

## Bettie

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**From:** Bettie <bplecker@ntelos.net>  
**Sent:** Tuesday, February 27, 2024 10:12 AM  
**Subject:** February News & Notes  
**Attachments:** 2024 GAAR MEETINGS AND EVENTS.docx; Trade Show 2024 Admission Form.doc

Attached: Education/Events Calendar; Trade Show Admission Form

NEW MEMBER: Kristy Roadcap-Avenue Realty and Cris Tolbert-eXp Realty.  
TRANSFERS: Susan McGuffin, Mary Beth Moran and Taylor Collier to eXp Realty; Gabrielle Swann to 1<sup>st</sup> Dominion Realty  
Current Primary Membership: 398

Check out the Calendar on the GAAR website for all Committee meetings and Events.

Broker Exchange: March 11 9:00 a.m. at Panera in Waynesboro. If you are the Principal or Supervising Broker and cannot attend, you may send an Associate Broker in your place.

Brian Copeland event on March 18 at Holiday Inn-Exit 255. Registration by Eventbrite  
<https://www.eventbrite.com/e/brian-copeland-education-event-tickets-825178560287?aff=oddtcreator>

Click here for a message from Brian:

<https://www.dropbox.com/scl/fo/1bbd0afgi621wyaylpb68/h/Movie%20on%202-26-24%20at%209.36%E2%80%AFAM.mov?rlkey=ydhyoasxmze1skonx6x19pogv&dl=0>

Trade Show on April 24 at Best Western. Theme is "It's A Carnival". Admission form is attached. Register with Eventbrite. No charge. Open to GAAR REALTOR members only, no guests or staff. There will also be a One Hour CE course by Old Republic Title on Avoiding Fraud for Agents. <https://www.eventbrite.com/e/gaar-trade-show-its-a-carnival-tickets-847136436887?aff=oddtcreator>

MLS Reminder: Be sure to use the "Commission Minus Closing Costs Y/N" field in the MLS. **Commission is not being paid on Closing Costs, this should be answered with a Y for Yes.** We've noticed agents putting the statement in Remarks, but you should also use the field provided.

MLS Rule Changes: Recommended by the Lockbox Committee/MLS Committee and approved by the Board of Directors: Effective now.

**Article I Section 1.1: ...Active Listings must not show a delay in availability to show more than 72 hours from the date/time the listing went live. Also, the agent must list the start showing date in the Public Remarks of the listing.**

**Article I Section 1.19: Every Active Residential listing of property located in Staunton, Waynesboro or Augusta County area must have a SentiLock lockbox with house keys and no papers, unless the Seller has requested in writing on the listing agreement or other documentation that NO lockbox be placed on the property. This written request (listing agreement or documentation) must be submitted to GAAR when the property is listed. No combination box should be placed on the property by the listing agent, except for foreclosures that require it. Every Active Residential listing must state the location of the Lockbox. (Amended 02/22/24)**

In addition, it is suggested by the Committee that any combination box being placed on the property by the homeowner or by the agent in the case of a foreclosure, be placed in a different location than the SentiLock box whenever possible.

The MLS Committee reminds everyone to make your Sold-Comp Only listings as complete as possible, beyond what is required. The information is needed by Appraisers as well as Agents.

Change to GAAR credit card policy:

Swiped card at GAAR office: 2.61%

GAAR staff manually entering number by phone or in person: 3.50%

These fees are subject to adjustment as changed by the Square program.

Cards Accepted for:

New Member

Transfer or Reinstated Member

New Firm

Affiliate new or renewal

Missed meeting fee

Lockbox purchase

Broker Office Paying MLS fee

Broker Office Paying Annual Dues

Education Events registered through Eventbrite will not carry service fees. These will continue to be absorbed by GAAR.

**GAAR is sponsoring a bus to NAR Mid-Year Meetings in D.C. on Tuesday, May 7.** Bus will depart Verona Park N Ride (in front of the Antique Mall) at 7:00 a.m. and return to same location at approximately 7:00 p.m. You will be dropped off and picked up at the Walter Washington Convention Center in D.C. The bus is open at this time to GAAR members only,

but will open to HRAR and RHRA if not filled by April 15. Will not be open to non-REALTORS. This will be a chartered Quicks 55 passenger tour bus. Call or email GAAR to reserve a seat.

*Bettie Plecker*

Association Executive

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