

Cache-Rich Association of REALTORS®
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Association CONNECTION

EDITION 5 Spring 2016

PRESIDENTS MESSAGE



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Spring Break in Cache Valley brought us abrupt changes in weather! Sunny & warm quickly turned to cold with 6+ inches of snow, and continues to change every day. The same can be said for our local real estate market! A property pops up for sale one day, and is gone the next, having been snatched up by a ready and able buyer. NAR reports that low interest rates are encouraging buyers to jump into the market, but momentum will slow if new listings don't quickly replace what's being scooped up. I encourage you to stay up to date and informed with MLS & Association statistics. This knowledge will benefit you and your clients alike!

As real estate agents, we know what it takes to acquire our state issued licenses. School, application and complete background checks are required. That license then allows us membership in the REALTOR® organization, and with that, we receive some of our most valued business tools, one being Supra access. Are you aware that Inspectors are not held to the same licensing standards, but have traditionally been given Supra access through our Affiliate program?

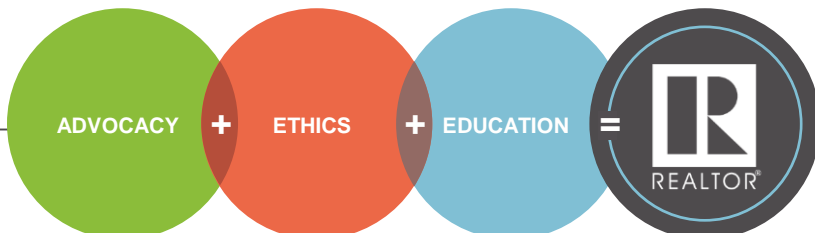
Recognizing that there was liability associated with this practice, the Cache-Rich Association (with the help and support of the UAR) created an Inspector Supra Keyholder Application, which requires a full background check to be provided to the Association along with proof of liability insurance. We value our Inspector Affiliate members and want to continue to provide them with Supra benefits, for their convenience and yours! Currently, all Inspector members of the *CRAR have complied with the new application process and are under review. We will update you as soon as all Inspectors have been approved for **continued Supra benefits.

* SOME UTAH ASSOCIATIONS HAVE NOT YET ADOPTED THESE NEW POLICIES. PLEASE USE CAUTION WHEN CONTRACTING INSPECTORS WHO ARE NOT CRAR AFFILIATE MEMBERS.

** INSPECTORS WITH PRIOR MEMBERSHIP IN THE CRAR WILL CONTINUE WITH SUPRA BENEFITS UNLESS REVIEW OF THEIR APPLICATION AND BACKGROUND CHECK DEEMS THEM INELIGIBLE.

Did you know? Inventory Shortage NOT a sign of the next "Bubble"

Lawrence Yun, the Chief Economist at the National Association of REALTORS® recently explained in a *Forbes* article: "Even though home prices are climbing far above people's income, low mortgage rates have permitted people to buy a home without overstressing their budget. For someone making a 20% down payment, the monthly mortgage payment at today's mortgage rates would take up 15% of a person's income. During the bubble years, it was reaching 25% of income. The long-term historical average is around 20%. Therefore, a middle-income household does not need to overstretch their budget much if at all to buy a typical home."



LOW MORTGAGE RATES
+ HOUSING DEMAND
= STRONG HOUSING MARKET



professionalism

noun / pro-fes-sion-al-izm :the skill, good judgement, and polite behavior that is expected from a person who is trained to do a job well



While the Code of Ethics and Standards of Practice of the National Association establishes objective, enforceable ethical standards governing the professional conduct of REALTORS®, it does not address issues of courtesy or etiquette. Based on input from many sources, the NAR developed the following list of professional courtesies for use by REALTORS® on a voluntary basis.

I. Respect for the Public

1. Follow the "Golden Rule": Do unto other as you would have them do unto you.
2. Respond promptly to inquiries and requests for information.
3. Schedule appointments and showings as far in advance as possible.
4. Call if you are delayed or must cancel an appointment or showing.
5. Communicate with all parties in a timely fashion.
6. When showing an occupied home, always ring the doorbell or knock—and announce yourself loudly before entering. Knock and announce yourself loudly before entering any closed room.
7. Present a professional appearance at all times; dress appropriately and drive a clean car.
8. Encourage the clients of other brokers to direct questions to their agent or representative.
9. Be aware of and respect cultural differences.
10. Show courtesy and respect to everyone.
11. Be aware of—and meet—all deadlines.
12. Promise only what you can deliver—and keep your promises.
13. Identify your REALTOR® and your professional status in contacts with the public.

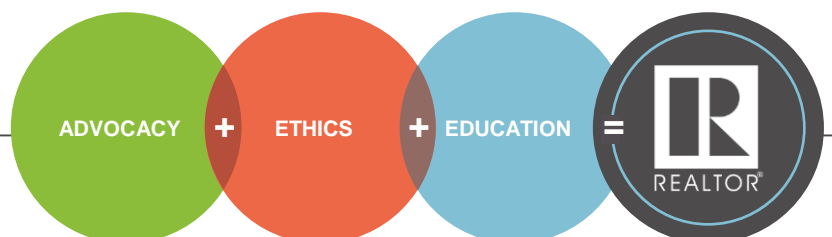
I. Respect for Property

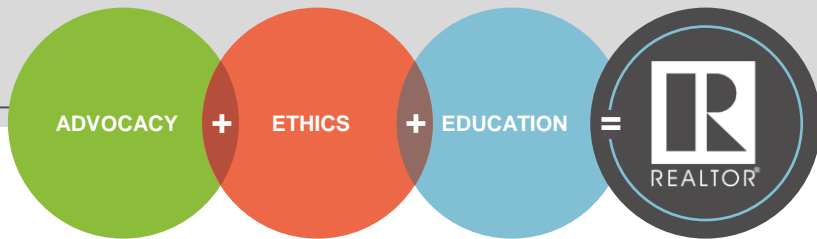
1. Be responsible for everyone you allow to enter listed property.
2. Never allow buyers to enter listed property unaccompanied.
3. When showing property, keep all members of the group together.
4. Never allow unaccompanied access to property without permission.
5. Enter property only with permission even if you have a lockbox key or combination.
6. Be considerate of the seller's property.

III. Respect for Peers

1. Identify your REALTOR® and professional status in all contacts with other REALTORS®.
2. Respond to other agents' calls, faxes, and e-mails promptly and courteously.
3. Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.
4. Notify the listing broker if there appears to be inaccurate information on the listing.
5. Share important information about a property, including the presence of pets, security systems, and whether sellers will be present during the showing.
6. Show courtesy, trust, and respect to other real estate professionals.
7. Return keys promptly.
8. Carefully replace keys in the lockbox after showings.
9. To be successful in the business, mutual respect is essential.
10. Real estate is a reputation business. What you do today may affect your reputation—and business—for years to come.

*Watch for more "tips" on professionalism
in future issues!*





The Cache-Rich Association of REALTORS® invites all Members to take part in our 2016 RPAC Fundraising Challenge

THE GOAL

\$20,000 in Donations -- 50% Participation -- 8 Major Donors

TO ENTER

- ▶ \$38 Donation = 1 Entry
- ▶ For each additional \$100 = 1 additional Entry (ex. \$138 = 2 Entries, \$538 = 6 Entries and so on)
- ▶ \$1000 Donation = 12 Entries (Major Donor Status)
- ▶ 100% Office Participation = 1 additional Entry (for each Agent)

PRIZE DRAWING

Winner will receive a travel package to the **Utah Association of REALTORS® Annual Convention in St. George, UT**. Package includes full convention registration & hotel accommodations.

In order to qualify for entries into the prize drawing, RPAC donations must be received by the Association Office no later than July 31st.

The drawing will be held at the Elections Business Meeting on August 10, 2016.

You DO NOT need to be present at this meeting to win.

CALENDAR ITEMS

APRIL 2016

- 6 Affiliate Trade Show & Luncheon
RIVERWOODS CONFERENCE CENTER
- 7-8 "GRI 100-Business Development"
9 HR CORE CE @ CRAR
- 11-13 Region XI Conference
PARK CITY, UTAH
- 20 Board of Directors Meeting
- 21 "Integrated Mortgage Disclosures"
3 HR CE @ CRAR
SPONSORED BY AMERICAN SECURE TITLE
- 26 Division of Real Estate Caravan
TBD

MAY 2016

- 9-14 REALTORS® Party Convention
WASHINGTON, D.C.
- 18 Board of Directors Meeting
- 19 New Member Orientation
- 19 "Code of Ethics"
3 HR CORE CE @ CRAR
- 19-20 "12 Hour New Agent Course"
12 HR CORE CE @ BATC
- 25 UAR Board of Directors Meeting

JUNE 2016

- 1 RPAC Auction & Luncheon
RIVERWOODS CONFERENCE CENTER
- 10 "UtahRealEstate.com"
3 HR CE @ CRAR
- 15 Board of Directors Meeting
- 23-24 "GRI 200-Technology"
16 HR CE @ CRAR

Calendar Items can also be found on our website at www.cacherich.com or by watching for the weekly calendar items email sent out by the Association Office.





2016 Charity Partnership

The Cache-Rich Association of REALTORS® Consumer Outreach Committee has chosen

Little Lambs Foundation for Kids

for our 2016 Association Charity Partnership.

Little Lambs
foundation for kids



"Providing a little bit of comfort in every bag"

Little Lambs Foundation for Kids is a nonprofit 501(c)3 Organization which provides Comfort Kits to children ages newborn to 17 years old who are transitioning into foster care, shelter or who have been hospitalized. They provide them with a little comfort in a bag.

In Northern Utah alone there are 696 children in Foster Care. There are also 83 children that are in the in-home program through DCFS just in Cache Valley. Most children are not able to take anything with them & if they are able, they carry their precious belongings in a black trash bag.

Little Lambs Foundation for Kids provides a little bag of items they can call their own.

How You Can Participate...

The Consumer Outreach Committee is charged with involving members of the CRAR and the public in activities that improve the quality of life in the communities encompassed by the Association jurisdiction. They will do this by placing donation bins around brokerage & affiliate offices in Cache, Rich & Franklin counties where individuals can donate items for the Little Lambs Comfort Kits, based on the need of the foundation at that time. Items may include hairbrushes, sippy cups, granola bars or other miscellaneous items.

Watch for general notices regarding donation drop-off locations, as well as the requested comfort kit item!

