FAAR COMMISSIONS HOUSING GAP ANALYSIS p.14

Spring 2024



2023 IN REVIEW p. 22

LEGISLATIVE AGENDA RECAP p. 30

FAARSIDE

Fredericksburg Area Association of REALTORS® Newsletter | faarmembers.com

FROM THE PRESIDENT



RANDY WALTHER
2024 FAAR PRESIDENT

Dear Fellow Members,

Spring is in the air, and with it many changes to the way we do business. By now you have all heard the news about the NAR settlement. While this will go into effect several months from now, we are working behind the scenes at FAAR to ensure we provide as many resources as possible to help during this transition and beyond. I wanted to mention a few here and we will be in touch as more develop.

FAAR is here for you! If you need anything reach out to me.
Sincerely,
Randy

FAAR and Bright MLS Resources:
FAAR Class: Listing and Buyer Agency Agreements May 9. Lawsuits, settlements, and Rumors. Let's take a few hours to do a deep dive into correctly filling out the forms that ensure you are compensated. Register at faarmembers.com/calendar.

ABR Designation: FREE in the classroom on September 25 & 26! And a big BONUS for taking it at FAAR— you will receive all 16 hours of CE DPOR requires for licensing renewal!
Register at faarmembers.com/calendar.

Virginia REALTORS® Resources:
Virginia REALTORS® has compiled key facts related to NAR's recent settlement and its impact on REALTORS® in Virginia. Resources at virginiarealtors.org/nar-settlement-resources will be updated as necessary. You will need to login to access this page. Please view the brief video from Virginia REALTORS® President & CEO summarizing a few key takeaways on what you need to know now.

Also on this page, you will find the webinar recorded on March 28: What the NAR Settlement Means for Virginia's REALTORS®.

National Association of REALTORS® Resources:
NAR President Kevin Sears shares an update on the association's settlement agreement to resolve home seller litigation and highlights NAR's ongoing work to advocate for members and consumers.



NAR members can continue to access the latest information about the settlement on facts.realtor.

NAR will also continue to provide updates about the settlement process as it unfolds on competition.realtor.

Visit ThatsWhoWeR.realtor to view the new consumer campaign ads, and to leverage turnkey advertising and social assets to share. The campaign demonstrates the expertise of REALTORS® helping their clients navigate the risks, pitfalls, and complexities of buying or selling a home or property, reinforcing their expertise, commitment and consumer-first approach.



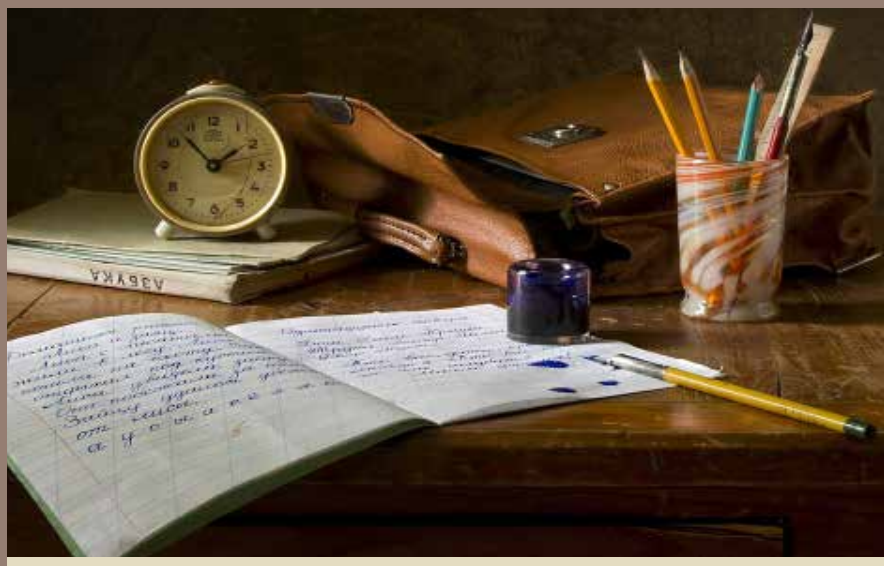
View page 29 for easy social sharing instructions!

You might see the ad below in the **FXBG Advance!** FAAR is excited to support the new and diverse news outlets that have come to Fredericksburg. We are promoting YOU and your market through targeted advertising with the FXBG Advance this spring. The Advance launched in February of 2023 and looks to provide quality local and state journalism in our region. Check them out at fxbgadvance.com and you just may see our ad!



CONTENT

A LETTER FROM THE PRESIDENT



p. 2

A Letter from the CEO 8

FAAR Commissions Housing Gap Analysis 14

April at-a-glance calendar 16

Apply to Serve on a 2025 NAR Committee 18

YOUR REALTOR® FOUNDATION AT WORK







p. 20

2023 YEAR IN REVIEW



p. 22

2024 Property Management Committee Schedule	23
Thank you RPAC Investors	24
Thank you RPAC Major Investors	26
REALTORS® Lobby in Richmond for You and Your Business	30

MEMBER PHOTOS







p. 38


Patriot
SEPTIC & WATERWORKS .LLC
SEPTIC
INSPECTIONS
REPAIRS
PUMP OUTS
STORMWATER
MANAGEMENT
540.695.4019
VETERAN
OWNED
BUSINESS
info@patriotsepticandwater.com
www.patriotsepticandwater.com

NMBNOW
Point. Click. Approved.

Nationwide
Mortgage Bankers Inc
NMLS# 819382

540-373-9800

2050 Gordon W. Shelton Blvd. #101, Fredericksburg, VA 22401

Nationwide Mortgage Bankers, Inc NMLS# 819382 (www.nationwidemortgageaccess.com). COPYRIGHT 2023 NMBNOW | ALL RIGHTS RESERVED | DISCLAIMER & LICENSING | NMLSCONSUMERACCESS.ORG Nationwide Mortgage Bankers (NMB) is in no way affiliated with Nationwide Mutual Insurance Company.



Michael Lee

Producing Sales Manager
NMLS#527947
Cell: 703-932-7632
mlee@nmbnow.com



John Lanzone

Sr. Loan Officer
NMLS#2105771
Cell: 585-747-8703
jlanzone@nmbnow.com

STEP 1: APPLY ONLINE

STEP 2: GET APPROVED

STEP 3: CLOSING DAY

STEP 4: WELCOME HOME

Sherrie Shaw

Business Development Manager
Cell: 540-226-0769
sshaw@nmbnow.com



Linda Murray

Non Producing Sales Manager
Cell: 540-538-0557
lmurray@nmbnow.com



LISTING & BUYER AGENCY AGREEMENTS

INSTRUCTED BY CHIP TAYLOR & DEB ELLIS

FAAR ACADEMY

REGISTER TODAY!

HOW DID WE GET HERE?

WHY DO THESE FORMS MATTER?

WHAT'S NEXT TO ENSURE YOU ARE LEGALLY AND ETHICALLY BEING COMPENSATED?

Lawsuits and rumors are swirling. Let's take a few hours to do a deep dive into correctly filling out the forms that ensure you are compensated!

May 9, 2024
9-11 AM

FAAR Classroom
2050 Gordon W. Shelton Blvd.

SPONSORED BY

Nationwide
Mortgage Bankers Inc



REGISTER ONLINE AT FAARMEMBERS.COM/CALENDAR

A LETTER FROM THE CEO



BY PAGE BROWNING, RCE, CAE
CEO

Dear FAAR Members:

Last year we conducted a member-wide survey, held focus groups, and facilitated a new Strategic Plan to move FAAR into the next several years. FAAR uses this Plan to determine its activities and priorities and the plan drives all committee work. Despite recent changes in our industry resulting from the NAR settlement, the Plan is still relevant for you and the FAAR community.

I am excited to point out the six pillars of the Plan here. You can find the detailed plan on our website at faarmembers.com/about.

Mission Statement: FAAR provides members with resources to deliver professional and ethical services while advocating for issues impacting real estate.

Vision Statement: FAAR is a vital resource for member success.

Strategic Goal 1: Inclusion - FAAR will demonstrate inclusiveness in everything it does.

Strategic Goal 2: Broker Involvement - FAAR will value a strategic relationship with its brokers.

Strategic Goal 3: Professional Development - FAAR will be the cornerstone of its members' education, professionalism, and development.

Strategic Goal 4: Community Involvement - FAAR shall showcase its commitment to the community through our outreach and activities.

Strategic Goal 5: Advocacy - FAAR will advocate for issues impacting real estate.

Strategic Goal 6: Association Services - FAAR will provide value to its members.

Please reach out to me, Randy, or any of the Board of Directors members or staff if you have any questions. We are here for you, and it's our pleasure to serve FAAR members.

Sincerely,
Page

CATCH UP WITH COLONIAL BEACH

zoom

+5 PHR Event

THURSDAY, APRIL 18, 2024 | 10 AM | VIA ZOOM

The beach is a hopping town, come learn about new housing options, businesses, and the Town's vision for the future.

*Featuring Colonial Beach Mayor **Robin Schick** and Town Council Member & 1988 FAAR President **Caryn Self Sullivan.***

FREE FOR FAAR MEMBERS & FRIENDS!

SPONSORED BY bright MLS

Register at faarmembers.com/calendar

YPN Young Professionals Network

CHARLOTTESVILLE YPN'S RPAC

Water Palooza

MAKE A SPLASH WITH RPAC CASH

$15 CONTRIBUTION TO RPAC

TUES., MAY 21ST, 3 - 5 P.M.

DARDEN TOWE PARK

RPR® Webinars



Featured Webinar

Data to Deals: Targeted Property and Market Research

Monthly Webinar Lineup

02	APR 2024	Learn the Basics of RPR
03	APR 2024	Property and Market Research
04	APR 2024	Listing Presentation
10	APR 2024	RPR CMA Basics
11	APR 2024	Advanced RPR CMA
16	APR 2024	RPR Market Trends
17	APR 2024	Market Trends ScriptWriter
18	APR 2024	Become a Prospecting Powerhouse
23	APR 2024	RPR Mobile™ for Buyers
24	APR 2024	RPR Mobile™ for Sellers
25	APR 2024	RPR Commercial Foundations

UNIONHOME MORTGAGE

MEET THE TEAM

3006 LAFAYETTE BLVD. | 2ND FLOOR
FREDERICKSBURG, VA 22408



SCOTT HINE

PRODUCING AREA SALES MANAGER
NMLS 475661
(540) 429-2474
shine@uhm.com



TAMMY REID

LOA TEAM CAPTAIN
NMLS 1733970
(540) 840-9282
treid@uhm.com



JOHN REID

BRANCH MANAGER
NMLS 293315 | GA 41931
(540) 842-1484
jreid@uhm.com



JORDAN TAYLOR

LOAN OFFICER
NMLS 1862550
(540) 288-7915
jordantaylor@uhm.com



JENNY BOOKS

LOAN OFFICER
NMLS 476224
(540) 226-6046
jbooks@uhm.com

Union Home Mortgage Corp. | NMLS 2229 | nmlsconsumeraccess.org | 8241 Dow Circle West, Strongsville, Ohio 44136 | OH RMLA RM.802837.000

ACCREDITED BUYER'S REPRESENTATIVE DESIGNATION COURSE

A GAIN A UNIQUE UNDERSTANDING OF HOME BUYERS' NEEDS AND HOW TO BEST SERVE THEM

B RECEIVE SPECIALIZED INFORMATION TO STAY ON TOP OF HOME BUYING ISSUES AND TRENDS

R GAIN ACCESS TO EXCLUSIVE RESOURCES TO SHARE WITH YOUR CLIENTS AND GIVE YOU EVEN MORE OF A COMPETITIVE EDGE



September 25 & 26 | 9 AM - 5 PM | in the FAAR classroom

Instructor: Matthew Rathbun

Ready to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed? This course will offer ideas and methods for building a successful buyer representation business.

Credits: 2 hours PL Current Industry Issues & Trends or 16 hours CE including

- 3 hours Ethics
- 2 hours Fair Housing
- 1 hour Contracts
- 1 hour Agency
- 1 hour Legal Updates with Flood
- 8 hours Electives- RE Related

WANT LOYALTY FROM BUYERS?
KEEP THEM FROM STRAYING WITH THE ABR DESIGNATION

SPONSORED BY
NATIONAL ASSOCIATION *of* REALTORS®

FREE FOR REALTORS® TO ATTEND

What's included?

- 16 hours of CE
- 1-year membership to Real Estate Buyer's Agent Council (REBAC)
- ABR Application fee

REGISTER ONLINE AT FAARMEMBERS.COM/CALENDAR

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

FAAR Address: 2050 Gordon W. Shelton Blvd. Fredericksburg, VA 22401

+5PHR Education

FAAR ACADEMY

VIRGINIA Credit Union®
Home Loans

We'll give your clients
$500 towards their closing costs
when they finance a home with us.



$500 towards closing costs

Learn more at
vacu.org/500-off

Offer expires August 31, 2024. Certain restrictions apply, ask us for details.

NMLS# 407552 EQUAL HOUSING OPPORTUNITY



TEAM UP WITH THE PROS.

A C2EX Endorsement can help you aim higher.

Download our app and achieve excellence wherever you are, whenever you want.

Download on the App Store
GET IT ON Google Play

NAR | C2EX REALTORS® COMMITMENT TO EXCELLENCE

REALTORS® Are Members of the National Association of REALTORS®.

CHARDEN
FIX IT BEFORE YOU LIST IT.

WE HELP YOU
List for a premium price
Get your asking price
Sell faster

CHARDENVA.COM

COMPOSITE & PRESSURE TREATED WOOD DECKS • 3 SEASON ROOMS



ZERO DOWN FINANCING!



ROOFING • SIDING • DECKS • WINDOWS • GUTTERS



ALL NEW RETRACTABLE SHADED DECKS!

Shade "On Demand" for less!

TimberTech® Go Against the Grain.

Madison Wood

CLASS A, INSURED & BONDED

9HAMMERS.COM

540-308-8440

130 FALCON DRIVE • FREDERICKSBURG, VA 22408

9HAMMERS.COM

SCAN THIS CODE WITH YOUR PHONE FOR AN ESTIMATE!



FAAR COMMISSIONS HOUSING GAP ANALYSIS

BY KIM MCCLELLAN, RCE
PUBLIC POLICY DIRECTOR

It's no secret that our market is undersupplied and that we need more housing. But how can we quantify exactly what we're missing and how that mismatch is impacting our local residents? That's where FAAR's Housing Gap Analysis can help. FAAR received a $30,000 grant from the Virginia Realtors® Issues Mobilization fund that will allow us to contract with HD Advisors to do a study that seeks to answer these questions:

1. What are our local workforce housing needs within the context of the region's full housing spectrum?

2. What does the affordability landscape look like especially for those workers whose homes and jobs are within the region?

3. What types, locations, and prices of homes best meet the needs of current and projected workers?

4. How can we present this information in an easy-to-digest format for our elected officials and the public?

This will be a lengthy process with opportunities for engagement along the way so keep any eye out for updates!



Virginia Housing Real Estate Professional Training

"The Keys to Serving First Time Homebuyers"

FAAR ACADEMY

Virginia Housing

APRIL 23 | 9–11 AM | IN THE FAAR CLASSROOM

Complete this course to earn a listing in Virginia Housing's Agent Directory!
vhda.com/FindARealEstateAgent

The two hour course covers:

- Virginia Housing Loan Products
- How you can help 1st–time homebuyers purchase a home with zero down.
- Down Payment Assistance (DPA)
- The Mortgage Credit Certificate Program (MCC)

offers 2 hours CE Real Estate Relate or 2 hours PL Current Industry Issues & Trends

SPONSORED BY

CHI CLATTERBUCK HOME INSPECTIONS

Nestfully

The only search portal your clients need.



Share Nestfully.com



National Strength. *Hometown Service.*

CASH GUARANTEE AVAILABLE

FAIRWAY INDEPENDENT MORTGAGE CORPORATION NMLS# 2289

CARRIE FINCHAM
MyLittleLender.com



Branch Manager • NMLS# 1230368
Call/Text: 540-718-0849

Copyright© 2023 Fairway Independent Mortgage Corporation NMLS#2289 4750 S. Biltmore Lane, Madison, WI 53718. 1-866-912-4800. Distribution to general public is prohibited. All rights reserved. * USDA Guaranteed Rural Housing loans subject to USDA specific requirements and applicable state income and property limits. Fairway Independent Mortgage Corporation is not affiliated with any government agencies. These materials are not from the USDA or RD, and were not approved by USDA or a government agency. Fairway Independent Mortgage Corporation is not affiliated with any government agencies. Materials are not from HUD or FHA. Fairway Independent Mortgage Corporation NMLS ID #2289 www.nmlsconsumeraccess.org. 8/2023

APRIL 2024



02 **Dealing with Divorce Class**
@Zoom 2-3 PM

09 **CE/PL: Ethics, Agency, & Fair Housing**
@Classroom 8 AM

11 **CE/PL: Contracts, Addenda, & Finance**
@Classroom 8 AM

11 **Bright MLS Training**
@Virtual TBA FREE

16 **PL: Advertising Regulations & Real Estate Law**
@Classroom 9 AM

17 **New Home Construction & Buyer Representation Class**
@Zoom 9 AM -5 PM

17 **REALTOR® Awards Masquerade Ball**
@Woolen Mill 6 PM

18 **PL: Escrow & Risk Management**
@Classroom 9 AM

18 **Colonial Beach Roundtable**
@Zoom 10 AM FREE

23 **Virginia Housing's Keys to Serving First-Time Homebuyers**
@Classroom 9-11 AM





PHR *<< Points apply to in-person, virtual or hybrid classes*

FAARMEMBERS.COM/CALENDAR

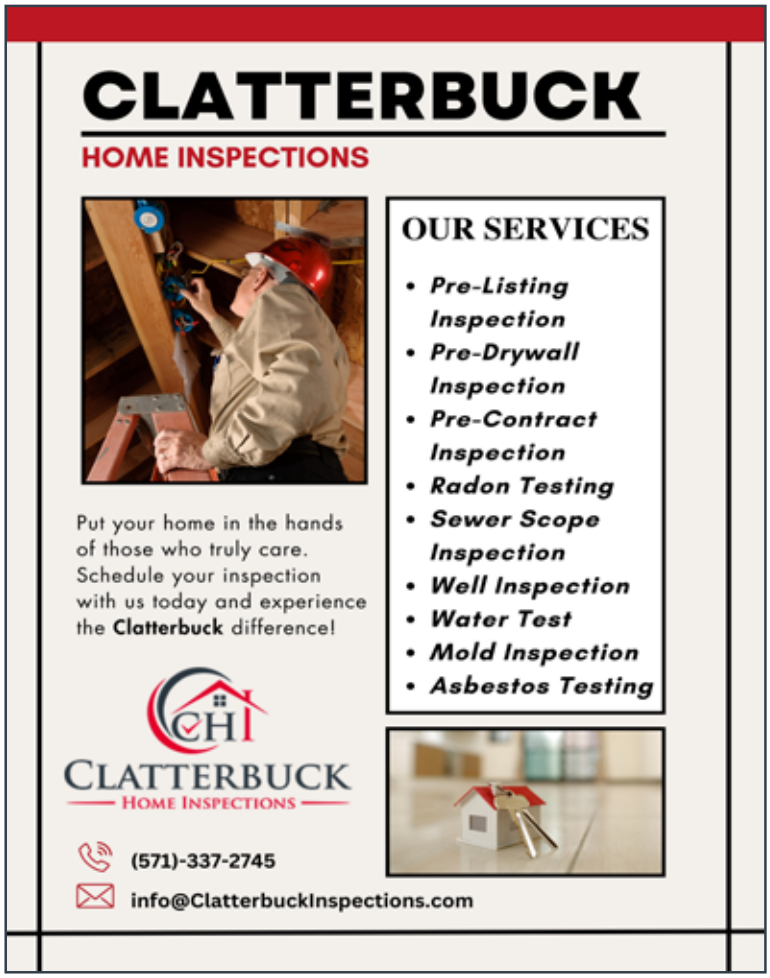

STOP AND THINK.
APRIL IS FAIR HOUSING MONTH
LET'S MAKE UNFAIR HOUSING HISTORY.
Visit nar.realtor/FHM to access tools to help you prevent discrimination in real estate.
NATIONAL ASSOCIATION OF REALTORS®

APPLY TO SERVE ON A 2025 NAR COMMITTEE

NAR committee applications are now open, and YOU can be a champion for your industry at the national level. Your voice and perspective matter, and by joining a committee, you'll have the opportunity to influence outcomes and make a meaningful impact. Not only can you influence positive change, but joining a committee can give you learning opportunities and the chance for professional growth.

Visit NAR's website today to view the available committees and consider sharing your talents and knowledge on a national committee you have a particular interest in. This month, we will provide you with information to get started. This is your chance to influence legislation and regulation in the nation. Applications close May 15th.

Apply today at nar.realtor/committees





Value for REALTORS®

The National Association of REALTORS® works tirelessly to serve members, protect the rights of property owners, and advance the real estate profession. In 2024, National Association of REALTORS® annual dues are $201/member.*

NATIONAL ASSOCIATION OF REALTORS®

ADVOCATING ON YOUR BEHALF TO SHAPE THE POLICY LANDSCAPE

- Advocacy for federal, state, and local policies and policymakers that support REALTORS®, associations, the industry, and consumers, with a proven track record of significant policy wins.
- Millions of dollars saved for consumers through efforts including work to improve access to FHA loans, secure first-time home buyer tax credits, and eliminate additional mortgage fees.
- Tens of millions of dollars allocated each year to support state and local associations in advocacy campaigns.
- RPAC – which raised $49.5 million at all three levels of the association in 2023 – promotes the election of bipartisan candidates across the country, with disbursement decisions led locally.

PROVIDING YOU DATA-DRIVEN INTELLIGENCE AT SCALE

- Access to top economists and experts, and their work – such as the Profile of Home Buyers and Sellers report, Housing Affordability Index, and Home Buyers and Sellers Generational Trends report.
- Access to apps and other tools, including Realtors Property Resource® (RPR), a comprehensive data platform exclusively available to REALTORS®.
- RPR integrates property data and provides a one-stop solution for in-depth property analysis, valuation, market insights, and customizable reporting capabilities – including through AI-enabled tools.
- Largest real estate library in the world and customized reference and research services.

REINFORCING YOUR VALUE

- NAR maintains a Code of Ethics for effective and ethical real estate business practices.
- Nationwide consumer ad campaign and "First-Time Buyer" docuseries highlight REALTOR® value and expertise.
- Graphics and social media assets.
- REALTOR® brand adds to members' credibility, trust, and authority with consumers.

OFFERING VALUABLE SAVINGS AND DEALS

- Ample savings and special offers. Members using products and services through Second Century Ventures and REACH represent annual savings of $100/member on average.
- Nationwide partnerships providing exclusive offers and discounts for members to save on solutions (financial services, marketing, technology resources, etc.) as well as exclusive access to insurance options.

SUPPORTING YOUR SMALL BUSINESS

- Significant resources for state and local associations for programs supporting your success, such as commercial, global, and Young Professionals Network offerings.
- Free website with .realtor and .realestate domain for small businesses.
- Range of risk management tools, timely guidance, and resources from NAR Legal Affairs.

EMPOWERING YOU TO DEVELOP YOUR SKILLS AND ADVANCE YOUR CAREER

- 10+ specialized designations and certifications, 100+ micro courses, and an award-winning podcast through Center for REALTOR® Development (CRD).
- CRD keeps agents updated on trends, best practices, and new regulations.
- NAR educational offerings help satisfy your continuing education needs.

CONVENING OUR INDUSTRY AND BUILDING YOUR NETWORK

- Conferences, events, and other virtual and in-person learning opportunities throughout the year offer opportunities for connection, relationship-building, and conversation about the future of our profession.

*For 2024, dues are $156 per member plus a $45 Consumer Advertising Campaign special assessment. All NAR dues are tax deductible for the member's income tax purposes, except for $55 which is nondeductible and attributed to NAR's lobbying efforts.

REALTORS® are members of the National Association of REALTORS®

YOUR FREDERICKSBURG REALTORS FOUNDATION AT WORK



BY SELINA BRYANT
FOUNDATION PRESIDENT

2024 has already been a busy year for your Fredericksburg Realtors® Foundation. We have granted out $2,000 to the 516 Project to help with a bathroom renovation for a recent amputee and we have two more grants in the hopper for consideration at our next meeting. This is on top of the nearly **$25,000 in grant awards that we made in 2024**. I'd like to share a story we heard about how our grant dollars, the money you donate at our events, are hard at work.

In late 2023, we awarded a grant to Central Virginia Housing (CVH), a local non-profit that seeks to improve the quality of life in our region by providing affordable housing opportunities through coalition, education counseling, and financial assistance. They launched a new program to provide rental application assistance to those looking for housing who might not be able to pay the application fee in addition to the security deposit and first month's rent.

Through our grant, CVH was able to help a gentleman secure permanent housing after living in a hotel for many months despite a steady paycheck. This individual had a criminal record from long ago and was not able to secure housing due to that conviction. CVH was able to funnel him into one of their own properties, use our grant to cover the application fee, and he was accepted since he was upfront about his conviction and since it was so far in the past. They were also able to get him furniture and household items to furnish his new apartment. Our grant funds help this individual achieve his goal of his own place. Your generosity does make a difference!

Please support our fundraisers during the year so that we can continue to provide much needed funding like this grant. Save the date for our annual Golf Tournament on October 11, 2024!









FOUNDATION

PUTS THE FUN IN FUNDRAISING.
THANK YOU FOR YOUR SUPPORT!

2 YEAR

0 2

IN REVIEW 3

40

EVENTS SERVING 1700+ ATTENDEES

118

CLASSES SERVING 2250+ ATTENDEES

$25K IN GRANTS ACQUIRED

FREDERICKSBURG REALTORS FOUNDATION

$23,642 DOLLARS RAISED

$23,650 DOLLARS GRANTED

Virginia REALTORS® RPAC

$53,256 DOLLARS RAISED

866 INVESTORS

16 MAJOR INVESTORS

2 STATE AWARD WINNERS



25

FAMILIES SERVED THROUGH THE REGIONAL FOOD BANK

40

FAMILIES SERVED THROUGH SECRET SANTA

120

NEIGHBORS SERVED THROUGH THE BRISBEN CENTER

200

NEIGHBORS SERVED THROUGH MICAH MINISTRIES

18,639 BOXES OF CEREAL COLLECTED

2024 Property Management Committee Schedule

Friday, January 12, 2024

9:00am via Zoom
Facilitated by: **Josie Ramos and Ginger McAllister, Central VA Housing**

Local Housing Assistance Programs

How can you help your clients?
What programs are there?
What if my property owner has issues with a tenant?

Friday, March 8, 2024

9:00am via Zoom
Facilitated by: **Don Pett and Stephanie Michael,** Committee Chairs

2024 New Laws and Regulations

A review of 2024 legislation
Discussion of any new rules and regulations impacting property management

---

Tuesday, May 14, 2024

9:00am-1:00pm
Zoom Virtual Class
Featuring: **Chip Dicks**
3-hour CE Credit VRLTA Update

VRLTA Update

Covering all 2023 General Assembly updates to landlord tenant law
Detailed view of lease applications
"How to" guide for agent legal compliance

Friday, July 19, 2024

Facilitated by: TBA

Managing Mold

What obligations are owed to the tenant?
How do you remediate mold?
Bring your questions!

Friday, September 13, 2024

9:00am
CE Class TBA
Featuring: **VAR Legal Team**

Save the Date

Property Management class with CE credit taught by the lawyers at the Virginia Realtors®.

Have ideas for session topics or concerns about property management?

Email Committee Liaison Kim McClellan at
kmcclellan@faarmembers.com

All dates subject to change.

Golden "R" Investor ($5,000)
Drew Fristoe
Suzy Stone

Crystal "R" Investor ($2,500)
FAAR

Sterling "R" Investor ($1,000)
Sherry Bailey
Page Browning
Dawn Curry
Carrie Danko
Linda Dort
Debra Ellis
Abby Fitzsimmons
Gary Gardiner
Dawn Josemans
Jo Knight
Tamar Myers-Moffatt
Matthew Rathbun
Mary Rich
Sha Williams-Hinnant

Governor's Club ($500)
Kardin Lillis
Brooke Miller

Capitol Insider ($250)
Nicole Marucci
Donald Pett
Carol Sondrini
Randy Walther

$99 Club ($99)
Gail Ailor
Alicia Angstadt
Kellie Arthur
Mojtaba Azimipour
Denise Benedetto
Victoria Boarman-Phillips
Lori Bonnell
Cheryl Bouchez
Suzanne Brady
Gary Butler
Pia Contreras-Sanchez
Katrina Dotson
Gregory Fernett
Jonah Garner
Pamela Godfrey
Jason Green
Bettina Grein
Janet Holt
Tina Hunt
Vicki Jennings
Marie Jessup
Cynthia Joskowiak
Sean Lando
Lisa Langlais
Linda Laub-Canty
C. Lynn Lenahan
Mercy Lugo-Struthers
Robin Marine
Evelyn Martin
Karen McFarlane
Stephanie Michael
Clay Mihoulides
David Moberly
Kandy Moore
Linda Moyer
Clay Murray
Robert Rochon
Don Samson
Sherrie Shaw
Ralph Skidmore
Daniel St. Cyr
Melissa Stewart
Robert Swink
Michelle Thompson
Kristina Torres

Fair Share Investor ($30)
Kathleen Abercrombie
Craig Adams
Jacob Adams
Michael Adams
Wasiq Ahmed
Robert Almy
Dorcas Ameka
David Anderson
Natasha Anderson
Sabrina Anderson
Susan Anderson-Meeks
Laura Anderson-Paige
Brenda Andrews
Karin Andrews
Dawneen Angeles
Kristopher Angstadt
Margaret Antosz
Claudia Arreaga
Michael Asmus
Chris Asmus
Marla Aste
Patricia Ayala Rivas
Kathleen Ayers
Samantha Ayoub Zayas
Raymond Bacon
Debbie Bailey
Delaney Bailey
Robert Baird
Christina Baker
Victoria Balitcaia
Rebekah Ball
Darlene Barber
Tricia Barnes
Lisa Bartley
Darryl Bauer
James Bauslaugh
Deanna Beltran
Renzo Beltran
Daysi Benitez
Ashley Benninger
Tammy Berfield
Julie Berrios
Lisa Berry
William Bethards
James Bethell
Jennifer Bierfeldt
Tracey Bilodeau
Vicki Black
Pamela Black-Lemon
William Blaine
Joy Blair
Stephanie Blais
Demetrio Blanco
Londie Blesi
Lisa Blow
Mary Lou Blue
Kelly Blumenthal
Kati Bock
Doreen Boggs
Kraig Bolte
Melissa Boney
Sydney Bonnell
Kathleen Boswell
Claudiu Bota
Michael Boyce
McLaren Brady
Milton Branch
Kareem Brathwaite
Amy Breeden
Kevin Breen
Collin Brenner
David Brewer
Erin Brewer
Jared Brewer
Marquita Brimmer
Karen Brooks
Catharine Brown
Dion Brown
Felicia Brown
Gregory Brown
Jamie Brown
Tracie Brown
Linda Bruno
Amy Buchanan
Tracy Bucior
Ruthie Buck
Courtney Buckner
Estell Bulloch
Leslie Bullock
Charles Bumbrey
Christina Burroughs
Edward Burrow
Colleen Butler
Robin Butler
Tamara Butler
Lisa Bydairk
Jennifer Caison
Christopher Calamos
Vaine Caldwell
Theodora Calhoun
Imani Callen
Erik Callies
Ashley Cameron
Ruth Campbell
Bruce Campbell
Robin Campbell
Kelly Canham
Ross Canton
Robin Cantrell
Karen Carpenter
Mikey Carroll
Corrina Carter
DaCorey Carter
Devin Carter
Lionel Carter
Shawna Carter
Tina Carter
Melisa Casacuberta
Jeran Case
Theresa Cassi-Hook
Sheena Catlett
Angela Chadwell
Lacey Chambers
Mia Chapman
Diana Charde
Briauna Chase
Amy Cherry Taylor
Jason Chiarizia
Jeffrey Christy
Jennifer Church
Bailey Ciufo
Charles Clare
Japreshia Clark
Chelsea Clarke
Victoria Clark-Jennings
Kevin Clement
Scott Cleveland
Angela Coates
James Coates
Debra Cocke
Sheila Coleman
Khadija Collins
Krystal Commers
Sarah Connell
Rachel Conrad
Melissa Conway
Morgan Cook
Bryan Cooper
Walter Corbin
Miguel Correa
Earl Cottom
Nicole Cottom
Patricia Cox
Marcia Cramsey
Barbra Crane
Kyle Crawford
Claudia Crone
Tanji Cropp
Francine Daley
Lisa Dario
Angela Darling
Katherine Davis
Ramez Dawod
Dorothy Dawson
Kathy Deal
Jason Decatur
Jeanne DeFeo
Denese DeJerf-Carter
Brook Del Valle
Kerri Delisi
Valerie Dellandre
Christopher Deloach
Kay Dennison
Jamaal Dickerson
Jared Dix
Kelsey Dix
Keria Dix
Tiffany Dix
Laura Dolan
Christy Donaldson
Daniel Donehey
Harish Doshi
Katharine Dove
Courtney Doyle
Kara Drewry
Alex Druash
Elizabeth Dubrule
Leilani Duenas
Debra Durocher
Heidi Eades
Patrick Eagles
Martha Eaheart
Jeffrey Edmisten
Joseph Edwards
Success Ejikeme
Amanda Elrod
Corina Enciu
Angela Epting
Austin Evans
Debbie Everhart
Justin Fagala
William Fairfax
Richard Fappiano
Yasmen Farag
Amy Farmer
Tracey Farmer
Kison Fenwick
Sharon Ferguson
Gabriel Fernandez
Heather Ferris
Dawn Ferriss
Rachel Flynn
Jennifer Fogleman
Shelly Ford
Mark Forror
Linda Fosdick
Angel Foster
Cynthia Fowler
Steven Fowler
Daniel Frank
Michele Freemyers
Lisa Frensley
Teresa Fugett
Jennifer Fuller
Brooke Gaffney
David Gangone
Cristy Garcia-Kramer
Thomas Gates
Demehesa Gatling-Miller
Katie Geddes
Roxanne Genalo
Barbara Gentry
Vasileios Geronymakis
Mark Geslock
Cindy Gillies
Michael Gillies
Robert Gillies
Brandy Glauner
Patricia Glover
Dan Goad
Jenni Gombo
Dean Goodwin
Donna Goodwin
Sarah Gordon
Valerie Gordon
Sarah Gormley
Colton Goss
Kenneth Goss
Michelle Goss
Douglas Gould
Rebecca Graf
Denise Graham
Sara Grau
Allison Graves
Erika Gray
Melanie Gray
Anne Green
Phyllis Guasp
Jennifer Guilday
Araceli Guilloux
Natalie Gunn
Amal Hall
Matthew Hall
Haydee Hallett
Deanna Hamn
Jeff Hancock
Suzanne Hanville
Roberta Hare
George Hareras
Crystal Harmon
Cara Harris
Freida Harris
Shanna Harris
Timothy Harris
Laura Hart
Christina Hartless
Curtis Hartless
Robyn Harvey
Daniel Hawley
Kathleen Hayden
Mike Headrick
Brendan Heatherman
Tiffany Hein
Donald Helleu
Jacqueline Helleu Turner
Vicki Hembrick
Jacqueline Alvarado Henriquez
Renee' Hepler
Jayme Herndon
Andrea Hicks
Andrew Hicks
Olivia Hicks
Tammy Hicks
Shalawn Hildreth
Jordi Hili
Dona' Hill
Sherry Hill
Lori Hillard-Wehr
Stephanie Hiner
Audrey Hitchcock
Jessica Hitt
Simon HO
Vincent Hoang
Mitch Hockman
Naomi Hoehn
Ashley Hoffman
Kelly Hood
Terrell Hood
Jeremy Hoover
Sandra Hoover
Lindsay Hoster
Christopher Howard
Barbara Howe
Renee Howell
Ella Hubbard
Christi Huggins
Kindra Hughes
Elizabeth Hunt
Wally Hunt
Anne Hupka
Theodore Hupka
Sarah Hurst
Alberta Huwar
Shawn Huwar
Dail Hylton
Derek Ingalls
Lee Ingram
Andrei Ionita
Lori Irwin
Cheryl Izzo-Webber
Kayla Jackson
Lethia Jackson
Derrick James
Nathan Janney
Maija-Liisa Jano
Karen Janson
Cortessa Jefferson
John Jenkins
Megan Jernegan
Bambi Jett
Debbie Jett
Ann Marie Jewell
Joeralyn Johnson
Brad Johnson
Deona Johnson
Jay Johnson
Norene Johnson
Rosemary Johnson
Shirley Johnson
Susan Johnson
Vanessa Johnson
Jacquelyn Johnston
Makaila Jones
Donna Jones
Elizabeth Jones
Karen Jones
Kris Jones
Steven Jones
Tia Jones
Tiffany Jones-Monroe
Lora Jordan
Madison Jurgensen
Ciprian Jurj
Susan Jurkouich
Cody Kaila
Christian Kaila
Meghan Kala
Daniel Keaton
Sarah Keddie
Marie Kelly
Tanya Kelly
Maxine Kenny
Mary Kerns
Valerie Kettl
DeeAnna Keyes
Joseph Khateri
Bob Kidd
Alan Kidwell
Deborah Kindig
Rusty Knight
David Kolakowski
Trina Korsgard

See your name on this list?

Nichole Kreiner
Mary Kulesa
Emma Labaran
Wilfredo Laboy
Jessica LaCava
Phillip Lamb
Elizabeth Lau
Judith Laxague
Rita Le Brun
Cindy LeBrun
Kaitlin Lee
Austin Leedy
Ieshia Leverette
Erin Lewis
Janet Lewis
Lauren Lewis
Vanessa Lewis
Carol Libbon
John Licata
Patricia Licata
Michelle Light
Martha Link
Richard Link
Jenny Lloyd
Cindy Locke
Brenda Locke
Tammy Locklerr
Alex Long
Janet Lopez
Andrea Lovelace
Kelli Love-Smith
Peggy Lowe
Aymee Lubinski
Amy Lucas
Melanie Lucero
Mario Lugo
Nichole Lumpkins
Lisa Lynch
Kimberly Lytle
Ashley Madison
Andrea Maitland
Philomina Mammen
Alice Maready
Christy Margoupis
Tiffany Marshall
Pamela Martin
Rohan Martin
Holly Martinez
Jorge Martinez
Tammie Mason
James Massey
Pamela Mastronardi
Debra Matalavage
Benita Matthews
Shannon Mauro
Doris McAdams
Lori McAuliffe
Brandon McCarter
Kim McClellan
Lindsey McClellan
Brian McCollough
Patricia McCord
Daniel McDonald
Tina McElroy
Christine McGowan
William McGrady
Frank McKinney
James McLeod
Laura McLeod
Emily McManama
Abby McManama
Lyndi Meek
Lucie Mehaffey
Lyndsay Meier
Melissa Melendez
Steve Merian
Camilla Messer
Samantha Meyer
Glen Michael
Dolores Miller
Jessica Miller
Mark Miller
Rodney Mims
Heshmatol Mirsepasi
Abdul Mirza
Clarence Mitchell
Pamela Mitchell
Nancy Mizelle
Edgar Molina
Fernanda Moncure
Richard Moncure
Will Montminy
Meghan Moon
Angela Moore
LeighAnn Moore
Steven Moore
Glenda Morales
Roben Moran
Robert Morecock
Iliana Moreno
Jennifer Morse
Leola Morse
Melanie Mosher
Valerie Moss
Wendy Moyer
Katherine Mudd
Stephen Mudre
Connie Mulgrew
William Mullins
Kristi Murphy
Angela Murray
John Myers
Stephanie Nance
Brea Napier
Carrie Neeley
Bethany Neher
Eric Nelson
Holly Nelson
Katie Nelson
Lisa Nelson
Cinthia Neumer
Erin Newbill
Michelle Nicely
Jayden Nicholas
Betty Nolan Kiser
Carol Noon
Tia Norman
Alexandra Novogradac
Kathleen O'Blinsky
Monica ODonnell
Tammy Odum
Melina Ogershok
LaRene Olbeter
Veronica Olivella
Vassa Olson
Heather O'Neill
Jose Ortiz
Avery- Lynn Osborne
Jose Osegueda
Charles Ostlund
Ruthan O'toole
Tina Ott
Kevin Overstreet
Sean O'York
Cheryl Painter
Shawn Palivoda
Jamie Pangretic
Bethany Pannell
Travis Pannell
Adarsh Parbadia
Rhett Parker
Fiona Parkes Apple
Dennis Parsons
Nicole Pastell
Monica Patton
Deborah Pederson
Gerald Pederson
Jeronda Pemberton
Rita Pendleton
Angel Perez
LaChrisa Pernell
Andre Perry
Tina Perry-Duval
Tyeneisha Pertee-Gregory
Richard Peterson
Claunise Petit
Bill Petry
Anne-Marie Pett
Paul Pham
Amanda Phillips
Dana Phillips
Anthony Picarazzi
Sherlyn Pierce
Karen Pitman
George Plitnikas
Kevin Plourde
Megan Porter
Lee Powell
Shiva Power
Andrew Powers
Colette Price
Stacy Priddy
Tiffany Prine
Thomas Puderbaugh
Richard Pullin
Christine Purtell
Benjamin Quann
Lindsey Quinn
Simone Rahal
James Rake
Bonnie Ramey
Leticia Ramos
Pablo Ramos
Jacob Ramsey
Theresa Ramsey
Ashley Rea
Tammy Reid
Leidy Reyes
John Rhea
Dinah Richardson
James Richey
Carole Riddle
Kris Riley
Lila Riley
Rose Rios
Deborah Riston
Arleen Roberts
Kelly Robertson
Gavin Robyn
Lisa Rodriguez
Elizabeth Rogers
Willard Rogers
Margaret Roland
Christa Rorrer
Rick Ross
Elizabeth Ross
George Ross
Alex Rossie
Amy Rowe
Kirsta Ruby
Danielle Ruffino
Karen Russell
Joby Saliceti
Nixaida Sanchez Rivera
Ernesto Sanchez-Diaz JR
Barbra Sanders
Elizabeth Sandridge
Malinda Sands
Sarah Sanford
Jennifer Sansone
Cheryl Saunders
Pamela Scavongelli
Reagan Schenck
Relda Schick
William Schmarge
Catrina Schmeidler
Emily Schroeder
Crystal Scott
Rachel Scott
Teresa Scott
Amber Scruggs
Monay Seals
Joshua Seekins
James Selbe
Philip Senkus
Angelina Servais
Marie Sexton
Christy Shamblin
Andrew Shannon
Christina Shaw
Crystal Shaw-Davis
Karli Shea
Alice Sheley
Delia Shenkle
Jenny Sherrod
Nichole Sigmon
John Simpson
John Simpson
Lisa Sinclair
Christine Singhass
Christopher Skinner
Donna Slavey
Carmen Smith
David Smith
Denise Smith
Elerose Smith
Jeff Smith
Keith Smith
Thomas Smith
Vicki Smith
Laura Sollars
Jeffery Sowards
Stephanie Spreeman
LaTonya Stanard
Denise Staten
Bryan Stelmok
Michael Stevens
Jon Stewart
Mendy Stimmell
Emma Stoddard
Susan Stonehill
Laura Stoner
Debra Stump
Lara Suitt
Evan Sullivan
Quintin Sullivan
Kayla Sullivan
Garlin Sulser
Lindsay Summa
Brooke Sumners
Morgan Sumperl
Suzanne Surles
Yvette Swanston
Nancy Sweetman
Tracey Sykes
Katie Tapolcai
Lauren Tate
Chip Taylor
Joyce Taylor
Maria Teague
Nate Thomas
Ashanti Thompson
Isabella Thompson
Joia Thompson
Kathleen Thompson
Sheronica Thompson
Thomas Thorburn
Allison Thurston
David Tignor
Laura Tilden
Flavia Tonizzo
Anna Torres
Dagmar Torres
Chardenea Tousley
Kyle Traber
Penny Traber
Greg Traber
Betty Trader
Tammy Tran
Cassie Trawick
Jennifer Triana
Sarah Truslow
George Tsoukleris
Mona Tsoukleris
Cristina Turner
Yong Turner
Sheila Tyler
Francisca Umana
Garrett Underhill
Marriah Unruh
Erik Uraje
Anthony Valentino
Joe Vance
Judith Vaught
Lillian Vavrick
Virginia Vickers
Maureen Villalva
Stephanie Vivanco
Anca Vlad
Jason Voelkl
JoAnna Von Arb
Barbara Waite
Ronald Wakeham
Michelle Walden
Lindsay Walker
Martin Walker
Rebecca Walley
Beverly Ward
Gaines Ward
Milyn Ward
Pamela Ward
Matrica Ware
Deborah Warford
Canita Washington
Thomas Washington
Steven Waters
Chris Watt
Laura Watts
Timothy Webb
Michael Weimer
Joan Wells
Margery Westerbeck
Jean Westholt
Jacob White
James Whitman
Amanda Wientjes
Amelia Wilks
Macy Williams
Gregory Williams
James Williams
Linda Williams
Linda Gayle Williams
Cindy Willis
Bonita Wilson
Michelle Wilson
Haben Woldemichael
Cortnie Womelsdorf
Cameron Wood
Jessica Wood
Douglas Woods
Michael Woodward
Lisa Wright
Carol Wyatt
Katie Yancey
Donna Young
Miranda Youngblood
Adam Zandi
Adele Zeno
Theodosius Zotos
Brittany Zywusko

All of the individuals on this list invested their Fair Share of $30 or more in RPAC in 2023. Don't see your name? Make your investment for 2024 at an RPAC event, on your dues, or at the FAAR office!

THANK YOU

Virginia REALTORS® RPAC MAJOR INVESTORS

































FAAR

NEXT DOOR PHOTOS

FREDERICKSBURG

GAVIN ROBYN

Local Owner

(540) 735-6744

GAVIN.ROBYN@NEXTDOORPHOTOS.COM



Real Estate Media, Without The Wait.

PHOTOS

ESSENTIALS

VIDEOS

VIRTUAL TOURS

MARKETING ENHANCEMENTS

AERIALS

WHY WAIT? BOOK NOW.

WWW.FREDERICKSBURG.NEXTDOORPHOTOS.COM



FAAR ACADEMY

INSTRUCTORS WANTED

What you gain

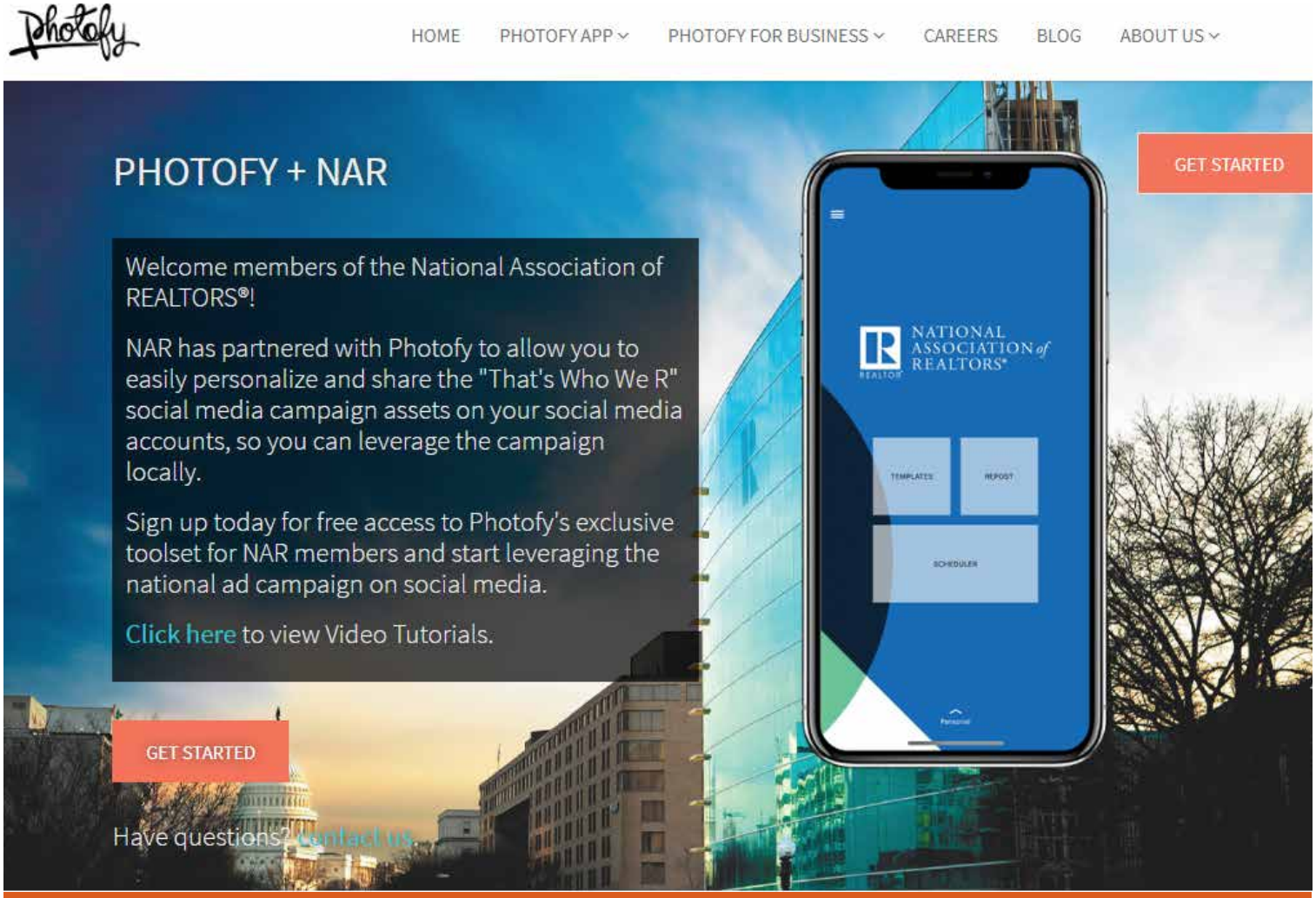
- Display your leadership and expertise in real estate
- Diversify your experience
- Pass your knowledge and experience on to others
- Supplement your income
- Free Continuing Education Credits
- Credits for courses you teach, audit, facilitate
  - (minus designation course)
- Free "Train-the-Trainer" opportunities

FAAR ACADEMY

INTERESTED?

EMAIL BARBARA AT BCASTILLO@FAARMEMBERS.COM

FAAR is an equal opportunity employer. We consider applicants for all positions without regard to race, color, religion, sex, national origin, age, marital or veteran status, disability, or any other legally protected status.



The NAR+Photofy app allows NAR members to easily personalize and share the "That's Who We R" selected campaign assets on your social media accounts.
Sign up today at Photofy.com/nar

1. *Brand your social media channels with That's Who We R content, including Facebook frames, cover photos, channel art, and more.*
2. *Integrate pre-written promotional copy, GIFs, and images into your social media feeds.*
3. *Infographics to share that promote the value of the MLS system and describing the macroeconomics of buying a home.*



CONNECT WITH US!

Click on the phone to go to the social media channel on screen or find us by searching @faarmembers!

REALTORS® LOBBY IN RICHMOND FOR YOU AND YOUR BUSINESS



BY KIM MCCLELLAN, RCE
PUBLIC POLICY DIRECTOR

The Realtors® had another very active year before the General Assembly advocating for a suite of issues to help you, your business, and your clients. Check out the legislative agenda to see you're your Virginia Realtors® Lobbying Team worked on this year.

Resale Disclosure Act

This bill would seek to clean up and clarify items that have come up in practice since the new Resale Disclosure Act became law in July 2023. Items to clarify include that the resale certificate can be delivered to the purchaser's agent, the right to receive the resale certificate cannot be waived by the purchaser, and when resale certificates are required in new construction.

CE Credit Re-Allocation

This bill would reallocate three CE credits needed during license renewal from the elective category to the mandatory category for both real estate salespersons and brokers. An extra hour of agency, contracts, and legal updates would now be mandatory for a total of two hours in each category. The total amount of CE credits required for renewal would not change. This bill is in response to information received from the Virginia Real Estate Board about disciplinary actions and where licensees seem to need more education.

Prohibition of Local Mandatory Disclosures

This bill seeks to prevent localities from creating mandatory real estate disclosures by local ordinance and would instead require that such disclosures be made on a state-wide level through the general assembly. Any existing mandatory disclosures or notifications in a real estate transaction could no longer be enforced.

Place of Business

This bill would have two parts. First, it would put a definition of place of business for real estate licensees into the Code of Virginia. Currently, there is only a definition in the Regulations. This definition would clarify what is considered a place of business and when a branch license is required. It will also include exemptions so that agents are not unintentionally creating a place of business and creating liability. Second, the bill would clarify that if a neighboring state requires Virginia brokers to have a brick-and-mortar office in that neighboring state to practice, non-resident brokers from the

neighboring state would need to establish a brick and mortar office in Virginia to practice here, as well. Currently, non-resident brokers do not need to maintain a brick-and-mortar place of business in the commonwealth.

Alignment of VRLTA Servicemember Provision to Federal SCRA

This bill would align the language in the VRLTA servicemember early termination provision to the federal Servicemembers Civil Relief Act by removing the distance requirement. The VRLTA currently requires that a servicemember receive orders moving him/her more than 35 miles away to terminate a lease. In the past this language could coexist with the federal statute because a servicemember could waive their rights under the federal law. However, the waiver is no longer used, and the federal government and JAG have been alerted to the direct conflict of the 35-mile requirement causing liability to property managers.

Right to Rent

This bill would codify a homeowner's right to rent their property for a lease term of thirty consecutive days or more without unreasonable interference from localities. With the rise in local regulation on short-term rentals and ADUs, this is a preemptive measure to protect a homeowner's right to rent their property for longer lease terms.

40 Contract to List (Real Estate Service Agreements)

This bill will attempt to prohibit long-term contracts to list property, or real estate service agreements that are recorded in the land records.

Wholesaling

This bill will seek to define wholesaling, or the buying and selling of contracts for compensation, as an activity that requires a real estate license.

If you have questions or thoughts about the 2024 Virginia REALTORS® agenda or other Government Relations efforts, please contact advocacy@virginiarealtors.org.



EARN 1-HR CE FOR COMPLETING

FAIRHAVEN

THROUGH VIRGINIA REALTORS®
LEARNING CENTER

LEARN.VIRGINIAREALTORS.ORG

Virginia REALTORS®



FAAR ACADEMY

LATTE & LEARN

SEPTIC 101

WITH MIKE CORNWELL

JUNE 26, 2024 | 9-11 AM | FAAR CLASSROOM

Credits: 2 hours CE RE Related or 2 Hours PL
Current Industry Issues and Trends

Sponsored by VIRGINIA Credit Union

+5 PHR Education

REGISTER NOW AT
FAARMEMBERS.COM/CALENDAR



Wherever you go, the NAR App keeps you in the know. Access news, check your Code of Ethics status, search for a member, and access your member account, all while on the go. *nar.realtor/stay-connected/apps*

Important Insights



Customized for You



Your NAR





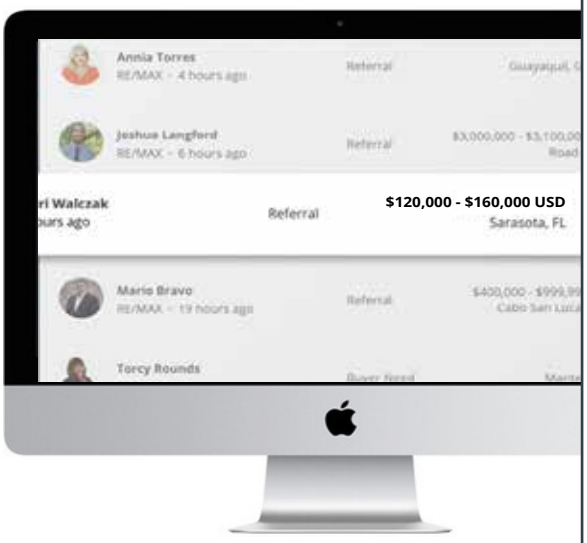
PEOPLES MORTGAGE COMPANY

peoplesmortgage.com

RESAAS

NAR REALTOR BENEFITS®

MORE QUALIFIED REFERRALS THAN EVER BEFORE

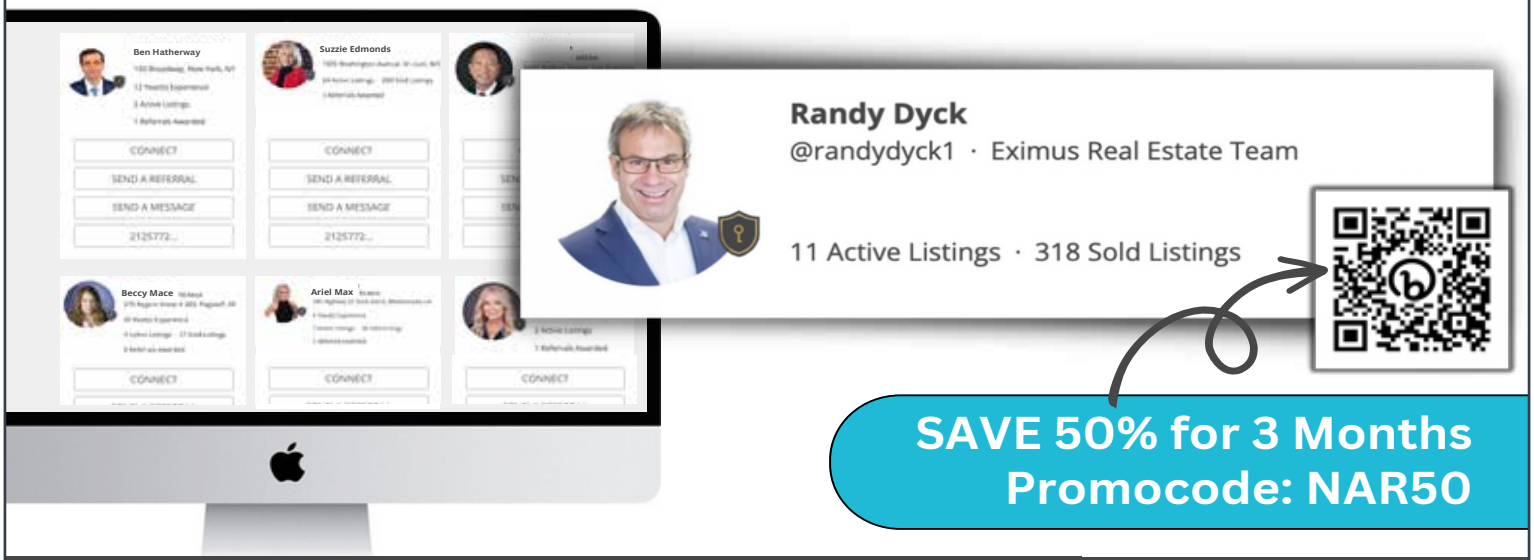


What is RESAAS?

- RESAAS is for residential agents who want to increase their **referral business**.
- RESAAS provides **qualified referrals** directly from other agents.
- RESAAS is the only platform offering **industry referrals** at a global scale and across all brokerages.

Benefits of RESAAS

- Agents can see, respond to, and win referrals coming to their area with alerts.
- Access pre-market listings before homes are offered to the public.
- Get paid a referral fee for referrals they post on RESAAS.
- Use the network to solve buyer needs even in challenging markets.



SAVE 50% for 3 Months
Promocode: NAR50

resaas.com



Does working with dough make you nuts?

We can help.

Financial Source Webinar Series from the **Center for REALTOR® Financial Wellness**

This resources is designed to help REALTORS® understand financial topics on a deeper level. Presenters include subject matter experts who will provide tips, planning options, and an array of valuable information for REALTORS®.
No matter your career stage or level of financial planning, these webinars are helpful and informative to all members.

Register for the upcoming monthly webinars at **NAR.realtor/FinancialWellness/Webinars**.

CENTER for REALTOR® FINANCIAL WELLNESS

NATIONAL ASSOCIATION OF REALTORS®



UNIVERSAL TITLE

THE UT EXPERIENCE

Universal Title provides our clients with the industry's best technology, highest level of security, transparency throughout the process, and overall best experience during their real estate transaction.

INDUSTRY LEADING TECHNOLOGY AND SECURITY

Mobile Freedom
Secure Funds Transfer
eClosings
The Qualia App

- 20+ attorneys with 100+ years of combined experience
- 100,000+ homes closed in the DMV
- 22 Convenient locations in Virginia, DC, and Maryland

Stafford (540) 228-1409
www.universaltitle.com
Fredericksburg (540) 479-1287

DEALING WITH DIVORCE

TUES., APRIL 2ND | 2-3 PM | ON zoom

Listing a home while the owners are divorcing brings many legal, ethical, and practical challenges. Join us on Zoom as Michele goes over the common pain points, covers common issues that arise, and tips for a smooth transaction.



INSTRUCTED BY MICHELE FREEMYERS

CREDITS: 1 HOUR CE RE RELATED

CLASS FEE: $10 TO ATTEND

REGISTER TODAY AT FAARMEMBERS.COM/CALENDAR

FAAR ACADEMY

CE PL

Need the credits to renew your Virginia Salesperson License?

FAAR Academy offers the full 16-hour CE class bundle or 30-hour PL class bundle every other month.

Sign up for an upcoming seminar at faarmembers.com/calendar



New-Home Construction and Buyer Representation—
Professionals, Product, Process

Gain the product and transactional knowledge you need to help buyer-clients through this niche of the home buying process.

SPONSORED BY UNIONHOME MORTGAGE

April 17, 2024
9 AM - 5 PM | ON ZOOM

MATTHEW RATHBUN INSTRUCTS

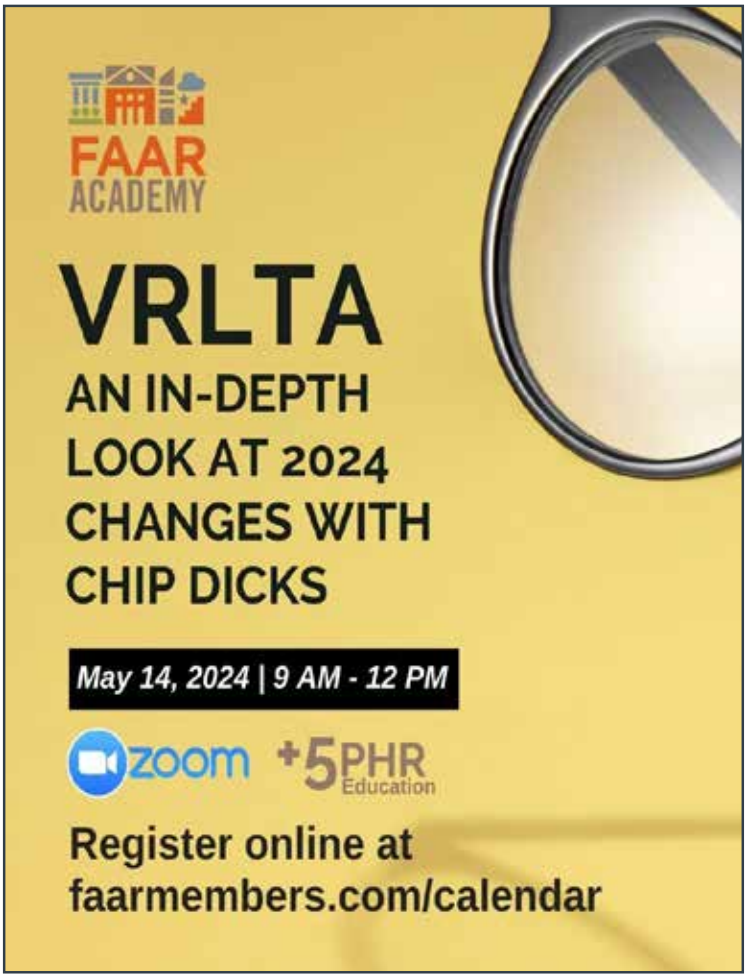
CREDITS: 6 HOURS CE RE RELATED OR 2 HOURS PL CURRENT INDUSTRY ISSUES & TRENDS (PENDING)

REGISTER FOR THIS COURSE TODAY AT
FAARMEMBERS.COM/CALENDAR

NATIONAL ASSOCIATION OF REALTORS® WHOLLY OWNED SUBSIDIARY

REBAC





CUTCO CLOSING GIFTS
Russell Wimbrough
757-714-7207
www.aforevergift.com

MEMBER PHOTOS



January 2024
Day on the Hill







January 2024
Housing Forecast Panel





February 2024
YPN's New Member Networking



February 2024

Bingo benefitting the Foundation









March 2024

Bowling Mixer

View more bowling mixer photos at bit.ly/faarbowling





Summer Law Series

THE 4 MAIN VIRGINIA CONTRACTS & THEIR DIFFERENCES

SIGN UP TODAY!



- **NVAR: Northern Virginia Association of Realtors Residential Contract**
- **VAR: Virginia Association of Realtors**
- **REIN: Residential Contract Real Estate Information Network**
- **CVR: Central Virginia Regional**

JUNE 25, 2024 | 9-11 AM
HOSTED ON zoom

Credits:

2 hrs CE RE Related or PL Current Industry Issues & Trends

Instructor:

John McLaurin

Class Cost:

☐ $25 for FAAR members
☐ $35 for non-Members

SPONSORED BY UNIONHOME MORTGAGE

Union Home Mortgage Corp. NMLS 2229

Contract Differences will cover basic contract law and compare the differences of the four main contracts used in Virginia.

Attendees will learn the differences between these contracts in regard to the Earnest Money Deposit, the Settlement Date and Timing, Possession, the Financing Contingency, Home Inspection Contingency, and Appraisal Contingency. It also goes over the differences between the contracts when there is a title defect as well as some local customs particular to certain regions in Virginia

REGISTER ONLINE AT FAARMEMBERS.COM/CALENDAR

+5 PHR Education

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401

FAAR ACADEMY