



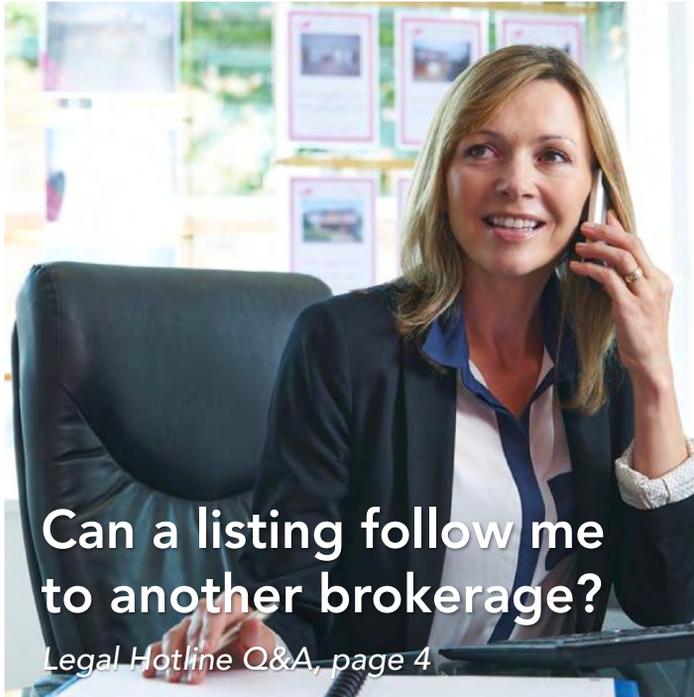
E-NEWS

FEBRUARY 2018



## OAR raises the bar at the 2018 session!

*Advocacy update, page 3*



## Can a listing follow me to another brokerage?

*Legal Hotline Q&A, page 4*



## Grip it and Rip it!

*Secure your tee time for the 9th Annual Driving it HOME Golf Tourney, page 2*

This month's edition of OAR E-News is chock-full of information to help Oregon REALTORS® succeed and **Raise the Bar** in our industry. Read on for a compelling (and all-to-common) [Legal Hotline Q&A](#), an update on our advocacy efforts during the current [State Legislative Session](#), results and winners of our recent [member survey](#), current housing stats, [can't-miss education opportunities](#), and a slew of upcoming events – including [golfer registration](#) for the Driving it HOME tourney. Happy reading!

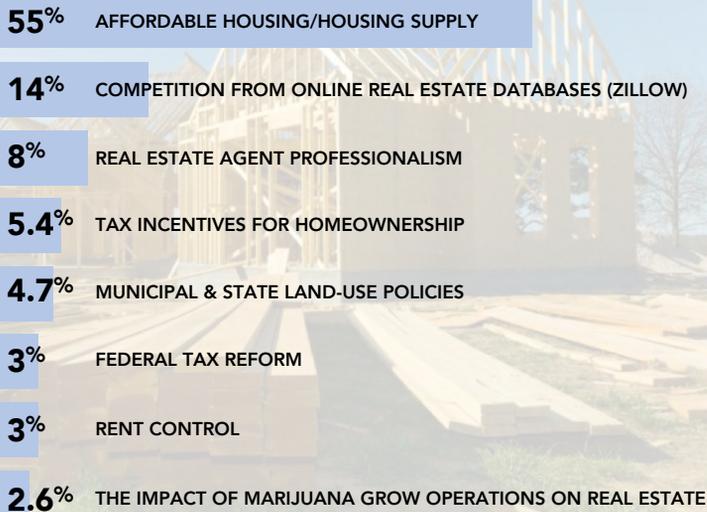


# TOP OF THE NEWS

## QUICK HITS TO GET YOU GOING

### MEMBER SURVEY RESULTS

## The Leading Issue for 2018?



Thanks to all 683 OAR members, affiliates and staff who completed our survey! You provided us with great guidance for advocacy, professional development and content that helps you succeed. The three randomly selected prize winners are: Bend REALTOR® **Heidi Meier**; Portland REALTOR® **Vicky Turel**, and Lake Oswego REALTOR® **Jill Parker**. See complete survey results [here](#).

### GOLFERS WANTED!

Register **NOW** to play, compete for cool prizes & have tons of fun while supporting the OAR HOME Foundation and affordable housing in Oregon!

[REGISTER ONLINE](#)

### DRIVING IT HOME

9<sup>TH</sup> ANNUAL GOLF TOURNAMENT



THURSDAY, JULY 19, 2018

LANGDON FARMS GOLF CLUB | AURORA, OREGON

## At the State Capitol ...

The 2018 Oregon Legislative session kicked off on February 5 with two bills of particular interest to REALTORS®:

- **First-Time Home Buyers Savings Accounts** (HB 4007): Enabling tax-free accounts for individuals and families to save for a down payment & other costs.
- **Advanced Education for Principal Brokers** (HB 4048): Requiring a higher level of continuing education for those who manage, train & supervise brokers; this bill passed the House on Feb. 9!

More details on the next page!

## In Memoriam

Artie Mae Harlow, 1932 – 2018



Springfield REALTOR® Artie Mae Harlow passed away on January 9 at the age of 85. She began her real estate career in 1961,

Opening Harlow Realty in 1965. In 2001, she became branch broker and manager of All State Real Estate in Springfield. She served as President of SBOR in 1971, was REALTOR® of the Year in 1971, 1982 & 2011, and received a Lifetime Achievement Award from OAR. She is survived by her husband Bob, sons Robert and Dennis, and 5 grandchildren. Read her full obituary [here](#).

➡ **16,692**

OAR members as of January 31, 2018. Make sure you're counted as an OAR member by paying your 2018 dues now through your local association/board.

# ADVOCACY UPDATE

## GOVERNMENT & POLITICAL AFFAIRS

### First-Time Home Buyers Savings Account Legislation Facing Hurdles

Despite overwhelming public support for establishing tax-free accounts for individuals and families to save money for a down payment and related costs of buying their first home, HB 4007 is facing challenges in the state legislature, specifically regarding the amount of increase in real estate document recording fees also included in the bill.

As of February 16, the bill remained in the House Committee on Revenue and negotiations with legislators were on-going toward a resolution that would move the bill out of committee toward a House vote. Click [here](#) to learn more about HB 4007 and stay tuned for future updates on this bill.

### Oregon House Passes Advanced Education for Principal Brokers

On February 9, the Oregon House passed HB 4048, a bill drafted by an OAR workgroup to "raise the bar" of skills for Principal Brokers statewide. Details [here](#).

Salem REALTOR® and OAR Immediate Past President George Grabenhorst (below) testified in support of the bill to move it out of committee and onto the House floor for a vote. See a video of his testimony [here](#).



Photo courtesy Lynn Howlett

### Want REALTOR®-Friendly Candidates? Here's How.



Join us for REALTOR® Candidate Training on **March 14 from 9am – Noon** at the COAR offices in Bend to learn how to help your local association identify and elect political candidates who understand and support issues important to our industry. With that, you'll be able to make educated candidate endorsements that lead to more strategic resource allocation and, ultimately, successful elections. Email [kim@coar.com](mailto:kim@coar.com) to RSVP.

*"If you have an issue relating to homeownership to address at the state level, I hope you participate in the 2018 Legislative Conference on April 11 in Salem."* – Klamath Falls REALTOR® Randy Shaw, 2018 Chair of the OAR Government Affairs Committee. Click [here](#) to register for the conference.



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2018 Oregon RPAC Major Investor commitments of at least \$1,000 through January. Make your 2018 pledge today at [jpresley@oregonrealtors.org](mailto:jpresley@oregonrealtors.org).

# AROUND THE ASSOCIATION

## OAR LEGAL HOTLINE Q&A

### Can a Listing Follow Me?

*Q: If an agent changes companies, can the brokerage owner refuse to release a listing if the seller wants to follow the agent?*

See the Answer [here](#), and consider joining the OAR Legal Hotline to gain access to professional real estate legal advice via phone or email for a fraction of an attorney's fees. Click [here](#) for more info.

### More Quick Hits ...

- **REALTOR® Wednesdays!** The Columbia Sportswear Employee Store in Portland is now open to OAR members and up to four guests **every Wednesday** from 10am – 7pm starting Feb. 21. Just provide a business card at the front desk to enjoy employee pricing on all your favorite outdoor gear.
- **Portland REALTOR® Nick Krautter** is available to speak to your members about sustainable business success and transition to new ownership, based on his book *The Golden Handoff*. [Contact Nick](#) for details and to schedule a presentation.



### Can't-Miss Continuing Education

February 26: **Webinar: Lead-Based Paint & Uncertified Woodstoves.** A look at new regulations regarding lead-based paint and certified woodstoves in residential properties. 9:30-11am; 1.5 CE credit hours. [REGISTER](#)

March 13-14, 2018: **NAR Senior Designation (SRES).** Learn to meet the needs of aging Baby Boomer clients. 9:00am – 4:00pm (both days). Event Center on Edenbower, Roseburg. 12.0 CE credit hours. [REGISTER](#)

March 15-16, 2018: **Accredited Buyer Representative (ABR) Designation.** The benchmark of excellence in buyer representation. 9:00am – 4:00pm (both days). EAR Training Room, Eugene. 12.0 CE credit hours. [REGISTER](#)

### GRI in February & March

Here's the GRI course schedule through mid-March:

February 23: **Buyers.** Establish a solid foundation of service to buyer clients. 9:00am – 4:00pm. Rogue Regency Inn, Medford. 6.0 CE credit hours. [REGISTER](#)

March 8: **Transactions.** An overview of all things transaction, from records retention to management platforms. 9:00am – 4:00pm. East Oregonian Meeting Room, CBBOR, Pendleton. 6.0 CE credit hours. [REGISTER](#)

March 15: **Contracts.** Learn the necessary elements of a contract to reduce your risk. 9:00am – 4:00pm. EMAR Classroom, Gresham. 6.0 CE credit hours. [REGISTER](#)

March 16: **Technology.** everything you need to know about using technology to prospect, market, and run your business.. 9:00am – 4:00pm. Umpqua Bank Meeting Room, North Bend. 6.0 CE credit hours. [REGISTER](#)

All 6.0 GRI courses are \$99 members/\$125 non-members.

[CLICK HERE](#) for all educational opportunities from OAR.

# AROUND THE ASSOCIATION

## THE STATE OF HOUSING STATEWIDE STATS FOR JANUARY 2018

**10,200** ACTIVE LISTINGS

**3,800** CLOSED SALES

**77** AVERAGE DAYS ON MARKET

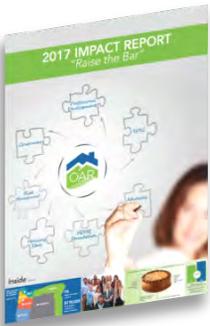
**1.97** MONTHS OF INVENTORY

Source: RPR. [See full report](#) with metro area details

Support the OAR HOME Foundation  
whenever you shop on Amazon!

Search "smile" when you log in!

**amazon**smile  
You shop. Amazon gives.



## Deep Impact

If you haven't seen it yet, check out OAR's **2017 Impact Report** that recognizes the activities and achievements of members and programs from the past year,

including legislative wins, GRI and OLA graduates, HOME Foundation grant recipients, and much more! Click [here](#).

## Real Estate Wire Fraud Advisory

Real estate wire fraud is affecting REALTORS® and their clients throughout the country, including several reports in Oregon.

In response, your 2018 MLS Executive Committee has approved a Wire Fraud Advisory to be used with buyers and sellers in a real estate transaction. This form (found [here](#)) is not required but is highly recommended; it also has been sent to ZipForms to be loaded in the MLSCO library and should be available in a few weeks.

This [short video](#) from NAR also provides some insight.

If you or your clients suspect wire fraud, immediately contact the FBI field office at 503-224-4181 and file a complaint online at [www.ic3.gov](http://www.ic3.gov). Once monies have left the country, it is extremely difficult to get them back.

ZipLogix also offers Two-Factor Authentication as a free opt-in feature from zipForm Plus to protect your account and confidential information from unauthorized access. For more information, click [here](#).

## SAVE THESE DATES

**April 11, 2018**

**2018 Legislative Conference**

Join us in Salem to discuss ideas and determine OAR's strategy for the 2019 legislative session. [REGISTER](#)

**April 12-13, 2018**

**Spring Governance Meeting**

Join fellow OAR leaders and staff to discuss progress and plot our course through 2018. [MORE INFO / REGISTER](#)

**July 19, 2018**

**9<sup>th</sup> Annual Driving It HOME Golf Tournament**

A day of fun, food, fairways and flagsticks, all to benefit affordable housing in Oregon. [MORE INFO / REGISTER](#)

# AWESOME MEMBER BENEFITS

## DON'T-MISS OPPORTUNITIES

### **REALTOR® Wednesdays!**

Portland Employee Store pricing exclusively for OAR members and up to four (4) guests

**EVERY WEDNESDAY! 10:00am – 7:00pm**

Show your business card at the front desk to get a discount pass!  
14100 NW Science Park Dr., Portland

### Get Your CE Game On ... For 24% Less!

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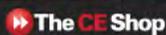
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## **The CE Shop** INNOVATING CAREER EDUCATION

Click on the image at left for 20% savings only on Feb. 20!

**(promo code: February 20)**

*“The Legal Hotline offers an invaluable service for someone that doesn't need a lawyer on retainer but rather someone to consult with as the need arises. I appreciate you so much! You're a lifesaver!”*

– Marilyn Busch, Brookings, Ore., REALTOR®

Since 2005, the OAR Legal Hotline has provided subscribers the opportunity to ask real estate-related questions of an attorney specializing in real estate and contract law.

OAR can support member subscribers by phone and email on a variety of legal and risk management topics, including disclosure, license law, contracts and offers.

Annual subscriptions are \$125 with no limit on the number of times you can contact the Hotline, a fraction of an attorney's fees for the same access.

Click [here](#) to learn more.