



A Message from Your President...



Larry Bradley
2018 PRESIDENT

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Happy New Year! To my fellow Realtors and Associates, I want to take this opportunity to let you know that I am excited to serve as President of the Cache-Rich Association of Realtors® in 2018. I am grateful that we have had some great leaders who have paved the way to ensure that we are one of the BEST associations to be a part of. I have learned this last year that we really are fortunate to have the healthy working relationships that we do and to have an association that provides us with opportunities and the ability to be successful in our profession. We have an amazing Association Executive in Emily, who goes above and beyond to make sure we have the tools we need, who keeps us up to date on industry changes and is a strong advocate on our behalf. I look forward to serving alongside our current leadership team and will work hard to raise the bar even higher.

I have had the tremendous opportunity to rub shoulders with some amazing people this past year. I have always known that we have something special here in Cache Valley. I love that I can learn from each of you. In talking with many of you throughout this year, I have realized that we still have room to improve. I have set some goals for this upcoming year and am excited to share a few of them with you:

- 1... Maintain the standard that has been set of Obtaining the Presidents Cup!
- 2... "Raise the Bar" is the theme I have chosen for this year. Let's rise above the industry standard!
- 3... Keep the association moving forward through financial stability and Core Standard compliant.
- 4... Provide a listening ear and being a voice for the members.

I am proud to be associated with such an elite organization and I truly love being a REALTOR®. We have a unique opportunity to assist others in making their dreams come true. I want you to know that I am available for whatever you may need help with. I will promote our REALTOR® values and do my best in serving in this capacity. I'm grateful for your confidence in me and appreciate your support. Lets make 2018 the best year yet!

2018 CHARITY PARTNERSHIP... *Who should it be?*

The Cache-Rich Association of REALTORS will organize human resources or a fundraising event for the benefit of a local charitable or community organization. Recommendations for consideration are due no later than February 9, 2018. A charitable organization will be selected February 23, 2018 by the Consumer Outreach Committee.

[CLICK HERE TO NOMINATE](#)



ADVOCACY + ETHICS + EDUCATION



CALENDAR ITEMS & UPCOMING EVENTS



Registration Now Open!
To register, log into the Membership Database

REGISTRATION IS REQUIRED FOR THIS EVENT

Seating is limited to 50 guests in each class, so pre-registration is required and is on a first come, first serve basis. Register early through the Membership Database on our website! Sign up for EACH class you plan to attend.

COST TO ATTEND

The cost for members to attend this event is FREE ... however ... we kindly request that all who wish to benefit from these classes make a \$15.00 donation to the Realtors® Political Action Committee (RPAC). Donations will be accepted at check-in, at the start of the event.

CONTINUING EDUCATION CREDIT

Continuing Education credit will be given to those who sign the attendance roster and attend the course IN FULL.

REALTOR® Ski Night



Thursday, January 25, 2018
5:00 to 9:00 pm

This event is for all REALTOR® & Affiliate Members, and their clients, families and friends. Tickets are now available for purchase using the online Member Database.

JANUARY 2018

- 11 3 HR CORE CE COURSE
"1031 ECHANGES" AT BTC
- 17 BOARD OF DIRECTORS MTG
- 25 REALTOR SKI NIGHT
BEAVER MOUNTAIN
FOR MEMBERS, FRIENDS & FAMILY

FEBRUARY 2018

- 7 EDUCATION RETREAT
RIVERWOODS CONFERENCE CENTER
- 15 NEW MEMBER ORIENTATION
ASSOCIATION OFFICE
- 15 3 HR CORE CE COURSE
"CODE OF ETHICS" AT CRAR OFFICE
- 16 REALTOR® DAY ON THE HILL
SALT LAKE CAPITAL BUILDING
- 19 OFFICE CLOSED
IN OBERVANCE OF PRESIDENTS DAY
- 21 BOARD OF DIRECTORS MTG

MARCH 2018

- 8&9 12 HR NEW AGENT COURSE
AT BTC
- 21 BOARD OF DIRECTORS MTG

Calendar Items can be found on our website or in the weekly calendar items email sent out by the Association Office.

professionalism

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



TIP

TRANSACTION SCENARIO

What's your answer to this common situation?

Elaine Buyer submits an offer to Jerry Seller. Addendum #1 includes the following:

- 1) Seller to pay \$3500 of Buyer's closing costs.
- 2) Kitchen subzero refrigerator and basement flat screen TV to be included.

Jerry Seller counters with Addendum #2:

- 1) Seller to pay \$2500 of Buyer's closing costs.
- 2) Earnest Money to be increased to \$5000.

Elaine Buyer counters with Addendum #3:

- 1) F&A Deadline to be moved to November 20th.

Jerry Seller properly accepts Addendum #3.

What terms are included in the contract? When negotiating contracts that include multiple addenda like this, is there a good way to ensure both buyer and seller know exactly what they have agreed to so there isn't a problem later on?

ANSWER...

\$2,500 Buyer Closing Costs, \$5,000 Earnest Money, Fridge & TV included, Financing & Appraisal deadline moved to 11/20.

The reason I bring this up is because we've had litigation on this topic. This issue usually comes up with more complicated scenarios than the one used above. Attorneys argue quite effectively that the safer approach is to reiterate terms from a prior addendum in a later addendum just to clarify that those terms are in fact accepted (or not). So, in the example above, in Addendum 3, Elaine could have written a simple statement that said something like "EM to be \$2500, fridge and TV included, and F&A Deadline to be 11/20." In other words, restating all terms that have been agreed to. This risk reduction tip can be even more effective when several addenda with multiple terms on each have gone back and forth between the buyer and seller. So even though it might be redundant, it's a good idea to eliminate the potential confusion and possibility of the buyer and seller not reaching a "meeting of the minds."

As you should know by now, the Division of Real Estate, Real Estate Commission, and the Attorney General's Office have approved revisions to the Real Estate Purchase Contract. This revised REPC may now be used and will completely replace the current REPC on January 1, 2018.



Congratulations Award Recipients!

Presidential Award – Emily Merkley, CRAR Association Executive

Given to a member of the community who has helped promote the REALTOR® cause of private ownership of property.

REALTOR® of the Year Award – Cindy Cummings, Youngblood Real Estate

Given to an overall outstanding REALTOR® member.

ROOKIE of the Year Award – Amy Rupp, Youngblood Real Estate

Given to a newcomer in the field of real estate who has proven to be an outstanding REALTOR® in a relatively short period of time.

Hart Award – Lanis Duke, Brokers Group Real Estate

In memory of Belva Hart, this award may be given to the Association member who has gone above and beyond the call of duty to help his/her clients, customers and community.

Service Award – Lisa Udy, Platinum Real Estate

In memory of Russell V. Anderson, this award may be given to the Association member who has “gone the extra mile” to help the Association, its members and the community.

Standard of Excellence Award – Karen Bradley, Dwell Realty Group

In memory of Colleen Curtis, who understood and followed the Code of Ethics in her real estate profession.

Good Neighbor Award – Tatia Nail, Youngblood Real Estate

This award honors one REALTOR® or Affiliate Member who has made exceptional contributions to his or her community this past year.

Affiliate of the Year – Wendy Ciampini, American Secure Title

This award is presented to an Affiliate Member of the CRAR who shown exceptional interest in the Association and who has committed time and resources in various capacities for the Association.

