

REALTOR[®] VIEW

Your local association and real estate industry update. A PRO/CPRO member benefit.

January/February 2024



MEET YOUR 2024 LEADERSHIP TEAM!

Not pictured: Stephanie Joines, Debra McMillen, James Schanz, Alberto Baalbaki, Barbara Battaglia, Yolanda Hodges, Regina Sotomayor



An update from CEO
David B. Bennett
CMLX1, RCE, CAE



As we roll into a new year, there is a lot to look forward to. Our award-winning professional development department works every day to research timely topics to bring to you, coordinate scheduling with instructors, monitor registrations, handle day-of duties, and so much more. And, we are constantly evolving with the times. As you'll see inside this issue, the face of getting educated at your association has changed quite a bit - for the better. Not only is it easier than ever to register and take classes, it's actually more affordable! Stay tuned all year as we take a look at how we've evolved in all areas.

I want to remind you about **competition.realtor** - a great resource for helping you communicate your value as a REALTOR®. There's a compilation of 179 ways REALTORS® are worth every penny, 105 things a broker does in the transaction, and more things you can use to demonstrate how you are an invaluable asset to our industry. It's also a hub for updates on NAR in the news, frequently asked questions about commission, and more.



Pinellas Office (PRO)
(727) 347-7655
4590 Ulmerton Road
Clearwater, FL 33762

Pasco Office (CPRO)
(813) 948-6966
18942 N Dale Mabry Hwy
Suite 101
Lutz, FL 33548

2024 OFFICERS
President: Tom Steck
President-Elect: Corina Silva
Vice President: Mark Middleton
Secretary: Mark Middleton
Treasurer: Linda Wilson
Past-President: Mike Wyckoff

2024 DIRECTORS
Carolina Conner, Alex Jansen, Stephanie Joines, Candice Kelly, Megan Lacombe, Debra McMillen, Xina Rim, Jim Schanz, Sandy Waterbury, Michael Webb

CPRO CHAPTER
Chair: Mollyana Ward
Chair-Elect: Alberto Baalbaki
Past Chair: Chris Light

CPRO CHAPTER DIRECTORS
Barbara Battaglia, Regina Sotomayor, Yolanda Hodges

CEO
David B. Bennett, CMLX¹, RCE, CAE

PUBLICATION
Editor: Kim Simmons
Layout: Dylan Marvin

The Pinellas REALTOR® Organization and Central Pasco REALTOR® Organization (PRO/CPRO) is one of Tampa Bay's largest professional trade associations, representing the interests of approx. 10,000 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.

Q. I've been to many REALTOR® conferences and industry events and have a pretty good sized "out of network" network. When it comes to referrals and making money that way, what are some things I need to be aware of to avoid getting into legal hot water?

A. Referrals, which involve passing on leads to agents outside your local area in exchange for a fee, offer a fantastic opportunity to earn additional income. However, it's important to note that Florida law provides explicit guidelines on the lawful methods of receiving such payments.

In other states compensation can be made directly to the sales associate, but not in Florida. Under the violations and penalties section of Florida Statute 475, which governs real estate licensees, section 475.42(1)(d) states, in part, that "a sales associate may not collect any money in connection with any real estate brokerage transaction, whether as commission, deposit, payment, rental, or otherwise, except in the name of the employer and with the express consent of the employer." Basically, if you are a sales associate collecting any fee in relation to a real estate transaction, you cannot collect that fee directly. It must run through your brokerage, then paid to you by the brokerage. There are options on how a brokerage can pay you. Florida Statute 475.161 allows for an associate to establish certain corporations and a brokerage could pay their associate via that established corporation, namely either a P.A., an LLC, or a PLLC. Whichever corporation you choose as an associate, it must be in your licensed name only, i.e. Mary Collins, P.A. An associate cannot receive payment via a corporation such as Collins Realty, LLC. If an associate has not established any corporation, then they should be paid individually, i.e. Mary Collins.

Adapted from Meredith Caruso's article Making Referral Money? Fla. Law Oversees How It's Done



PROFESSIONAL DEVELOPMENT SPOTLIGHT

NEW AGENTS - THE CLASS FOR YOU!

WHAT: Emergence - A Real Estate Training Program for Newly Licensed Agents

WHEN: Thu. Feb. 1 and Fri. Feb. 2 | 9:00 a.m. to 5:00 p.m.

WHERE: Pinellas REALTOR® Organization in Clearwater

WHY: We'll keep you engaged with unique learning exercises, group discussions, and more all designed to set you up for closed transaction success!

COST: \$54.95

Spend 2 days with us and we'll teach you how to close at least 6 transactions, and quickly!

Go to PinellasRealtor.org/calendar to register today - space is limited!



2024 BOARD OF DIRECTORS

MEET YOUR 2024 LEADERSHIP TEAM

PRO/CPRO is steered by an all-REALTOR®-member volunteer team of elected Officers and Directors. They meet on a regular basis and make decisions that help guide the future of your association. If you are interested in serving on the Board of Directors, be sure to look out for the many announcements we send out in the late-summer of each year. Meet your 2024 team!



PRESIDENT
Tom Steck

Century 21 RE Champions



PRESIDENT-ELECT

Corina Silva
Tampa Bay Key Realty



VICE PRESIDENT

Mark Middleton
Silver Trident Realty



SECRETARY

Tahisia Scantling
Right Turn Realty



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Linda Wilson
Wilson & Associates



IMMEDIATE PAST PRESIDENT

Michael Wyckoff
Engel & Völkers South Tampa



CHIEF EXECUTIVE OFFICER

David Bennett
PRO/CPRO



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Carolina Conner
Premier Sotheby's Intl Realty



DIRECTOR

Alex Jansen
Coastal Properties Group Intl



DIRECTOR

Stephanie Joines
Coldwell Banker Realty



DIRECTOR

Candice Kelly
EXP Realty, LLC



DIRECTOR

Megan Lacombe
Corcoran Dwellings



DIRECTOR

Debra McMillen
Coldwell Banker Realty



DIRECTOR

Xina Rim
Seaside Luxury Real Estate Group



DIRECTOR

James Schanz
Future Home Realty Inc



DIRECTOR

Sandy Waterbury
Premier Sotheby's Intl Realty



DIRECTOR

Michael Webb
Charles Rutenberg Realty

CENTRAL PASCO TEAM



CPRO CHAPTER CHAIR

Mollyana Ward
LPT Realty



CPRO CHAPTER CHAIR-ELECT

Alberto Baalbaki
Charles Rutenberg Realty



CPRO CHAPTER PAST CHAIR

Chris Light
EXP Realty



CPRO DIRECTOR

Barbara Battaglia
Coldwell Banker Realty



CPRO DIRECTOR

Yolanda Hodges
Charles Rutenberg Realty



CPRO DIRECTOR

Regina Sotomayor
Soluxe Realty

PINELLAS MARKET STATS



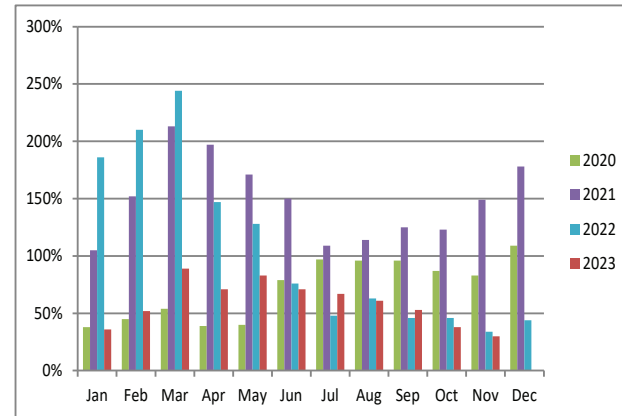
Absorption rate estimates the rate at which active listings are selling in a given market.

It's calculated by dividing the number of closed sales by the number of active listings.

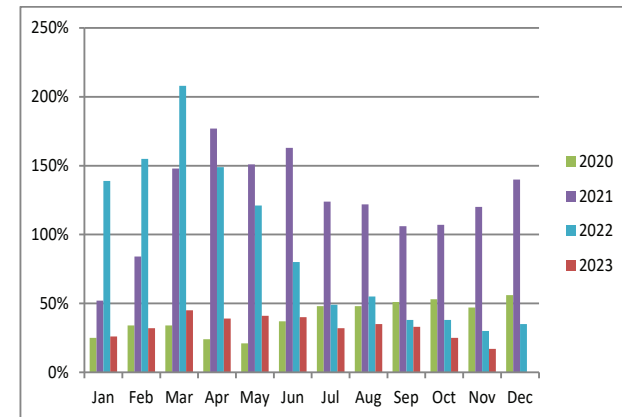
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

Absorption Rate

| Single Family | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|
| January | 38% | 105% | 186% | 36% |
| February | 45% | 152% | 210% | 52% |
| March | 54% | 213% | 244% | 89% |
| April | 39% | 197% | 147% | 71% |
| May | 40% | 171% | 128% | 83% |
| June | 79% | 150% | 76% | 71% |
| July | 97% | 109% | 48% | 67% |
| August | 96% | 114% | 63% | 61% |
| September | 96% | 125% | 46% | 53% |
| October | 87% | 123% | 46% | 38% |
| November | 83% | 149% | 34% | 30% |
| December | 109% | 178% | 44% | |

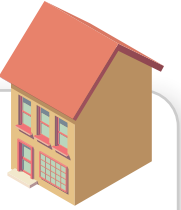


| Condo | 2020 | 2021 | 2022 | 2023 |
|-----------|------|------|------|------|
| January | 25% | 52% | 139% | 26% |
| February | 34% | 84% | 155% | 32% |
| March | 34% | 148% | 208% | 45% |
| April | 24% | 177% | 149% | 39% |
| May | 21% | 151% | 121% | 41% |
| June | 37% | 163% | 80% | 40% |
| July | 48% | 124% | 49% | 32% |
| August | 48% | 122% | 55% | 35% |
| September | 51% | 106% | 38% | 33% |
| October | 53% | 107% | 38% | 25% |
| November | 47% | 120% | 30% | 17% |
| December | 56% | 140% | 35% | |



source: Stellar MLS Live Data 12/19/2023

Single Family Homes



September

2022
MEDIAN PRICE SALES
\$421,150 **792**

2023
MEDIAN PRICE SALES
\$462,000 **839**

+9.7% YoY change +5.9% YoY change

October

2022
MEDIAN PRICE SALES
\$440,000 **887**

2023
MEDIAN PRICE SALES
\$465,000 **753**

+5.70% YoY change -15.10% YoY change

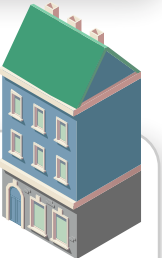
November

2022
MEDIAN PRICE SALES
\$420,000 **630**

2023
MEDIAN PRICE SALES
\$488,388 **674**

+16.30% YoY change +7.00% YoY change

Townhouses & Condos



September

2022
MEDIAN PRICE SALES
\$295,000 **521**

2023
MEDIAN PRICE SALES
\$341,000 **702**

+15.6% YoY change +34.7% YoY change

October

2022
MEDIAN PRICE SALES
\$295,000 **549**

2023
MEDIAN PRICE SALES
\$302,500 **604**

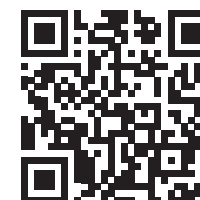
+2.50% YoY change +10.00% YoY change

November

2022
MEDIAN PRICE SALES
\$273,000 **459**

2023
MEDIAN PRICE SALES
\$305,000 **468**

+11.70% YoY change +2.0% YoY change



Need more data?

Visit 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®



AFFILIATE BUSINESS PARTNERS

2024 BOARD AND MENTORS:

CHAIR

John Ricker

VICE CHAIR

Tina Darling

SECRETARY

Brandon Harrell

TREASURER

Jada Murray

PAST CHAIR

Tina Housdan

COMMUNITY OUTREACH

Kim Bauer, Tara Birchfield

MEMBERSHIP

Samantha McDermott, Deneé Doud

EVENTS

Debbie Imus, Elijah Ramsey, Michael Luedtke

AMBASSADOR MENTOR

Brian Louis

MENTORS

Lisa Hendry, Dan Mastrodonato, Shaun Mathena, Janet Schaum, Alyssa Sebastian, Nicole Smith, Tim Snelgrove, Debbie Trowbridge



Installing Excellence

at the Affiliate Business Partners' Installation of 2024 Board and Mentors



A special thanks go to our table decorators! Congratulations to the winners:



2024 MAJOR SPONSORS

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



GOLD LEVEL



John Ricker
John@baxterttitle.com



Kiona Singleton
KSingleton@berlinpatten.com



Sherrie Towle
Sherrie@bluebricktitle.com



Samantha McDermott
samantha.mcdermott@firshorizon.com



Tina Darling
tina@iasmarketingservices.com



Whitney Harper
wharper@tampabay.com

SILVER LEVEL



Jason Mears
jason@floridabestquote.com



Brian Louis
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Audra Snyder
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Chad Henning
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Byron Spradlin
BSpradlin@ITGAgency.org



Tina Housdan
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Janet Schaum
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Liliana Warr
Liliana.Warr@gmail.com



Katie Hasson
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BRONZE LEVEL



Bob Sanders
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Robyn Fiel
RobynFiel@synovus.com

PASCO MARKET STATS



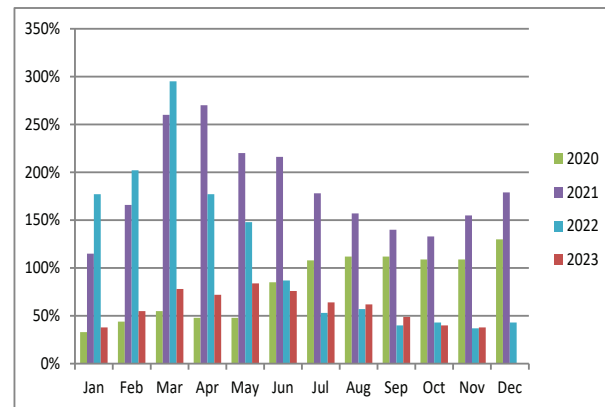
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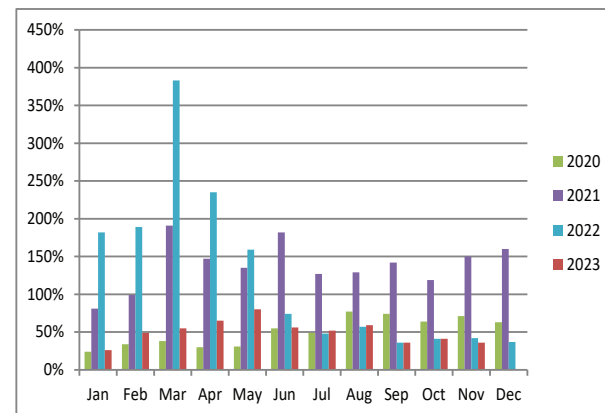
A low absorption rate means that homes are selling slowly (suggesting a buyer's market) while a high absorption rate means that homes are selling quickly (suggesting a seller's market).

Absorption Rate

| Single Family | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|------|
| January | 33% | 115% | 177% | 38% |
| February | 44% | 166% | 202% | 55% |
| March | 55% | 260% | 295% | 78% |
| April | 48% | 270% | 177% | 72% |
| May | 48% | 220% | 148% | 84% |
| June | 85% | 216% | 87% | 76% |
| July | 108% | 178% | 53% | 64% |
| August | 112% | 157% | 57% | 62% |
| September | 112% | 140% | 40% | 49% |
| October | 109% | 133% | 43% | 40% |
| November | 109% | 155% | 37% | 38% |
| December | 130% | 179% | 43% | |



| Condo | 2020 | 2021 | 2022 | 2023 |
|-----------|------|------|------|------|
| January | 24% | 81% | 182% | 26% |
| February | 34% | 99% | 189% | 49% |
| March | 38% | 191% | 383% | 55% |
| April | 30% | 147% | 235% | 65% |
| May | 31% | 135% | 159% | 80% |
| June | 55% | 182% | 74% | 56% |
| July | 49% | 127% | 48% | 52% |
| August | 77% | 129% | 57% | 59% |
| September | 74% | 142% | 36% | 36% |
| October | 64% | 119% | 41% | 41% |
| November | 71% | 150% | 42% | 36% |
| December | 63% | 160% | 37% | |



source: Stellar MLS Live Data 12/19/2023

Single Family Homes



September

2022
MEDIAN PRICE SALES
\$394,990 **1,111**

2023
MEDIAN PRICE SALES
\$382,704 **1,027**

-3.1% YoY change -7.6% YoY change

October

2022
MEDIAN PRICE SALES
\$385,000 **825**

2023
MEDIAN PRICE SALES
\$389,295 **758**

+1.10% YoY change -8.10% YoY change

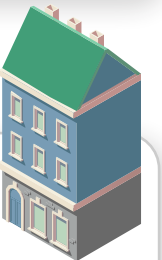
November

2022
MEDIAN PRICE SALES
\$394,990 **752**

2023
MEDIAN PRICE SALES
\$394,393 **804**

-0.20% YoY change +6.90% YoY change

Townhouses & Condos



September

2022
MEDIAN PRICE SALES
\$266,000 **221**

2023
MEDIAN PRICE SALES
\$305,990 **329**

+15.0% YoY change +48.9% YoY change

October

2022
MEDIAN PRICE SALES
\$301,621 **187**

2023
MEDIAN PRICE SALES
\$306,190 **242**

+1.50% YoY change +29.40% YoY change

November

2022
MEDIAN PRICE SALES
\$312,745 **198**

2023
MEDIAN PRICE SALES
\$304,190 **229**

-2.70% YoY change +15.70% YoY change



Need more data?

Visit 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®



LEADERSHIP OPPORTUNITIES



DISTRICT 6 LEADERSHIP INSTITUTE

The District 6 Leadership Institute is designed to help you uncover your most effective leadership style. Learn what it takes to be a leader, motivate others, and move your career forward - attend the 2024 D6 LI!

This program will help you evolve from sole proprietor or manager to leader in your company. It will help you develop a leadership style, then you'll learn how to use these skills to become a leader at PRO/CPRO and at the state level. This is also the best opportunity for you to build alliances with other focused professionals in our industry. Affiliate Business Partners may apply as well.

Sessions will be followed by a day on Leadership in Action and a graduation ceremony in August at the Florida REALTORS® Convention in Orlando.

Sessions are lead by industry experts and include guest speakers, group discussions, and leadership exercises. You'll learn how to use your new leadership skills in multiple facets of your life, both personally and professionally.

Visit FRDistrict6.com to view the session schedule and location details, sponsorship information, and apply for the Leadership Institute.



frdistrict6.com

District 6 is one of 13 geographic regions designated by Florida REALTORS®. District 6 includes PRO/CPRO, Florida Gulfcoast Commercial Association of REALTORS®, Greater Tampa REALTORS®, and West Pasco Board of REALTORS®.

**Details are subject to change*

Sign up today, grow tomorrow!

2024 Sessions:

NAR's Bias Override**

@ Greater Tampa REALTORS®

January 25, 2024

- or - Live Stream on March 15, 2024

**If you already have this NAR Certification, you may be exempt from this session.

At Home With Diversity**

@ Greater Tampa REALTORS®

January 31, 2024

- or - Live Stream on June 6, 2024

**If you already have this NAR Certification, you may be exempt from this session.

Knowing Yourself as a Leader & How to have a Great Meeting - Parliamentary Procedures

@ West Pasco Board of REALTORS®

February 20, 2024

REALTOR® L.E.A.D. The Vision Course: Executing Your Leadership Vision

@ Greater Tampa REALTORS®

March 22, 2024

Opportunity Ignited: Leveraging Voluntary Positions for Success

@ Pinellas REALTOR® Organization

April 30, 2024

FR Leaders & Legislative Luncheon

@ TBD

June 18, 2024

Leadership in Action & Graduation

@ Florida REALTOR® Convention in Orlando

August 21, 2024

Q4 OUTREACH RECAP + 2024 AFFILIATE CHARITIES

\$80,000 COMMUNITY IMPACT!



Our Affiliate Business Partners are rock stars for coming together to improve lives in our community. This year, they amassed a record \$80,000 in charitable contributions, benefiting countless individuals in need. They were also able to provide holiday gift packages to 125 senior citizens - up from last year's 25 seniors! The Affiliates would like to extend a heartfelt thank you to any member who attended one of their expo events or the Wine & Food Festival, donated dollars for taglines at their meetings, or volunteered to help in any way - it takes a village!



Here are the beneficiaries of their support in 2024:

QUARTER 1:



Provides the necessities of life to our neighbors in need to alleviate hunger, homelessness, and hopelessness.

QUARTER 2:



Provides support to neglected and abused children who are removed from the home or are in danger of removal.

QUARTER 3:



WOUNDED WARRIORS ABILITIES RANCH

Inspires and motivates veterans to get active by providing recreational activities in a safe and relaxing environment.

QUARTER 4:



Provides free new and gently used clothes to kids who have been diagnosed with cancer.



They will also be continuing their support of Keep Pinellas Beautiful and road clean-ups will happen once per quarter, with the first one of 2024 on February 24. Volunteers are always needed, so please keep an eye on PinellasRealtor.org/calendar and the REALTORView Weekly email that gets sent out every Monday to hear more about these opportunities.

YPN OUTREACH HIGHLIGHTS



YPN's Footgolf Tournament Raises Record Amount for Charities!

Thank you to all the sponsors and players that participated in the Young Professionals Network's 4th Annual Footgolf Tournament at the Largo Municipal Golf Course. Proceeds came from a variety of avenues - the 50/50 drawing, sponsorships, registration fees, and Pro Kicker donations. They were able to raise over \$6,500 for their annual Thanksgiving



Meal Drive, Boys and Girls Club's Youth of the Year sponsorship and Back-to-School drive in 2024!

While the biggest winners were the charities YPN supports, there were players and sponsors to recognize for their creativity and performance in the tournament.

Congratulations to Baxter Title Corporation having the Most Honest and Least Honest (aka 1st place!) teams, our Best Hole Sponsor was IAS Marketing Services, Angel Bueno was the 50/50 raffle winner, Jeremiah King was the longest kick winner and Wil Leber was our Closest to the Pin winner. While one team came away as Best Dressed, everyone did a fabulous job dressing up and certainly understood the assignment!

Thanks again to our event sponsor Seminole Title Company for not only renewing their sponsorship, but also providing a 'Barbie' selfie sponsor table for players to take memorable photos.



Photography: Mattie Donegan/Wholey Media



Our Young Professionals Network had a lot to be thankful for while they purchased and distributed over 100

Thanksgiving meals for local families in need.

They couldn't do this without support from others in our community. A very big thank you goes out to their partners, sponsors, contributors, REALTORS® and Affiliate Business Partners, and the St. Petersburg Association of Fire Fighters,

IAFF Local 747. These meals fed over 370 people! They do this annual event in partnership with the Pinellas Opportunity Council, Inc. who has an amazing staff that is dedicated to assisting families in our community.

Local fire fighters and YPN advisory board members picked up thousands of pounds of food at Publix and set up the distribution site at Pinellas Technical College St. Petersburg Campus. Also helping to distribute meals were Pinellas County School Board Member, Caprice Edmond and St. Petersburg Council Chair, Brandi Gabbard Kunard.



2023 REALTOR® PARTY AND MAJOR INVESTOR RECOGNITION



In 2023, PRO/CPRO raised a record amount for RPAC: \$240,000. This year also reached new highs in REALTOR® Party participation for our association. We reached over 38% participation for the first time in over ten years. In 2022, our RPAC participation rate was 17%. Over 3,800 members

contributed to RPAC. That is an increase of over 1,850 members from 2022! More and more members are realizing the value that RPAC brings to our profession and industry. Thank you to all members who contributed to the success of the REALTOR® Party in 2023!

The National Association of REALTORS®' REALTORS® Political Action Committee (RPAC) is the nation's largest, most successful, most bipartisan advocacy organizations in the nation. And there's one reason for that: our members.

Your investment in RPAC ensures that the REALTORS® voice is heard in our nation's capital, state legislatures, and city halls.

RPAC's Major Investors are an elite and passionate group of REALTORS®, who are recognized in Washington D.C., Tallahassee and at PRO/CPRO, with specific benefits

and accolades that acknowledge their support of RPAC. Contributions are used to help elect candidates from all parties who understand and support our interest in the real estate industry and our homeowners.

PRO/CPRO added two Hall of Fame Major Investors and two Double Hall of Fame Major Investors in 2023.

Double Hall of Fame

\$50,000+ lifetime contributions

With year completed:



David Bennett, 2023 Frank Gregoire, 2020 Fred Hintenberger, 2021 Kim Meredith-Hampton, 2023 Nancy Riley, 2018

Hall of Fame

\$25,000+ lifetime contributions

With year completed:



Cyndee Haydon, 2022 Mark Middleton, 2023 John Rurkowski, 2021 PRO/CPRO Affiliate Business Partners, 2023

Platinum R

\$10,000+



Fred Hintenberger Kim Meredith-Hampton, 2023 Mark Middleton, 2023 PRO BIZ, Inc.

President's Circle

\$2,000 contributed directly to select RPAC candidates



David Bennett Frank Gregoire Cyndee Haydon Mark Middleton Kent Rodahaver Linda Wilson

Golden R

\$5,000+



David Bennett Frank Gregoire Cyndee Haydon Kelly Lee McFrederick Nancy Riley Linda Wilson



PRO/CPRO Affiliate Business Partners SEC Inspection Services

Crystal R

\$2,500+



Linda Goldfarb Paul Hendriks John Ricker Darlene Sheets Sandy Waterbury Mike Wyckoff

Sterling R

\$1,000 annually



Alberto Baalbaki Frank Coto Tina Darling Angela Emerson Brandi Gabbard Manuela Hendrickson



Yolanda Hodges Millie Jackson Liane Jamason Adam Jonas Candice Kelly Bob McDugald



Peggy Naruns Travis Norton Robert Olmstead Glen Richardson Tia Ricker Kent Rodahaver



Mindy Rovillo Stephanie See Tom Shelly Corina Silva Tom Steck Mollyana Ward



Kristina Williams Prohealth Pest Control

YPN Pledge

Fulfilled their pledge of \$10,000 over ten years



With year completed: David Bennett, 2015 Brandi Gabbard, 2022 Fred Hintenberger, 2023 Mark Middleton, 2023 Stephanie See, 2023

ASSOCIATION ARCHIVE:

'80s Edition

**SOME THINGS NEVER CHANGE...
SOME THINGS CHANGE COMPLETELY!**

GULF BEACH-SEMINOLE BOARD OF REALTORS, INC.
CONTINUING EDUCATION

3 Hour Core
DATE: Friday, March 14, 1986
TIME: 9:00 AM - Noon
PLACE: Gulf Beach-Seminole Board of REALTORS®, Inc.
12928 Gulf Boulevard E.
Madeira Beach, FL.
COST: \$20.00
DEADLINE: Thursday, March 13, 1986 (noon)

4 Hour ELECTIVE
DATE: Friday, March 14, 1986
TIME: 1:00 PM - 5:00 PM
PLACE: Gulf Beach-Seminole Board of REALTORS®, Inc.
12928 Gulf Boulevard E.
Madeira Beach, FL.
COST: \$30.00
DEADLINE: Thursday, March 13, 1986 (noon)

CERTIFICATES WILL BE PRESENTED AT THE END OF EACH COURSE
###

Make checks payable to Gulf Beach-Seminole Board of REALTORS®.
Registration guaranteed ONLY by prepayment by Thursday, March 13, 1986 at Noon.
For reservations mail to Jeanette Gordon at the Board Office.
Gulf Beach-Seminole Board of REALTORS®, Inc.
P. O. Box 8188
Madeira Beach, FL 33738-2698
391-9991

NAME: _____ OFFICE # _____
COMPANY NAME: _____ OFFICE PHONE # _____
AFTER HOURS PHONE # _____

Register me for the _____ 3 HR. Core _____ 4 HR. Elective
Enclosed is my check for \$ _____ (\$20.00 - 3 HR. Core; \$30.00 - 4 HR. Elective)
Enclosed is my check for \$ _____ (\$40.00 for both courses).
PREPAID RESERVATIONS REQUIRED NO REFUNDS AFTER MARCH 13

Sifting through our history, we stumbled upon some relics from the Gulf Beach - Seminole Board of REALTORS® in the 1980s. That association was one of the smaller local boards that was active prior to merging.



Calendar: A 40-Year Comparison

| THEN: | NOW: |
|--|------------------------------------|
| 10 classes per month | 26 classes per month |
| "Indoctrination for New Members" | "New Member Welcome" |
| Classes only at the association's office | Classes at PRO or anywhere! (Zoom) |
| 1 event per month | 5 events per month |

Core Law - 3CEs

| THEN: | NOW: |
|--|---------------------------------------|
| \$20.00* | \$14.95 |
| Pay via check only | Pay with a debit/credit card |
| Mail a registration form to the board | Quickly register online |
| Class only at the association's office | Class at PRO OR from anywhere on Zoom |

*Approx. \$54 in 2023!





4590 ULMERTON ROAD
CLEARWATER, FL 33762-4141



**24 HOUR
ACCESS TO YOUR
REALTOR® STORE
ORDERS!**

REALTOR® STORE ITEMS AT YOUR CONVENIENCE!

Can't get to us in time? Prefer a distanced pick-up? No problem! If you order an item over the phone, a Member Liaison will tell you the number of a locker that your item(s) will be in. **Simply use your Supra eKEY to open the locker's keybox to grab the key and open the locker.** You can pick up your purchased items at our Pinellas location on Ulmerton Road in Clearwater.



The best part - you can access your purchased items 24/7/365!

View store items and ordering instructions at:

pinellasrealtor.org/REALTOR-store

