:10:00AM – 1:00PM
Where:Harvey Government Center
Register Here

Tuesday, Dec 12: [Tentative]

What:Lunch & Learn – Affordable Housing in Monroe County
Who:Manuel Castillo, Monroe County Clerk of Court
When:11:00AM – 12:30PM
Where:KWAR Conference Room

Monday, Dec 18:

What:Annual Contract Training
Who:Wayne Smith, KWAR General Counsel
When:TBD
Where:Harvey Government Center



Online Code of Ethics Training

If you've recently taken New Member Orientation, you may remember hearing that you're required to take the New Member Code of Ethics Training within 6 months. We're hoping to start offering this training in person early next year, but in the meantime, you can complete the training online using the link below:

New Realtor Code of Ethics Training:https://www.nar.realtor/coeeduc.nsf/findnrdsrecord?openform

Existing Members can also take their Code of Ethics training online, and may elect to take the CE version or the free version (No CE credits, but it counts toward your ethics requirement for your two year license renewal period). Please follow the link below to complete the online training:

Existing Member Code of Ethics Training:http://learninglibrary.com/COE/A/HOME?affiliateId=10868

Sara Hallett
Education Chair

ZILLOW: ONLINE SCAMS TO WATCH FOR....

Requests to wire funds via MoneyGram or Western Union Most scams involve a request to wire funds. Do not wire funds to anyone you haven't met personally. Scammers create convincing reasons why they need to deal remotely. Likewise, do not accept wire funds that you did not initiate.

Long-distance landlords Most scams come from users in foreign countries who claim to be interested in purchasing or renting out a home. Be wary of claims from people who are contacting you from abroad because they are missionaries, U.N. workers, or in the military.

Requests for verification codes If you are asked to provide a code sent to your cell phone via text or phone call, this is a scam.

Requests for personal or financial information Do not provide your bank account number or Social Security Number to unknown sources. First verify it is a trusted source and then only provide this information sparingly.

5 EVERYDAY ETHICAL DILEMMAS

The REALTOR® Code of Ethics sets rigorous guidelines, but some situations can confound even the most moral of minds.

MARCH 2007 | BY[BUCK WARGO]

The Code of Ethics is the backbone of the NATIONAL ASSOCIATION OF REALTORS®. It's what separates the country's 1.3 million REALTORS® from other real estate licensees.

However, as with any set of rules or laws, the Code "is not all black or white," says Sharon Steele, 2007 chair of NAR's Professional Standards Interpretation and Procedures Subcommittee. "It's shades of gray."

Knowing how to respond comes in part from experience in handling uncomfortable situations, says Steele, ABR®, CRS®, who also is president of the Sharon Steele Group in Providence, R.I. But that doesn't mean seasoned professionals aren't stumped from time to time.

Steele and other ethics experts identified these dilemmas that are likely to pop up in today's market, and provide guidance on how to respond. Click here for a link to the article:

http://realtormag.realtor.org/law-and-ethics/ethics/article/2007/03/5-everyday-ethical-dilemmas

Sabrina Acevedo

Grievance Committee Chair

CONTINUED - ZILLOW ONLINE SCAMS TO WATCH

Individuals claiming an affiliation with Zillow Zillow acts only as a source of information and is not involved in any transactions between buyers and sellers, renters and landlords, or borrowers and lenders. Any such offers are fraudulent activity.

Using Zillow for money exchanges Zillow does not handle money exchanges or escrow between buyers and sellers or tenants and landlords.

Typos and sob stories Emails filled with spelling and grammatical errors are usually a sign of fraud. British spelling such as "favour" instead of "favor" is also a sign of a rental scam. Messages involving stories of family or financial issues, or of agents who charge too high a premium are usually fraud.

Darla Frye-Guevremont CEO

I am pleased to report that the Association is wrapping this fiscal year up on a happy note.Despite our recent set-backs, it was through the efforts of many that enabled us to have a much clearer picture of our financial standing.Our new accounting firm, DSV & Associates, has been successful with the total recreation of our books.This long process was long and painful, but we now have solid accurate starting figures which will enable us to move forward, all Accounts Payable & Receivable are reclassified, and the implementation of Quick Books has tied all systems together.The Board of Directors have been monitoring the account balances with me on a monthly basis.The accounting firm has been reconciling the bank statements.We are finally at the juncture where our taxes can be filed, now that we have established confirmed data in order to move forward.

Our new CEO, Darla Frye-Guevremont, who with her visionary leadership and expertise, met with the Finance Committee members to introduce a draft for our new Budget.We were determined to keep our membership dues at the same level, which required quite a bit of “sharpening of the pencil.”Most importantly, we wanted to ensure that the level of service to our members would not be compromised.Our mission was accomplished with the presentation of a balanced budget at the recent Annual GMM.

I know that it has been a frustrating year for the membership.Due to the sensitivity of the ongoing legal investigation, the Board has not yet been able to share many of the details with you.Through much determination and perseverance, the Board collectively, in conjunction with the Executive Committee, have worked diligently to get us back on track.We are on solid ground now.We are moving forward.I am thankful for the opportunity to have served.

My heartiest congratulations go out to Stacy Stahl & Will Langley for a truly amazing job.There was nothing that stopped them from accomplishing their goals and their dedication and leadership is absolutely commendable.Roger Washburn contributed greatly as our Secretary, and was instrumental in assisting with the financial aspect, as well.The entire Board of Directors should be congratulated for forging through a difficult year and accomplishing many great things for the organization.I would like to also extend our special thanks to our beloved Daria Lopez, who wore many hats, always smiling, assuming many additional tasks, working lots of overtime hours and keeping KWAR functioning during the long interim.

With the help of our new CEO, Darla is ready to share her expertise and assist to take our Association to the next level.I am confident that Will Langley will select a strong and equally dedicated Board.We have much to be grateful for and I do believe that great things will be on the horizon for KWAR.

Robin Mitchell

Treasurer

President-Elect

Hello Fellow Realtors,

We're back to business like I hope all of you are. My office came together to collect supplies and went to Big Pine Key to volunteer in the neighborhoods. It felt great to see REALTORS in the community lending a hand. This is an amazing community that lends a hand whenever possible. REALTORS are the backbone of this community in my opinion. We are the gatekeepers of the homeownership dream.

I want to thank our State Representative Holly Raschein for speaking to us at our October GMM. She is a great advocate for REALTORS and it's always nice knowing she has our back in Tallahassee. At the Florida Realtors annual conference Holly was awarded the REALTOR Champion Award by Florida REALTORS which is the highest honor awarded by FL Realtors.

I am looking forward to seeing you all at the Installation Gala where I will be laying out my priorities for the next year. I also want to thank Stacy Stahl and the Board for all of their hard work this year to continue the business of KWAR to support REALTORS. Darla and Daria are doing an incredible job for us and I look forward to working with them more in the future.

Thank you,

Will

RPAC Education Series-Jaime Caballero RPAC Chair

Q: Can I earmark money to a party or particular candidate?

A:No. Under federal election law, the earmarking of contributions is illegal.

Q: What processes do the National and State Trustees use when determining contribution to candidates?

A:The National Trustees' policy is to act only on requests sent from state associations and signed off on by state trustees. Once the national trustees receive these requests, they have four options: Amend, Approve, Deny or Defer. The State Trustees use the same policy.

Recommendations from State RPAC Trustees or Local Boards/Associations Congressional voting records and analyses of incumbent members of Congress Campaign intelligence reports provided by the NAR political and legislative staff

Q: Will the National RPAC Trustees contribute to both candidates in a race?

A:No. The National RPAC Trustees' policy is to only contribute to one candidate in any given election.

If you are thinking of investing,Florida Realtor offers special recognition to thank those who support RPAC with a contribution of $99 or more.

Contribution Recognition

$99

99 Club -RPAC pin, invitation to RPAC Reception at convention

$250

Capital Club - RPAC pin, CC Plaque, invitation to RPAC reception during convention

$500

Statesman Award - RPAC pin, Statesman Plaque, invitation to RPAC reception during convention

$1000

Sterling R – National RPAC pin, FAR gift, Sterling R plaque, invitation to RPAC reception during convention, and recognition in the REALTOR® Report

$2500

Crystal R – National RPAC Pin, Crystal R Plaque, FR Gift, invitation to RPAC reception during convention, and recognition in the REALTOR® Report

$5000

Golden R – National RPAC Pin, Golden R Plaque, FR Gift, invitation to RPAC reception during convention, and recognition in the REALTOR® Report

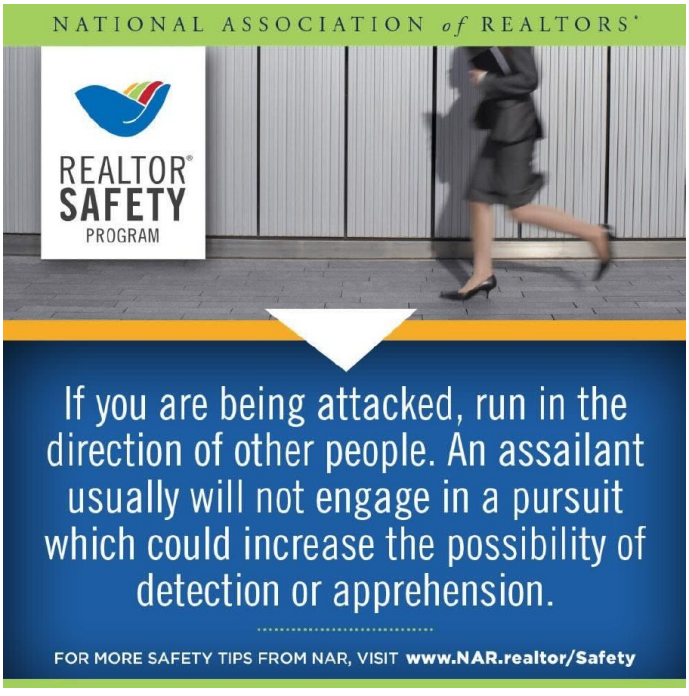
The updated Bylaws were approved by the general membership at the last GMM meeting.As was stated in the meeting 90% of the document represent language mandated by NAR.Those parts of the Bylaws that are local were not altered in the updated version.

LEGAL Q & A

Q: A bank has contacted me (a sales associate) and wants me to perform broker price opinions on its bank-owned properties. May I be paid directly for performing BPOs?

A: No. If a sales associate is performing a BPO for compensation, this is real estate licensed activity that a sales associate may perform only through hLawsis or her registered broker. In addition, Section 475.42(1)(d), Florida Statutes, provides that it's a violation of real estate licensing law for a sales associate to collect "any money in connection with any real estate brokerage transaction, whether as a commission, deposit, payment, rental, or otherwise, except in the name of the employer and with the express consent on the employer."

Roger Washburn Secretary



New Duplicate Listing Rule

NEW DUPLICATE LISTING RULE

The following language will be added to Section 1.1.1 Listings Subject to Rules and Regulations of the Service under Section 1.1.2.

Duplicate Listings

Only one (1) active record is allowed in MLS for each Property Type that is for sale or lease.When two listings appear in the MLS with the same Real Estate Alternate Key number, Parcel ID Number and/or Legal Description the second of the two listings is known as a duplicate listing. The primary listing will **not** be shown in MLS as a duplicate (duplicate listing button select No).The secondary listing of the two listings will be shown as a duplicate listing in MLS (duplicate listing button select Yes). The secondary property/duplicate listing **will be** shown in MLS as a duplicate.The secondary property/ duplicate listing will not feed to the statistics and will not show as closed when the primary listing closes.

All primary and duplicate listings must be maintained concurrently.

Duplicate listings are misleading, skew statistics and make Comparable Market Analyses (CMA) cumbersome and potentially misleading.

When the primary listing closes the Key West Association of Realtors (KWAR) staff must remove the duplicate.The Broker will be responsible for notifying KWAR staff when the primary listing closes and identifying the duplicate listing to be removed.

The failure to notify the KWAR staff within 2 business days will result in an automatic fine as outlined in Attachment A, Multiple Listing Fines and Penalties.

Terri Riley Wilson

MLS Chair

Spread the Sparkle

Every member and affiliate of KWAR deserves to be recognized this month for Spreading the Sparkle.

By putting yourselves in the public spotlight in positive ways, helping your neighbors, raising money, coaching the kids in town...you spread the sparkle of how important REALTORS are to the community.

Thank you for an amazing year!

Stacy Stahl President