



Upper Valley Board of REALTORS®

NEWSLETTER

Third Quarter 2011

President's Message

By Dave Walthour

With all that is going on right now, it is difficult to find all we need to know for this market. Don't know about you, but it seems that buyers are making the most of the "buyer's market." What a challenge this can be!

In the midst of this, there are changes going on with local, state, and national. One thing I wanted everyone in the board to know is that we are taking measures to make our board website (UVBOR.com) up-to-date and useful for all board members. We are committed to have the calendar, schedule of education events, and member and affiliate directories up to date. This is an important tool for our business, and we will continue to make it an updated resource for all our members.

Secondly, we always encourage our members to visit the NHAR website. This site also lists education opportunities, and other events that are of benefit, if you are not able to attend the local events.

Finally, please take some time this month to visit realtor.org and see all that is happening with National. Please know that the REALTOR Political Action Initiative passed unopposed in May at the Washington Mid Year Meetings. Tom Riley, our NHAR President, is a strong supporter of this initiative. Please visit NAR's website to learn more about this, as well as the many other resources NAR provides for its membership.

Have a great fall!

Board Notes

Submitted by Diana Dunning

It is important to remember the policy of the Upper Valley Board of REALTORS® reads as follows: Every REALTOR® member in good standing is required to attend at least two meetings of the association every year. DRs will be fined for their agents that have not attended 2 membership meetings in a year, at \$25 per missed meeting, with the collected fines to go to the Scholarship Fund. ***BE SURE YOU HAVE ATTENDED TWO MEETINGS THIS YEAR! The next meeting is scheduled for November 15th.***

Note of interest: We have been informed that Bruno Engineering in Woodstock, VT has closed shop. Copies of most surveys done (since 1975) by Bruno Engineering are now available through Brad M. Ruderman & Associates in Windsor, VT – 802/674-4248 – ruderman1@aol.com.

Please find the following included in this newsletter:

- Annual Meeting Notice
- Official Notice – Slate of 2012 Officers & Directors
- September 27, 2011 Membership Meeting Minutes
- Preliminary 2012 Calendar

Please find the following as a separate attachment:

- REALTOR® Safety Update and “Red Card” Alert Use Explanation

Affiliate Committee

Submitted by Flossy Courtemanche

Save the date! The REALTOR® Holiday Luncheon is scheduled for Tuesday, December 13th at the Enfield Community Center.

The Affiliates Breakfast is scheduled for 8:00 a.m. on Wednesday, October 12th. Everyone is welcome to attend. This month the location will be 112 Route 12A, Cornish, NH and be hosted by Century 21 Energy Shield Realty. Directions to the October breakfast are: From I-89 take exit 20, travel South on NH Route 12A to Cornish (also known as Maxfield Parish Highway), not far from the Plainfield/Cornish town line. House is on the right. See Century 21 Energy Shield Realty “For Sale” sign out front. It was agreed by the Board of Directors to allow a REALTOR® with a suitable listing to host these meetings; please contact Brian Fortier (802/436-1085) if you would like to host a future meeting.

Education

Submitted by Doreen Wyman & Casey Cantlin

The Co-Chair of Education, Doreen and Casey, are organizing classes for 2012 and would appreciate receiving any suggestions on classes you would like to see offered, or classes they you may have been to at the state level or others boards that you especially liked.

Doreen – doreenwyman@granitenorthland.com (603)523-9993

Casey – casey@cantlinrealtors.com (603)632-7955

This year we had a class in the morning, the REALTOR® lunch, and a class in the afternoon. It would be helpful to know if members like this or if they would rather just have one class per day.

At the September meeting, Safety was the focus. Casey has prepared a report of the various items discussed and the use of the “Red cards”. Please refer to the attachment to this newsletter to get this valuable information.

REALTOR® Pins: We’d like to see everyone wearing their REALTOR® pin. Doreen and Casey have them for sale for \$5 each while the supply lasts (once gone they can be purchased through NHAR for \$10 each).

NNEREN Report

Submitted by Mary Magnell

NNEREN® Talking Points

September 21, 2011

Action Items:

It was voted to accept two Forms Committee recommendations due to new requirements that are mandatory for appraisers:

“Basement Access” will be added as a conditional mandatory field if Basement = “Yes”, with “Walk-out” “Walk-up” and “Interior” selections. “Basement Y/N” and “Basement Access” will be displayed in a single row in Full and Customer Displays, similar to road frontage handling. Effective October 31, 2011

“Apx Ttl. Sq. Ft. Below Grd” will be added to the full display under “Apx. Fin. Below Grade”...and included in custom display builder. In Listing Maint., “Apx Ttl. Sq. Ft. Below Grd” will be added above “Total Fin. Sq. Ft.” To be a mandatory entry field effective January 1st, providing that MarketLinx is able to exempt existing listings.

It was also voted to amend NNEREN® IDX language (see Item 7 of the IDX agreement) to clarify that any website used for publication of the IDX Database or any portion thereof must be controlled by an IDX Participant and advertised as that IDXP’s web site. Advertising (including co-branding) on pages displaying IDX-provided listings is prohibited.

Note: although not the sole determining factor, the identity of the registered owner of the URL in which the publication of IDX is being displayed shall be given serious consideration in determining if the website is actually controlled by the IDX Participant as required by the above rule.

NNEREN® News:

It was determined that the FIND product - Move’s natural search engine and property-centric database - will be a topic for the NNEREN® November Leadership Retreat, to allow thorough consideration in the context of other MLS data initiatives including Realtors Property Resource. An update on RPR will be presented by Ron France, VP of Industry Relations for RPR. The NNEREN® Leadership Retreat is scheduled for November 1st and 2nd at the Mountain View Grand Hotel in Whitefield, NH.

InnoVia Trainer Dennis Power reviewed some recent upgrades to the InnoVia software including Prospect Manager, Open House and comp sale entry modules. Users are encouraged to try out Data Co-op features, available via the InnoVia home page link, including “Nearby Comparable Sales” as a quick alternative CMA method. “Add a comp” is now accessed under “Listing Maintenance”; both listing or selling side comp sales can now be entered.

Regarding the CIVIX settlement, the total contribution for the real estate industry has been met - great news for our participants as well as REALTOR associations, MLS vendors and technology providers. As previously announced, NNEREN® participated in the NAR-arranged settlement, and the resulting sublicense provided coverage from CIVIX patent infringement claims for NNEREN® members and real estate entities in the NNEREN® market. More information on the CIVIX matter is available on REALTOR.org.

An Open House for the new NNEREN® office will be held on Wednesday afternoon, October 12th, following the Board of Directors and Shareholder meetings.

Membership

Submitted by Gerry Stark

In accordance with Article V, Section 3(a) of the Upper Valley Board of REALTORS® Bylaws, written notice is hereby given that application for membership has been made by the following:

REALTORS®

Lisa Hitchcock – RE/MAX Upper Valley Partners

Dana Michalovic – Lang McLaughry Spera R.E.

Dawn Read – RE/MAX Upper Valley Partners

Max Shepherd – C. G. Shepherd Realty, LLC

Doreen Strew – Lang McLaughry Spera R.E.

AFFILIATES

Stephen Girdwood – Law Office of Stephen P. Girdwood

Barbara Lalancette – Criterium-Lalancette Engineers

Jim Newcomb – R. C. Brayshaw & Company

Jeremiah Poljacik – The Realty Press, LLC

Kimberley Quirk – Energy Emporium

NOTES:

- Mindy Paquette (Century 21 Energy Shield) is no longer active in real estate.
- John Farrow is now DBA John D. Farrow Real Estate.
- Kimberly French (Century 21 Energy Shield) is no longer active in real estate.
- Robert O'Brien has replaced Dena Sclafani as the contact at Lake Sunapee Bank.
- Upper Valley Community Credit Union is now Woodlands Credit Union; Patrick Parent has replaced Stephen Bentley as the contact.
- Courtney Maville's license (C21 Energy Shield) has been returned.
- Christine Flanagan's license (Patrick Flanagan R.E.) has been returned.
- Pat Lyons is no longer with Wells Fargo; now Pat Lyons, Affiliate.
- Richard Haney has replaced David Mailhot as the contact at People's Bank.
- Kim LeFevre is now the DR with Newton Realty in Fairlee, VT.
- Bruce Johnson has been replaced by Ann Johnson as the DR at Bruce B. Johnson Real Estate.
- Dean Kemp's license (Century 21 Energy Shield) has been returned to the R.E. Commission.

New Member Introductions



Name: Dawn Read

Company Name: RE/MAX Upper Valley Partners

Brief Job Description: Working with buyers and sellers to meet residential real estate needs.

Company Affiliation: RE/MAX Upper Valley Partners

Previously Employed By: McLaughry Real Estate

Primary Reason for joining the Upper Valley Board of REALTORS®: Wider network of professionals. Access to benefits of MLS.

Name: Max Shepherd

Company Name: C. G. Shepherd Realty, LLC

Brief Job Description: Sales Agent for C. G. Shepherd Realty, LLC

Company Affiliation: C. G. Shepherd Realty, LLC

Previously Employed By: I have just graduated college from Franklin Pierce University in southern New Hampshire.

Primary Reason for joining the Upper Valley Board of REALTORS®: The main reason I joined the UVBR is because the Upper Valley has been home to me for the past 23 years and the Upper Valley is where I want to practice, learn and sell real estate.

Name: Doreen Strew

Company Name: Lang McLaughry Spera Real Estate

Brief Job Description: Independent contractor assisting sellers and buyers with the process of selling and buying real estate in NH and VT.

Company Affiliation: New associate.

Previously Employed By: Dr. A. Beyer, DDS

Primary Reason for joining the Upper Valley Board of REALTORS®: Wide variety of continuing education to enhance my knowledge and therefore my real estate career.

Name: Barbara Lalancette

Company Name: Criterium-Lalancette Engineers

Brief Job Description: Barbara has been General Manager and co-owner of Criterium-Lalancette Engineers for over 23 years. Criterium-Lalancette Engineers conducts commercial and residential building inspections, comprehensive needs assessments, reserve studies, and HUD permanent foundation inspections as licensed, professional engineers in Vermont and Grafton County, NH. They also offer environmental testing services in areas of radon-water, and water quality testing.

Primary Reason for joining the Upper Valley Board of REALTORS®: Networking and staying abreast of real estate industry.

Name: Dana Michalovic

Company Name: Lang McLaughry Spera R.E.

Brief Job Description: Part-time sales associate with a special interest in Aging in Place.

Company Affiliation: Real estate salesperson licensee.

Previously Employed By: Grafton County ServiceLink Director and will maintain current position at least for the next year.

Primary Reason for joining the Upper Valley Board of REALTORS®: Professional affiliation and continuing education.

Name: Kimberley Quirk

Company Name: Energy Emporium

Brief Job Description: Energy Emporium is a renewable energy resource center. We provide information, design, consulting, sales and installation of solar, electric, solar hot water, wind/water turbines, and geothermal systems.

Company Affiliation: Owner

Previously Employed By: One Laptop per Child, Cambridge, MA.

Primary Reason for joining the Upper Valley Board of REALTORS®: More home owners are asking about renewable energy systems when they are buying or selling their home.

Board Calendar

Oct	10	Mon	Holiday – Columbus Day	Office Closed
Oct	12	Wed	Affiliate Breakfast	See Affiliate Report for Address
Oct	25	Mon	NHAR Orientation	NHAR Office – Concord
Oct	26	Tues	Board of Directors	President’s Office – W. Lebanon
Nov	09-14		NAR Convention	Anaheim, CA
Nov	11	Fri	Holiday – Veterans Day	Office Closed
Nov	15	Tues	Board of Directors	Enfield Community Center
Nov	15	Tues	General Membership/Elections	Enfield Community Center
Nov	24	Thurs	Holiday – Thanksgiving Day	Office Closed
Nov	25	Fri	Holiday – As Above	Office Closed

IMPORTANT NOTICE

In order to qualify for FREE member attendance at our General Membership meetings, it is necessary to pre-register by the Friday before the event.

Registration received after that date will be allowed to attend on a space available basis at a charge of \$12

Upper Valley Board of REALTORS®

115A Airport Road – PO Box 550
Concord, NH 03302-0550

Ph: (800) 850-8864 In State; (603) 229-0468 Out of State; Fax (603) 228-0385

The Upper Valley Newsletter is an official publication of the Upper Valley Board of REALTORS®

Dave Walthour – President

UPPER VALLEY BOARD OF REALTORS®
ANNUAL MEETING &
INSTALLATION OF OFFICERS

Enfield Community Center
308 U.S. Route 4 – Enfield, NH

Tuesday, November 15, 2011
11:30 a.m.

RSVP by Friday, November 11th!

The Slate of Officers for 2012 will be elected and installed.
Our Installing Officer will be John Rice
(2012 NHAR President).



Fax Back Response Form

FAX #: (603) 228-0385

- I plan to attend the Annual Membership Meeting & Installation of Officers.**
(FREE to pre-registered Upper Valley members; NOTE: \$12.00 for those Upper Valley members who do not pre-register).

\$12.00 per each additional Affiliate attendee.

Name(s): _____

Company: _____

Address: _____

Fax #: _____ **Phone #:** _____

Upper Valley Board of REALTORS® Inc.

OFFICIAL NOTICE

Per Article XI, Section 6(a) of the Upper Valley Board of REALTORS® Bylaws, the following slate of 2012 Officers and Directors is duly noticed to the membership by the Nominating Committee:

President	Richard DuMez
President-Elect	Al Michalovic
Vice President	Deb Roberts
Secretary	DeeAnn Shepherd
Treasurer	Jim Bouchard
Past President	Dave Walthour
Local Director	Lainie Doe
Past NHAR President	Mary Magnell
Affiliate Liaison	Brian Fortier
Communications Liaison	Mary Chamberlin
Education Liaison	Casey Cantlin/ Doreen Wyman
NNEREN Director	Mary Magnell Deb Roberts (Alt)
State Directors	Richard DuMez Al Michalovic Mary Magnell (Alt)

The above slate of 2012 Officers and Directors will be presented to the membership for election at the General Membership Meeting, Tuesday, November 15, 2011.

MINUTES

1. **Call to Order**

- (a) The meeting was called to order by President Dave Walthour at 12:11 p.m. He welcomed the attendees, thanked Mickey's for a great lunch, and then led the membership in the Pledge of Allegiance to the Flag. A request was made for the attendees to assist with clean up following the meeting.
- (b) A thank you note from Ann Johnson was read. This was followed by a moment of silence in memory of Bruce Johnson.

2. **Speakers**

- (a) Casey Cantlin addressed the meeting, noting the red safety cards, handouts on the tables, and the availability of REALTOR® pins.
- (b) Captain Tim Cohen and Chief Richard Crate were introduced to address the membership on REALTOR® safety. The focus of the presentation was to trust your instincts and use your fear to guide you. Captain Cohen (448-8800) noted the availability of 4 3-hour classes (the RAD course) that he would be pleased to discuss with an office/group that would like to put it on.

3. **Secretary's Report**

- (a) It was **MOVED, SECONDED and VOTED** to approve the minutes of the June 30, 2011 meeting, as distributed.

4. **Treasurer's Report**

- (a) The 2012 Operating Budget was reviewed briefly by the Treasurer, noting that the Upper Valley Board dues would remain at \$120.
- (b) It was **MOVED, SECONDED and VOTED** to approve the financial reports as presented.

5. **Inductions**

- (a) Gerry Stark inducted new members as follows:
 - Dawn Read – RE/MAX Upper Valley Partners
 - Craig Shepherd – CG Shepherd Realty
 - Max Shepherd – CG Shepherd Realty

6. **Affiliate Spotlight**

- (a) Kim Quirk – Energy Emporium – gave a brief review of her business.
- (b) Brian Fortier noted that the new Affiliate brochures were available at the registration desk. He asked all attending Affiliates to stand. An Affiliate breakfast meeting is being scheduled at a listing site, to be hosted by Mary Chamberlin's office. Any other REALTORS® with suitable listing sites that are interested in future Affiliate breakfast meetings should contact Brian.
- (c) The 50/50 raffle (\$63) was won by Casey Cantlin.

7. **President's Report**

- (a) President Walthour reported that a Scholarship Task Force is being formed to review the program and possible means of fund raising. Anyone interested in assisting with the task force is asked to contact Dave.
- (b) There were no Committee Reports at this time.

8. **Adjournment**

- (a) It was **MOVED, SECONDED and VOTED** to adjourn at 1:09 p.m.

Submitted by:

Diana Dunning
Board Administrator

Upper Valley Board of REALTORS®
Preliminary 2012 Calendar

As of 09/28/11 (Subject to change.)

- Jan 02 Mon Holiday – New Year’s Day [Office Closed]
04 Wed NNEREN Executive Committee
10 Tues Classes – Enfield Community Center (VT and NH Core)
11 Wed NNEREN Board Meeting
16 Mon Holiday – Civil Rights Day [Office Closed]
24 Tues BOD Meeting – W. Lebanon – 9:30 am
- Feb 01 Wed NNEREN Executive Committee
08 Wed NNEREN Board Meeting
14 Tues Class(es) – Enfield Community Center
15-17 NERC Conference – Boston, MA (Fenway)
20 Mon Holiday – Presidents’ Day [Office Closed]
22/23 Professional Standards Workshop – Radisson Hotel – Manchester, NH
28 Tues BOD Meeting – W. Lebanon – 9:30 am
- Mar 07 Wed NNEREN Executive Committee
14 Wed NHAR Board of Directors
14 Wed NNEREN Board Meeting
16-21 AE Institute – Louisville, KY
20 Tues Class – Enfield Community Center – 8:30 am
20 Tues Gen’l Memb Meeting – Enfield Community Center – 11:30 am
27 Tues BOD Meeting – W. Lebanon – 9:30 am
- Apr 04 Wed NNEREN Executive Committee
04-06 Leadership Symposium – Conway
11 Wed NNEREN Shareholders Meeting
24 Tues BOD Meeting – W. Lebanon – 9:30 am
- May 02 Wed NNEREN Executive Committee
09 Wed NNEREN Board Meeting
14-19 NAR Mid Year Meetings – Washington, DC
22 Tues BOD Meeting – W. Lebanon – 9:30 am
28 Mon Holiday – Memorial Day [Office Closed]
- Jun 05 Tues BOD Meeting – Enfield Community Center – 9:30 am
05 Tues Gen’l Memb & Awards Luncheon – As Above – 11:30 am
06 Wed NNEREN Executive Committee
13 Wed NNEREN Board Meeting
13 Wed NHAR Board of Directors

Jul	04	Wed	Holiday – Independence Day [Office Closed]
	11	Wed	NNEREN Executive Committee
	18	Wed	NNEREN Board Meeting
Aug	01	Wed	NNEREN Executive Committee
	08	Wed	NNEREN Board Meeting
	15	Wed	NHAR Board of Directors
	19-21		Leadership Summit – Chicago
Sep	03	Mon	Holiday – Labor Day [Office Closed]
	05	Wed	NNEREN Executive Committee
	09-11		NHAR Convention – Sheraton Harborside – Portsmouth
	12	Wed	NNEREN Board Meeting
	25	Tues	BOD Meeting – Enfield Community Center – 9:30 am
	25	Tues	Gen'l Memb – As Above – 11:30 am
Oct	03	Wed	NNEREN Executive Committee
	08	Mon	Holiday – Columbus Day [Office Closed]
	10	Wed	NNEREN Shareholders Meeting
	23	Tues	BOD Meeting – W. Lebanon – 9:30 am
Nov	07	Wed	NNEREN Executive Committee
	07-12		NAR National Convention – Orlando, FL
	12	Mon	Holiday – Veterans Day [Office Closed]
	14	Wed	NNEREN Board Meeting
	20	Tues	BOD Meeting – Enfield Community Center – 9:30 am
	20	Tues	Gen'l Memb/Elections – As Above – 11:30 am
	22	Thu	Holiday – Thanksgiving Day [Office Closed]
	23	Fri	Holiday – Thanksgiving Day [Office Closed]
Dec	05	Wed	NNEREN Executive Committee
	12	Wed	NNEREN Board Meeting
	12	Wed	NHAR Board of Directors
	18	Tues	BOD Meeting – W. Lebanon – 9:30 am
	24	Mon	Holiday – Christmas Eve [Office Closed]
	25	Tue	Holiday – Christmas Day [Office Closed]
	31	Mon	Holiday – New Year's Eve [Office Closed]