As 2021 comes to a close, I’d like to report on a few wins we garnered in the advocacy arena. Your team of advocacy and public affairs staff and members worked tirelessly to help achieve the following:

- Pinellas updated land development regulations to make it easier for homeowners to install permanent generators, also a resiliency and safety win.
- St. Petersburg removed barriers around urban agriculture, allowing more property owners to engage in growing and selling produce.
- Pinellas County, St. Petersburg, Belleair Shore, and Largo governments voted to lower their millage rates - we commend them for taking an action that all local governments could afford to do, but few did.
- Pasco six month moratorium on multi-family housing exempted workforce housing development - the pause is something we’ll keep our eye on.

We’re currently working on several in-progress items, including EV Ready Vehicle access in St. Pete, increased residential density along transit corridors, rights of landlords of single family homes, and private sewer laterals. We will continue to keep you updated on our efforts to advocate for property owners in 2022!

---

**PROFESSIONAL DEVELOPMENT: What’s New in 2022?!**

We are excited to offer members brand new classes, certifications, and designations, AND we are expanding our evening offerings based on your positive feedback and participation in the ones we held this year.

Some of our new classes include:

- Accredited Closing Expert (ACE)
- Certified Divorce Specialist (CDS)
- Africa and International Real Estate (CIPS)
- Builder Certificate Program
- Bias Override
- Sink or Swim (waterfront properties)

Register for these at: PinellasRealtor.org/calendar
Q: My buyer client insists on seeing the Seller’s Property Disclosure. The seller is refusing to fill one out. What can my client demand of the seller?

A: Based on what we hear on Florida REALTORS® Legal Hotline, most sellers are content to complete the Florida Realtors Seller’s Property Disclosure – Residential form (SPDR), or its condo counterpart, when they enter into a listing agreement. Every now and then a seller balks at the idea of completing this form, prompting a member to ask what Florida law requires regarding disclosures.

Although sellers are not required to complete this specific SPDR form, a residential seller does have to comply with the rule established in Johnson v. Davis. In that case, the Florida Supreme Court held that “where the seller of a home knows of facts materially affecting the value of the property which are not readily observable and are not known to the buyer, the seller is under a duty to disclose them to the buyer.”

These material facts are sometimes referred to as latent defects. This disclosure can be made in writing or verbally, although Florida Realtors’ attorneys recommend it be made in writing.

If you’re on the listing side of the conversation, can you force your seller to complete a seller’s disclosure, SPDR or otherwise? No, not unless you add that requirement to your specific listing agreement.

That said, the Florida Realtors Exclusive Right of Sale listing agreement places three significant obligations on the seller. The first is that seller must “Make all legally required disclosures.” This is a sweeping obligation that includes complying with any federal, local, or contractual disclosure requirements, in addition to the general rule from Johnson v. Davis. The listing agreement also obligates sellers to certify and represent that they have written in the listing agreement all “material facts (local government building code violations, unobservable defects, etc.).” The final obligation is to “immediately inform Broker of any material facts that arise after signing this Agreement.”

The SPDR form contains safeguards to ensure the seller completes the form, not the associate or broker. As a reminder to all parties, the first line of the SPDR provides “Notice to Licensee and Seller: Only the Seller should fill out this form.”

As a related issue, some brokerage companies may require that certain documents (like a seller’s property disclosure) be maintained in a file, so associates should always ensure they understand and comply with any specific requirements their company may have.

Can a buyer’s representative force the seller or listing agent to provide a seller’s disclosure? No. They are welcome to ask but will occasionally encounter a seller who is unwilling to complete one. From a buyer’s perspective, it’s always a good idea to conduct thorough due diligence. Without the aid of a seller’s disclosure, a buyer may want to investigate the property more thoroughly during the inspection period.

Joel Maxson is Associate General Counsel for Florida Realtors. Advice deemed accurate on date of publication. © 2021 Florida Realtors®
The 109th Annual Business Meeting was back in person at PRO this year. Members were also able to tune in via Zoom.

We reviewed the financial status of the association, membership numbers, recognized our leaders and committee chairs, and heard from energetic and inspiring keynote speaker Dr. Delatorro McNeal II.

Something that we dearly missed last year due to being 100% virtual was the Affiliate Business Partners decorating tables. They did an amazing job with their themes and we thank them for this unique contribution to the event!
Your 2022 leadership team was revealed at the Annual Meeting. We appreciate these members volunteering their time to lead the way to new heights!

**2022 LEADERSHIP TEAM:**

**PRESIDENT**
Manuela Hendrickson  
Global Lifestyle, LLC

**PRESIDENT-ELECT**
Mike Wyckoff  
Engel & Volkers Madeira Beach

**SECRETARY**
Corina Silva  
Tampa Bay Key Realty

**TREASURER**
Cody Limberger  
Future Home Realty

**IMMEDIATE PAST-PRESIDENT**
Glen Richardson  
Smith & Associates Real Estate

**DIRECTORS:**

Carolina Conner  
Engel & Volkers Madeira Beach

Fred Hintenberger  
Charles Rutenberg Realty

Alex Jansen  
Coastal Properties Group

Stephanie Joines  
Coldwell Banker Realty

Mark Middleton  
EXP Realty

Xina Rim  
EXP Realty

Jim Schanz  
Future Home Realty

Tom Steck  
Century 21 RE Champions

Linda Wilson  
Wilson & Associates

**CENTRAL PASCO LEADERSHIP TEAM:**

**CHAPTER CHAIR**
Robert Barnes  
Palm Realty & Associates

**CHAPTER CHAIR ELECT**
Chris Light  
EXP Realty

**PAST CHAPTER CHAIR**
Lars Kier  
Sky International Realty

**CPRO CHAPTER DIRECTORS:**

Lyndie House  
Future Home Realty

Mollyana Ward  
Innovation Realty Group

Barbara Battaglia  
Coldwell Banker Residential

Regina Sotomayor  
Homescene Realty

Keynote speaker Dr. Delatorro McNeal II brought abundant energy and inspiration. His motivational exercises will be long-remembered!
At the Annual Meeting we recognized members for their dedication to their careers, engagement with the association, emerging talent, ability to overcome incredible obstacles, and their commitment to advocating for the health of our industry. We even recognized a local elected official who demonstrated an understanding and commitment to the real estate industry and homeownership. Congratulations honorees!
OUR MEMBERS ARE GOOD NEIGHBORS!

Recognizing members for their dedication to improving their communities is an important function of the Pinellas REALTOR® Foundation. Good Neighbor Award honorees have made an extraordinary impact by giving their time and resources to a local charity. Each of these members received a $1,000 grant for their organization. Congratulations Good Neighbors!

Brenna Miller of All Western Mortgage with The Kind Mouse
Sonja Craparo of Coldwell Banker with Girls on the Run
Dan Hagaman of Hagaman Promotions and Awards with Keep Pinellas Beautiful
Cristina Sauger of Charles Rutenberg Realty with The Harbor Dish
Randall Hendricks of Randall J. Hendricks with Operation Military Matters
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).

Absorption Rate

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
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<tr>
<td>December</td>
<td>34%</td>
<td>52%</td>
<td>109%</td>
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</table>

source: Stellar MLS Live Data 10/20/2021

Absorption Rate

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<th>2019</th>
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<td>December</td>
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<td>36%</td>
<td>56%</td>
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source: Stellar MLS Live Data 10/20/2021
## Pinellas Stats Summary

### Single Family Homes

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<th>July 2020</th>
<th>August 2021</th>
<th>September 2021</th>
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<tbody>
<tr>
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<td>Sales</td>
<td>Median Price</td>
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<td>1,402</td>
<td>$318,000</td>
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<td>2021</td>
<td>$375,000</td>
<td>1,223</td>
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<td>+21.8%</td>
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### Townhouses & Condos

<table>
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<th>August 2021</th>
<th>September 2021</th>
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</thead>
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<tr>
<td>Year</td>
<td>Median Price</td>
<td>Sales</td>
<td>Median Price</td>
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<td>YoY change</td>
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<td>-9.9%</td>
<td>0.0%</td>
</tr>
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**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®
Our members have a unique opportunity this holiday season to sponsor Thanksgiving meals for families in need. Covid-19 has emptied food pantries and left families wondering how they will afford a Thanksgiving dinner this year. With your help, the Pinellas Realtor’s Young Professionals Network will purchase and package Thanksgiving meals for over 75 families. Thank you for your support!

Visit YPNEVENTS.COM today to sponsor a family!
Babycycle, a local diaper bank, was the Affiliate Business Partners’ 3rd quarter charity.

DIAPERS & PULL-UPS: 21,920
WIPES: 26,428

That’s how the real estate community shows up for Babycycle!

A HUGE thank you to everyone who volunteered and donated items for the diaper drives at both PRO and CPRO locations. Babycycle called it “The biggest donation drive we’ve ever had!”

- WOW! Not only did we host successful diaper drives, money was raised for them at all Affiliate Meetings and Pitch Sessions from July through September.

In October, members had the opportunity to submit their picks for the local charities they wanted the Affiliates to support in 2022. Be sure to check the next issue of REALTOR® View to find out who we’ll be supporting next year!

Jillia from Babycycle accepting a check for $3,500. This money was raised during Affiliate Meetings.
Absorption rate estimates the rate at which active listings are selling in a given market.

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### Absorption Rate

<table>
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<th>2020</th>
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<td>33%</td>
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<td>64%</td>
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<td>29%</td>
<td>36%</td>
<td>71%</td>
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<tr>
<td>December</td>
<td>21%</td>
<td>33%</td>
<td>63%</td>
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Source: Stellar MLS Live Data 10/20/2021
# PASCO STATS SUMMARY

## Single Family Homes

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<tr>
<th></th>
<th>July 2020</th>
<th>August 2021</th>
<th>September 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Price</strong></td>
<td>$255,000</td>
<td>$266,995</td>
<td>$264,900</td>
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<tr>
<td><strong>Sales</strong></td>
<td>1,208</td>
<td>1,178</td>
<td>1,118</td>
</tr>
</tbody>
</table>

- **YoY change**: +21.6% for July 2020, +23.0% for September 2021

## Townhouses & Condos

<table>
<thead>
<tr>
<th></th>
<th>July 2020</th>
<th>August 2021</th>
<th>September 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Price</strong></td>
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<td>$178,500</td>
<td>$188,495</td>
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<tr>
<td><strong>Sales</strong></td>
<td>195</td>
<td>231</td>
<td>224</td>
</tr>
</tbody>
</table>

- **YoY change**: +21.1% for July 2020, +14.1% for September 2021

## Need more data?

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Stats source: Florida REALTORS®
After not being able to host this event in 2020, our Affiliate Business Partners were excited to organize the 10th Annual Wine & Food Festival at PRO in October this year. As of press time, we were still tallying the revenue and paying the bills, but we're confident we DOUBLED the amount we raised for Johns Hopkins All Children’s Hospital in 2019! Revenue was generated through ticket sales, and the sales of funny money, raffle tickets, and 50/50 sales.

Members came for the games, food, drinks, prizes, and socializing... but mostly they came to help Johns Hopkins All Children's Hospital!

Affiliate Business Partners’ board members and event volunteers know how to have a good time for a good cause!
Special thanks goes out to each Affiliate Business Partner who volunteered their time to make it a success. We’d also like to thank the event sponsors:

1-800-GOT JUNK
Access Reverse Mortgage
All Western Mortgage
Amerifirst Home Mortgage
Baxter Title
Broward Factory Service
Choice Home Warranty
Divine Shine Cleaning
Fidelity Funding Mortgage Corp
First American Exchange
Flagship Title
Home Solution Title
Homespire Mortgage
Homestead Funding Corp
IAS Marketing Services
IBERIABANK
Liberate Physicians Centers
Liberty Home Mortgage
Martin Carpenter’s A/C & Heating
Matt Funk Inspections
Max Home Inspections
Old Republic Home Protection
Peace of Mind Home Inspection
Prohealth Pest Control
Quigley Inspection Services
Rock’s Moving Co.
Skyline Inspections
Suncoast Credit Union
The FBI Group
True Blue Title
Utility Helpers
Wholey Media
Wollinka Wikle Title Insurance
2021 MAJOR SPONSORS

We appreciate the support our Major Sponsors provide.
To learn more about them, visit PinellasRealtorAffiliates.com/Major-Sponsors

GOLD LEVEL

- IBERIABANK
  Samantha McDermott
  samantha.mcdermott@iberiabank.com

- Prohealth Pest Control
  Melissa Menikheim
  melissa@secinspection.com

- Tampa Bay Times
  Bob Dorian
  bdorian@tampabay.com

SILVER LEVEL

- AWM
  Tina Housdan
  thousdan@allwestern.com

- Amerifirst Home Mortgage
  Brian Hiatt
  brianhiatt@amerifirst.com

- First Home Bank
  Megan Willoughby
  megan@firsttitlesource.com

- Valucentric
  Diana Schwarz
  diana@firsthomebank.com

- VanDyk Mortgage
  Bryan Lovell
  blovell@vandykmortgage.com

OLD REPUBLIC EXCHANGE
  Janet Schaum
  JSchaum@oldreplicatesexchange.com

BRONZE LEVEL

- 1-800-GOT-JUNK?
  Kim Bauer
  kim.bauer@1800gotjunk.com

- Access Reverse
  Pamela Tennant
  pamt@accessrm.com

- TITAN Roofing Company
  Elijah Ramsey
  elijah@utilityhelpers.com

- Libertate Home Inspections
  Debbie Imus
  debbie@liberatetampabay.com

- Diamond Edge Inspections
  Dan Kapellen
  DKapellen@browardfactory.com

- Old Republic Home Protection
  Jackie McMahon
  Jackie.McMahon@thirdfederal.com
Pinellas REALTOR® Organization and Central Pasco REALTOR® Organization was honored with the Florida Recreation & Park Association (FRPA) Corporate Support Award. We were nominated by Largo Recreation, Parks and Arts Department for our work in the community including helping fund their youth scholarship program, and promoting all that Largo has to offer residents and REALTORS® through the annual Community Connection outreach event.

At the September 2nd awards presentation in Orlando (Above, left-to-right): Dylan Barrie (Chairman, PRO/CPRO Affiliate Business Partners); Pang Thao (REALTOR®); Travis Norton (PRO/CPRO Political Communications & Advocacy Manager); Mark Abdo (Affiliate Business Partner City of Largo Community Outreach Liaison), Kevin Kirwin (FRPA President – Elect).
2022 DUES RENEWAL
There will be no changes for 2022

NAR - $185
FR - $146
PRO/CPRO - $178
BASIC TOTAL - $509
RPAC suggested - $39 (voluntary*)
Foundation suggested - $10 (voluntary*)
TOTAL - $558
with voluntary contributions*

*Note: voluntary amounts may be adjusted when making your payments. You may pay more or less than the suggested amounts (including nothing at all). You must adjust these amounts prior to submitting your payment.

Your membership and contribution to your industry is just $1.53 per day!

INVOICE DATE:
October 15, 2021
DUE:
December 15, 2021

$50 Late Fee Added: December 16, 2021

Dues and late fee not received by close of business (5 PM) January 3 will result in suspension of membership services.

Dues and late fee not received by February 1 will result in member termination.

The broker at each office is responsible for compliance by all licensees within that office. Any member terminated for nonpayment of dues will have until March 1 to remove the license from their roster or make the payment for their licensee. Any office not in compliance (unpaid membership dues for all licensees within the office) will be subject to termination at the close of business (5 PM) March 1.
Nearly 400 members are on the Automatic Monthly payments to prepay dues for 2022.

If you are already enrolled and wish to continue, there is nothing more you need to do! We will invoice you for 2023 at the same level that you paid for 2022 and run your credit card on file for your first payment in January. If you do NOT wish to continue, email Finance Director Rob Olmstead at rolmstead@pinellasrealtor.org with STOP AUTOPAY in the subject line.

If you are NOT already enrolled in AutoPay, and wish to do so, here’s how it works:

1. Email Finance Director Rob Olmstead at rolmstead@pinellasrealtor.org with AUTOPAY in the subject line.
2. We create your invoice for 2023 and place it in your account.
3. You set up your credit card information in your PRO/Cpro membership portal.
4. On the 15th of each month (or the next business day), we automatically run your card for 8% of your total invoice. (Because 8% times 12 months does not equal 100%, your first payment will be 12%). See sample payment schedule below.
5. We will remind you a week ahead of time and confirm the payment each month.
6. Each month’s payment will aggregate up to a target for that month. See schedule below. If you miss a payment or start the program later in the year, we will collect enough to reach the target amount.
7. While we have not heard of any dues increases for 2023, if we do, we will let you know. Any such increase will be absorbed into your remaining payments.

<table>
<thead>
<tr>
<th>Month</th>
<th>Annual Dues</th>
<th>Target %</th>
<th>Target Amount</th>
<th>Monthly Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>$509.00</td>
<td>12%</td>
<td>$61.08</td>
<td>$61.08</td>
</tr>
<tr>
<td>February</td>
<td>$509.00</td>
<td>20%</td>
<td>$101.80</td>
<td>$40.72</td>
</tr>
<tr>
<td>March</td>
<td>$509.00</td>
<td>28%</td>
<td>$142.52</td>
<td>$40.72</td>
</tr>
<tr>
<td>April</td>
<td>$509.00</td>
<td>36%</td>
<td>$183.24</td>
<td>$40.72</td>
</tr>
<tr>
<td>May</td>
<td>$509.00</td>
<td>44%</td>
<td>$223.96</td>
<td>$40.72</td>
</tr>
<tr>
<td>June</td>
<td>$509.00</td>
<td>52%</td>
<td>$264.68</td>
<td>$40.72</td>
</tr>
<tr>
<td>July</td>
<td>$509.00</td>
<td>60%</td>
<td>$305.40</td>
<td>$40.72</td>
</tr>
<tr>
<td>August</td>
<td>$509.00</td>
<td>68%</td>
<td>$346.12</td>
<td>$40.72</td>
</tr>
<tr>
<td>September</td>
<td>$509.00</td>
<td>76%</td>
<td>$386.84</td>
<td>$40.72</td>
</tr>
<tr>
<td>October</td>
<td>$509.00</td>
<td>84%</td>
<td>$427.56</td>
<td>$40.72</td>
</tr>
<tr>
<td>November</td>
<td>$509.00</td>
<td>92%</td>
<td>$468.28</td>
<td>$40.72</td>
</tr>
<tr>
<td>December</td>
<td>$509.00</td>
<td>100%</td>
<td>$509.00</td>
<td>$40.72</td>
</tr>
</tbody>
</table>

Note: We used $509 as an example; this represents a common basic amount including state, national, and local membership dues. Your actual amount may vary, depending on your circumstances.
Members Supporting Seniors

Donation Drive

Friday, November 12th | 9am - 11am

This event will be held in the parking lot at PRO.
4590 Ulmerton Rd, Clearwater

Silver Santas provides gifts during the holiday season to isolated and low-income seniors in our community. Help us support them by donating items from their wish list (or donate by cash or check to the Pinellas REALTOR® Foundation).

Drop off your donation and hot enjoy coffee, holiday treats, and friendly company! OR you can choose to adopt a specific senior at BLSPinellas.org/Silver-Santas

See list of most needed items and learn more at: pinellasrealtor.org/santas