

## Coming This Month

MLS Committee	14
New Member Orientation	18
Board Leadership Training	19
TCAR Membership Meeting	21
VA Military RE Specialist class	21
Regional MLS	22
Board of Directors	25
TCAR office closed for Thanksgiving	28 & 29

## Did You Know

- ◆ TCAR has a Reciprocal Agreement with Lower Valley Assn. for keybox access.
- ◆ You must transition to zipForms Plus as zipForms is no longer supporting Java.
- ◆ You can get a new Supra key authorization code yourself online at [www.Suprakey.com](http://www.Suprakey.com)

## IF YOU OPEN THE PROPERTY....



**M**ust you stay the whole time? Is the agent opening the house liable for anything taken or broken in the home? What are the consequences of just opening the door and leaving?

Advice from Annie Fitzsimmons, WR Legal counsel: "Broker should never let any third party -whether it is buyer, a potential buyer, inspector, appraiser or any other third party -into seller's home and

then fail to observe the third party while in seller's home.

Licensing Law requires brokers to account for the property entrusted to the broker by any party to the transaction. When a seller puts an MLS key box on seller's home, seller entrusts seller's home to every MLS member who uses the member's MLS key to access seller's home. Accordingly, when broker lets a person into seller's home, broker is responsible for what happens while that person is in seller's home. Broker should observe the third party at all times.

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***"Broker should observe the third party at all times."***

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If the third party is an inspector, broker must be mindful to be quiet and not comment on the inspection, but broker should quietly observe the folks that broker allowed into seller's home."

## Realtors Save Money with new WELLCARD Rx

**A** new discount plan providing discounted prices on certain health care services has just been introduced by Washington Realtors.

The plan is free. It is offered as a benefit of membership in the Realtor Association.

There is no waiting period, the new plan can be used immediately.

WellCardRx offers discounts on prescriptions, dental care, laboratory tests, MRI, CT or PET scans, vision care and hearing care.

First, find participating providers by using the

"Provider Lookup" page at [www.wellcardrx.com](http://www.wellcardrx.com). Then show your card to the provider at the time of service.

Your WellCardRx card can be used by every person living at the same address, at any participating provider in the US.

To order your WellCardRx, contact the TCAR office.

## VA Military Real Estate Specialist Course November 21

This new class will help Realtors gain a comprehensive understanding of how to guide our military and veteran clients through the home-ownership process.

Presented on Thursday, November 21 immediately following the TCAR Membership Meeting, this 7.5 ce hour course offers a designation, VAMRES. It is instructed by Mike Schoonover, nationally known speaker and long time WR instructor.

### Attend this course to:

- Develop your skills in a specialty area.
- Open a new market for yourself of untapped buyers.
- Gain a thorough understanding of the underused VA loan process.
- Build expertise in a niche market.
- Learn how to guide your veteran clients through the maze of government red tape.
- Expand your professional network with other VAMRES Realtors.



Registration is \$79 for both class & TCAR Membership Meeting/Breakfast (\$99 non members)

Cost for the class without TCAR Meeting/Breakfast is \$69 (\$99 non mbrs)

*"Some cause happiness wherever they go; others, whenever they go."*

*- Oscar Wilde*

### New Members

Charles Bennett—First Choice RE  
Barry Bush—Community RE Group  
Kirk Catt—Coldwell Banker  
Holly Davis—ERA Sunriver  
Brad Fuller—Windermere TriCities  
Joe Garza—A&V Enterprises  
Helen Goucher—ERA Sunriver  
Tristy Hagedorn—C21  
Dustin Hendrickson—Coldwell Banker  
Bob Jason—C21  
Catherine Knudson—Prudential  
Bryan Lindstrom—RE Market Leaders  
Jason Mohr—Smart Realtors  
Jennifer Phipps—River Realty  
Jessica Stangeland—ERA Sunriver  
Nereida Zuniga—JLS Pasco

## Member Moves

### New Offices

Professional Realty Services

### New MLS Only Offices

Caskey Land and Homes

### New Affiliates

GESA Credit Union  
Innovative Mortgage  
Landmark Professional Mortgage

### Inactive

Evelyn Cataldo	Larry Penland
Ricardo Espinoza	Scott Saltz
Virginia Hinson	Carol Sealock
Sundii Jones	Joel Tax
Steve Osmonson	Ryan Welch

### Transfers

Emma Anthony	Greg Johnston
Alba Arevalo	Mandi Ozuna
Daralynn Chandler	
Susie Darrington	
.Marilynn Hodgson	

### Re-Activated

Doannie Harrison	Frank Rojas
Diana Montes	Maria Vela

## Regional MLS

TCAR leaders have been working closely with five other associations in Eastern Washington over the past year to form a new regional MLS. Pacific Regional MLS is expected to launch in January. With the establishment of this new regional, TCAR's MLS will be dissolved and TCAR will be a Founder and Shareholder in Pacific Regional MLS along with the other four Realtor associations. PACMLS will be the largest Realtor-owned MLS in Washington state.

PACMLS will offer our members access to listings and data from five market areas (TriCities, Lower Yakima Valley, Yakima, Wenatchee area, and Whitman County), a standardized dataset, common MLS Rules, and enhanced services.

The Bylaws revisions needed to establish PACMLS will be on the agenda for your November 21 Membership Meeting.

Stay tuned for more details coming to your email inbox soon.

## Paragon System Enhancements

Our MLS system vendor, LPS, made several enhancements to the Paragon system this week. You'll notice many additional features and options:

### All Fields Detail Reports

The photo has been enlarged and has a scrolling feature. The top right side has been updated with a small map that if you put your cursor on it and right click, it will give you a menu of options to use -zoom in and out, parcel ID, and parcel lines appear to be the most common options.

Just below the new map are shortcut buttons—associated docs, history report, IMAPP (this feature puts you right into the property report in IMAPP) IMAPP error (report an error with the listing), mapping, RPR (this puts you into the RPR Login page).

### Price Changes are Now Color Coded

The Price field will now reflect if a price change has been made to a property. **If the price is RED, it means the price has decreased. If the price is Green, it means the price has increased.** The color change will stay that way until the listing is updated in some (any) way, and then will revert back to black.

### Your Listings are Highlighted on the Spreadsheet

Listings that belong to the agent will now be highlighted in a spreadsheet view. If you are doing a property search and one of your listings shows up in the spreadsheet results, it will be highlighted to let you know it's yours.

### Email Recurrence Expiration Notification

A new "Expiring Notifications" alert will display within the alerts widget to let users know that they have a notification that is currently expiring or will expire within the next three weeks.

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## TriCity Association of REALTORS

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Kennewick, WA 99336 509-735-2572 fax

### **Lola Franklin, Chief Executive Officer**

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### **Sheri Richards, Member Services and Education Director**

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### **Dave Yeubanks, MLS and Supra services**

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### **Jan Conklin, Reception**

Jan@tricityaor.com

### **Cherree Dilley, Bookkeeping**

Cherreed@tricityaor.com

## 2013 Board of Directors

### President

Wayne Langford

### President Elect

Ken Poletski

### Vice President

Gayle Stack

### Secretary/Treasurer

George Dockstader

### Past President

Nate Biehl

### Directors

Lynn Affleck

Pat Butts

Susan Dahl

Jody Driver

John Keltch

Ruben Martinez

Kathryn Stangel



# VA MILITARY REAL ESTATE SPECIALIST

## NEW COURSE with NEW SPECIALTY DESIGNATION: VAMRES

- Attend this 7.5 ce hour course to develop your skills in a specialty area.
- Open a new market for yourself of untapped buyers
- Gain a thorough understanding of the underused VA loan process
- Build expertise in a niche market
- Learn how to guide your veteran clients through the maze of government red tape.
- Expand your professional network with other VAMRES Realtors

Come for the TCAR "State of the Association" meeting to vote on special Bylaws revisions to implement the new Regional MLS, and to adopt the 2014 Operating Budget. Enjoy a delicious breakfast, hear a presentation by Mike Schoonover on VA opportunities in our market area, and stay for the new VAMRES designation class.

YES, register me now!

*Please print*

Name \_\_\_\_\_

Office \_\_\_\_\_

Email \_\_\_\_\_

Payment method:

Credit card type \_\_\_\_ Visa \_\_\_\_ MC

Card number \_\_\_\_\_

Exp date \_\_\_\_\_

Signature: \_\_\_\_\_

TriCity Association  
of REALTORS

Membership Meeting  
"The State of the Association"

Thursday November 21, 2013

Shilo Inn, Richland

Breakfast 7:45 a.m.

Membership Meeting 8:00 a.m.

Class 9:30 a.m. - 5 p.m.

Course Instructor &  
Breakfast Speaker  
Mike Schoonover

Mike brings over 25 years of experience in Property Management, Development, Acquisitions, and Sales. He is a nationally recognized speaker, having developed and instructed numerous classes for Washington Realtors, and for Realtors Land Institute throughout the country. He has also been a featured speaker at the National Association of Realtors annual convention.

Check one box

- Both Class & Breakfast \$79 Members  
\$99 Nonmembers
- \$69 VAMRES class only
- \$13 Breakfast & TCAR meeting only

Sponsored by TCAR Professional Development  
Partner:

