

The Communicator

The Strafford County Board of REALTORS®

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April 2011

~The mission of The Strafford County Board of REALTORS® is to provide its REALTOR® members access to resources necessary for them to ethically and effectively service consumers; maintain an environment in which members can network with other industry professionals, and provide opportunities for community service. ~

NOTICE

Application for membership with the Strafford County Board of REALTORS® has been received from the following persons:

REALTOR® APPLICATIONS

- ◆ Cecil Abels, III, Keller Williams Coastal Realty
- ◆ Judith Anthony, McFarland Groth & McPhee Realty
- ◆ Heather Brigham, Real Estate Advisors
- ◆ Kelly Hanson, Keller Williams Coastal Realty

REALTOR® APPLICATIONS Cont'd

- ◆ Nelson Hernandez, Jr. Kasali Real Estate
- ◆ Shannon Hill, Keller Williams Coastal Realty
- ◆ Mercy Marchuk, Coldwell Banker The Peggy Carter Team
- ◆ Paul Sycamore, Keller Williams Coastal Realty

Changes

- ◆ Bob Laroche moved to Better Homes & Gardens The Masiello Group/ Portsmouth
- ◆ Shannon Morin is replacing Russell Brown as the Affiliate member for Secondwind Water Systems, Inc.

Inside this issue:

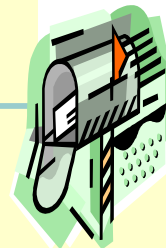
REALTOR®

- Applications
- Changes
- Education
- Monthly Meetings
- Realtor of the Year & Affiliate of the Year applications
- National Open House

F.Y.I

If you have recently moved or relocated, please notify the Board office so that we can make the necessary changes.

Thank You!



NH ASSOCIATION of REALTORS®

FALL CONVENTION

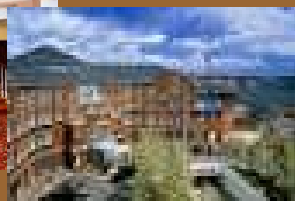
September 11—14, 2011

“Hand in Hand”

SAVE THE DATES!



Sheraton Portsmouth Harborside Hotel & Conference Center



PORTSMOUTH, NH!
PORTSMOUTH, NH!
PORTSMOUTH, NH!





IN THE KNOW

This, That & Whatnot.....

NAR CODE OF ETHICS CHANGES FOR 2011

Article 3

REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)

- **Standard of Practice 3-1**

REALTORS®, acting as exclusive agents or brokers of sellers/ landlords, establish the terms and conditions of offers to cooperate. Unless expressly indicated in offers to cooperate, cooperating brokers may not assume that the offer of cooperation includes an offer of compensation. Terms of compensation, if any, shall be ascertained by cooperating brokers before beginning efforts to accept the offer of cooperation. (Amended 1/99)

- **Standard of Practice 3-2**

To be effective, any change in compensation offered for cooperative services must be communicated to the other REALTOR® prior to the time that REALTOR® submits an offer to purchase/lease the property. (Amended 1/10)

- **Standard of Practice 3-3**

Standard of Practice 3-2 does not preclude the listing broker and cooperating broker from entering into an agreement to change cooperative compensation. (Adopted 1/94)

- **Standard of Practice 3-4**

REALTORS®, acting as listing brokers, have an affirmative obligation to disclose the existence of dual or variable rate commission arrangements (i.e., listings where one amount of commission is payable if the listing broker's firm is the procuring cause of sale/lease and a different amount of commission is payable if the sale/lease results through the efforts of the seller/landlord or a cooperating broker). The listing broker shall, as soon as practical, disclose the existence of such arrangements to potential cooperating brokers and shall, in response to inquiries from cooperating brokers, disclose the differential that would result in a cooperative transaction or in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before the client makes an offer to purchase or lease. (Amended 1/02)

- **Standard of Practice 3-5**

It is the obligation of subagents to promptly disclose all pertinent facts to the principal's agent prior to as well as after a purchase or lease agreement is executed. (Amended 1/93)

- **Standard of Practice 3-6**

REALTORS® shall disclose the existence of accepted offers, including offers with unresolved contingencies, to any broker seeking cooperation. (Adopted 5/86, Amended 1/04)

- **Standard of Practice 3-7**

When seeking information from another REALTOR® concerning property under a management or listing agreement, REALTORS® shall disclose their REALTOR® status and whether their interest is personal or on behalf of the client and, if on behalf of a **client, their relationship with the client.** (Amended 1/11)

- **Standard of Practice 3-8**

REALTORS® shall not misrepresent the availability of access to show or inspect a listed property. (Amended 11/87)

- **Standard of Practice 3-9**

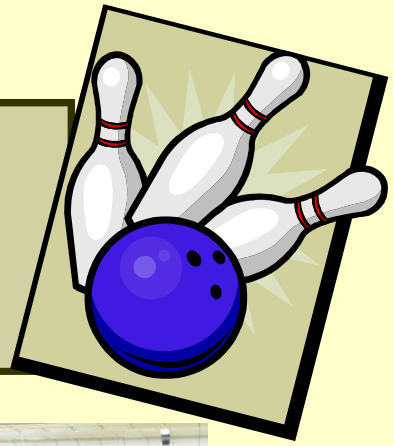
REALTORS® shall not provide access to listed property on terms other than those established by the owner or the listing broker. (Adopted 1/10)

- **Standard of Practice 3-10**

The duty to cooperate established in Article 3 relates to the obligation to share information on listed property, and to make property available to other brokers for showing to prospective purchasers/tenants when it is in the best interests of sellers/landlords. (Adopted 1/11)



Community Service Bowl-A-Thon March 17th



\$275 was raised to
benefit the
NH Farm Museum



Seeking Five Good Neighbors to Receive \$10,000 Grants

REALTOR® Magazine is seeking nominations for the 12th annual Good Neighbor Awards. The program recognizes REALTORS® who've made an extraordinary commitment to community service.

Five winners will be announced in November in *REALTOR*® Magazine and at the 2011 REALTORS® Conference & Expo in Anaheim. The winners will receive a \$10,000 grant for their community cause, national publicity, travel expenses to the convention, and a crystal trophy.

"We created the Good Neighbor Awards to recognize how so many REALTORS® make their communities a better place to live," says Stacey Moncreiff, *REALTOR*® Magazine Editor in Chief. "REALTORS® generally are big-hearted people and many of them get very involved in their communities, but their local efforts are seldom rewarded on a national level."

Last year's winners contributed a combined total of nearly 8,000 hours to their causes in one year and drew a standing ovation during NAR's annual convention in New Orleans. The 2011 Good Neighbor Awards is sponsored by Lowe's and HouseLogic.

Good Neighbor Award entries must be received by May 20, 2011. For more details and an entry form, go to <http://www.REALTOR.org/gna>, call 800-874-6500, or see the ad in the March issue of *REALTOR*® Magazine.

NHAR LEGAL RESOURCE LINE: Go to: <http://www.nhar.org/legal/>

EDUCATION CLASSES 2011

Education/Programs:

This committee meets monthly and is made up of at least 8 REALTOR® and Affiliate Members. They provide ongoing educational opportunities to our members. Their goal is to motivate the membership toward increased and continuing education, to plan programs for the year, focusing primarily on the monthly membership meetings, keeping in mind that the purpose of the meetings is to broaden REALTORS®' participation and knowledge. The President appoints the chairperson with acceptance by the Board of Directors. The Education Chair is a voting member of the Board of Directors.

Members of the
Education
Committee are:

Marty Patrizi, Chair
Bobbie Goodrich
Amy Morrill
Darlene Penta
Sandy Roper
Pamela Ziadeh
Carol Zink-Mailloux
Mark Zoeller

****All classes are at the Board Office 9 AM to Noon unless otherwise noted.****
Registration and Continental Breakfast starts at 8:30 AM

The New Hampshire Real Estate Commission requires twelve (12) hours of approved continuing education for license renewals as of July 11, 2008.

REALTORS® are required to take a 2-½ hour class on the Code of Ethics every four (4) years.

The current quadrennial cycle ends December 31, 2012.

Tuesday, April 26th

**Improving Your CMA Through Market Derived Adjustments
with Kevin Fritschy**

3 NH elective hours!

FEE: \$25 SCBR Members prepaid \$25 (\$30 at the door); \$40 other Realtors; \$50 all others

Wednesday, April 27^h 8:45 AM to 1 PM

NEW MEMBER ORIENTATION

Agency (Including NH Forms)

With Patti Kemen

3 NH elective hours!

NO FEE for new applicants; All others \$25

Wednesday, May 13th

**InnoVia Class
with Dennis Power**

3 NH elective hours!

FEE: FREE! Register at www.nneren.com/members/default.html? Under Training Calendar

Tuesday, May 24th

**Short Sales, Foreclosures & Bank-Owned
with John Doran**

3 NH elective hours!

FEE: \$25 SCBR Members prepaid \$25 (\$30 at the door); \$40 other Realtors; \$50 all others

.....COMING IN 2011.....

August 16th ~ NH Core with Kathy Roosa

September 21st ~ Ethics with Charline Mason

October 25th ~ ME Core with ??

ONLINE PAYMENT WITH PAY PAL! GO TO

<http://www.scbr.org/calendar-home/education-and-member-events>

Strafford County Board of REALTORS®

Membership Meeting

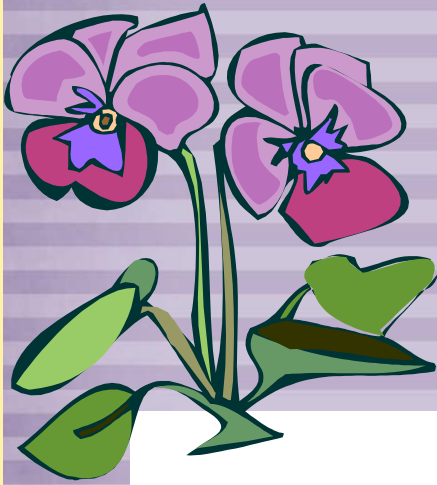
Thursday, May 19, 2011

11:30 AM

Board Office

36 Industrial Way, Rochester, NH

FEE: \$10



**Induction of New Members
Scholarship Awards**

Speaker: TBD

Menu: TBD w/ Coffee/Tea/Water

***The price includes 9% NH Sales tax, Cleanup, & laundry
Email scbr@metrocast.net or call 330-3131 by May 16th
at noon to reserve a seat**

Strafford County Board of REALTORS®

AFFILIATE of the Year NOMINATION FORM (For the year 2010)

Member Nominated: _____

Company: _____

Write a brief narrative about why you think this Affiliate should be chosen, as the Strafford County Board's Affiliate of the Year, keeping in mind:

Affiliate Spirit

Professionalism

Local Board Activity

Civic Activity

Business Accomplishments

Ethical Standards

Signed: _____

Print Name: _____

Email: _____

NOTE: Affiliates are allowed to nominate themselves.

The absolute drop-dead deadline for ROTY nominations is Thursday, May 19th!

Presentation will be at the June 16, 2011 Membership Meeting.

Strafford County Board of REALTORS®

REALTOR® of the Year NOMINATION FORM (For the year 2010)

Member Nominated: _____

Agency: _____

Write a brief narrative about why you think this REALTOR® should be chosen, as the Strafford County Board's ROTY, keeping in mind:

REALTOR® Pride *Professionalism*
Community Service *Ethical Standards*

Signed: _____

Print Name: _____ Email: _____

The absolute drop-dead deadline for ROTY nominations is Thursday, May 19th!

Presentation will be at the June 16, 2011 Membership Meeting.

Want an insurance policy that policy that guarantees the benefits of home ownership?
A Policy that protects home ownership rights, protects your business!

Don't be shortsighted! RPAC is that policy!!



70% Of donations to "NHAR PAC" stays in NH

100% of NHAR IMF (issues Mobilization Fund) stays in NH.

NHAR REALTOR members are daily advocating for NH property rights.

They are advocating for your business, for your buyers and sellers.

Give to RPAC today! As little as \$10 helps!

Why should I contribute to RPAC?

RPAC is the muscle behind NAR. RPAC represents over 400,000 politically active REALTORS that members of Congress want as their friends. Recent legislative and regulatory successes include:

- The continued preservation of the mortgage interest deduction.
- Tax relief benefiting the real estate industry.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.
- Eliminating burdensome regulations inhibiting environmental quality and healthy real estate markets.

How will my contribution be used?

100% of your contribution is used to elect pro-REALTOR candidates: 70% remains in the state to be used in state and local elections. 30% of your contribution will be forwarded to National RPAC to fund key U.S. House and Senate races. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates. RPAC is neither a Republican nor a Democratic organization. Your contribution to RPAC is a vote for a pro-REALTOR Congress, regardless of political party.

Make a donation through your local board. Make checks out to "NHARPAC" and mail to

Strafford County Board of REALTORS

36 Industrial Way, Suite 10

Rochester, NH 03867

Note: Contributions made on corporate/business checks will go to NHAR Issues Mobilization Funds



REALTOR® **NATIONWIDE
OPEN HOUSE
WEEKEND JUNE 4-5, 2011**

Join state and local REALTOR® associations across the country in hosting the nation's largest open house campaign Saturday and Sunday,

June 4-5, 2011

For one weekend in June REALTORS® will hold open houses in neighborhoods from coast to coast, bringing value to both buyers and sellers. The event also provides a tremendous opportunity to promote the benefits of home ownership and continue an open dialogue with consumers about the housing issues that matter most to them.

Promotional materials and resources are available for REALTORS® and associations participating in REALTOR® Nationwide Open House Weekend. Visit www.realtor.org/topics/nationwideopenhouse.

For more information on how to get involved, contact Barbara Matthopoulos with the Chicago Association of REALTORS® at 312-214-5511 or bmatthopoulos@chicagorealtor.com.