

President's Message

Hello Everyone,

Is it really August already?? Wow, it seems time is just flying by faster than usual. There are still a lot of things up in the air, and given that the Emmy's and Grammy's are both going to be done via Zoom or some other method of virtual meeting, I don't predict we will be getting back to our third Thursdays or other in person events anytime soon.

That being said, we all know we miss our old "normal". I have talked to many members and as much as they miss our networking sessions and dinners, they also understand why we have to be so careful.

On another note, please remember that now are even stranger time with all the protests going on and the sensitivity some may have to how they perceive they are being treated. I am sure many of our members have seen the report of the REALTOR on the south shore who was accused of "being racist" to a couple that was going through an open house. I am not going to expand on it more, just please be aware of the

potential that someone may be sensitive to the social atmosphere currently in play.

On a final note, our leaders at MAR have made great strides in this challenging political climate in further

protecting home ownership rights in MA as well as positive steps

towards allowing for new home production to increase. We ALL know we have an inventory shortage. Our MAR leaders are working hard to advocate for these changes.

I know we get a ton of emails, but please make sure you are reading the MAR updates. These are you membership dues and RPAC dollars hard at work!!

That's it for now. Stay safe everyone, and if anyone needs help or feels stuck, don't hesitate to reach out. We have an amazing membership that is unique to us vs other boards in the state. Embrace it during all this craziness.



Kendra Dickinson
2020 President

Premiere Sponsor

Justin Davidson, MAR General Counsel
Catherine Taylor, Associate Counsel
Jonathan Schreiber, Staff Attorney



Q. Is a landlord required to accept a rental application from someone who receives Section 8?

A. Massachusetts landlords may not deny housing based on an individual's race, color, national origin, gender, gender identity, sexual orientation, disability, ancestry, genetic information, marital status, military status, age, familial status, or source of income. Source of income includes receipt of any type of public or rental assistance, including Section 8. A landlord also may not refuse to rent to an individual because of any of the requirements of these programs, such as the requirement to have an inspection or lease agreement.

While a landlord may not screen out prospective tenants *because* they receive housing assistance, a landlord may apply other legitimate screening criteria. For example, a landlord may reject an applicant with poor credit, or a history of non-payment of rent or eviction. Landlords must use consistent, non-discriminatory screening criteria that are applied to all applicants when making their decisions.

Q. What do I do if I receive a letter that says my website is not accessible?

A. Over the last several weeks a number of MAR members have received demand letters from the Portell Law Group alleging that brokerage websites are not fully accessible to visually impaired and blind individuals. These demands are requesting that the websites be fixed to make them accessible and that the brokerage pay attorney's fees and expenses to the Portell Law Group. If you receive a demand letter of this nature, you should contact your errors and omissions insurance carrier, work with an attorney to draft an appropriate response, and work with your website vendor to ensure your website is accessible.

The current claims allege that websites that are wholly or partially inaccessible to visually impaired or blind individuals violate the Fair

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housing-related services. Historically, we have seen similar claims raised in the context of the Americans with Disability Act (ADA), but the current claims under the FHA raise a novel question. While the statute these allegations cite is novel, the question of accessibility can be analyzed similarly under both the ADA and FHA. In the ADA website accessibility arena, the courts have widely cited the Website Content Accessibility Guidelines (WCAG) as the standard for websites to be fully accessible. Although we lack federal guidelines, regulations, or even court rulings on the question of website accessibility under the FHA, MAR recommends consulting with your website vendor to bring your website into WCAG compliance. For more information on website accessibility claims, please visit www.marealtor.com/members/legal.

While the current scenario deals particularly with accessibility issues for visually impaired and blind individuals, website accessibility goes beyond that. Websites should not only be accessible to visually impaired and blind individuals, but also to those who may have auditory, cognitive, neurological, physical, and speech disabilities. For accessibility compliance tips, take a look at [MAR's recent blog post](#) on this topic.

MAR Advisory Concerning Website Accessibility Claims

An out-of-state firm calling itself the Portell Law Group has been sending Massachusetts real estate brokers and agents demand letters and draft federal complaints alleging that the brokers and/or agents are violating the Fair Housing Act by operating websites that the visually impaired cannot fully access. The letters demand that the real estate professionals settle by making the websites fully accessible to the visually impaired and paying an unspecified amount in attorneys' fees and expenses to the law firm that is sending the letters. Any REALTORS® who have received such a demand letter are advised to promptly consult with their own counsel in order to determine how to respond. REALTORS® should also contact their errors and omissions insurance provider and website vendor. Those who have not received the letter should consider reviewing their websites' accessibility to minimize the likelihood of future problems.

2020 Committee Chairs

Executive Committee

Kendra Dickinson

Finance Committee

Shauna Roberts

Government Affairs

Vacant

Member Services/Event Planning

Kendra Dickinson/Darlene Rossi

Community Involvement

Brianna Kelley/Sophia Bell

Grievance

Gayle Sabol

Professional Standards

Gary Bourque

Scholarship

Pamela Bakaysa Conway

Awards & Recognition

Susan Wright

Top Producer

Laura Shifrin/Gail Lent

MAR Directors

Kendra Dickinson

Susan Wright

Alternates

Yasmin Loft

Darlene Rossi

MLS PIN Directors

Rick Healey

Paula Savard

Welcome New Members!!

Secondary Membership

Elizabeth Lashkari, Broker	eXp Realty
elizabeth.lashkari@exprealty.net	400 NW 87th Rd.#203
888-854-7493	E. Bridgewater, MA

Resignations

Kathy Valois	Keller Williams Realty North Central
Todd Bosselait	Keller Williams Realty North Central

2021 NCMAR Leadership Slate

President Darlene Rossi of Morin Real Estate, Winchendon

President elect Nicholas Pelletier of Keller Williams Realty North Central, Leominster

Immediate Past President Kendra Dickinson of Keller Williams Realty North Central, Leominster

Treasurer Shauna Roberts of Hometown Bank, Lancaster

Secretary—open position

REALTOR Director—open position

Business Partner director—Steven Kelley of Total Mortgage, Leominster

Note: The full slate of officers will be ratified at the October Annual Meeting.



There is an empty chair at the table. Join us.

NCMAR Leadership

President

Kendra Dickinson
Keller Williams Realty North Central

President Elect

Darlene Rossi
Morin Real Estate

Treasurer

Shauna Roberts
Hometown Bank

Secretary

Nicolas Pelletier
Keller Williams Realty North Central

Director

Laura Shifrin
Townsend Center Realty

Business Partner Director

Steven Kelley
Total Mortgage

Past President

Susan Wright
EXIT New Options Real Estate

June Membership Numbers

REINSTATEMENTS: 3

SECONDARY BROKER - 1

RESIGNATIONS: 2

OFFICE TRANSFERS: 0

NEW BUSINESS PARTNERS: 0

REALTORS as of 6/30 - 506

BUSINESS PARTNERS as of 6/30 - 73

May Membership Numbers

NEW REALTOR Members: 11

RESIGNATIONS: 0

OFFICE TRANSFERS: 6

NEW BUSINESS PARTNERS: 0

REALTORS as of 5/30 - 504

BUSINESS PARTNERS as of 5/30 - 73



Lunch and Learn
August 21, 2020
12 - 1:30 pm
via Zoom


Navigating the New Virtual Marketplace
Taught by Nikki Coburn,
MLSPIN Trainer

Topics to be covered to help you with the "new "normal":

- Virtual broker tours in pinergy
- New Cloud CMA live turn CMAs into virtual listings
- Virtual open house with homesnap
- Q & A also.

register at
www.ncmar.com

Signing up and activating your Zoom account

Joining an existing account

If you are being invited to an existing account, you will receive an email from Zoom (no-reply@zoom.us). Once you receive this email, click **Activate Your Zoom Account**.

Creating your own account

To sign up for your own free account, visit zoom.us/signup and enter your email address. You will receive an email from Zoom (no-reply@zoom.us). In this email, click **Activate Account**.



**Enhance your skills.
Empower your future.**



COMMITMENT TO EXCELLENCE (C2EX)

Be an advocate for the future of our industry. Be committed to excellence.

REALTORS® defined professionalism in this industry more than 100 years ago

when they created the Code of Ethics. The award-winning C2EX program takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism ranging from customer service to use of technology.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization. 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.

To get started, log in to www.C2EX.realtor and take the self-assessment that measures your proficiency in each of the elements of professionalism, known as the C2EX Competencies. Based on your results, the platform will generate customized learning paths, recommend experiences, and provide tools and resources to increase your knowledge and enhance your skillsets.

Start your journey to excellence today at <https://www.c2ex.realtor>

Signing in to your Zoom account on the web

You can login to your Zoom account on the web at any time, at zoom.us/signin. Once you're logged in, use the panel on the left side to navigate the Zoom web portal. You can update your profile, schedule a meeting, edit your settings, and more.

Joining with your cell phone

Though not as interactive, you can join in a Zoom meeting like the Lunch and Learn or Committee meeting using your smartphone.

NOTE: Continuing education classes can not be joined by phone. The attendee must be logged on to Zoom to receive the CE credit and certificate.

MAR Government Affairs and Legal Update:

- HOUSING CHOICE PASSES HOUSE AND SENATE Economic Development Bills: 499 amendments in House ([MAR Statement to House](#)), 361 amendments filed in the Senate ([MAR Statement to Senate](#))

Some highlights from the bills:

- ✦ Housing Choice included in both the House and Senate with slight differences
- ✦ Permit Extension of one year for development in Senate
- ✦ \$5 million in funding for broadband and housing development in both bills
- ✦ Senate bill included redrafted amendment relative to crumbling foundations. MAR successfully advocated for a redraft of the amendment to remove requirement that sellers and agents file statement regarding foundation with potential buyers prior to sale.

Submitted [statement](#) to Economic Development Bill Conference Committee advocating for Housing Choice, Permit Extension, and crumbling foundation support. Also, opposes tenants right of first refusal as contained in the House bill.

- Transfer taxes, rent control, and inclusionary zoning all rejected by roll call votes in the House
- Transfer taxes and tenant right of first refusal withdrawn in the Senate
Submitted [coalition testimony](#) in opposition to legislation seeking to extend the eviction moratorium and other tenant proposals

House Energy Bill debated Friday ([MAR Statement](#))

- Amendment proposing building energy rating (on buildings over 15,000sq ft including residential) not adopted.
- A bill proposing a transfer tax on the sale of luxury property was sent to study, effectively defeating the bill for the session.
- Drafted letters opposing a local multifamily building moratorium
- Began research on a proposed local community impact fee

Important Renewal Information for all Licensees

The Executive Orders given by Governor Baker covered all trades, professions, and businesses licensed by Division of Professional Licensure ("DPL") boards of registration, as well as those licenses issued by the Agency's Office of Public Safety and Inspections ("OPSI").

However, on June 26, 2020, Governor Baker issued COVID-19 Executive Order No. 41, rescinding the prior orders as of July 10, 2020. **As a result, all licensees (individuals or businesses) who's licensed were expiring and were scheduled to renew between March 10, 2020 and July 10, 2020, will now have an expiration date of October 1, 2020, and must renew before that date.**

Any license that is scheduled to expire on or after July 11, 2020 must be renewed on or before its originally scheduled expiration date.

Check your license and make sure you have renewed prior to your expiration date.





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NEW BRAND, NEW LOGO,
NEW **MLSPIN.COM** WEBSITE COMING SOON!



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CALENDAR



AUGUST 12, 2020
10 AM TO 12:30 PM

**CODE OF ETHICS
CE CLASS**

ALL REALTORS MUST COMPLETE THIS
NAR MANDATORY CODE OF ETHICS
TRAINING AND YOU ALSO RECEIVE 2 CE
CREDITS FOR LICENSE RENEWAL

VIA ZOOM

PLEASE REGISTER AT WWW.NCMAR.COM
SO WE CAN SEND YOU THE CLASS
MATERIALS IN ADVANCE

Thursday, August 6th
9:30 am—10:30 am
Event Planning Committee
Zoom Meeting

Monday, August 10th
10 am—11 am
Community Involvement Committee
Zoom Meeting

Wednesday, August 12th
10 am— 12:30 pm
Code of Ethics
Continuing Education Class
Zoom Meeting


Wednesday, August 12th
1 pm—2:30 pm
Finance Committee Meeting
Zoom Meeting

Thursday, August 20th
Business Partner Appreciation Event
Cancelled

Tuesday, August 21st
Noon to 1:30 pm
Lunch and Learn
Navigating the New Virtual Marketplace
Zoom Meeting]

Wednesday, August 26th
9:30 am—10:30 am
Board of Directors Meeting
Zoom Meeting

Thursday, August 27th
10 am— Noon
Property Assessment, Valuation and
Taxation
Continuing Education Class
Zoom Meeting



CE CLASS RE18RC18

AUGUST 27TH 10 TO NOON
VIA ZOOM

**Property Assessment,
Valuation and
Taxation**

Topics to be covered:
Budget and Tax Rate
Community Preservation Tax
Property Tax Exemptions
Overrides, underoverrides and debt exclusions
property depreciation
abatements
appraisals and more!

register at www.ncmar.com

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