GOOD NEIGHBOR AWARDS
Supporting those who support the community since 2014

Now accepting applications for multiple 2021 Member Awards.
Let us honor you, or nominate a fellow member!
T he statement I’ve been waiting to make for months now – classes are back in-person at PRO starting July 12! While our offices have been open to members for a while, we held off on scheduling classes until we felt the time was right. That time has come, and we will welcome back members for Code of Ethics and Core Law classes on the 12th. While some classes will remain exclusively on Zoom for the time being, an abundance of classes will be hybrid. That means you’ll be able to take a class either from your home or office, or live and in-person at PRO – whatever you’re most comfortable with and fits your schedule. Pay close attention to those two options when you go to register for a class (PinellasRealtor.org/calendar), as there will be two different registration links for these hybrid classes.

In case you hadn’t heard, $850 million in federal funding is available in rent relief in which landlords may apply for. Property managers can receive payments directly. OURFlorida.com is the central hub for info, FAQs, and tools that can help spread the word about this program. They will look at the current lease that identifies the unit and rental payment amount where possible. Fees included in the lease are also eligible for assistance. The amount of late payments must be documented by a notice of late rent, a notice of eviction, eviction court filing info, or a signed attestation by the property manager. Head to OURFlorida.com to access the application and read more details.

Q: I found the perfect Gulf sunset photo on a mortgage company’s website that would fit perfectly with the rest of my photos for my new beachfront condo listing. I work with the mortgage company regularly, so surely they wouldn’t mind if I used it. Is there any risk to this?

A: Yes! The actual owner of the photo could go after you for copyright infringement. “I found it on the internet” does not mean “I have permission to use it.” It’s actually become such a huge problem that companies are enforcing their rights and demanding photo “stealers” pay for illegally using their photos in marketing. Ignorance of the law is no excuse. Also, be weary if your website was developed by a third-party vendor who selected photos – if they are not owned by the vendor, you (and perhaps the website developer too) could be liable. There are a number of websites that offer quality photos for use once you purchase a licensing agreement, such as iStockphoto, Shutterstock, Photodune, and Envato Elements (which is where we purchased the above photo from!).

Q: This Market. Is. Crazy. I am a listing agent and have never seen anything like this. I am helping my sellers pocket more money than they thought they’d get. With how fast-paced everything is these days, how can I be sure I am doing right by my clients, and the potential buyers, from a legal and ethical perspective?

A: Florida REALTORS® has two forms available to assist in advising both buyer and seller clients, both available through Form Simplicity. Check out the one geared towards sellers - The Multiple Offer Disclosure to Seller (MODS-1) form.

* Provide sellers with the MODS-1 form and discuss how you’ll handle multiple offers ahead of time
* Focus on the terms as well as the price rather than the potential buyer
* Educate your clients on the advantages and disadvantages of the various ways multiple offers can be dealt with, but be sure to tell them that your guidance is based on your past experience and is no guarantee of how a buyer will act in this specific situation. And we wouldn’t be doing our jobs unless we referenced the REALTOR® Code of Ethics - check out Part 4, Appendix IX - Preventing and Negotiating Multiple Offers the Code of Ethics and Arbitration Manual for further tips and info.

Pinellas Office
4590 Ulmerton Road
Clearwater, FL 33762

Pasco Office
2009 Osprey Lane
Lutz, FL 33354

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CEO
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PUBLICATION
Editor: Kim Simmons
Layout: Dylan Marvin

The Pinellas REALTORS® Organization and Central Pasco REALTORS® Organization (PRO/CPRo) is one of Tampa Bay’s largest professional trade associations, representing the interests of over 1000 real estate professionals in the Tampa Bay area. It was established in 2002 as the result of a merger between the St. Petersburg Suncoast Association of REALTORS® and the Greater Clearwater Association of REALTORS®, and merged with the Central Pasco Association of REALTORS® in 2018.

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Pinellas Realtor.org/calendar
Recognizes dedication and engagement with the REALTOR® association.

Have you been a REALTOR® with PRO or CPRO for at least 10 years? Are you actively involved with PRO/CPRO – serving in a leadership capacity, attending special events and classes, and volunteering for charitable opportunities?

Award: $250 Professional Development scholarship, pin, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes a REALTOR® member’s commitment to advocating for the advancement and health of the real estate industry.

Nominated by members, the RPAC Fundraising Committee, and Public Policy Committee.

Award: REALTOR® Party “swag”, pin, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes triumph over adversity.

Did you face and overcome an incredible obstacle in the last year, all while maintaining your real estate career? This award honors a REALTOR® member who persevered in the face of adversity and serves as an inspiration to others.

Award: $250 Professional Development scholarship, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes outstanding commitment, engagement, and enthusiastic support to PRO/CPRO, their real estate career, and the local real estate industry.

Nominated by members and staff alike, this award is for those REALTOR® members whose ongoing dedication is paving the way to a stellar career for themselves and better community and association for everyone.

Award: $250 Professional Development scholarship, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes outstanding commitment to a local charity.

Have you made an extraordinary impact on your community by giving your time and resources, or know a fellow member that did? We want to honor you or that person as a “Good Neighbor.”

Both REALTOR® and Affiliate Business Partner members are eligible.

Award: $1,000 grant to member’s organization, pin, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes outstanding commitment to the REALTOR® association.

Nominated by members and staff alike, this award is for those REALTOR® members whose ongoing dedication is paving the way to a stellar career for themselves and better community and association for everyone.

Award: $250 Professional Development scholarship, certificate, recognition in a special ad in the Tampa Bay Times, name and brokerage name listed on a banner hung at PRO the following year, and recognition in an issue of REALTORView magazine.

Recognizes an extraordinary impact on the real estate industry by giving your time and resources, or know a fellow member that did? We want to honor you or that person as a “Good Neighbor.”

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Are you eligible for REALTOR® Emeritus?

REALTOR® Emeritus status is defined as any REALTOR® who has held membership in the National Association of REALTORS® (NAR) for a cumulative period of 40 years, plus one year of service at the national level as an officer, director, or committee member. If you fit this criteria, please contact us at: PinellasRealtor.org/Emeritus-Members

REALTOR® Emeritus members are exempt from paying membership dues to NAR, FR, and PRO/CPRO, and the Stellar MLS fee!

Are you close to 40 years as a REALTOR®? It’s a great time to get involved with NAR to fulfill that requirement! For more info, visit NAR.realtor/National-Leadership

Apply or nominate a member at: PinellasRealtor.org/awards

Open now thru August 1st!!

Recipients will be honored at our Annual Meeting in September.

2021 Member Awards
The nomination/application period is now open!
**PINELLAS MARKET STATS**

**PINELLAS STATS SUMMARY**

### Summary Statistics % change year over year

<table>
<thead>
<tr>
<th>May 2021</th>
<th>May 2020</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>2220</td>
<td>1253</td>
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<tr>
<td>Paid in Cash</td>
<td>937</td>
<td>403</td>
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<td>New Pending Sales</td>
<td>2291</td>
<td>2119</td>
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<td>New Listings</td>
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<td>Pending Inventory</td>
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<td>2467</td>
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<tr>
<td>Inventory (Active Listings)</td>
<td>1699</td>
<td>4357</td>
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</table>

### Combined Single Family Homes & Townhomes/Condos

Absorption rate estimates the rate at which active listings are selling in a given market. It’s calculated by dividing the number of closed sales by the number of active listings.

A low absorption rate means that homes are selling slowly (suggesting a buyer’s market) while a high absorption rate means that homes are selling quickly (suggesting a seller’s market).

**May 2021**

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th></th>
<th></th>
<th>Townhouses &amp; Condos</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>January</td>
<td>30%</td>
<td>21%</td>
<td>35%</td>
<td>25%</td>
<td>27%</td>
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<tr>
<td>February</td>
<td>35%</td>
<td>25%</td>
<td>45%</td>
<td>35%</td>
<td>27%</td>
<td>36%</td>
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<tr>
<td>March</td>
<td>39%</td>
<td>39%</td>
<td>54%</td>
<td>44%</td>
<td>40%</td>
<td>41%</td>
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<tr>
<td>April</td>
<td>49%</td>
<td>45%</td>
<td>39%</td>
<td>46%</td>
<td>43%</td>
<td>43%</td>
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<tr>
<td>May</td>
<td>46%</td>
<td>54%</td>
<td>40%</td>
<td>40%</td>
<td>40%</td>
<td>40%</td>
</tr>
<tr>
<td>June</td>
<td>45%</td>
<td>45%</td>
<td>79%</td>
<td>39%</td>
<td>39%</td>
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<tr>
<td>July</td>
<td>43%</td>
<td>50%</td>
<td>97%</td>
<td>33%</td>
<td>33%</td>
<td>33%</td>
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<tr>
<td>August</td>
<td>45%</td>
<td>49%</td>
<td>84%</td>
<td>38%</td>
<td>38%</td>
<td>38%</td>
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<tr>
<td>September</td>
<td>45%</td>
<td>45%</td>
<td>94%</td>
<td>34%</td>
<td>34%</td>
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<tr>
<td>October</td>
<td>38%</td>
<td>44%</td>
<td>87%</td>
<td>34%</td>
<td>34%</td>
<td>34%</td>
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<tr>
<td>November</td>
<td>31%</td>
<td>39%</td>
<td>83%</td>
<td>34%</td>
<td>34%</td>
<td>34%</td>
</tr>
<tr>
<td>December</td>
<td>34%</td>
<td>52%</td>
<td>107%</td>
<td>34%</td>
<td>34%</td>
<td>34%</td>
</tr>
</tbody>
</table>

**MEDIAN PRICE SALES**

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th></th>
<th></th>
<th>Townhouses &amp; Condos</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>$287,000</td>
<td>1,223</td>
<td></td>
<td>$188,000</td>
<td>807</td>
<td></td>
</tr>
<tr>
<td>April</td>
<td>$340,000</td>
<td>1,342</td>
<td></td>
<td>$196,500</td>
<td>553</td>
<td></td>
</tr>
<tr>
<td>May</td>
<td>$355,000</td>
<td>1,261</td>
<td></td>
<td>$233,000</td>
<td>1,106</td>
<td></td>
</tr>
</tbody>
</table>

Need more data? Visit [pinellasrealtor.org/stats](http://pinellasrealtor.org/stats) for comprehensive monthly year-over-year reports and videos, including foreclosure and short sale figures. You’ll also find DAILY market snapshots of five Tampa Bay area counties!

Stats source: Florida REALTORS®

**REALTOR VIEW MONTHLY • JUL/AUG 2021**

pinellasrealtor.org

Two relationship-driven banks, both leaders in the industry, have officially joined forces. The combination of IBERIABANK and First Horizon creates a leading financial services company dedicated to enriching the lives of our clients, associates and communities. Together, we will deliver better technology, broader lending capabilities and an expanded financial network powered by a team you know and trust.

IBERIABANK | FIRST HORIZON


firsthorizon.com/better-together

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  - bdorian@tampabay.com

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  - jbarcelo@valucentric.com

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- Ameritish Home Loans
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  - aabney@berlinpatten.com
- Bob Dorian
  - bdorian@tampabay.com
- Samantha McDermott
  - samantha.mcdermott@iberiabank.com
- Michelle Chamo
  - michelle@fixmyslidingdoors.com
- Bryan Lovell
  - blovell@vandykmortgage.com

---

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IBERIABANK, A Division of First Horizon Bank

Samantha McDermott
VP, Branch Manager
NMLS #463551
727-201-5533

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Your Plans.
Your Progress.
Their Priority.
May 2021

**Combined Single Family Homes & Townhomes/Condos**

<table>
<thead>
<tr>
<th>Summary Statistics</th>
<th>May 2021</th>
<th>May 2020</th>
<th>% change year over year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>1298</td>
<td>926</td>
<td>40.2%</td>
</tr>
<tr>
<td>Paid in Cash</td>
<td>397</td>
<td>176</td>
<td>126.6%</td>
</tr>
<tr>
<td>New Pending Sales</td>
<td>1335</td>
<td>1412</td>
<td>-5.5%</td>
</tr>
<tr>
<td>New Listings</td>
<td>1438</td>
<td>1247</td>
<td>15.3%</td>
</tr>
<tr>
<td>Pending Inventory</td>
<td>1997</td>
<td>1842</td>
<td>8.4%</td>
</tr>
<tr>
<td>Inventory (Active Listings)</td>
<td>788</td>
<td>2204</td>
<td>-64.2%</td>
</tr>
</tbody>
</table>

Absorption rate: estimates the rate at which active listings are selling in a given market. It’s calculated by dividing the number of closed sales by the number of active listings.

A low absorption rate means homes are selling slowly (suggesting a buyer’s market) while a high absorption rate means that homes are selling quickly (suggesting a seller’s market).

**Source:** Stellar MLS Live Data 6/18/2021

---

**PASCO MARKET STATS**

**PASCO STATS SUMMARY**

**Single Family Homes**

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Price</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>$240,000</td>
<td>1,023</td>
</tr>
<tr>
<td>April</td>
<td>$287,790</td>
<td>1,134</td>
</tr>
<tr>
<td>May</td>
<td>$300,380</td>
<td>1,083</td>
</tr>
</tbody>
</table>

**Townhouses & Condos**

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Price</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>$161,000</td>
<td>191</td>
</tr>
<tr>
<td>April</td>
<td>$176,000</td>
<td>163</td>
</tr>
<tr>
<td>May</td>
<td>$188,000</td>
<td>215</td>
</tr>
</tbody>
</table>

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*Source: Stellar MLS Live Data 6/18/2021*
Use of ‘Escalation Clause’ Skyrockets in Hot Seller’s Market

By Joel Maxson, Florida REALTORS® Associate General Counsel

As escalation clauses become more popular during this hot seller’s market, buyers should consider the pros and cons of using them – as well as the broader legal context of their offer.

During this white-hot seller’s market, many conversations on Florida REALTORS® Legal Hotline involve multiple offer scenarios. Buyers are desperately seeking ways to try and make their offer stand out. One method that has rocketed in popularity is using an escalation clause.

There are many variations of these clauses, but the one thing they have in common is that a buyer is willing to increase the purchase price above the amount in the initial offer. A simple version of an escalation clause may read something like this: ”Buyer agrees to pay $__________ more than the next highest offer, not to exceed a final purchase price of $__________.”

This is the core concept, at least. Most clauses will also include some combination of the following components, although this is by no means an exhaustive list. The clause can get increasingly more complex the more a buyer adds to the clause.

- The amount of money to add to the next highest offer (the escalation amount)
- The maximum purchase price
- Seller’s obligation to show the buyer a copy of the next highest offer used to calculate the final purchase price
- Whether the financing amount will increase, or whether the buyer will pay cash to cover the escalation amount
- How to handle a situation involving two or more competing escalation clauses
- Whether the buyer or seller will be obligated to sign or initial further documents if the escalation clause is triggered
- Whether the escalation is based on the purchase price or net proceeds to the seller (to account for costs and credits in a competing offer)

The positive side of escalation clauses is that they may make a buyer’s offer stand out. It also invites a seller to take an easy path to finalize negotiation.

Most of the confusion we hear about these clauses on Florida REALTORS® Legal Hotline centers around the fact that the buyer’s offer is just that – an offer. A seller who receives an offer can accept, reject, counter, or even ignore an offer.

For example, can the seller send a brief message that instructs the buyer to submit a new, “highest and best” offer, with a fixed purchase price by a deadline? Yes – the seller is welcome to reject the buyer’s offer.

What if the seller removes the escalation clause and counters the buyer’s offer right at buyer’s maximum price cap with no information about any other offers? Can the seller do that? Yes – the seller is welcome to counter buyer’s offer.

Can the seller go with a different buyer’s offer (even a lower-priced one) and never inform the buyer with the escalation clause? Yes – the seller is welcome to ignore the buyer’s offer.

As you can see, the crux of most buyer frustrations centers on the concept that the seller isn’t bound to follow the rules in the escalation clause unless the seller accepts the offer.

Please note that there are additional angles to this issue – this brief article is simply designed to give an overview of the escalation clause itself. For example, although this article mentions a seller’s right to ignore an offer, a listing REALTOR® must comply with this Standard of Practice from NAR’s Code of Ethics:

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, if asked, whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker.
Hundreds of Affiliate and REALTOR® members came together in May to support two charities local to Pinellas and Pasco!

The Affiliates hosted a drive-thru donation drive benefiting The Kind Mouse, a local organization that feeds hungry children. Affiliates and REALTOR® member volunteers worked side-by-side to sort and label the donations, and they collected 60 bins of food equaling over 1,700 pounds, which is 1,500 meals for children! A big thanks for everyone who contributed!

The Inaugural Footgolf Tournament Benefiting Circle of Veterans and Families was a fun and heartwarming event in Trinity, AND nearly $4,000 was raised for local veterans who are in need of a home, counseling, and connection with the community.

Want to know about these events in advance? All special events and charitable activities are listed on PinellasRealtor.org/calendar and we promote them via the REALTORView Weekly email newsletter that’s sent to all members every Monday at noon. Email KSimmons@pinellasrealtor.org if you are not receiving it and would like to.
### HONOR SOCIETY

These members have brought honor to our profession. They are active leaders at PRO/CPRQ, in our state association, and in our national association. They also demonstrate a commitment to their careers by pursuing designations, and are involved in the legislative side of our industry through various advocacy activities. Congratulations to the following members:

<table>
<thead>
<tr>
<th>Name</th>
<th>Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leon Sarkisian</td>
<td>Lifetime</td>
</tr>
<tr>
<td>Brandi Gabbard</td>
<td>9 Years</td>
</tr>
<tr>
<td>Nancy Riley</td>
<td>25 Years</td>
</tr>
<tr>
<td>Kevin Bzdorf</td>
<td>11 Years</td>
</tr>
<tr>
<td>April Gayle Gausman</td>
<td>11 Years</td>
</tr>
<tr>
<td>Tom Shelly</td>
<td>11 Years</td>
</tr>
<tr>
<td>Linda Goldfarb</td>
<td>9 Years</td>
</tr>
<tr>
<td>Phil Riek</td>
<td>8 Years</td>
</tr>
<tr>
<td>Xena Vallone</td>
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<td>Annalisa Weller</td>
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<td>Cyndee Haydon</td>
<td>6 Years</td>
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<td>Mindy Rovillo</td>
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<td>Christine Knighton</td>
<td>5 Years</td>
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<tr>
<td>Adam Jonas</td>
<td>4 Years</td>
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<tr>
<td>Glen Richardson</td>
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<td>Manuela Hendrickson</td>
<td>4 Years</td>
</tr>
<tr>
<td>Linda Wilson</td>
<td>2 Years</td>
</tr>
<tr>
<td>Michael Wyckoff</td>
<td>2 Years</td>
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<tr>
<td>Holly Young</td>
<td>2 Years</td>
</tr>
<tr>
<td>Carolina Conner</td>
<td>1 Year</td>
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<tr>
<td>Cody Limberger</td>
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<tr>
<td>Lyndie House</td>
<td>2 Years</td>
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<tr>
<td>Glendora Merchant</td>
<td>2 Years</td>
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<td>Darlene Sheets</td>
<td>2 Years</td>
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<td>Michael Wyckoff</td>
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<td>Holly Young</td>
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Do you sometimes feel you don’t fully understand the process of buying and selling a home?

Mistakes are made every day, from using incorrect addendums to missing deadlines. Humble yourself and potentially prevent a sticky situation by reading about some of the most confusing aspects of a real estate contract:

**Failure to properly note critical dates**
Keeping a timeline of critical dates is critical! It should calendar all deadline periods, effective periods, and closing dates. This timeline should be sent to all parties involved in the transaction. Not only would it keep everyone on the same page, but if anyone has an issue with a date you’ve indicated, then they have an opportunity to bring that to your attention.

**Using language that’s unnecessary**
Often times agents will try to put in additional terms rather than use a rider that already exists for the particular situation. Always check to see if there are any contract riders already available.

**Inspections**
Anytime a seller or listing agent becomes aware of an issue that materially impacts property value, the seller disclosure must be updated and that info must be disclosed to future buyers.

**Proper communication is key**
Text messaging is often a preferred mode of communication, but its not enough to protect you. The contract specifically says email or in writing, so if you’re making agreements with clients via text, you should also send an email to confirm the info that was conveyed in the text.

**Did you know we offer a contract class every month?**
It’s a 3 hour class that will give you an in-depth overview of the contracts, plus provide information on the latest updates to them. It’s a great class for anyone who needs a refresh, especially new agents who may not be familiar with them!

Register on PinellasRealtor.org/calendar

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**What’s Better than a Free Termite Inspection?**

When Your Client Gets One Too, Thanks to You

Treat your clients to a reliable resource for a free visual termite inspection or a second opinion when you refer the pros at Prohealth Pest Control. If a comprehensive report is needed, there is a just a flat $75 fee, which can be completely applied to a termite treatment, if needed.

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727-260-5531 • 813-261-8892
prohealthpestcontrol.com
NAR Advocates for 1031 Like Exchanges

Recently, the Biden Administration introduced a proposal to cap the amount of 1031-like-kind exchange real estate at just $500,000. From affordable housing providers, to small businesses, to farmers, 1031 has been used by a range of Americans since its creation 100 years ago. As you know, the federal tax allows family members to inherit assets, like real property or stocks, at a stepped-up basis to avoid paying tax on the unrealized gain that accrued. Say John inherits a warehouse from his father now valued at $1 million. His father bought the property for $10,000. If John sells the inherited property, he owes no capital gains tax on the appreciation; the IRS treats the sale as if John had just bought the property for $1 million.

Independent studies show the vast majority of 1031 exchanges are done by mom-and-pop investors—sole proprietors and pass-through businesses such as partnerships and S corporations. Research shows that if the like-kind exchange was repealed, most owners would hold on to a property they would otherwise have swapped. That would generate little government revenue and waste an opportunity to put the investment to better use. An Ernst and Young (E&Y) study concluded that if Section 1031 is limited or eliminated, real estate transactions would decrease, the cost of capital would increase, and GDP would contract. The study found that 1031 exchanges generate $4.4 billion in additional investment and 568,000 jobs each year. This equates to labor income of $27.5 billion during 2021. A majority of these jobs come from the capital improvements that are made to properties after a like-kind exchange. Research shows that 1031 exchanges are done by mom-and-pop investors—sole proprietors and pass-through businesses such as partnerships and S corporations. 1031s are leveraged appreciably greater capital investment in properties compared to those who purchased without an exchange.

We need your help to educate lawmakers and their staff about 1031s.

It is not a tax loophole for the wealthy; it is a tax tool that has brought immeasurable revenue, jobs, investment, and economic benefit to the U.S.

If you have a 1031 story you would like the National Association of REALTORS® to share with Congress, please email Joe Farrell at jfarrell@pinellasrealtor.org or visit: https://www.nar.realtor/taxes/section-1031-like-kind-exchange/like-kind-exchange-member-stories to tell NAR about how you used 1031 to bring development and economic benefit to your community. Your stories will help put a human face on a critical issue for commercial real estate.

2021 RPAC Investment Goal

The 2021 Total Goal is $228,662

As of June 1st, we have raised $87,211 or 38% of our goal.

Our participation goal is 28%, we are currently at 15.4%.

For more information on RPAC, please visit pinellasrealtor.org/rpac

SAVE THE DATES!

July 8th - Water Cleanup
July 16th - Night at the Clearwater Threshers
July 26th - Professional Development: Understanding Fair Housing & Implicit Bias
August 3rd & 4th - Back-to-School Assembly and Distribution
August 10th - Professional Development: Future of Real Estate Tech
August 19th - Sign Waving and YPN Networking Mixer
October 1st - Footgolf Tournament
October 7th - Professional Development: Expanding Housing Opportunities
November 23rd - Thanksgiving Meal Distribution

Pro/fits from YPN events bene/fit the Pinellas Opportunity Council (POC), which delivers services to help individuals and families alleviate conditions of poverty throughout Pinellas County. For the last several years, PRO YPN has been able to deliver over seventy five backpacks with school supplies to students and over eighty Thanksgiving meals to families annually, thanks to the participants in YPN events.

Register for YPN events at ypnevents.com or follow PRO YPN on Facebook at facebook.com/YPNPinellas for more info. Register for classes at pinellasrealtor.org/calendar.

Contact Travis Norton at tnorton@pinellasrealtor.org if you have any questions.
Friday, October 8, 2021
5:30 p.m. to 9:00 p.m.
at Pinellas REALTOR® Organization

$75 per person - includes one drink ticket, unlimited food samplings, and valet parking.

AN EXTREMELY LIMITED QUANTITY OF TICKETS WILL BE SOLD - this WILL sell out!

Purchase your ticket at PinellasRealtor.org/calendar

This annual fundraiser benefits Johns Hopkins All Children’s Hospital. All proceeds raised will help save kids’ lives and futures by supporting expert treatments and care. Will you help us help the children?
Friday, October 8th
Details inside!

All proceeds benefit Johns Hopkins All Children’s Hospital.