



40 Summer St. Fitchburg MA 01420

Ph. (978) 345-2531

www.ncmar.com

Volume 43, Issue 10

News & Views

October 2020

President's Message

Hello Everyone,

Fall is officially here! I hope everyone has been able to get out to enjoy some of the beautiful weather we have been having, and take in the fall colors.

As 2020 starts its 4th quarter I am fairly certain it is far from winding down. COVID 19 still haunts us, the election is just around the corner and many families are still trying to figure out how to do remote learning with their children and also stay employed. 2020 has definitely been challenging.

Here is a fun fact for 2020: October will see 2 full moons. The first was at the beginning of the month, which was referred to as a Harvest Moon. The second will be on Halloween and is referred to as a Blue Moon. This Blue Moon on Halloween is rare.

Speaking of Halloween, many communities are not having trick or treating, while others are and some communities are still trying to decide what to do. A few tips for safe trick-or-treating should your household decide to participate:

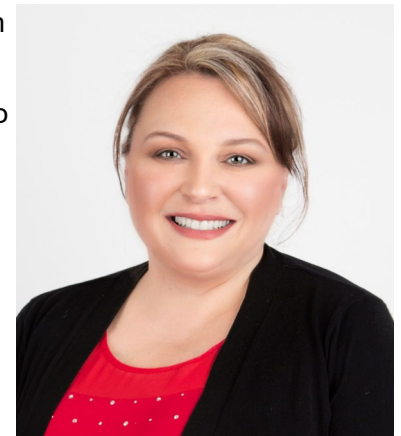
- don't put small pieces of candy in a bowl for kids to grab. Put them in smaller bags
- Don't have the kids grab the bags out of the bowl. You can get a grab stick (often times used by short people or elderly to reach things and pick them up) and use it to hand the bags to the children one at a time
- Wear gloves when you are handling the candy

-Meet them at the bottom of your stairs if you have any at the entrance so they are not funneled into an entryway area.

-Have hand sanitizer available should someone need some

-Wear your mask (no I don't mean just a costume mask)

-Meet trick-or-treaters at the bottom of your driveway and hand out treats from there



Kendra Dickinson
2020 President

This month we have some great ce and lunch-n-learn topics on the schedule including a legislative update from MAR legal counsel. They have been working tirelessly to stay on top of important issues like the extension of the eviction moratorium, flood insurance, and any bill that will help increase housing production.

At our October business meeting we will introduce our 2021 NCMAR slate of officers and hear about the updated Top Producer application process.

In conclusion, we will be kicking off our Adopt-A-Family drive later this month. This year we have more families, veterans and seniors that need our help more than ever. Please stay tuned for more information and help as much as you can. Every little bit helps those in need.

I hope you all are safe and well and if I can help you with anything please reach out! Your NCMAR leadership is here for you.

Premiere Sponsor



Nhqud#

Notice of October Annual Meeting

October 2020

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

September 4th, 2020 sent via email

To: NCMAR REALTOR and Business Partner Members

Re: October Annual Business Meeting, October 5th, 2020 at 1 pm via Zoom

This notice is to inform all members of the date of the October Annual Business Meeting, which is scheduled for Monday, October 5th at 1 pm via Zoom.

The agenda for the meeting will include the ratification of the 2021 slate of officers and directors and by law amendment.

The slate of officers for 2021:

President—Darlene Rossi, Morin Real Estate

President elect—Nicholas Pelletier, Keller Williams Realty North Central

Treasurer—Shauna Roberts, Hometown Bank

Secretary— Jean Rubin, Hometown, REALTORS

Immediate Past President— Kendra Dickinson, Keller Williams Realty North Central

Business Partner director Steven Kelley of Total Mortgage completes his term at the end of 2021.

REALTOR Director Irene Hayes of EXIT New Options was elected director for the 2021-2022 term.

October Annual Meeting via Zoom

October 5th beginning at 1:00 pm

Join Zoom Meeting

<https://us02web.zoom.us/j/83835754718?pwd=bGxGeW9ERGc5Z3FhMTVvcXVxVVZMUT09>

Meeting ID: 838 3575 4718

Passcode: NCMAR

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Additional candidates for the offices to be filled with the exception of the office of President, may be placed in nomination by petition signed by at least ten percent (10%) of the REALTOR® members. The petition shall be filed with the Executive Officer at least two weeks before the election, (9/18/2020) The Executive Officer shall send notice of such additional nominations to all REALTOR® members before the election.

By Law Motion:

NCMAR By Law, Article IV (e) Honorary Members. Honorary members shall be former REALTORS **or Business Partner members** of the Association who have retired, have been members of the Association for 20 years and have given outstanding service to the Association. They may be designated as honorary members by the Board of Directors upon nomination by a fellow **REALTOR NCMAR** member. Other **REALTOR NCMAR** members may be considered for honorary membership by reason of disability or special service.

(Red lettering is additional verbiage and strikethroughs will be removed)

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Upcoming Events

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.



NCMAR REALTOR Membership
Renewal Invoices are available
online at www.ncmar.com
Login in and pay before
12/31/2020 and save \$25.

Local dues amount has not
changed since 2016.

Payment plans are available.
Email membership@ncmar.com
for details.

October 2020

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

Notes from the MAR Legal Hotline

October 2020

Justin Davidson, MAR General Counsel

Catherine Taylor, Associate Counsel

Jonathan Schreiber, Staff Attorney

Q. What documents will I need to provide to the DPL investigator if my office is audited? Are there any COVID-19 related documents I should be maintaining?

A. The Division of Professional Licensure routinely performs random audits on real estate brokerages. An audit may also occur following a complaint against the brokerage or one of the affiliated agents. Ensure that you are prepared for an audit at any time by properly maintaining the following documents:

- * Escrow account ledger with a proper account of all funds;
- * Mandatory Real Estate Licensee-Consumer Relationship Disclosures;
- * Copies of any affiliated agents' licenses;
- * Lead paint disclosures (for required transactions);
- * Broker rental fee disclosure (for required transactions).

We have also recently learned that investigators may request to view a brokerage's COVID-19 reopening plan, as well as tracing records. The Massachusetts guidelines for reopening office spaces requires the posting of signs related to mask wearing, social distancing, directional indicators for foot traffic, and hygiene protocols. In addition, you should be maintaining records of individuals who physically enter the office, as well as documentation of who is present at showings. This is necessary for contact tracing in the event someone tests positive for COVID-19.



Q. My seller accepted an offer that waived the home inspection contingency, but now the buyer is asking for an inspection for information purposes. Is my seller required to allow this inspection?

A. No, if the contract does not include a home inspection, a seller is not required to allow one. Prior to waiving any contingencies, a buyer should thoroughly discuss the ramifications of such a waiver with their REALTOR®. A buyer who is interested in an information-only inspection should be sure to include that in the terms of their offer, rather than waiting for their offer to be accepted and then requesting access for an inspection. A buyer who later decides they would like an inspection, may negotiate to have a clause added to the Purchase and Sales Agreement allowing for an inspection to take place, but, again, a seller is not obligated to agree to that request. Waiving the home inspection should be a carefully considered decision.

The information and services provided through the Massachusetts Association of REALTORS® is intended for informational purposes and does not constitute legal advice, nor does it establish an attorney-client relationship. The Massachusetts Association of REALTORS®, by providing this service, assumes no actual or implied responsibility for any improper use of responses to questions through this service. The Massachusetts Association of REALTORS® will not be legally responsible for any potential misrepresentations or errors made by providing this service. For more information regarding these topics authorized callers should contact the MAR legal hotline at 800-370-5342 or e-mail at legalhotline@marealtor.com.

IT'S HERE!

NEW **LOGO**,
NEW **BRAND**,
NEW **WEBSITE...**

WE'RE
WICKED EXCITED
FOR THE FUTURE!

It's official - MLS PIN has a new logo, website, and branding!

The logo is bold yet refined; it symbolizes your connection to the data and relationships that drive your business. Our corporate website (mlspin.com) has been completely rebuilt, with an eye towards what our customers use the most.

Taken as a whole, the new brand represents a bright future, an opportunity to continue to be the MLS that supports you on your path to success. We're wicked excited for the future!



MLS Property Information Network, Inc.

904 Hartford Turnpike Shrewsbury, MA 01545
Phone: (508) 845-1011 Fax: (508) 845-7820 mlspin.com

Membership

October 2020

Welcome New Members!!

REALTOR Members

<u>Name</u>	<u>Office</u>
Neil Brown	Keller Williams Realty North Central
Kevin Cormier	Lamacchia Realty
Stacy DiPhillipo	Lamacchia Realty
Alexis Donnelly	Keller Williams Realty North Central
Matthew Hagar	Lamacchia Realty
James Murphy	Coldwell Banker Residential Brokerage
Carole Norton	Foster-Healey Real Estate Inc.
Joanna Suggs	Keller Williams Realty North Central
Caroline Sullivan	Real Estate Exchange
Sharie Warila	Keller Williams Realty North Central
Linda Barry	Paula Aberman & Associates

Business Partners

<u>Name</u>	<u>Office</u>
Betty Anders	Primary Residential Mortgage Inc.

August Membership Numbers

NEW MEMBERS 11

REINSTATEMENTS 0

SECONDARY BROKER - 0

RESIGNATIONS: 2

OFFICE TRANSFERS: 2

NEW BUSINESS PARTNERS: 1

REALTORS as of 8/31 - 515

BUSINESS PARTNERS as of 8/31 - 74

REALTORS as of 7/31- 506

BUSINESS PARTNERS as of 7/31 - 74



NEW MEMBER ORIENTATION

REALTOR and Instructor Niles Busler via Zoom

- What is the REALTOR Code of Ethics ?
- How does the Code help me in my business?
- Why the Code so important to know?
- Can I be cited for a violation of the Code by the public?
- Is the Code of Ethics and all its articles relevant to today?
- Have questions of your own,? The class is interactive so ask the instructor anything.

Get the answers to these questions and many more at this mandatory training.



Thursday
 Q r y h p e h u # 5 / 5 3 5 3 #
 9am to 12:30 pm
 via Zoom

Register by emailing Katey
 at membership@ncmar.com



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>



JONATHAN SCHREIBER,
ZACH RYAN AND
CATHERINE ROLLINS

MAR LEGISLATIVE &
REGULATORY DEPARTMENT

**LUNCH & LEARN
LEGISLATIVE UPDATE**

Tuesday, October 20, 2020
Noon to 1 pm via Zoom

Topics of Discussion:
2019-2020 Legislative Wins
Eviction Moratorium
Economic Development Bill
Climate Resiliency Bill
Housing Stability Measures
and much more

CALENDAR

Monday, October 5th
1 pm—2pm
Annual Business Meeting
Via Zoom

Wednesday, October 7th
10 am— noon
Foreclosures CE Class
via Zoom

Monday, October 12th
All Day
Office Closed

Wednesday, October 14th
10 am— noon
Selling Historical Homes CE Class
via Zoom

Friday, October 16th
United Way Day of Caring
9 am to 1 pm

Tuesday, October 20th
Noon—1 pm
Lunch and Learn
Legislative Updates
Via Zoom

Wednesday, October 28th
9:30 am—10:30 am
Board of Directors Meeting
Via Zoom

Sunday, November 1st
Daylight Savings Time Ends

Tuesday, November 3rd
Election Day



WEDNESDAY, OCTOBER 14, 2020
10 TO NOON VIA ZOOM

SELLING HISTORICAL HOMES

CE Class RE15R07 Instructor Andy Consoli

FORECLOSURES

WEDNESDAY
OCTOBER 7, 2020
10 TO NOON
VIA ZOOM



INSTRUCTOR ATTORNEY CRAIG REYNOLDS

Publication by the North Central MA Association of REALTORS

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