Marco Island Area Association of REALTORS®

" MIAAOR -Community, Compassion, Collaboration
That's Who We Are - What We Have—What We Do"

ASSOCIATION NEWSLETTER

2023 | VOL. 3

2023 Premier Business Affliate Partners

Platinum

Law Offices of William G. Morris, PA

Gold

Kramer Kellerhouse, Chartered

Silver

Vacasa

Bronze

Gulf Coast Mortgage of Naples, LLC
First Horizon
Law Office of Sam J. Saad III
Island Title 5 Star Closing Team, LLC
New American Funding
Conroy, Conroy & Durant

Save the Dates

upcoming ce classes

- Thur. June 29 @ 9:30am Fair Housing & Marketing Diversity on the Web 3 CEs VIA ZOOM (You can attend at MIAAOR)
- Thur. July 6 @ 1pm Building Your Business with Social Media 3 CE's Virtual
- Wed. July 12 @ 9am MLS Advantage 3CE
- Thur. July 13 @ 9am MLS Basic
- Wed. July 19 @ 10am Referral Marketing 2CE Virtual

upcoming pitch plus - (What is Pitch Plus? Flyer)

- Fri. July 7 - Marco
- Fri. July 21 - Marco
- Fri. Aug. 4 - Mixed if needed (up to Manatee Rd.)
- Fri. Aug. 18 - Marco

upcoming general membership luncheons

- Tuesday, September 19 @ 11am Trade Show (MOVIE THEME) & General Membership Luncheon @ Hilton Marco Island

upcoming events

- Saturday, July 29 Water Clean Up (contact Jack Winnik for details)
- Thursday, August 24 RSN/MIAAOR AFTER 5 @ Deck 360 @ Hilton Marco Island

MIAAOR Portal & Flex MLS tips and reminders

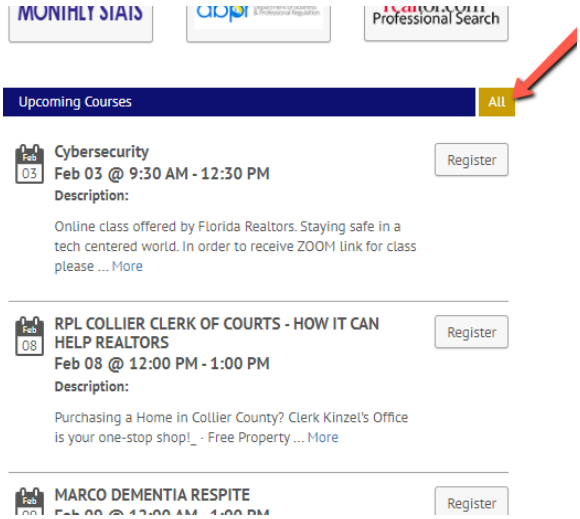
RECORDED TRAINING April 26, 2023

Flexmls Fundamentals – Market Trends and Statistics

Interested in learning more about the statistics reports in Flexmls? This recorded training takes a detailed look at the recently updated Market Summary Report and My Market Report in Flexmls.

Watch Now

Please remember in order to see more than the next 5 classes being offered on the portal, you have to click "ALL"



MIAAOR will be closed on July 3rd & 4th in observance of Independence Day

LAW OFFICE OF
SAM J. SAAD III
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For your next deal, contact Sam Saad directly
239-784-5556
sam@saadlegal.com

Your Realtor Support Network has introduced the Silver Dollar Awards and will be recognizing the winners each quarter at the General Membership Luncheons and then annually in January 2024. The Q1 winners were recognized at our General Membership Luncheon on May 23rd at the Hilton Marco Island.

2023 Q1 Silver Dollar Award Winners

Top Production by Dollar Volume Sold

Teams

3rd place: Michelle Thomas Team of Premier Sotheby's International Realty
2nd place: Larry Caruso Team of Premier Sotheby's' International Realty
1st place: The Bartos Group of Premiere Plus Realty

Individual

3rd place: Gara Ann Martin – Keller Williams Marco Realty
2nd place: Ian Clausen – Clausen Properties Inc.
1st place: Cathy Rogers – Premier Sotheby's' International Realty

Top Production by # of Transaction Sides Sold

Teams

3rd place: Larry Caruso Team of Premier Sotheby's' International Realty
2nd Place: The Needles Group of John R. Wood Properties
1st place: The Bartos Group of Premiere Plus Realty

Individual

3rd place: Dianna Spinuzza– Premier Sotheby's' International Realty
2nd place: Ian Clausen – Clausen Properties Inc.

1st place: Cathy Rogers – Premier Sotheby's' International

DID YOU KNOW?

Deceased Owner

- Florida real estate owned by a deceased individual must go through probate?
- Probate in another state cannot include Florida real estate?
- If there is a Will and it does not include the power to sell real estate, the Personal Representative will need a Court Order to list and sell?

We are available seven days a week to work with you as a team to assist with sales contracts, addenda and specific contingency clauses.

Let us help you avoid problems with your customers and closings!

LAW OFFICES OF
WILLIAM G. MORRIS, P.A.

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FloridaRealtors®
The Voice for Real Estate® in Florida

The May 2023 numbers are in! Tune in as Florida Realtors Chief Economist Dr. Brad O'Connor walks you through the latest housing statistics.

FIRST HORIZON.

Deluxe service for
Luxury Home
Jumbo Mortgages

If you are looking to purchase a luxurious home with a high purchase price, a jumbo loan may be a good option.

Tim Allen, CMB®
Vice President,
Mortgage Loan Officer
tallen@firsthorizon.com
2150 Goodlette Road North
Naples, FL 34102
239-571-5440

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Make a plan.
Protect people, property and pets.

HURRICANE PREPARATION INFORMATION

BEFORE THE STORM

- Put together an emergency supply kit
- Create a communication plan with your family
- Review evacuation routes
- Find a local shelter
- Sign up for your community or county warning system and follow local weather alerts.

DURING THE STORM

- Pay attention to emergency alerts and heed all local orders
- If local officials tell you to evacuate, do so immediately
- Determine how to best protect yourself from high winds and flooding
- Take refuge in a designated storm shelter or an interior room for protection from high winds
- Go to the highest level of the building if you are trapped by flooding. Do not climb into a closed attic, as you may become trapped by rising flood water.
- Do not walk, swim or dive in flood waters. Remember: Turn Around, Don't Drown! Just six inches of fast-moving water can knock you down, and one foot of moving water can sweep your vehicle away.

BE SAFE AFTERWARD

- Listen to authorities for information and special instructions.
- Do not touch electrical equipment if it is wet or if you are standing in water. If it safe to do so, turn off electricity at the main breaker or fuse box to prevent electric shock.
- Avoid wading in flood water, which can contain dangerous debris. Underground or downed power lines can also electrically change the water.

IMPORTANT PHONE NUMBERS

211
for shelter, food and disaster services

711
for Relay Florida Service

Dial 511
for FDOT statewide road closures

Dial *347
for roadside assistance

***Information provided by floridadisaster.org*

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Island Title 5 Star Closing Team, LLC

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Is It Time to Introduce Buyer Representation Agreements?

If you're a buyer's agent, are you using buyer representation agreements? Here's why you might want to consider it.

BY AUDREY LEE

Signing a contract when representing sellers and listing a property are second nature to all real estate professionals. An agent would never list a property without a contract, right? So, why do so few agents require a buyer representation agreement? It's not standard practice because it can be a difficult conversation to have with buyers.

In a 2022 November session at the National Association of Realtors® NXT Conference in Orlando, Adorna Carroll, president of Dynamic Directions, Inc., offered training to real estate agents on buyer/seller representation.

For buyer's agents, getting a signed buyer agreement requires a careful conversation about the amount of time you will be spending with your buyers to find them their dream home. Yet rather than propose a signed buyer agreement, agents often do this work without a signed agreement, keeping their fingers crossed that the buyers won't act without them or with a different agent.

The next time a homebuyer approaches you for assistance in finding their dream home, have them sign on the dotted line. "I recommend you tell them, 'There are certain things that I need to cover here so we can mitigate your risk and we can manage mine,'" she said.

Putting Together a Process for Buyer Representation

There are several classes that you can take to guide you in how to approach buyers when requesting they sign an exclusive buyer agreement. Some that Carroll recommends are: Accredited Buyer's Representative course (ABR®), the Seller Representative Specialist course (SRS) and the Real Estate Negotiation Expert certification course (RENE). Enrolling in these courses and earning these certifications will elevate your skill set and

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MIAAOR Real Estate Market Report - MAY 2023
FL Realtor® Market Stats – Single Family Homes – MAY 2023
FL Realtor® Market Stats – Townhouses & Condos – MAY 2023

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