

May 29, 2008

Board of Director Minutes
Wilmington Regional Association of REALTORS®
1444 S. 17th Street

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|-----------|-----------------|-------------------|------------------|--------------|
| Attending | R. J. Alexoudis | Jonathan Barfield | Melanie Bertrand | Bryan Greene |
| | Bob Jamieson | Dan Kibler | Susan Lacy | Sharon Laney |
| | Mary Martin | Russ May | April McDavid | Bob McKoy |
| | Karen Parkin | Vance Young | | |
| Staff: | Jerry Panz | | | |

President Susan Lacy called the meeting to order at 8:35 AM. All members of the Board of Directors received notice of the meeting. Jonathan Barfield gave the invocation and Mary Martin led in the pledge of allegiance to the Flag.

REALTOR® Grady Watkins, President of the Brunswick County Association of REALTORS® spoke about his candidacy for NCAR President-Elect.

Chuck Earney, CPA spoke to the annual review of the financial positions of the corporations. He noted that the corporations are handled extremely well, and that the accounting system is accurate and appropriate. His recommendation was to use the investment income to fund the shortage in the operating reserve.

Patrice Willetts, NAR Director, provided an update on the NAR Midyear Meeting.

By Consent the following were approved:

1. Authorizing an expenditure of up to \$10,000 for the Building Task force expenditures.
2. Requesting NC RPAC to fund: \$1,000 to Elizabeth Redenbaugh, \$500 to Jan Brewington, \$500 for Dorothy DeShields, \$2,000 each for Bill Kopp, Jason Thompson, and Jonathan Barfield; \$4,000 for Julia Boseman and \$1,000 for Danny McComas.
3. Consent Agenda
4. Revision of Best Practices manual with the following addition. If the listing agent answers the question in the affirmative, then the Buyer agent should ask *"Will you contact me if you receive any additional offers? (see attached for full report)"*
5. Revision to the Policy Manual: Beginning second calendar year, reduce sick leave by one day and allow 1 personal day; third calendar year, reduce sick leave by two days and allow 2 personal days.

Bryan Greene, President of the REALTORS® Commercial Alliance of Southeastern North Carolina, presented President Susan Lacy with a plaque and framed certificate noting that the RCASENC was among the first RCAs that has been accredited by the National Association of REALTORS®.

There being no further business the meeting adjourned at 11:12 AM.



Jerry S. Panz, CAE, e-PRO, RCE
Secretary

CONSENT AGENDA

May 29, 2008

Acknowledgement of:

1. Financial Statements for April 2008
2. Possible terminations for nonpayment, if any, were noticed to the President
3. Membership Reports
4. Staff overtime hours March 15-April 13
5. Committee Reports
 - a. Partners for Affordable Homeownership
 - b. Appraisal Council
 - c. Equal Opportunity & Cultural Diversity Committee
 - d. Member Service
 - e. Professional Development
 - f. Property Management Council

Action Items

1. Staff has adjusted the WRAR budgets to account for the increases in the Employment Security taxes. The base to \$18,600 and the percentage increased to 1.32% (from .65%). The WRAR increase is \$810.71.
2. Approval by email to support Dale Smith, Dorothy DeShields, Jan Brewington for New Hanover County school Board and a \$500 funding request to NC RPAC
3. Approval by email for a \$1,000 funding request to NC RPAC for Senator Julia Boseman and Representative Danny McComas
4. Approval to ask Homes4NC to fund \$2,500 for the Affordable Housing Coalition of Southeastern NC's 2008 Housing Summit.

May 7, 2008
Minutes of the Best Practices Task Force
11:30 AM Bluewater Restaurant

| | | | |
|----------|------------------|----------------|--------------|
| Present: | Brenda Dixon | Beth Fortunato | Lynne Glaros |
| | Michelle Gurrera | Tim Kelly | |
| Absent: | Brenda Bozeman | Nancy Bradley | Wyatt Coley |
| | Eva Elmore | Scott Gregory | Kathy Hazel |
| Staff: | Jerry Panz | | |

Beth Fortunato began the meeting by having everyone introduce themselves. Jerry Panz explained that because of a NCREC Rule being adopted the existence of multiple offers will no longer be a material fact. The Task Force reviewed the NCREC's Rule that goes into effect on July 1, 2008 which states:

A.0115 Disclosure of Offers Prohibited: A broker shall not disclose the price or other material terms contained in a party's offer to purchase, sell, lease, rent, or to option real property to a competing party without the express authority of the offering party.

They next reviewed *Code of Ethics*, Standard of Practice 1-15 which states:

REALTORS®, in response to inquiries from buyers or cooperating brokers shall, with the sellers' approval, disclose the existence of offers on the property. Where disclosure is authorized, REALTORS® shall also disclose whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker. (*Adopted 1/03, Amended 1/06*)

Jerry Panz explained that as a result of the NCREC Rule and the Code of Ethics, the following standard forms were revised:

Exclusive Right To Sell Listing Agreement has the following new language:

FIRM'S DUTIES. Firm agrees to provide Seller the benefit of Firm's knowledge, experience and advice in the marketing and sale of the Property. Seller understands that Firm makes no representation or guarantee as to the sale of the Property, but Firm agrees to use its best efforts in good faith to find a buyer who is ready, willing and able to purchase the property. **In accordance with the REALTORS® Code of Ethics, Firm shall, with Seller's approval, in response to inquiries from buyers or Cooperating Real Estate Firms, disclose the existence of offers on the Property. Where Seller authorizes disclosure, Firm shall also disclose whether offers were obtained by the individual agent who signs this Agreement, another agent of the Firm, or by a Cooperating Real Estate Firm. Seller acknowledges that real estate brokers are prohibited by N.C. Real Estate Commission rule from disclosing the price or other material terms contained in a party's offer to purchase, sell, lease, rent or option real property to a competing party without the express authority of the party making the offer.**

The Exclusive Right to Represent Buyer and the Agency Disclosure and Non Exclusive Buyer Agency Agreement has the following change:

CONFIDENTIALITY OF OFFERS: Real estate brokers are prohibited by N.C. Real Estate Commission rule from disclosing the price or other material terms contained in a party's offer to purchase, sell, lease, rent or option real property to a competing party without the express authority of the party making the offer. However, Firm hereby advises Buyer of the possibility that ~~sellers or~~ sellers representatives may **elect not **to** treat the existence, terms or conditions of any offers Buyer may make as confidential.**

The Task Force members discussed possible ramifications to the parties where the existence of multiple offers occurs.

1. Education will be a major factor. Listing agents and buyer agents will now have additional issues to discuss with their clients due to the change to the forms.
2. Buyer agents will have a duty to discover if there are multiple offers. Need to ask specifically:
 - a. *Are you authorized to disclose that there are multiple offers?* If yes, then,
 - b. *Is the offer from you, the listing licensee, another licensee in your firm, or from a cooperating broker?*
3. Buyers may experience a loss of trust in the entire process if the fact that there are multiple offers is not discovered and disclosed. Sellers need to allow agents to tell.
4. Where the Seller is not being represented (limited service listings, MLS only listings, FISBO, etc.), the buyer agent may have to take other measures in an attempt to keep information confidential but the buyer would need to be alerted again (already discussed at the time of signing the agreement) to the fact that the seller may “shop the offer.”

The Task Force also discussed what might be said to the seller at the time the listing agreement is presented.

1. Multiple offers are a good thing!
2. A very few buyers may withdraw when they know there are multiple offers.
3. There is a downside to not telling buyers that there are multiple offers because buyers typically make a better offer.
4. With higher than listed-price offers comes the risk of the property not appraising.
5. Asking buyers to make their best offer usually means the seller has both price and terms that are better than were first submitted.
6. You might want to ask the Seller, ***“How would you want to be treated if you were a buyer? Would you want to know that there are multiple offers or not?”***

The Task Force then reviewed the Multiple Offer section of the **Best Practices** manual. After discussion, the members asked Jerry Panz to prepare a draft and send it out to the Task Force members for comments (draft is attached). Jerry explained that when the information was finalized by the Task Force, it would need legal counsel's review and approval from the Board of Directors before members could be notified.

The Task Force members wanted to know about the reprinting of the manual. Jerry explained that the on-line version could be done very quickly and a link provided to every member. The existing supply would have an errata label placed over the current Multiple Offer section. A second printing would only be done when necessary. In response to questions, Jerry explained

that the current manuals are provided to every new member and they are discussed during Orientation. Jerry asked the Task Force members to volunteer their time to talk to new members about it.

The Task Force also discussed that a sales meeting should be devoted to this issue and asked that staff notify the brokers-in-charge and the agents when final approval is given.

There being no further business the meeting was adjourned at 1:05 PM.

Submitted,

Jerry S. Panz, CAE, RCE
Chief Executive Officer

Multiple – Offer Procedures (staff draft 5-09-08)

The buyer and the seller must have a complete understanding of what can transpire in a multiple-offer situation.

For the Listing Agent

1. Listing brokers ~~must immediately notify the cooperating brokers that multiple offers have been received.~~ should have a substantive discussion with the seller when the listing agreement is executed. The discussions might include:
 - a. Multiple offers are a good thing!
 - b. A very few buyers may withdraw when they know there are multiple offers.
 - c. When made aware that there are multiple offers, buyers typically will adjust price and terms that better benefit the seller.
 - d. When sellers are presented offers that are higher than the listed-price, sellers should be advised of the risk that the property might not appraise.
 - e. Consider asking the Seller, *“How would you want to be treated if you were a buyer? Would you want to know that there are multiple offers or not?”*
 - f. Consider placing the sellers’ authorization or refusal to disclose multiple offers in the margin of the listing agreement. Have the seller initial the addition.
2. When the seller is confronted with multiple offers, the listing broker must advise the seller about possible choices in regard to accepting, rejecting or countering the offers. If the seller wants to counter multiple offers at the same time, advise them to seek the advice of their legal counsel.
3. Listing brokers should invite each cooperating broker to present their own offer.
4. Seller must ultimately make the decision, not the broker!

For the Buyer’s Agent

1. Buyer agents have a duty to discover if there are multiple offers. Ask the listing broker:
 - a. *Are you authorized to disclose that there are multiple offers? If yes, then,*
 - b. *Is the offer from you, the listing licensee, another licensee in your firm, or from a cooperating broker?*
2. ~~The buyers should be advised to bring their best offer since counteroffers are not usually done in multiple offer situations.~~
3. Cooperating brokers must immediately notify the buyers that multiple offers have been received.
4. ~~The buyer and the seller must have a complete understanding of what can transpire in a multiple offer situation.~~ (placed first above)
5. ~~When the seller is confronted with multiple offers, the listing broker must advise the seller about possible choices in regard to accepting, rejecting or countering the offers. If the seller wants to counter multiple offers at the same time, advise them to seek the advice of their legal counsel. State law requires that all real estate sales contracts be in writing. Offers must be signed by the parties and communication of the acceptance made to the offeror before there is an enforceable contract. Do not communicate acceptance until the offer is signed.~~ (Moved to bullet #3 &)
6. ~~Invite each cooperating broker to present their own offer. Seller must ultimately make the decision, not the broker!~~ (moved to #3 under Listing Broker & #1 under Both)

For All Brokers

State law requires that all real estate sales contracts be in writing. Offers must be signed by the parties and communication of the acceptance made to the offeror before there is an enforceable contract. Do not communicate acceptance until the offer is signed.

May 22, 2008 9:30 AM

Minutes of the Task Force on Statistics
Intracoastal Realty, Lumina 3

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|-----------------------|----------------|-------------|----------------|-------------|
| Those present: | Cathi Anderson | Alex Cramer | Delores Delia | David Flory |
| | Bob Jamieson | Susan Lacy | Louise Voekler | |
| Guest: | Dr. Wood Hall | | | |
| Staff: | Nate Graham | Jerry Panz | | |

The purpose of the Task Force was to discuss the types of statistical data and reports that would enhance the members' ability to better serve their clients and customers. The members provided the following information:

1. Trend graphs on Days on Market
2. The percentage of list price to sold price
3. The percentage of original list price to sold price
4. Monthly Market Overview comparing previous month and previous year, previous three years
 - a. Median sales price
 - b. Average sales price (Should WRAR stop reporting this? If so, why?)
 - c. Days on Market
 - d. Active
 - e. Pending
 - f. Sold
 - g. New listings
5. Dr. Hall to work on
 - a. Interpreting the data in a report
 - b. "smoothing pattern" for seasonal adjustments
 - c. Fall-through rate for pending sales to see if it is relevant. Discussion brought out that it would be important to know "why" the sale fell through and as to whether additional data fields would be necessary:
 - i. Credit issue
 - ii. Mortgage issue
 - iii. Inspection issue
 - d. Explaining the "trends"
6. When lower or higher average or median are seen, parse the data to determine if it is due to a preponderance of sales are in particular price ranges.
7. Want to be able to determine what price ranges are moving.
8. Use both line and bar graphs.
9. Break price comparisons into ranges beginning with <150,000; then in 50,000 increments (150,000-199,999; 200,000-149,999, etc.)
10. Display statistical information by
 - a. Zip code
 - b. County
 - c. New homes

- d. Existing homes
 - e. Condo/Townhomes
 - i. New
 - ii. Existing
11. Staff reported that NAR has requested that MLSs add a data field for second home. The Task Force discussed whether there should be three choices:
- a. Primary home
 - b. Second home
 - c. Investment-long term rental
 - d. Investment-flip
12. Wanted similar reports for Land listings
13. Wanted an update to include information on labor market, housing starts, housing affordability, etc., such as is found on page 11 of the NAR generated Economic and Market Watch Report.

The Task Force also discussed that along with the data displayed on any website it was important to disclaim that monthly statistics are not as relevant as longer time periods; that no statistical report would adequately address the market price of a particular property and that a REALTOR® must be consulted for a specific analysis. Additionally, the website might link to a cost of living index.

While there was a discussion on “From where are the buyers coming?” there was no consensus on how to obtain the data.

The meeting adjourned at 10:38.

Submitted,

Jerry Panz, CAE, RCE
Chief Executive Officer

Wilmington Regional Association of REALTORS®
PARTNERS FOR AFFORDABLE HOMEOWNERSHIP
April 24, 2008- 8:30 AM
MEETING REPORT

Chair: Jody Wainio

Vice-Chair: Carlos Braxton

The meeting began at 8:30 AM

Members Present: Jody Wainio, Carlos Braxton, David Flory, Glancy Thomas, Joanne Galo, Pam Rancke, Leslie Hahn

Staff Members Present: Carey Disney Ricks, Dayma Edwards, Tiffany Lawhorn

I. Welcome & Introductions

II. Operation Home Sweet Home

- Jody and David have two dates with Solid Waste, City of Wilmington.
- The facility is located off of River Rd. As of now, they are scheduled for May 3rd at 12:30pm and May 6th at 5:30pm.
- On Thursday May 1st there will be a meeting at Re/max to discuss the events on May 3rd and 6th.
- More information on these events will be sent via email.

III. Affordable Housing Summit, Friday April 25th

- The summit will be broadcasted live over G TV (Governmental).

IV. Articles/ Information on Affordable Housing

- David brought an article from Wednesday's paper (April 24) titled 'Affordable housing, zoning policy weighed.'

V. Questions/ Comments

- David spoke about Affordable Housing at New Member Orientation.
- He mentioned updating the Affordable Homeownership Guide for the next orientation.

- Education

→Group discussed the idea of having credit counseling in schools in order to avoid persons having financial trouble in the future. The group decided to ask the candidates running for the Board of Education if this is a subject that they would promote. Carlos Braxton agreed to ask about this topic at the candidate forum held at WRAR.

→In attempt to come up with new ideas for training/ educational programs, Jody suggested everyone try to bring some affordable housing information to each meeting for discussion.

VI. 2008 Committee Meeting Schedule (*Note change*)

- *Friday, May 23rd – 8:30*
- *Thursday, June 26th – 8:30*
- *Thursday, July 31st – 8:30*
- *Thursday, August 28th – 8:30*
- *Friday, September 26th – 8:30*
- *Thursday, October 23rd – 8:30*
- *Friday, November 21st – 8:30*
- *Friday, December 19th – 8:30*

VII. Next Meeting

Date – **Friday, May 23rd**

Time - **8:30 AM**

Place - **WRAR Conference Room**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
APPRAISAL COUNCIL
April 16, 2008 – 11:30AM
MEETING REPORT

Chair – **John Hinnant**
Rob Sink

Co-chair –

Purpose of Council

- *To continue provide educational and/or risk management/risk-shifting information for all members of the council*

-
- I. Introductions
 - II. Open Forum with Lunch
 - III. Kathy Wright gave an update on Rapattoni and the custom report section
 - IV. Carey Disney Ricks discussed Governmental Affairs and the affect on appraisers
 - V. Wrap-up/Questions/Comments

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE

May 7, 2008 – 2:00PM
MEETING REPORT

Chair – Dana Scalici

Vice-Chair – Eliza Santos

The meeting began at 2:15p.m.

Committee Members Present: Adell Bernard, Carlos Braxton, Jessica Kocinski, and Dana Scalici

Staff Member(s) Present: Dayma Edwards

Welcome & Introductions:

Broker Breeze:

- ❖ April will email Cultural Refreshment tip to Dayma or Julia for the month of June

2nd Quarterly Meeting:

- ❖ Theme – Kiss, Bow or Shake Hands focusing on three groups – Asian, Hispanic and African American
- ❖ When – **Wednesday, May 21st**
- ❖ Location – **Watermark Marina**
- ❖ Times – **4pm to 7pm**
- ❖ Sponsors:
 - Harris & Associates \$500 (appraisers)
 - Lumina Mortgage \$250
- ❖ Centerpieces – small floral arrangements in a natural square basket attached to the hot air balloons. Dayma will search and purchase the baskets. Committee members will be on the lookout for the flowers. Balloons will be given to each committee members to fill with helium the morning of the event and bring to the marina. Potted plants will be raffled off during the meeting.
- ❖ Entertainment – African Dreams dance group will attend and dance for approximately 30 to 45 minutes for \$100. Eliza reported that Babs McDance will bring Rumba Dancers and a flame thrower/dancer.
- ❖ Food – Pete Daniels with Atlantic Quest will provide several types of great appetizers, including plates, cups, napkins and silverware.
- ❖ Dayma will contact L&L Rentals about the tent & chair rentals
- ❖ Set-up of space: We will use (7 to 10) cocktail tables for the networking part of the event. White chairs will be rented for the meeting part of the event and set-up by committee members. After the meeting the chairs may be moved about the tent.
- ❖ Committee members would like to order flags for their name tags to differentiate them from the other members. Dayma will order flags and have available for the event.

Wrap-up/Questions and Comments:

Spanish for REALTORS® Course: A survey question was placed in the weekly Broker Briefing, we had 76 responses to the question (Would you be interested in attending a class on Spanish for REALTORS® or a CD?) 66 would like a classroom style class and only 39 would like a CD instead. The information obtained from April McDavid from the Spanish teacher in reference to WRAR holding classes was discussed. Committee members felt the cost of \$300 per person would be too high for any member to pay at this time. It was discussed that Dayma will research the local university and colleges and do a comparison.

Next Meeting:

When: *Wednesday, June 25th*

Where: *WRAR Conference Room*

Time: *2:00pm*

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
MEMBER SERVICES COMMITTEE
May 5, 2008 – 9:30AM
MEETING REPORT

Chair – Sharon Laney
Terry

Co Chair – JD

The meeting began at 9:30a.m.

Committee Members Present: Sharon Laney, JD Terry and David Dougherty

Committee Members Absent: Adell Bernard, Jennifer Dauphinais, Tina DeWitt, Susan Lacy, J. Marie Lewis, Terry Milam, Gail West and Bryan Wright

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. 2nd Quarterly Annual Meeting

- Date – **Wednesday, May 21st**
- Time – 4PM-7PM
- Location – Watermark Marina
 - Theme: Cultural Diversity
 - Two drink tickets per person
 - Two bars will be available, cash bar after the two drink limit
 - Appetizers will be served from 4P-7P
 - Caterer – Atlantic Quest with Pete Daniels
 - Centerpieces – Hot Air Balloons
 - Entertainment –
 - African Dream Team (dancing)
 - Background culturally diverse music playing
 - Rentals –
 - Cocktail Tables
 - Table linens
 - Chairs
 - Tent
 - Podium & Microphone to be provided by venue
 - Volunteers for Registration table
 - Volunteers for Chair and table set-up and take-down

III. Annual Meeting & Election

Tentative date: **Thursday, September 11th**

Location suggestions are the Cameron Art Museum, Tidal Walk (need tent), Convention Center and banquet room above YoSake Restaurant. Dayma will research all suggestions.

IV. Wrap-up/Questions/Comments

V. Next Meeting

- Monday, June 2nd

- WRAR Conference Room
- Time – 9:30AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROFESSIONAL DEVELOPMENT COMMITTEE

May 8, 2008 – 10:30AM
MEETING REPORT

Chair – Wendy Shorter Bridges

Vice-Chair – Sonya Phillips

The meeting began at 10:35 a.m.

Committee Members Present: Faye Brock, , Rebecca Lawson, Russ May, Vickie Osoria, ElJaye Johnson, Jan Justice, Ryan Crecelius and Wendy Shorter-Bridges.

Committee Member(s) Absent: Susan Lacy, Carlos Braxton, Kathy Kivett, Jackie Lewis, Bryan Wright, Paul Dunwell, Sonya Phillips and Tom Locorriere

Staff Member Present: Dayma Edwards

Purpose of Committee

- *The Professional Development Committee wants to promote learning as a life-long habit for REALTORS®*
 - *To continue providing our members with information on legal issues while keeping them current through the use of periodic legal updates*
 - *To continue providing risk management/risk-shifting information for all members*
-

Welcome & Introductions – Welcome new member Jan Justice to the committee

2008 “The Morning Buzz”

- **Art of Short Sale**
 - ❖ Thursday, May 22nd
 - ❖ Wilson’s Restaurant
 - ❖ 1 to 5pm
 - ❖ \$45 Fee
 - ❖ Maximum number of attendees is 80
 - ❖ Ask Brian to lend us the wireless microphone
 - ❖ Order light snacks, cookies and soft drinks
- **August** – TBD (Photography – Rebecca spoke to Chris Lange he suggested Rick. She called Rick and he is willing to do it as long as we have a set agenda for him to follow. Russ will contact Jack Davis first.)
 - Top 10 Do’s
 - Top 10 Don’t’s
 - Angles
 - Lighting
 - Good camera’s to use (features to look for)
- **October** – TBD (Ad Writing – Wendy spoke to Brian and he will talk to Chuck but neither has contacted Wendy again. Vickie will contact the Marketing/writing department at UNCW)

LEGAL SEMINAR:

- **Date:** Wednesday, September 10th

- **Location:** UNCW Executive Center
- **Time:** 8am to 8:30am breakfast & registration
- Dayma will have handouts for attendees: Offer to Purchase Contract and Date Form Flow Chart
- Tom Spencer & Robert Calder will speak
- Dayma will send out email to get sponsors (no attorneys)

NEGOTIATIONS SEMINAR: The committee has decided to revisit this in 2009 since the RCASENC is hosting a Negotiations Seminar on Tuesday, May 20th at the UNCW Warwick Center.

GENERATION Y SEMINAR:

- Date: Wednesday, November 19th
- Location: Holiday Inn Sunspree
- Time: TBD
- Speaker: Dayma will contact Amy Lynch for availability and pricing
- Dayma will email committee members Amy's website so that they may view video clip

Wrap up/Questions/Comments

Next Meeting - Thursday, June 5th at 10:30 a.m. at the WRAR office

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROPERTY MANAGEMENT COUNCIL
May 7, 2008 – 10:30AM
MEETING REPORT

Chair – Hank Burnett
Arnett

Co-chair – Carla

Meeting began at 10:35AM

Present: Linda Coite, Charles Mattes, Hank Burnett, Alan Pacek, Eva Farr, Jeff Ludwig, Wendy Ludwig, Brooke Harris and Dianne Perry

Staff Member(s) Present: Dayma Edwards

Purpose of Council

To maintain a dialogue with other Associations to work on matters of interest to property managers.

Mission Statement

It is the mission of the Wilmington Regional Association of REALTORS Property Management Council to bring together entities within the Association that practice property management. This will be done through sharing ideas and knowledge, providing a platform to voice concerns, practicing risk reduction, continuing quality service to clients through education, communicating with other property managers, and enhancing the referral network.

Introductions & Welcome:

Council Business

- Dianne Perry discussed entering data into the MLS
- Dianne Perry stated that when she rents a property she enters "Sold" into the MLS
- Linda Coite stated that they had originally decided to enter a rented property as "Withdrawn" because entering it as "Sold" makes the data inaccurate
- Dianne Perry stated that she has never received an invitation to these council meetings, the other members mentioned to her that it is always in the weekly Broker Breeze
- Suggestion to do a Rapattoni Training Session on how to enter the data for rental property
- Hank will check with Jerry to see if the current rental agreement gives permission for the property to be listed in the MLS System. If not, a forms change must be acquired, ASAP.

Wrap-up/Questions/Comments/Concerns

Next Meeting

Date – Wednesday, July 9th

Time – 10:30 AM

Place – WRAR Office

Meeting adjourned at approximately 11:45am