



Chesapeake Bay and Rivers
Association of REALTORS®

CBRAR MONTHLY NEWSLETTER

April 2024

April Events

Purrfect Partners; Paws for a Cause
Affiliate Appreciation Social
at the Humane Society in Gloucester

April 17th, 5:00 pm - 7:00 pm

No charge for CBRAR Association Members

Click on the event name to register and for more information. Members must be logged in to their Member/Info Hub in order to register.

All Day Training/Class Event

"Be the Unicorn in the Spring Market"

April 24th, 9 am - 3:00 pm

Speakers:

Special Speaker Drew Demaree

More speakers to be announced soon!

Please log into your Member Hub to register and for more information. The event name is a clickable link.

Cost: \$10.00 for CBRAR Association Members.

[Click here for the 2024 Events Calendar](#)

Welcome New Members!

March 1 - March 31st

New Association Members:

~Colin Miller, Affiliate, with C&F Bank

~David Kolakowski, Secondary, with
Real Broker, LLC.

~Laura Gonzalez Castro, Primary, with
Turn Key Real Estate, Primary

~Warren Teller, Primary, with 5 Alarm Realty

~Zackary Jerome, Primary, with
Keller Williams Fairfax

[Affiliate Directory](#)

[REALTOR® Directory](#)

[Click Here for a Word from Kandy Fisk](#)

CBRAR 2024 President



Congratulations to the 2023 Honor Society &
REALTOR® Award Winners!

Recognizing excellence and dedication in real estate within the Chesapeake Bay & Rivers Association of Realtors.

2023 Honor Society



Mobjack Tavern

March 21st, 2024

S. Jean Pierce	Laura Pierce	Lisa Atkins
Kandy Fisk	Charlene Winter	Joanna Sibley
Frank Wingfield	Debbie Martin	Tina Lester
Margaret Ramsey	Nancy Jackson	Candace Segalini
	Kelly Guess	

Not Pictured: Jeanne Hockaday, Joelle Harvey,
Theresa Ashberry, Shannon French



2023 Affiliate of the Year



Cindy White



2023 President's Award



Rosanne Bunting



2023 Realtor® of the Year



Frank Wingfield



2023 Rookie of the Year



Linda Collier



FAIR
HOUSING
MONTH



OPENING
DOORS TO
OPPORTUNITY

April is National Fair Housing Month!

This year, we commemorate the 56th anniversary of the passage of the Fair Housing Act, the landmark civil rights law signed by President Lyndon B. Johnson on April 11, 1968, that made discrimination in housing transactions unlawful. The Fair Housing Act prohibits discrimination in housing because of race, color national origin, religion, sex (including gender identity and sexual orientation), disability, and familial status. This year's Fair Housing Month theme is "*Fair Housing: The 'Act' in Action.*" For more information about fair housing rights, visit:

[FHEO Home | HUD.gov / U.S. Department of Housing and Urban Development \(HUD\)](#)

Virginia Fair Housing: [Fair Housing - HOME of VA](#)
[HOME of VA](#)



NAR SETTLEMENT RESOURCES

STAY UP-TO-DATE ON
CHANGES TO OUR INDUSTRY

From VAR: With the latest news on the NAR settlements, we know you have questions about how this affects you and your business. The most up-to-date and reliable information about the settlement generally will come directly from NAR, but we've put together some resources for you that are Virginia specific.

Please visit our new [resource page](#). You will need to login to view this information.

NAR Lawsuit-How to Stay Updated

<https://virginiarealtors.org/law-ethics/buyer-agency-and-compensation-resources/>

[facts.realtor](#)

[competition.realtor](#)

Virginia Realtors marketing and legal team has compiled some resources to help us all as we work towards the terms of the proposed settlement.

As additional information is released the website will be updated.

Virginia REALTORS® has created resources over the years about buyer brokerage

agreements, buyer agency compensation, and what to do if the MLS offers less than what your buyer agreed to pay you.

Additionally, Virginia REALTORS® offers multiple Brokerage Agreements and a Standard Clauses (in our Standard Clause Booklet) in our [Standard Forms Library](#) to assist you.

Resources on these topics will be updated as necessary and will be linked on this page.

- [Legal Hotline Question on Altering Commission with Offer.](#)
- [Legal Video on Buyer Agent Compensation.](#)
- [Broker Sales Meeting Kit on Buyer Agent Compensation.](#)
- [Podcast on MLS rule allowing \\$0 coop commission offers.](#)
- [Article on Standard of Practice 16-16 and our updated Standard Clause allowing Seller to pay Buyer's broker directly.](#)

- Article describing Bright's change allowing users to put \$0 in the coop compensation field.
- Article on VA Loan Buyers and compensation.

If you have additional questions, you can submit them through the Virginia REALTORS® Legal Hotline.



[Click here to register, more information, and schedules.](#)

[The event is free for members with a valid NAR Member ID.](#)

At the REALTORS® Legislative Meetings, thousands of members assemble in Washington, D.C., to conduct the business of NAR — advocacy work that makes us the most respected voice in real estate, protecting property ownership and advancing commercial and residential markets.

We invite you to join us in advancing and supporting real estate issues that matter in every community by continuing the critical policy conversations among REALTORS®, lawmakers, and industry leaders.

Who Attends?

NAR members who are involved in the governance of the association and who volunteer on association committees attend this event each year.

- Federal Political Coordinators (FPCs) and other politically active members who communicate with congressional representatives on Capitol Hill.
- All other members are invited to attend the open meetings, sessions, and forums as well as the Expo.

The event is free for members with a valid NAR Member ID.

**CAN YOU IMAGINE A WORLD
WITHOUT REALTOR®
ADVOCACY?**



*Advocacy is the TOP STRATEGIC
PRIORITY of the Virginia REALTORS®.*

What does that mean? It means that as a business association, VR's primary work is to ensure that members' voices are heard as decisions are made about the laws and regulations that shape our industry. For the Virginia REALTORS®, it also means representing the interests of consumers – the homebuyers, sellers, and renters, and the commercial tenants who are directly impacted by changes in things like affordability, taxation, and ordinances.

Virginia REALTORS®

2024 Legislative Agenda

~Resale Disclosure Act

~CE Credit Re-Allocation

~Prohibition of Local Mandatory Disclosures

~Place of Business

~Alignment of VRLTA Servicemember Provision to
Federal SCRA

~Right to Rent

~40 Contract to List (Real Estate Service Agreements)

~Wholesaling

If you have questions or thoughts about the 2024 Virginia
REALTORS® agenda or other Government Relations
efforts, please contact us at

2023

VIRGINIA GENERAL ASSEMBLY WRAP-UP

MORE THAN

★ 2,863 ★

BILLS AND RESOLUTIONS WERE INTRODUCED DURING THE 2023 VIRGINIA GENERAL ASSEMBLY SESSION.

THE PUBLIC POLICY COMMITTEE

ACTED ON 153 BILLS



WE HELPED PASS
45 BILLS
THAT BENEFIT YOU AND YOUR CLIENTS



WE DEFEATED
15 BILLS
THAT WOULD HAVE HARMED YOU AND YOUR CLIENTS



WE AMENDED
18 BILLS
TO PROTECT YOU AND YOUR CLIENTS



79
MONITOR
BILLS

THE PPC ACTIVELY MONITORED TO ASSESS ANY IMPACT ON OUR MEMBERS OR THE REAL ESTATE INDUSTRY.

Learn more at virginiarealtors.org/advocacy



★ ★ ★ 2023 ADVOCACY SCORECARD ★ ★ ★

The Virginia REALTORS® legislative agenda passed the General Assembly with near-unanimous, bipartisan support... **final passage of 1,415 "YES" votes and 0 "NO" votes.**

★ SECURITY DEPOSITS

HB 1542 | SB891 ✓ **PASSED**

Under current VRLTA law, in the event that damages made to a property exceed the amount of the former tenant's security deposit, landlords currently have just 15 additional days to provide an itemized list of the damage & repair costs. The NEW legislation extends this period to 30 days.

★ OMBUDSMAN

HB 1627 | SB1042 ✓ **PASSED**

This bill improves the processing procedures for notices of final adverse decisions, requiring the Ombudsman (director) to contact an association's governing board, when applicable, and to refer actions not remedied within 30 days. It also increases the data tracked by the Ombudsman's office.

★ SHORT-TERM RENTAL REGULATION

HB 2271 | SB1391 🔄 **STAY TUNED**

This bill aims to end the overreach of local jurisdictions that have over-regulated properties managed by Virginia REALTORS® and their clients while failing to enforce current ordinances that could help curtail bad actors in the short-term rental space. We have sent the bill to the Housing Commission to strengthen the legislation and gain more support.

★ RESALE DISCLOSURE ACT

HB 2235 | SB1222 ✓ **PASSED**

This bill sought to create ONE place within Common Interest Community Law to find ALL information on resale disclosures that are required when a property located within one of those communities is sold. Information that had been spread over three chapters of the Code will now be consolidated & clarified.

WE FIGHT FOR YOUR RIGHT TO DO BUSINESS

WE SUPPORT 👍

BILLS THAT ARE GOOD FOR REALTORS®.

In 2023, VAR supported a number of initiatives to help get inventory supply on the ground. We partnered with associations representing builders and developers in an effort to see the passage of these bills, as they are instrumental to health of the housing market.

WE OPPOSE 👎

BILLS THAT ARE BAD FOR REALTORS®.

Could you imagine rent caps? Neither could we. We made sure the bill proposing unfair rent control in Virginia was defeated.

★ ★ ★ **JOIN THE FIGHT!**

LEARN HOW YOU CAN SUPPORT OUR EFFORTS AT
[VIRGINIAREALTORS.ORG/ADVOCACY](https://www.virginiarealtors.org/advocacy)

Matrix MLS -Matrix 360 CMA

In this video tutorial, you'll learn about the 3 different methods of creating a CMA using listed and non-listed properties (from the public records).

The first way is by creating a CMA from scratch using the CMA Wizard.

The second way is by importing Comparables from a Matrix search into the CMA Wizard.

The third way is by searching for the Subject property and have Matrix automatically generate the 20 most comparable properties. From here, you can either add to or remove these Comparables or import them, as is, into the CMA Wizard.

SUBSCRIBED

Matrix™ 360 CMA

How to create a CMA using listed and non-listed properties.

with Dave Marsh

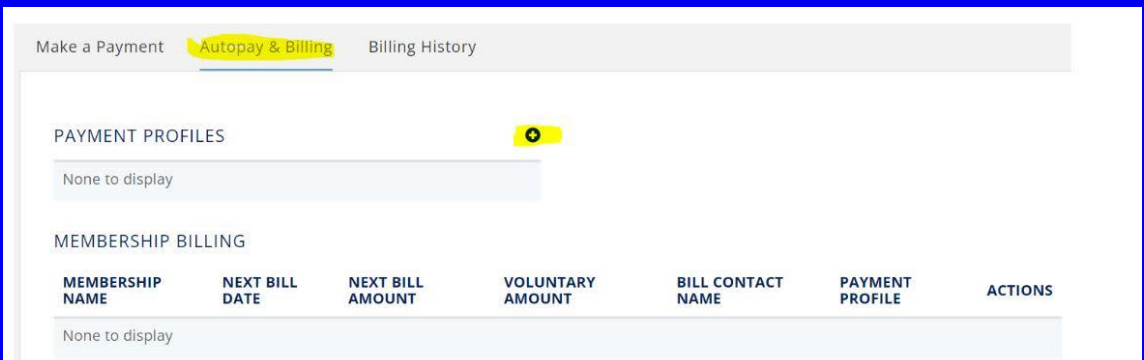


www.corelogic.com/matrix


In Canada, the trademarks MLS®, Multiple Listing Services® and the associated logos are owned by The Canadian Real Estate Association (CREA) and identify the quality of services provided by real estate professionals who are members of CREA.

Member/Info Hub-How to Set Up Autopay

Log in to your Hub, select My Billing Info from the left side menu, then click on the AutoPay & Billing Tab.



Make a Payment **Autopay & Billing** Billing History

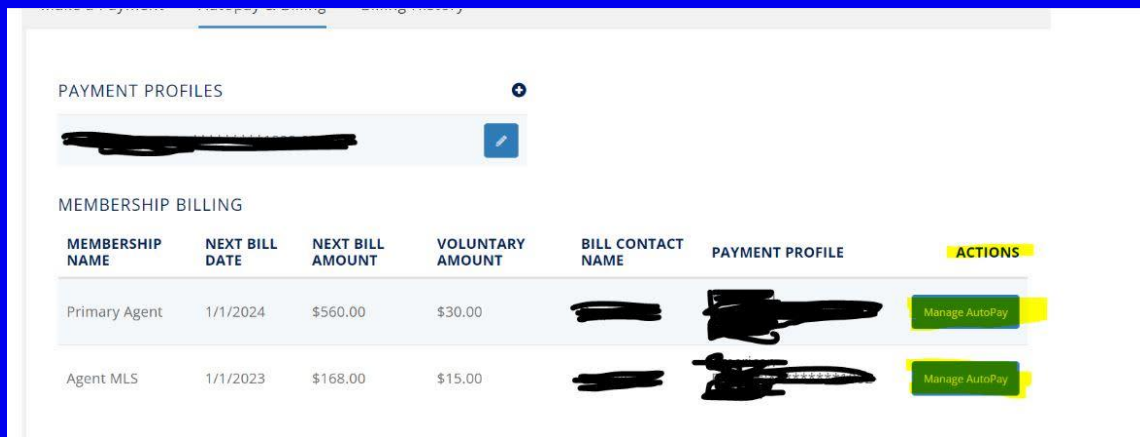
PAYMENT PROFILES 

None to display

MEMBERSHIP BILLING

MEMBERSHIP NAME	NEXT BILL DATE	NEXT BILL AMOUNT	VOLUNTARY AMOUNT	BILL CONTACT NAME	PAYMENT PROFILE	ACTIONS
None to display						

You can add autopay to your invoice by clicking on Manage Autopay by your Membership Name. Please note: You will need to set up each Membership Name. Setting up one does not automatically set up both.



The screenshot displays a web interface with two main sections. The top section, titled "PAYMENT PROFILES", shows a single profile with a redacted name and a blue edit icon. The bottom section, titled "MEMBERSHIP BILLING", contains a table with the following data:

MEMBERSHIP NAME	NEXT BILL DATE	NEXT BILL AMOUNT	VOLUNTARY AMOUNT	BILL CONTACT NAME	PAYMENT PROFILE	ACTIONS
Primary Agent	1/1/2024	\$560.00	\$30.00	[Redacted]	[Redacted]	Manage AutoPay
Agent MLS	1/1/2023	\$168.00	\$15.00	[Redacted]	[Redacted]	Manage AutoPay

"All membership items" - allows for RPAC contribution.

"Only required membership items" does not include any contributions for RPAC

"Disabled" means you have turned off autopay and will have to pay each invoice.

Be sure to set up and select a Payment Profile so that your autopay works.

Click on the Billing History tab to review your payment history, download paid invoices for tax or other information, etc.

Please note: CBRAR cannot maintain your Autopay. Any changes and cancellations will need to be done by the member.

Virginia REALTORS® Webinar on April 17th

Welcome to The Scoop! So, what's The Scoop?

We are glad you asked! Virginia REALTORS® collected topic areas from your peers in Real Estate to get insight into what you will find valuable. Also, if that was not enough VR will

be addressing hot topics in Real Estate to bring to you influential, relevant, and consequential content to affect your business and your lifestyle.

Click here to register:

<https://learn.virginiarealtors.org/products/the-scoop-webinar-upcoming-april-17-2024>

SentriLock Tips

~Ensure that you take ownership of the lockbox before adding it to a listing.

~Is your lockbox taking longer than usual to open the keybox or release the shackle? It might be time for a battery replacement. Contact us at the CBRAR office, and we'll be happy to assist you with changing the battery.

~If there's a button you need to press to confirm your command or open the lockbox, make sure to press it only once. Repeatedly pressing the button can disrupt the lockbox's functioning and may slow down its response time or cause errors.

~Upon receiving the lockbox, ensure to update its firmware to the latest version available to guarantee optimal performance.

~If the agent showing your listing is affiliate with an MLS that lacks reciprocity with CBRAR MLS, you'll need to provide them with a FlexCode to access the lockbox. They won't be able to unlock the lockbox using their app in this scenario.

~[How to take ownership of the lockbox video](#)

~[How to update the firmware on a SentiLock Lockbox video](#)

~[How to assign a FlexCode video](#)

Other Help/Tech Support Contact Information

Clareity Dashboard: 866-412-9845

Matrix: 866-412-9845

Instanet/Transaction Desk: (Lone Wolf)

800-668-8768 Email: tdsupport@lwolf.com

Realist Tax: 866-412-9845

SentriLock: 513-618-5800 / support@sentrilock

Homes.com/HomeSnap: Ph: 800-431-5509

Email: support@homes.com

CBRAR Office Hours and Contact Info

Office Hours:

Monday - Thursday, 9:00 am until 5:00 pm

Friday, 9:00 am until 4:00 pm

Phone: 804-776-0568

Email: Susan Silvus: Susan@cbrar.com

Cat Grigelis: Cat@cbrar.com

Kaydence: cbraradmin@cbrar.com

www.cbrar.com 804-776-0568



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