SEPTEMBER 22 – VOL. 8

Marco Island Area Association of REALTORS®

"MIAAOR - Passionate Professionals, Building Lasting Relationships"

ASSOCIATION NEWSLETTER

7 NEW AGENTS INDUCTED INTO THE ASSOCIATION LAST MONTH

IN THIS ISSUE

- UPCOMING POWER LUNCHES EDUCATION/EVENTS
- FRAUD ALERT MARCO ISLAND
- FLORIDA REALTORS ARTICLE
- CANDIDATE FORUM

UPCOMING POWER LUNCHES

REALTOR POWER LUNCHES : 30-45 MINUTES OF VALUABLE INFORMATION PLUS FREE LUNCH

We have some great content coming your way!
Be sure to register for these ASAP before they fill up!

- 9.30 Situational Awareness Seminar
- 10.5 For Sale to Sold (Mortgage 101)
- 10.12 Floodplain, Flood Risk & Flood Insurance
- 10.13 Buffini Master Class
- 10.19 Collier Clerk of Courts - How it Helps Realtors

MIAAOR Membership as of August 31, 2022

Designated Realtors®	46
Realtors®	522
Appraisers	3
Affiliates	45

UPCOMING EVENTS

ANNUAL RSN TRADE SHOW

September 29th at the Hilton Marco Island Resort

- General Membership Luncheon to follow

This year's theme is SPORTS

5K/FALL FEST @ YMCA

SATURDAY, OCTOBER 29
9AM-1PM

We have lots of sponsors

We need a few more volunteers

Please spread the word to get more runners/walkers registered

Stop by the office for flyers

September /October Education

Please note that the classes that are being offered through our Partner Associations are not going to show up in your membership portal. The association that scheduled the course will be responsible for reporting attendance if it is for CEs. Feel free to reach out if you have any questions. Caroline's Email

Cancellation Policy. If you register and cannot attend you MUST notify the Association in advance 239-394-5616 to cancel or you will be charged a $10 no-show fee.

		Register Here for Below MIAAOR classes			**Partner Association Virtual Classes (click link below to see times & register)**
9.27	1:00pm	FR-Master your Market w Sun Stats-2C		10.3	E-Pro (10/3 & 10/4)
9.28	12:00pm	RPL Non-Qm Lending		10.3	Home Finance Resource Certification (HFR)
9.30	12:00	Situational Awareness Safety Seminar		10.4	GRI 101
10.4	2:00pm	MLS Custom Displays & Searches		10.11	How To Be Your Own Sales Manager
10.5	12:00pm	RPL From Sale to Sold		10.12	GRI 102
10.6	2:00pm	MLS Reports		10.13	ACE Inflation: Dealing with an Inflationary market & Why Real Estate is the answer (3CEs)
10.7	1:00pm	Success Series: Understanding People ICE Course		10.18	Resort and Second Home Property Specialist (6CE)
10.12	12:00pm	RPL FLOODPLAIN, FLOOD RISK, FLOOD INSURANCE		10.24	No Opportunity Left Unturned - The Ins and Outs of Tax Certificates and Tax Deeds

Real Estate Market Report – August 2022
Florida Realtor® Market Stats – Single Family Homes – August 2022
Florida Realtor® Market Stats – Townhouses & Condos – August 2022

www.MarcoRealtor.com

Fraudulent Listing Scams on Marco Island
BE VIGILANT

The Marco Island Police Department is investigating some incidents where vacant lots in the city limits have been fraudulently listed for sale. The unknown suspect(s) have assumed the identity of the legitimate owners. These cases are under investigation and as more details emerge, MIPD will try to provide suggestions and tips as to how this can be avoided.

Some preliminary suggestions for realtors are to try to locate records on the internet, social media, etc. for the actual owner. Many times, the fraud is done with new email accounts, changed addresses, and forged documents including identifications. These incidents were discovered once someone reached out to the legitimate owner.

Another suggestion for realtors would be to speak with the neighbors. Sometimes, they know the owners on their street and can confirm that the realtor is dealing with the actual owner. The neighbors may even be able to provide current contact information. If that information does not match what has been provided to the realtor, then it warrants further inquiry. If the person attempting to list the property is providing an address that does not match the public record (Collier County Property Appraiser), then further inquiry should be attempted.

The Marco Island Police Department values the support of our community groups including the Marco Island Area Association of Realtors. Feel free to contact us regarding any suspicious activity at (239) 389-5050 or mhuffor@cityofmarcoisland.com

SGT Mark Huffor #111 | Marco Island Police Department | 51 Bald Eagle Dr
Marco Island, FL 34145 | (239) 389-3913

From Association Attorney, William G Morris

These frauds often involve claim of need to sell fast at lower than market price. They are almost always via email only, albeit some do provide phone numbers.
The fraudsters even use fraudulent notaries and forged identity papers (including forged passports).
These frauds are NOT limited to vacant lots. The properties usually have no mortgage.
If a Realtor is contacted about listing a property, check Public Records and even MLS records and contact the owner to make sure the person is the owner.
In some cases, the fraud is undone when a Realtor who has a relationship with the owner sees the property listed in MLS.
That is why many of these simply show up on Zillow or are listed with a broker outside of the local MLS.

From Attorney Peter Huy of HUY JACOB P.A.

If you are a listing agent, before taking the listing, require that a video conference be held between you and the seller. If you receive tremendous pushback for a video conference, the seller is likely fraudulent. The pushback generally includes excuses due to age or technological deficiencies.

FREC COURSE

The Many Faces of FRAUD

What Every Real Estate Agent Should Know

This two-hour FREC-approved continuing education (CE) course provides real estate agents with current trends, as well as email and wire fraud, mortgage fraud and other Red Flags to watch out for when listing or selling a property.

- Gain knowledge of the current trends and become aware of email fraud and wire transfer fraud that are still on the rise.
- Discover how to detect and prevent the fraudulent sale of vacant land either by a foreign or US seller.
- Understand how real estate agents can assist in the prevention of email compromise and fraudulent incoming and outgoing wire transfers to the parties in the transaction.
- Have a better understanding of several fraud and forgery red flags that may delay or prevent the closing of a real estate transaction.
- Learn more about mortgage fraud trends such as straw buyers, flips, silent seconds, and short sales.

Presented by:
Veronica Rhodes
Senior Florida Agency Educational Trainer
First American Title

JOIN US FOR AN EDUCATIONAL EVENT

TUESDAY, OCTOBER 11TH
2:00PM - 4:00PM EDT

CLICK THE BELOW LINK TO REGISTER:

https://attendee.gotowebinar.com/register/1354498695659577356

Hosted By:

Dawnette M. Norgren, Partner/CIO

Island Title 5 Star Closing Team, LLC
1118 N. Collier Blvd.,
Marco Island, FL 34145
dmnorgren@it5star.com
239-394-4888

Island Title 5 Star Closing Team, LLC

To receive CE credit, please provide your Florida Real Estate License number at registration.

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Save the Dates:

- October 29 - 5K/Family Fall Festival @ YMCA
- November 7 - RSN After 5 @ Capri Fish House
- December 16 - MIAAOR Holiday Open House

FIRST HORIZON.

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Member Spotlight

SEPTEMBER 22 -VOL. 8

Julie and Brock Wilson have just celebrated their 20th anniversary with Premier Sotheby's International Realty. This incredible milestone is a testament to their passion and dedication to provide the most elevated level of service to their customers.

Brock proposed to Julie at the Marco Marriott and they were so inspired by the natural beauty of the area they decided to make Marco their home. Through their real estate career they began to introduce friends and family to the area in hopes they would call Marco home as well. Twenty-five years later they are still going strong and have been consistently ranked as top producing members of the Marco Island Area Association of Realtors and have earned numerous professional designations and awards including the most recent "Top 100" Premier Sotheby's International Realty Global Advisors.

Both Brock and Julie are equally committed to giving back to our community through their continued involvement with the YMCA, Youth Haven, Habitat for Humanity, The San Marco Church and The Conservancy.

Word has it they are "legendary" tennis players as well in case you meet them on the court!

Let's get to know each other. Do you volunteer in the community? Have an interesting fact or just want to tell us about you? Send us a photo and a brief paragraph. You will be featured in our Friday newsletter, monthly newsletter, our website and Social Media.
Email Caroline here

DID YOU KNOW?

Email signature is effective to create a real estate sales contract in Florida?

Text messages are not sufficient to create a real estate sales contract in Florida?

We know, and now you do too.

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

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Marco Island, Florida 34145
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wgm@wgmorrislaw.com

Marco Island City Council
CANDIDATES FORUM

Thursday, October 13th
6:00 - 8:30pm

Marco Island City Council Chambers
Open to the Public
Live Streamed from the City Council Chambers
and Live from Marco's Own 98.1 FM

5 Candidates Competing for 3 Seats

Erik Brechnitz
Christine Dowell
Greg Folley
Darrin Palumbo
Nanette Rivera

ELECTION DAY IS TUES, NOV 8TH

PRESENTED BY:

Marco Island Area Association of Realtors, Marco Island Civic Association and Marco Island Area Chamber of Commerce.

Marco Island Area Association of REALTORS®

MICA Your Community Advocate

MARCO ISLAND AREA CHAMBER

INFORMED VOTING