



## From Your President. . . Michael Lambrese

Hello all! I hope the spring buying market has been good to you. As of this writing, the median price of single family homes in Rhode Island has increased 2.1% to \$275,000.....the number of single family homes sold is up 8.7%.....and pendings up 13.7%. Hopefully, this will carry on to the fall and winter months.

Congratulations to all Diamond Sales Award recipients. Our award banquet was a great success with close to 300 attendees, all having a great time. It was my honor to co-emcee the event along with a real pro, Chris Whitten. The highlight for me was recognizing my good friend and colleague, Marge Jacob, on achieving REALTOR® Emeritus status from the National Association of REALTORS®. Quite an achievement for being an active REALTOR® for 46 years, and still going strong.

On a more distressing note, recently the RI Senate Finance Committee heard bill S 0669, which is proposing a 2% buyer's conveyance tax on all home purchases in the city of Newport. While RIAR officials do not believe this will pass through the senate, there is still concern because several members of the committee are in favor of passage. Being a lifelong Rhode Islander, be assured that this is not the last we hear of this bill. BEWARE: if this passes in Newport, my fear is this will go statewide in no time. That is why it is so important to become an active RPAC donor.

The Mid Year Legislative Meetings proved to be nothing short of fantastic. We had the honor of having none other than President Donald J. Trump address our body on 5/17. However, meetings with our congressional delegation proved to be fruitful in that they addressed specific talking points, such as passage of a permanent flood insurance policy; Fair Housing issues to include the LGBTQ community; stabilization of Freddie Mac/Fannie Mae and Opportunity Zones.

On 5/16, Suzanne Silva, Agueda Del Borgo and I visited the Northern Virginia Board of REALTORS® office. They had just completed an \$11,000,000 construction of their new their new headquarters, which services their 12,000 members. Quite an organization.

Happy Selling!!!

## REAL ESTATE BROKERS AND SALESPERSONS ADVERTISING

The Department of Business Regulation would like to remind all licensees that some advertisements fail to meet the minimum requirements of Section 25 of Commercial Licensing Regulation 11. **The principal broker's responsibility to adequately supervise affiliated licensees includes supervision over the advertising by such affiliated licensees.** Here is a brief reminder of some of the advertising requirements for brokers and salespersons that apply to both physical and digital media:

- A licensee shall not advertise in any way that is false or misleading. Section 25(B).
- All advertising shall include the name of the brokerage or principal broker under which the licensee is licensed to do business. Section 25(C).
- When the name of a licensee is contained in any advertising, (except on business cards) it shall be in print smaller and less conspicuous than that of the brokerage. Section 25(D).
- The business card of any licensed salesperson shall clearly indicate that his or her license is as a salesperson or as an Associate Broker. Section 25(E).
- Any use of an insignia, emblem, logo, trade name or other form of identification in any advertising or other public utterance, either by a single licensee or group of licensees, that suggests or otherwise implies common ownership or common management among such licensees, shall be prohibited except in the case of branch offices controlled by a principal broker and duly licensed as a branch office. Section 25(I).
- There are specific requirements for franchises to clearly state the operating name of the broker in Section 25(J).

## Welcome New Members!

**Affiliate Members:** Jack Flynn, Lynda Mckenzie, Darrin Ruzzano, Zachary Sprague

**REALTOR® Members:** John Aelling, Nicole Boisvert, Anibal Bourdierd, Eric Brizard, Linda Butler, Rebecca Carreiro, Timothy Casserly, Sandra Church, Jessica Correia, Lisa Figueira, Kelly Granados, Sindy Guderle, Matthew Guerra, Karen Guerrier, Sean Hamaker, Txoos Her, Cale Keable, Daniele Killen, Deanna Lanagan, Timothy Lee, Glen Lombardi, Collin Marchand, Connor Matatall, Lisa McGuire, Irene Mendez, David Nielson, Susan Perry, Silas Pires, Vladimir Pires, Danielle Reffitt, Lynn Ann Rousseau, Susan Rowles, Kamil Sarji, Armando Silvestre, Robert Simone, Patricia Simonin, Jordan Stanford, Stephen Tanasio, Amy Vakalis

## Changes to Diamond Sales Awards – 2019 Production Year Effective Immediately

At its 4/19/19 meeting, the Board of Directors approved the following changes to the Diamond Sales Awards rules, and they apply effective immediately for the 2019 production year.

No emailed or mailed applications – **members will be required to upload a 2019 application and supporting documentation via the Google Form by 4:30 pm on 2/1/2020 via your Google account.** If you do not have a Google account, the link below provides step-by-step instructions to set up the free account:  
<https://accounts.google.com/signup>

Also: For any properties reported as a co-listing: only **one** listing agent will receive 50% credit and **one** selling agent will receive 50% credit - so each has equal volume.

The changes will effectively streamline the filing process and will create efficiencies for our program committee, who are your peers in the industry volunteering their valuable time in this annual program. We thank you, in advance, for your cooperation and support.

## Are You a Good Neighbor?

We always enjoy hearing about the great things our members are doing to be a good neighbor in their community. Please submit your stories to Suzanne Silva, RCE, at [ssilva@nribr.realtor](mailto:ssilva@nribr.realtor) any time!



## Calendar of Events

7/4-7/5/19	Office Closed for Fourth of July Recess
7/10/19	1 pm – NAR RPR Webinar: Getting Started with RPR
7/16/19	4:30 pm – Board of Director’s Meeting
7/23/19	2:30 pm – NAR RPR Webinar: Leveraging RPR’s Market Data Tool to Your Advantage
7/24/19	12 pm – Lunch n’ Learn: Instagram for REALTORS®
7/25/19	10:30 am – NAR RPR Webinar: RPR Overview for Broker/Owners and Managers
7/25/19	2:30 pm – NAR RPR Webinar: Introduction to RPR’s AVM Widget
8/12/19	Office Closed For Victory Day Holiday
8/15/19	2 pm – NAR RPR Webinar: Design & Deliver a Successful Buyer’s Tour with RPR
9/2/19	Office Closed for Labor Day Holiday
9/9/19	6 pm – Sales Pre-Licensing Class (Mon & Wed evenings 6-9 pm through 10/31/19)
9/17/19	5 pm – REALTOR® Code of Ethics Class (6 <sup>th</sup> biennial)
9/26/19	5 pm – Annual Meeting at Crystal Lake Golf Club
9/30/19	5 pm – New Member Orientation

All webinars can be accessed at: [https://blog.narrpr.com/workshops/?\\_type=webinars](https://blog.narrpr.com/workshops/?_type=webinars).

## NAR’s Commitment to Excellence

Four years in the making, the National Association of REALTORS® launched *Commitment to Excellence (C2EX)* – in November 2018– a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards. Those who successfully achieve this, will receive marketing materials. It’s not a designation or a course. It’s not a requirement, but a benefit available to all NAR members at no additional cost. Learn more at: <https://www.nar.realtor/commitment-to-excellence>.

## HOW TO CONTACT US:

Northern Rhode Island Board of REALTORS®  
2178 Mendon Rd, Suite 400, Cumberland, RI 02864  
(401) 333-6343 or [nribr@nribr.realtor](mailto:nribr@nribr.realtor)

Suzanne M. Silva, RCE, Chief Executive Officer  
Erin Herzog, Membership Director  
Maria Glanvill, Executive Assistant  
Jocelyn Hopkins, Membership & Marketing Administrator

*Our mission is to provide our members with the tools and resources to support their success.*

**The leadership of the Northern Rhode Island Board of REALTORS® will be meeting with Central Falls Mayor James A. Diosa on 7/18.** This meeting will provide us with an opportunity to bring broad real estate concerns and engage in positive dialogue between our group and the Mayor.

If you have a comprehensive real-estate matter you would like us to bring to the city’s attention, please send this in writing to Suzanne Silva, RCE, at [ssilva@nribr.realtor](mailto:ssilva@nribr.realtor) no later than 7/9.

**Thank you** to all members who took the time to complete our facilities survey. Congratulations to Fran Pearson, the winner of the \$50 Visa gift card!



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