

Volume 44, Issue 4

News & Views

April 2021

President's Message



Darlene Rossi
2021 NCMAR President

問候! And Happy Spring!

So nice to have the longer days back and time for evening showings! And as the flowers begin to blossom, we have exciting things blossoming at NCMAR too!

The month started off for me with the annual Past President's Luncheon (zoom meeting for 2021!). It is a tradition for the new President to

have an audience with all available Past Presidents and hear their stories and ask them questions. What a wealth of experience and dedication we have at NCMAR! Some of them have been through very challenging times of one form or another and made it through. All have made significant contributions to our Board and most continue to serve still. We have a rich legacy at NCMAR that we can be proud of and grateful for. We are 75 years strong this year with lots to celebrate. You will be hearing more about that in upcoming newsletters

Last month I talked about our Strategic Plan. This month I wanted to remind you of our Mission: "To protect our culture, provide member value and represent the real estate industry to our local communities". Everything in our Strategic Plan, and all that we do at NCMAR, is to fulfill that mission - and you are an essential part of the team! As you run your real estate business, see how what we do at the Board is fueled by those directives and also how you might more intentionally contribute to our mission in your business and transactions. As the saying goes, a rising tide lifts all boats!

The Real Estate Conference & Expo (RECON) March 23-25 was great and Leigh Brown was phenomenal. You can

Premiere Sponsor



visit her website at www.LeighBrown.com for some free downloads. Also check out her YouTube channel for more excellent content...and ideas!

Another opportunity for your advancement and education kicks off April 1st and goes through October. It is the National Association of Realtors® Commitment to Excellence (C2EX) program. You can read more about it in this newsletter. Several agents have already completed it! In addition to the prizes that NAR will be offering, we will be highlighting those who have completed the program in this newsletter each month and having a special wall of recognition at the Board office. And for everyone that completes the program during the contest, their name will go into a drawing for 1 of 5 \$50 Amazon gift cards. If you missed the training on March 31st, don't worry, you can still participate. And if you need help, just reach out!

This month in our Spotlight sections, we have Kendra Dickinson of Keller Williams Realty North Central and Julie Millar of Home Staging by Julie. Among many areas of involvement for these two amazing professionals, Kendra was our NCMAR President in 2020, serves on many of our committees currently and is an RPAC Major Donor and Julie is very active on the Board participating in several events, fundraisers and Habitat for Humanity build projects. Remember them if you have need of their services.

And lastly, our Code of Ethics Scavenger Hunt. I guess I stumped everyone last month! See if you can get it this time and be our DD card winner for April!

The clue is: What does Standard of Practice 1-3 say? The first person to email me at darlenerossi@morinrealestate.com will be the winner!

Thank you for your participation in NCMAR. The sum is greater than the parts and you add something special to our culture that makes us Who We R.

Looking forward to possibly gathering together in the near future, so stay tuned for that!

Until next time, Be Kind and Be Real.

Darlene

Justin Davidson, MAR General Counsel

Catherine Taylor, Associate Counsel

Jonathan Schreiber, Staff Attorney



Q. If the MLS states that all offers are due by a specific date and time and my buyer submits an offer after that, does the listing agent need to present that offer?

A. Maybe. The Massachusetts Real Estate Regulations require that a licensee submit all offers to purchase or rent real property to the owner of the property upon receipt of such offers. This obligation is not absolute, however, and may be modified through an instruction from the seller.

A seller may provide their agent with instructions related to the sale of their property, including a specific time that offers are due by. If an offer is received after the time set by the seller, an agent may not be obligated to present that offer based upon the seller's instruction. A listing agent's fiduciary obligations require them to act in their client's best interests, so even if an offer comes in after the deadline, it may be a best practice to ask the seller if they would like the late offer presented.

It is important to remember that any limitations placed on the legal obligations of the listing agent must come at the direction of the seller. Any seller instructions should be memorialized in writing with as much detail as possible.

Q. Can a salesperson hold a leadership position, such as a Vice President or Team Leader, within a brokerage?

A. Yes, there is no legal prohibition on a salesperson from holding a leadership position within a brokerage. The brokerage must maintain a broker of record with a valid Massachusetts Broker's License, but the internal hierarchy may be determined by the broker.

A salesperson in a position of this nature may not assume those responsibilities of the broker of record, such as oversight of other salespersons and maintaining the escrow account. Regardless of the titles held by other individuals within the brokerage, the ultimate oversight and authority rests with the broker of record.

Written by: Justin Davidson, General Counsel; Catherine Taylor, Associate Counsel; and Jonathan Schreiber, Legislative & Regulatory Counsel.

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BOD Meeting Minutes

April 2021

Board of Directors: March 25, 2021 Minutes

Members in attendance: Darlene Rossi, President; Nick Pelletier; President elect; Shauna Roberts, Treasurer; Kendra Dickinson, Past President; Jean Rubin, Secretary; Irene Hayes, Director at Large; Steve Kelley, Business Partner Director and Kathy Lore, Executive Officer

Call to Order at 9:30 am

MOTION: It is moved, seconded and carried to approve the February 24th, 2021 BOD Minutes.

MOTION: It was moved, seconded and carried to approve the February Membership Report as presented.

MOTION: It was moved, seconded and carried to approve the February Financials subject to review.

MOTION: It was moved, seconded and carried to hold the next NCMAR Night Out in person if the event can be held outside at an open venue in accordance with the governor's re-opening orders.

The Community Involvement Committee minutes were reviewed.

The Government Affairs Committee minutes were reviewed.

The Membership/Events Committee minutes were reviewed.

Next BOD Meeting: April 21st at 9:30 am via Zoom

The meeting adjourned at 11:01 am

Community Involvement Committee

The committee met on March 15, 2021 10:00am.

Attendance: Brianna Kelley(chair), Alyssa Durkin, Michelle Haggstrom, Shauna Roberts, Linda Lee, Jean Rubin, Sarah Mayer, Tom Ruble, Stephanie Pandiscio, Kathy Lore, and Katey Adams

The meeting was called to order at 10am via zoom.

The minutes of the 2-22-2021 meeting were approved.

Abolitionist Park Updates – Volunteers needed to begin work around from Thursday May 6th to Saturday, May 8th. Volunteers are needed to help plant trees, flowers, make planting beds, installing a fence, and possibly building a moveable mini-stage. The association needs to accomplish this volunteerism by the end of May, per the terms of the grant and its extension. To sign up, please email kathylore@ncmar.com.

Food Donations/Collections – The committee is looking to have a few grocery stores serve as food collection sites. Several local police departments will be offering their cruisers to fill. April dates and times will be forthcoming.

Activate Mill Street Involvement – There are no updates or dates for volunteering to mention at this time.

Habitat for Humanity Build in Athol has a new foundation poured. There is a beer tasting fundraiser.

The idea of community clean ups was discussed..

Next Meeting: April 12th, 10:00am

Meeting Adjourned at 10:38am

NCMAR Leadership

President

Darlene Rossi
Morin Real Estate

President Elect

Nicolas Pelletier
Keller Williams Realty North Central

Treasurer

Shauna Roberts
Hometown Bank

Secretary

Jean Rubin
Hometown REALTORS

Director

Irene Hayes
Exit New Options Real Estate

Business Partner Director

Steven Kelley
Total Mortgage

Past President

Kendra Dickinson
Keller Williams Realty North Central

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Total Mortgage

Gold Sponsor

Fidelity Bank

Silver Sponsors

Law Office of David Rocheford

Reynolds Law Office

RMS Mortgage

Rawson and Sons Insurance Agency

IC Credit Union

Rollstone Bank & Trust

Government Affairs Committee

Minutes of February 25, 2021 Meeting

Attendance: Michelle Haggstrom, chair, Brian Cormier, Tom Ruble, Stephanie Pandiscio, Rick Vallee, Jean Rubin, Susan Wright, Laura Shifrin, Darlene Rossi, Nick Pelletier and Kathy Lore, Liaison

Excused: Kendra Dickinson, Yasmin Loft

The meeting was called to order at 9:32

The Real Estate Summit in cooperation with the North Central MA Chamber of Commerce is tentatively scheduled for May 18th.

The REALTOR Day on the Hill event is tentatively scheduled for June 8th

Meetings with our Mayors, Representatives, Senators, Selectmen and Planning Board Members

It was agreed to survey the membership to see who is involved in town/city government to put together a Town Monitor Program.

The RPAC goals were reviewed and there is a need for about 100 contributions, \$3770 and one more major investor. An email will be sent to the members asking for contributions with bullet points about the 2020 wins.

Tom Ruble agreed to serve as an SPC for Jonathan Zlotnik.

The Strategic Plan was reviewed

Next meeting date March 25, 2021 @ 11 am

Adjourned at 10:40 am

Member Services Committee

The committee met on March 2, 2021

Committee Members In Attendance: Jean Rubin, chair, Kendra Dickinson, Darlene Rossi, Yasmin Loft, Susan Wright, Rick Cuddy, Stephanie Pandiscio, Beverly D'Agostino, Lisa Thomann, Brooke Radcliffe, Tom Ruble, Brianna Kelley, Linda Lee, Christina Sargent and Sarah Mayer.

Committee Members Absent: (excused) Michelle Haggstrom, Yasmin Loft

The meeting was called to order at 9:33 am

The Strategic Plan was reviewed.

The 2021 Event Schedule will still need to be updated as COVID regulations change. We will continue to hold all events, classes and committee meetings via Zoom.

The June, October and Holiday Party/Installation events were discussed. The Business Partner Expo typically held in conjunction with the Top Producer Awards Banquet will be postponed to June Awards Banquet if we are able to meet in person.

Business Partner Appreciation Event typically held in August will be an outdoor event (COVID permitting)

Lunch and Learns via Zoom are being scheduled for 2021. Topics suggested were Underwriting Issues, Land Surveyors (perk tests, board of health, frontages), Johnny Schreiber/legal and legislative update (eviction moratorium, economic development, right of first refusal, etc)

Next Meeting Date: April 13th , 9:30 am

Adjourned at 10:04 am.#

Do you have suggestions for CE Classes or Lunch and Learn Topics?

Please email kathylore@ncmar.com with suggestions.

We are preparing the 2021 calendar for next years events and want your input.

Lunch and Learn's are one hour classes on any topic pertaining to real estate, personal growth, marketing, tax preparation, etc.

CE Classes are from a list of classes provided by the Board of Real Estate Brokers and Salespersons and can be found on mass.gov.

Meet Board Member—Kendra Dickinson *2021 NCMAR Immediate Past President*

My name is Kendra Dickinson, and I am REALTOR with Keller Williams North Central and the current NCMAR Immediate Past President.

Many of you may not know I was born in Wisconsin and I spent the first 10 years of my childhood growing up on my parents large dairy farm. We raised everything from cows, to pigs, goats, sheep, chickens and horses. That is where my love of horses began. I received my very first pony for my 4th birthday, and I named him Sprinkle Frinkle. My cousin also received a pony that year named Bunny. She practically lived at the farm with us, and at sunrise during the summer you would see us take off on our ponies and we wouldn't be back until dinner. I could write a book about all of our adventures. In 1988 my family sold the farm and we moved to a nice home further into the world nowhere. I loved riding so much, that when I got my first horse, a grey Arabian mare named Pasha, I started taking formal riding lessons and working for my trainer during the summers to pay for lessons and showing. I lived for the summer horse shows at the fairgrounds. Yes, I said the fairgrounds. When I tell you I grew up in a small community let me say my graduating class of 1996 was 36 students, and the class of 1995 was 19 students..... It was a SMALL community.

After graduation I spent a year working to save money and eventually moved to Providence RI and attend-

ed Johnson & Wales University. No, it was not for culinary, even though I make a mean chicken parm. I was part of the Equine Business Management Program and riding team. We were referred to by the other students as "the horse girls." And yes it was quite the site to see the group of us walking to class in downtown Providence in our riding breeches and tall boots because we just came back to the city from the schools barn. After 3 years of hard work and taking more classes at a time than I probably should have, I graduated with my BS in Equine Business Management with a minor in Accounting.

Shortly after graduation I met my first husband, we got married and moved to the Allentown/Bethlehem area of Pennsylvania. He was a Hardware Engineer for a large company based in PA. We had our two children Haley and Hunter. Random piece of info, Haley, my now ex husband and I all have the same birthday, June 11th. Three Gemini's in one house is A LOT of personality under one roof. After our son Hunter was born, I started working as a service department cashier at a local Cadillac dealership, and that is how my 17ish year in the automotive industry started. I worked my way up from a cashier through several other positions in the accounting office and just before moving to Massachusetts left automotive to run a large horse farm in the Pocono Mountains. Sadly that farm was lost to an electrical fire on March 6th, 1995. There were 21 horses in the barn at the time. In 1996 my husband took a job in Massachusetts and we moved back north.

Once we were settled I wasn't ready to run a farm again, so I went back to the "car business" and started working at a large dealership group. Hunter started playing Pop Warner football and Haley started cheerleading and we also purchased her a new pony since her other pony was lost in the fire. The family spent it's time working, going to football games and horse shows. Then the divorce fairy came to town. After my divorce I needed to step up the income game, so I called the owner of the Colonial Automotive Group and asked Mr. Gordon to have the Internet Sales Position at my location.



From there I build their multi-store BDC department, I also met my current husband, Michael and our son Aiden joined us. After almost 10 years at Colonial, I moved over to Ron Bouchard's Auto Stores and built their BDC department from the ground up. BDC stands for Business Development Center/ Internet Sales." After spending several more years at RBAS I decided that I needed a change of scenery. Given how much I liked helping people and seeing the smile on their face when I handed the keys to their new vehicle, I decided to explore the world of real estate. My boss at the time and dear friend thought it would be a perfect fit, and she supported me though my transition from the automotive world I knew so well and felt safe in into the great big scary new world of real estate.

In 2016 I passed the exam, got my real estate license and joined NCMAR. It didn't take long for me to fall into love with real estate and the people I worked with, so I make the choice to leave my much loved BDC team and to into real estate full time on July 1st, 2017. At that point I had already joined several committees at NCMAR and had almost 30 transactions under my 1.5 year old belt. From there I moved from one brokerage to join my Keller Williams family and I also made the decision to get involved with the leadership team at NCMAR. I had the privilege of attending not just Realtor Day on the Hill in Boston, but the Legislative Meetings in Washington DC. When we were in DC in 2019 for the meetings, we had the honor of a visit from the US President. He was the first sitting US Presidents to address the REALTOR organization IN PERSON ever.

While working with the leadership team at NCMAR I was also able to attend several state leadership events, conferences as well as go to San Francisco for the NAR convention. While at NAR I attended several days of leadership meetings, educational break out sessions, an adopted a puppy..... Yes, I adopted the famous Snickers and flew her home with me from San Francisco after the convention. Susan Wright, the board President at the time, has a few stories to tell about that adventure I am sure. By that time I had also earned several awards, including The President's Choice Award, Good Neighbor Award, Rookie of the Year, and most recently Realtor of the Year as well as several NCMAR Top Producer awards.

Now bring on my year as NCMAR President, the ominous year of 2020. I am the official owner of the NCMAR Presidential Pandemic Crown. We didn't even feel like the year started when our world as we knew it went on lockdown, and business as we knew it came to a screeching halt. Our membership had to stop in their tracks, quarantine then completely pivot and figure out how to do business in a completely different and safe way. I have the privilege of owning the year that my beloved REALTOR & Business Partner members looked COVID-19 in the eye and said "You are not going to stop me from helping others." And, we didn't. I even went through the process of selling our home in Lancaster and moving into our current home in Lancaster. I decided I didn't want to deal with a remodel of a kitchen, so moving during COVID apparently sounded better..... It was a long year, but for many a good year business wise. My family was hit with COVID in November, and myself as well as my father-in-law spent several days in the hospital. We are fortunate that everyone made it through and we were both home in time for Thanksgiving.

After rolling through the holidays, which for many meant celebrating without the usual large gatherings, I handed my gavel off to Darlene Rossi, your current NCMAR President. I will continue my NCMAR Committee work and I will always be here to support my NCMAR family. We are very special, and I am reminded of this every time I have one of you on the other side of a transaction as a co-broke. I am proud of "Who WE R"

In summary, I leave you with a message: Get involved with your board and board related events. You don't have to be in leadership. Our Committee work is very important, and we help so many in our community with the work we do. I very wise young lady named Pam got me involved by asking me to take her seat on the Community Involvement Committee, and I have not regretted it for a second. Thank you Pam Stop by a meeting one day (via Zoom currently). If you want to join on of our Zoom meetings, ask Kathy or Katie for the link. You are always welcome. When we are able to starting getting together in person, join us. You will meet other board members and make valuable connections. With that, stay safe and be proud to be a NCMAR member!!"

Business Partner Spotlight

Meet Your Business Partner—Julie Millar



Julie Millar is a home stager who owns Home Staging by Julie. She has been staging, consulting, downsizing and organizing since 2010.

Julie is a graduate of Mount Wachusett Community College, Middlesex Community College and has certificates from Association of Design Education and Home Staging.com.

She has consulted and staged homes from \$50,000 to \$1,000,000, giving homeowners the knowledge to get their homes sold in the shortest amount of time and for the most money.

Julie periodically writes articles for the Winchendon Courier on issues that are informative as well as relatable. Home Staging by Julie works with homeowners, Realtors, contractors, banks as well as assisted living facilities.

She is a member of two Chambers of Commerce: Greater Gardner and North Central and also the North Central Massachusetts Association of Realtors. Other affiliations that she belongs to are RESA (Real Estate Staging Association) and ADE (Association of Design Education).

Julie's other hobbies and interests include biking, running, kayaking, hiking and Zumba. She also loves volunteering for the Red Cross, the House of Peace and Education and sits on the Women2Women committee through the Greater Gardner Chamber of Commerce.



Julie Millar



Julie can be reached at

(978) 249-8550 or

(978) 660-9385

julie@homestagingbyjulie.com

(pictured Katie Weldon, Julie Millar and Susan Wright volunteering to work on the North County Land Trust trails for the United Way Day of Caring



April 2021

2021 Committee Chairs

Executive Committee

Darlene Rossi

Finance Committee

Shauna Roberts

Government Affairs

Michelle Haggstrom

Member Services/Event Planning

Jean Rubin

Community Involvement

Brieanna Kelley

Grievance

Gayle Sabol

Professional Standards

Gary Bourque

Scholarship

Pamela Bakaysa Conway

Awards & Recognition

Kendra Dickinson

Top Producer

Laura Shifrin/Gail Lent

MAR Directors

Darlene Rossi

Kendra Dickinson

Alternates

Susan Wright

Nicholas Pelletier

MLS PIN Directors

Rick Healey

Paula Savard

C2EX Challenge Accepted

April 2021



Who doesn't like a little friendly competition.

It's time to rock the 2021 C2EX Challenge!

The Challenge runs April 1 to October 1, 2021

This turn-key competition for state and local associations inspires REALTORS® to earn their C2EX Endorsement, to raise the level of professionalism in the industry, increase their marketability, and grow their business.

Winning associations will receive grants and national recognition they can strategically leverage to boost membership and reinforce the essential role REALTORS® play as community experts. Encourage members to earn their C2EX Endorsements to position your association for the win, and help REALTORS® optimize business practices and boost their bottom lines.

Winners Announced during the 2021 REALTORS® Conference & Expo. The state and local associations with highest point totals will win \$5,000 grants to further their promotional efforts of the Commitment to Excellence program!

Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization, and at no additional cost.

Get started on your journey today by logging in to www.C2EX.realtor and taking any one of our 11 self-assessments to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform generates a customized learning path and recommends experiences and resources to enhance your individual skillset.

Be an advocate for the future of our industry. Be committed to excellence. Go to www.C2EX.realtor to get started with this award-winning program!

We are very proud to announce that NCMAR has eight members who have completed the program!



Cara Casamasima
of Straight Real Estate Solutions



Diane Guercio
of Keller Williams Realty North Central



Mark Kavanagh
of Keller Williams Realty North Central



Laurie Kraemer
of Open Door Real Estate



Elizabeth Lamontagne
of Paula K. Aberman Associates



Jean Rubin
of Hometown, REALTORS



Laura Shifrin
of Townsend Center Realty



Tracy Sladen
of Paula K. Aberman Associates

Welcome New Members!!

REALTOR Members

<u>Name</u>	<u>Office</u>
Marco Graves	Lamacchia Realty
Nicole Sadowski	Lamacchia Realty
Michelle Sticklor	Keller Williams Realty North Central
Tracy Sturgill	Coldwell Banker Realty
Mark Welch	Coldwell Banker Realty

Association Transfers

<u>Name</u>	<u>Transferred From</u>	<u>Office</u>
Deborah Lajoie	NEAR	Real Estate Exchange

Office Transfer

<u>Name</u>	<u>Transferred from</u>	<u>Transferred to</u>
Giovanna Graves	Coldwell Banker Realty	Lamacchia Realty

February Membership Numbers

NEW MEMBERS: 6
RESIGNATIONS: 20
ASSOCIATION TRANSFERS : 1
NEW BUSINESS PARTNERS: 1

AS OF 2/28/2021
REALTORS: 530
BUSINESS PARTNERS: 71
TOTAL MEMBERSHIP: 601

AS OF 2/28/2020
REALTORS: 494
BUSINESS PARTNERS: 89
TOTAL MEMBERSHIP: 583



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
May 13, 2021
9am to 12:30 pm
via Zoom

Register by emailing Katey
at membership@ncmar.com

CE Classes for 2021

April 2021

2021 Continuing Education – Conducted via Zoom

4/7/2021	10:00am	Short Sales (RE78R13)	Taught by Attorney Nik Thalheimer
4/21/2021	10:00am	Condos, Coops, Timeshares (RE12R07)	Taught by Attorney Craig Reynolds
5/12/2021	10:00am	Title V (RE22RC13)	Taught by Andy Consoli
5/19/2021	10:00am	Contract Law (RE05RC12)	Taught by Attorney Craig Reynolds
6/9/2021	10:00am	Wetlands Protection Act (RE23RC12)	Taught by Andy Consoli
6/16/2021	10:00am	Understanding Title/Concerns (RE44R05)	Taught by Attorney Nik Thalheimer
7/13/2021	10:00am	Real Estate Professional Ethics (RE33RC11)	Taught by Paula Savard
8/11/2021	10:00am	Environmental Issues (RE63RC10)	Taught by Andy Consoli
9/8/2021	10:00am	MA RE License Law/Regulations (RE08RC12)	Taught by Andy Consoli
9/22/2021	10:00am	Purchase and Sales Agreement (RE89R14)	Taught by Attorney Craig Reynolds
10/6/2021	10:00am	M.G.L. c. 93A (RE04RC12)	Taught by Attorney Nik Thalheimer
10/13/2021	10:00am	Architecture (RE14R07)	Taught by Andy Consoli
11/10/2021	10:00am	Residential New Construction (RE46R05)	Taught by Andy Consoli
11/17/2021	10:00am	Residential Appraisal Process (RE26R20)	Taught by Gary Bourque NEW!
12/7/2021	10:00am	Real Estate Professional Ethics (RE33RC11)T	Taught by Paula Savard
12/15/2021	10:00am	Closing and Settlement (RE07R19)	Taught by Attorney Craig Reynolds

Note: Classes are from 10:00am to noon, with the exception of the Real Estate Professional Ethics classes, which are 10:00am-12:30pm. All videos need to be on during the class to receive a certification of completion for the class. Attendance is taken at least three times during the class to make sure attendees are present throughout the 2 hours.



THURSDAY, APRIL 15TH

NOON TO 1 PM

LUNCH AND LEARN

MORTGAGE UNDERWRITING CHANGES
that every REALTOR needs to know about

TAUGHT BY BRIANNA KELLEY

total  mortgage REALTOR

CALENDAR

WEDNESDAY, APRIL 7, 2021
10 AM TO NOON

Short Sales

CE Class (RE78R13)
Taught by Attorney
Nik Thalheimer

The Class will cover:

- What is a Short Sale?
- Why do a Short Sale?
- Negotiating the Short Sale Pay offs
- Reasons for Short Sale rejection
- Broker's Price Opinion
- Challenges in Negotiating Short Sales
- and Tax Issues

Register at www.ncmar.com



Sponsored by



Wednesday, April 7th
CE Class Short Sales (RE78R13)
10 am to Noon
Taught by Attorney Nik Thalheimer

Thursday, April 8 to 22
Volunteer Opportunity
NCMAR Basement Cleanout
Volunteers needed

Monday, April 12th
Community Involvement Committee
10 am via Zoom

Tuesday, April 13th
Member Services Committee
10 am to 11 am via Zoom

Thursday, April 15th
Lunch and Learn
Underwriting Changes
Noon to 1pm

Wednesday, April 21st
Board of Directors Meeting
9:00 am to 10:00 am via Zoom

Wednesday, April 21st
Condos, Coops, Timeshares
(RE12R07 CE Class)
10 to noon
Taught by Attorney Craig Reynolds

Thursday, April 22nd
Government Affairs Committee
10 am via Zoom

Thursday, May 13, 2021
New Member Orientation
to 12:30 via Zoom
Taught by Niles Busler

CONDO'S, COOPS AND TIMESHARES CE CLASS (RE12R07) TAUGHT BY ATTORNEY CRAIG REYNOLDS

REGISTER AT WWW.NCMAR.COM

APRIL 21, 2021
10AM TO NOON

Class sponsor



THIS CLASS WILL COVER:

What is a condo and how is it created?
What is a declaration of trust?
What is the Condo Super Lien Bill?
What is the difference between Condos and Coops?
What is Leasehold interest and so much more.....

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