



Georgia **REALTOR**

garealtor.com

SUMMER ISSUE • 2021

E&O Insurance and
Your **Personal Property**
ARE YOU COVERED?

Looking Back at
the **2021 GAR**
Inaugural
Conference

2021 GAR
Hall of Fame
Inductees

GAR Member
Connect Summits
COMING TO A
TOWN NEAR YOU!

the **COUNTING** **DAYS**

How to **Count**
Days Correctly
from the **Binding**
Agreement Date



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Georgia REALTOR®

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{ OUR PURPOSE } Empower Members for Success and Enhance Communities



Things are already looking promising as our state is not on lockdown as it was this time last year. Mass vaccination sites are up and running. People are feeling more hopeful about life getting back to some semblance of normal. We are all busy trying to drum up some inventory for our buyers, who are desperately competing for the limited housing supply that's currently available.

Despite all of our busy schedules we had a very successful Inaugural Conference in March in Jekyll Island. THANK YOU to the 500+ members who attended GAR's first ever hybrid conference at the Jekyll Island Convention Center! We had 397 in person and 128 people attend virtually. Even better yet, we had 72 FIRST TIME attendees join us! That is an amazing turnout in this post-pandemic atmosphere. Turn to page 22 to see photos from the event. Georgia REALTORS® were able to gather safely while following CDC guidelines for social distancing and mask wearing.

We celebrated the accomplishments of members from across the state, including our newest GAR Hall of Fame inductees, the late Anne Gault and Representative Dale Washburn. Turn to page 19 to read more about Anne and Dale's amazing accomplishments. Our Good Neighbor of the Year award recipients were Jennifer Barnes and Janice Overbeck and our YPN Young Achiever award winner was Danny Koe of the Atlanta Commercial Board. Congratulations to all!

Awards were also distributed to those members who made major investments in RPAC. As many of you know our ability to keep our businesses up and running during this past year can directly be attributed to RPAC and our competent GAR Advocacy team who worked closely with Governor Brian Kemp to have real estate-related activities deemed "essential." If you haven't already invested your fair share, please consider doing so. If you have invested, consider stepping up your investment this year commiserate with the success of your business.

Mark your calendars for August 30-September 3, for our 2021 Annual Conference & Expo in Biloxi, Mississippi, at the IP Casino Resort and Spa. Registration is open, and infor-

mation on CE courses, and speakers will be available on **garealtor.com** in early June. In the meantime, I hope to see some of you in the next few weeks at our remaining GAR Member Connect Summits. We'll be visiting:

- **Canton/Cherokee — JUNE 14**
- **Albany — JULY 24**
- **Macon — JULY 27**

These are in-person events (the Macon Summit has a virtual option). Visit **garealtor.com** and under the **Events** tab on the home page, select "**Member Connect Summits**" for more information and to register.

Finally, Georgia REALTORS® have another opportunity this summer to show our support for the citizens of our state impacted by food insecurity by participating in the REALTORS® Fighting Hunger challenge! This challenge will take place online June 14-25. Last year we raised just over \$34,000 for food banks across Georgia. I am challenging you to participate — no amount is too small — so that we can double our impact in 2021, with a goal of \$70,000 raised! Turn to page four to learn how you can get involved.

The year is going by swiftly. The spring market is upon us. As you go about conducting business remember to be respectful to each other. Treat your clients with utmost care and professionalism. And never forget we are the facilitators of the American Dream of Home Ownership for ALL. That's Who We R®.

Dorrie J. Love

2021 President, GEORGIA REALTORS®



GAR Disaster Relief Fund

Hurricanes, tornadoes, and other natural disasters can be devastating for anyone, but when they happen to REALTORS®, it can affect their livelihood as well as their home. Since 2008, the GAR Disaster Relief Fund, a 501c(3) nonprofit arm of GAR, has helped scores of individuals with grants to help offset costs during this difficult time. More than \$200,000 has been distributed to REALTORS® across the state who met the criteria for fund disbursement since the fund's inception — beneficiaries say it's the best GAR member benefit that they hope never to need again. Learn more about this important GAR member benefit at garealtor.com. Want to make a tax-deductible donation? Make an easy online donation today by visiting garealtor.com, and under the **Find** tab on the home page, click on **Disaster Relief Fund**.



Raising Funds to Fight Hunger

Save the date for **June 14-25, 2021**, for the annual REALTORS® Fighting Hunger online fundraising competition! Local boards will compete with one another to see who can raise the most funds to fight hunger in Georgia. The inaugural REALTORS® Fighting Hunger Campaign in 2020 raised \$34,095 and generated over 136,000 meals for Georgia food banks. We are hoping to raise a total of \$70,000 (or more!) in 2021, which is more than double the funds raised last year. Be on the lookout in early June on the GAR website and via email for more information on how you can contribute to this worthy cause.



SAVE WHEN SHIPPING WITH UPS

Did you know that GAR members can save up to 28% on shipping through our affinity partnership with UPS?

VISIT savewithups.com/gar/ TO LEARN MORE.

2022 VOLUNTEER FOR A GAR COMMITTEE

Broaden your networking sphere and give back to your profession by volunteering for a GAR committee! To review the committee descriptions and to submit your application, visit garealtor.com and under the **Members** tab, select the **Committees** tab. You will be able to read the descriptions of all committees and then select up to three committees on which you would like to serve. Committee appointments will be made in October by GAR President-Elect Joey Tucker with assistance from First Vice President Lisa Scully. The deadline to apply is August 15. Applicants will be notified of their placements in late October.

Health Insurance Enrollment NOW OPEN YEAR-ROUND!

The **GARE Health Benefits Center** is now open for quoting year-round, with effective dates at the first of every month. The Georgia Real Estate Health Benefits Center is provided exclusively to GAR members. Complete your enrollment by the 15th of each month and get onto the plan as early the first day of the following month. The Georgia Real Estate Health Benefits Center harnesses the size and scale of the 44,000 members of Georgia REALTORS® to lock in savings for members and their families in good health. The available plans may help individuals save significantly versus those found on the ACA Exchange or private insurance market. Additionally, GARE Health Benefits program insurance premiums and deductibles are tax deductible. For a quote, visit garehealthbenefits.decisely.com.

June 17: NATIONAL CODE OF ETHICS DAY

On Thursday, June 17, 2021, join nationally renowned speaker Leigh Brown for the fourth annual National Code of Ethics day! This course will walk you through the articles of the Code with emphasis on the most misunderstood and/or are most violated. This course includes all of the new changes to the 2021 Code of Ethics and Standards of Practice, and will provide you with a reliable reference for guidance in dealing with complex situations in the day-to-day practice of real estate. This course meets the NAR code of ethics renewal requirement and provides three hours Georgia Real Estate Continuing Education Credit and Georgia Instructor Credit. You can join from your personal device or attend at one of the local boards listed below.*

- ALBANY BOARD
- CARPET CAPITAL ASSOCIATION
- EAST METRO BOARD
- GREATER AUGUSTA ASSOCIATION
- NEWNAN-COWETA BOARD
- TROUP COUNTY BOARD

To register, visit garealtor.com, and under the **Education** tab, select **Search Upcoming Classes**, and then select “**Code of Ethics**” button in the filters area.

*MORE BOARD/ASSOCIATIONS WERE
BEING ADDED AT PRESS TIME.

GEORGIA'S HOUSING MARKET

GAR MONTHLY INDICATORS GIVE THE BIG PICTURE

GAR provides housing indicators on a monthly basis to our members free of charge via the FastStats platform, which can be found on garealtor.com. Each report features concise information on basic housing statistics with easy-to-follow charts that help the viewer to see market trends. Reports are both statewide and county-level. In order to give us an accurate snapshot of the housing market year-over-year for various statistics — including pending sales, median sales price, days on the market until closing, and much more — data is derived from fourteen MLSs throughout Georgia. To access these reports — which are updated around the 18th of each month — visit garealtor.com, and select Georgia Housing Indicators on the second row of the home page.



HOTEL ENGINE SUMMER TRAVEL PLANS?

Let Hotel Engine do the work for you by using your GAR member-only savings! Activate your free account today by visiting hotelengine.com/join/georgiarealtors.



LISA SCOBLE is vice president of program business for Pearl Insurance, which is a longtime affinity partner of Georgia REALTORS®.

What you
NEED to
KNOW
regarding
E&O

AGENT-OWNED PROPERTIES

Does your **E&O Insurance** cover your personal sale?

In today's real estate marketplace, more agents and brokers are selling properties in which they own or are partial owners. This makes it more important than ever to know how **errors and omissions insurance {E&O}** would cover an agent-owned property claim. A common assumption is that real estate E&O policies automatically cover agent-owned property transactions. However, real estate E&O policies are written to protect against claims from third parties—not to cover an insured's self-dealing.

Why is that? Agent-owned property transactions carry a much higher risk than third-party transactions. They are potentially volatile, difficult to defend, and typically pay out on average five times more than those involving third-party transactions. In addition, agent-owned property disputes are more likely to pay settlements or judgments than non-agent-owned property disputes.

Most standard insurance carriers now provide limited coverage for agent-owned property transactions if certain requirements are met. Coverage is often limited to residential transactions.

Some typical requirements include:

- The use of standard real estate contracts.
- Providing a completed Seller's Disclosure Form signed by the seller and acknowledged by the buyer prior to the closing.

- Purchase or recommendation of a home inspection. If the home inspection is not performed, a written waiver should be signed by the buyer and included in your transaction file.
- Purchase of a home warranty

While your policy may provide limited coverage, the coverage is extended to the real estate professionals involved in the claim in their capacity as agent or broker; it is not designed to defend the agent or broker as the seller. Many brokers who are aware of the risk involved in these transactions require a non-owner agent in the firm to handle agent-owned property transactions.

While residential agent-owned property transactions may be covered when you meet certain requirements, be sure to review your policy to see if and how agent-owned non-residential transactions may be covered, including raw land and commercial properties.

Agent-owned property that is managed by the agent/owner may also have some limitations to trigger coverage. Be aware of your policy's stance on an agent managing property they own. Agents will sometimes guarantee the sale of a home within a certain number of days and will buy the home themselves if they cannot find another buyer. E&O policies may cover these types of agent-purchased properties, but they may have requirements pertaining to the length of time the property is listed for resale.

The NAR Code of Ethics and the Georgia Real Estate Commission's rules require the disclosure of certain circumstances associated with the ownership of a property as it relates to the agents involved. It is imperative that all REALTORS® remember to disclose all special circumstances in writing to all parties at the outset of every transaction. These disclosures include situations involving agent-owned real estate or familial and business relationships between the agent and any party to the transaction.

Selling investment properties can be a lucrative business for real estate agents. Just be aware of the differences in coverage provided by E&O policies when it comes to this type of transaction. Real estate-specific policies with standard carriers tend to provide the broadest coverage for these activities.



JOIN **GEORGIA REALTORS®** FOR AN
INCREDIBLE DAY OF LEARNING ABOUT
EMERGING REAL ESTATE TRENDS
AS WELL AS **REALTOR® ASSOCIATION**
RESOURCES THAT WILL HELP YOU
ELEVATE YOUR BUSINESS!

GAR is traveling around the state this spring and summer to bring premium information and education to your doorstep. This Summit is for GAR members only. **There is no fee to attend, but you must register in advance.**

June 14: Cherokee Conference Center • Canton

June 24: Chehaw Creekside Center • Albany

July 27: Anderson Conference Center • Macon*

*This event is offered virtually in addition to in-person

★ TOPICS ★

SUMMITS BEGIN AT 9:30 AM AND CONCLUDE AT 4:00 PM

Welcome and GAR 21 Initiatives — **Dorrie Love** • 2021 President • Georgia REALTORS®

GREC Update — **Cindy Rampley** • Chair • Georgia Real Estate Commission

Legislative Impact/Update — **Brad Mock** • Director of Government Affairs • Georgia REALTORS®

RPAC — **Dorrie Love** • NAR's Major Investor Liaison

Economic Update (1031 Exchange & C5 Summit) — **Jeff Ledford** • Chief Advocacy Officer • Georgia REALTORS®

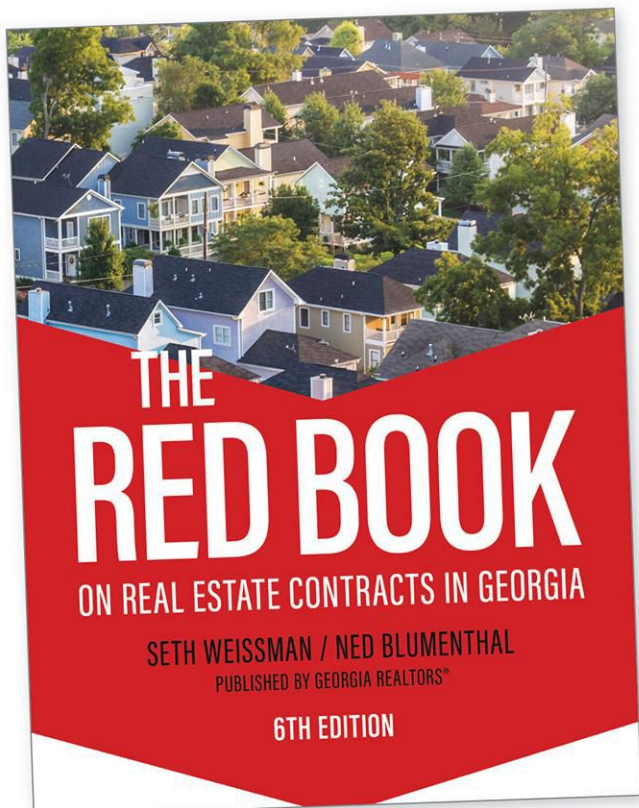
Georgia REALTORS® Resources

Protecting You and Your Broker in the Rapidly Changing World of Real Estate (3 hours CE credit*) —

Seth Weissman • General Counsel • Georgia REALTORS®

*CE for in-person attendees/NO CE for virtual attendees

To register, visit
garealtor.com and
under the **Events**
tab, select
Member Connect
Summits



The **ONE** book every
REALTOR® needs is
now **TWO!** (and an eBook)

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- Helps keep you out of legal trouble
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GRIEVANCE HEARINGS THAT TOOK PLACE IN 2020

	Articles Forwarded for Hearing	Articles Found by Hearing Panel to Have Been Violated	Discipline Imposed
1	Articles 1, 9, 11 & 12	Articles 1, 9, 11 & 12	Letter of Reprimand, Education Classes, \$1,800 Fine, 45-Day Suspension
2	Articles 1, 2, 3 & 9	Articles 1, 2 & 9	Letter of Warning & Education Classes
3	Articles 1, 2, 9, 11 & 12	Articles 1 & 9	Letter of Reprimand & Education Classes
4	Articles 1, 2, 11 & 16	Article 16	No Discipline Imposed
5	Articles 1, 2 & 9	Article 9	Letter of Reprimand & Education Class
6	Article 1	No Violation	N/A
7	Articles 1, 2 & 12	No Violation	N/A
8	Articles 2, 12 & 14	No Violation	N/A
9	Article 15 (appeal)	No Violation	N/A
10	Articles 1 & 2	Article 1	Letter of Reprimand & Education Class
11	Articles 1 & 2	Article 1	Letter of Reprimand & Education Class
12	Articles 1, 6 & 9	Article 9	Letter of Reprimand
13	Articles 1, 2, 4 & 5	Articles 1, 2, 4 & 5	Letter of Reprimand, Education Classes, \$10,000 Fine, 90-Day Suspension
14	Articles 1 & 2	No Violation	N/A
15	Articles 1, 2 & 15	No Violation	N/A
16	Articles 1, 2 & 4	Articles 1, 2 & 4	Letter of Warning & Education Classes
17	Articles 1, 2 & 12 (multiple respondents)	Respondent 1: Article 1 Respondent 2: No Violation	Respondent 1: Education Class Respondent 2: N/A
18	Articles 1, 2 & 3	No Violation	N/A
19	Articles 1, 9 & 12 (multiple respondents)	Respondent 1: Article 9 Respondents 2-5: No Violation	Respondent 1: Letter of Warning & Education Class Respondents 2-5: N/A
20	Articles 1 & 10	No Violation	N/A
21	Articles 15 & 16	Article 16	No Discipline Imposed
22	Articles 1 & 9	Articles 1 & 9	Education Classes
23	Article 16	Article 16	No Discipline Imposed

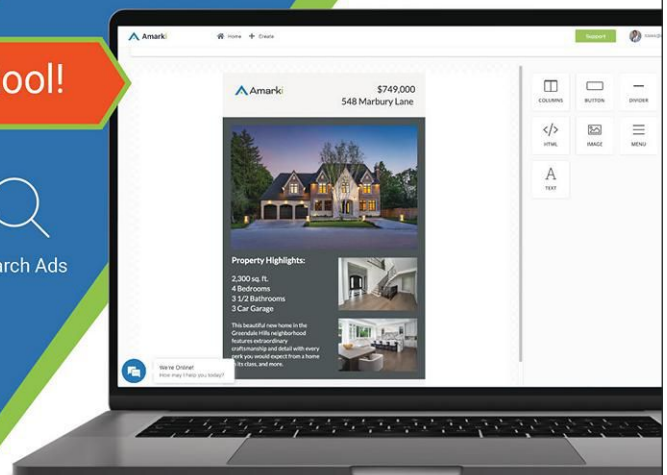
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Counting the Days

TWO FOR THE PRICE OF ONE!

In this issue, we have back-to-back Legal Ease articles from GAR General Counsel Seth Weissman, covering two pressing issues for Georgia REALTORS®. The second article begins on page 13. We hope you enjoy the extra helping of legal knowledge.

SETH G. WEISSMAN is general counsel to the Georgia Association of REALTORS®, and a partner in the law firm of Weissman, P.C.

HOW TO **Count Days** FROM THE **Binding Agreement** DATE

The GAR Legal Helpline receives many common questions, but can you guess the most frequent one? If you guessed, “How do I properly count days from the Binding Agreement Date?” — you would be correct. Sophisticated REALTORS® normally count days in consultation with their calendars to ensure that no mistakes are made. Others, like myself, use the highly regarded “fingers and toes” method of counting

days, trying hard never to set a deadline greater than the number of digits available to them on their hands and feet. Either way, agents understandably want to make sure that they count days correctly so that no deadlines are missed.

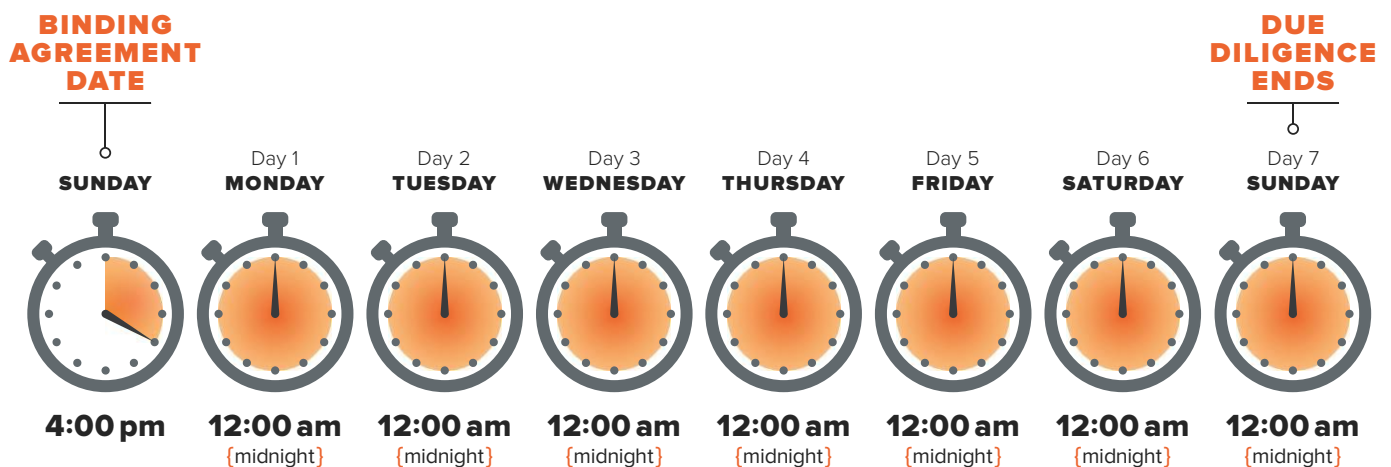
When we think about days, there are a few basic rules to keep in mind. First, a day is a calendar day unless the contract specifically references that days are business days. So, if a party has a 10-day Due Diligence Period, that would refer to 10 calendar days. If the Due Diligence Period were 10 business days, the contract would need to include a special stipulation such as “Buyer shall have a Due Diligence Period equal to ten (10) business days from the Binding Agreement Date.”

The GAR Purchase and Sale Agreement defines both a “business day” and a “banking day” as being weekdays excluding Saturday, Sunday, and federal holidays. A day is also the entire day. So, for example,

if a person has a ten (10) day Due Diligence Period from the Binding Agreement Date, it would end at midnight on the tenth day after the Binding Agreement Date. The fact that the Binding Agreement Date is at four o’clock in the afternoon would not alter the fact that the Due Diligence Period ends ten (10) days later at midnight.

So, how exactly should REALTORS® count days? The key is to remember that you are counting from a particular day. So, let’s say the Binding Agreement Date is on a Sunday at 4:00 p.m. and the buyer has a seven (7) day Due Diligence Period. In starting to count days to when the Due Diligence Period ends, Monday is one day from Sunday, Tuesday is two days from Sunday, and so on until seven (7) days from Sunday have been counted out. This would result in the Binding Agreement Date ending the following Sunday at the end of the day at midnight.

Sometimes words other than “from” are used in



setting time deadlines. We see deadlines being described as “until”, “through” or “within” a particular date. Georgia statutes provide that “until” a certain date includes that day when used in a statute. In other words, if a state statute requires a person to take some action and they have until April 15 to do it, they would have all of April 15 to complete the action. The Georgia Supreme Court has held that the same meaning should be used in contracts unless the parties clearly intended otherwise.

In drafting special stipulations, using phrases like “until and through”, “until and including”, “through and including” or “within and including” help avoid con-

teroffer that expires at 1:00 p.m. in the afternoon, this means that it would need to be accepted by 1:00 p.m. Eastern time in order to create a binding agreement rather than 1:00 p.m. Pacific (California) time.

The other question that regularly comes up in this area is what happens if a time deadline such as the end of the Due Diligence Period or the end of the Financing Contingency falls on a Saturday, Sunday, or federal holiday? Does this give the buyer an extra day to complete the tasks contemplated by these

The GAR Purchase and Sale Agreement states, “No time deadline under the Agreement shall be extended by virtue of it falling on a Saturday, Sunday or federal holiday except for the date of Closing”.

sections? The answer to this question is no. The GAR Purchase and Sale Agreement specifically provides in the Extension of Deadlines section that “no time deadline under the Agreement shall be extended by virtue of it falling on a Saturday, Sunday or federal holiday except for the date of Closing”.

This sometimes means that an eight-day right to unilaterally extend the closing date in certain circumstances turns into a closing that occurs 10 or even 11 days later. So, for example, let’s say that the buyer unilaterally extends the closing date for eight days because the mortgage lender is not ready to close. The new closing now falls on a Saturday and the following Monday is a federal holiday. This means that the closing would be pushed back until the following Tuesday which is the next day that is not a Saturday, Sunday, or federal holiday. In that situation, the eight-day extension actually becomes an eleven 11-day extension.

In summary, meeting time deadlines is extremely important to all REALTORS®. Following the suggestions in this article will hopefully ensure that deadlines are not missed and that disputes over when deadlines end will not occur.



fusion as to the date by which an action must be taken.

Some REALTORS® do not like the fact that deadlines end at midnight. This is particularly the case with the Due Diligence Period where many sellers’ brokers patiently stay up until midnight to see if the buyer has or has not terminated the contract. The GAR Forms Committee tried to address this concern by drafting Special Stipulation #627 which provides: “All time deadlines set forth herein shall expire at ☐ a.m. or ☐ p.m. on the day of the deadline”. This special stipulation allows a midnight deadline to be moved up to any other time frame agreeable to both parties.

Time deadlines under the GAR Forms are always based on the time in Georgia (USA). The GAR Purchase and Sale Agreement specifically states in the Governing Law and Interpretation section that “All references to time shall mean the time in Georgia (USA)”. So, for example, if a buyer is moving to Georgia from California, and they decide to accept a coun-



CHOOSE **Your Phrases** CAREFULLY IN **Real Estate Advertising**

A good rule of thumb when it comes to using particular words or phrases in real estate advertising is that if some people find words offensive and there is an easy substitute, you should consider following the path of least resistance and use the substitute phrase that is less likely to offend. This should help keep you in compliance with our fair housing laws. More importantly, REALTORS® are in the business of helping people buy, sell and lease housing. The most successful REALTORS® are

the ones who make that process a joyful experience for their clients and customers. To the extent people are offended by the phrases REALTORS® use in advertising, the job of the REALTOR® is harder, not easier.

So let's take the phrase "master bedroom." The origin of the phrase has been researched and it appears to have no relationship to the antebellum south when the owner of a house (then referred to as "master") might have had a particular bedroom. Instead, it appears to simply be a reference to the largest bedroom and is thought to have first come into usage around 1926. However, if the phrase offends some people, consider using a more benign phrase like "main bedroom", "primary bedroom", "main on main" or "primary bedroom on main?" People are less likely to be offended and the REALTOR®'s goal of helping buyers, sellers, landlords and tenants happily fulfill their housing needs is more easily achieved.

The bottom line regarding the law of real estate advertising is that it should not indicate a preference or limitations nor should it discriminate based on a person's race, color, religion, sex, handicap, familial status, or national origin. Most REALTORS® fully understand and appreciate that their job is to provide equal housing opportunity to all people.



One area that can sometimes be confusing to REALTORS® is how to advertise the benefits of a particular property or location without showing a preference for classes of people protected under our fair housing laws. For example, advertising that a particular house is walking distance to a well-regarded and popular Catholic high school may well be a key selling point for the property. However, such an advertisement would almost certainly be seen as expressing a preference for persons of that religious faith to buy

With the penalty for violating our fair housing laws often being the loss of an agent's license, real estate agents need to keep a close eye on the trends in this area.

the property. The Department of Housing and Urban Development ("HUD") has concluded as much and has discouraged the use of such references to religious institutions unless they are very well-known landmarks like "St. Patrick's Cathedral" whose location is familiar to everyone in a community would commonly be used as a starting point to give directions. Truthfully, there are not many places like "St.

Patrick's Cathedral" in the U.S. that fit into the landmark category.

What do you do when you know that being near a particular religious school will help sell the property? First, choose more neutral language like "great public and private schools in the area". Second, take a deep breath and remember that those who want to be near a particular religious school are likely already aware when houses in the neighborhood come up for sale. In other words, advertising that point may, as a practical matter, simply not be necessary, particularly since it may create a fair housing issue.

Do we sometimes get carried away in sanitizing our choice of words and phrases? Yes and no. Truthfully, REALTORS® have been far more concerned than even HUD about not using certain phrases. HUD has historically not been too concerned about phrases like "walk-in closet", "mother-in-law suite", "great view", "jogging trails", "family room", "Jack and Jill bathroom" or "third floor walk-up", concluding that these terms are commonly used as physical descriptions of housing units rather than discriminatory terms. However, as REALTORS® and others have called attention to these phrases, we have all had moments of greater clarity where we have taken a step back and recognized that our choice of words may at times unintentionally exclude certain buyers.

This gets us back to the two key points. First, when in doubt, err on the side of strict compliance with our fair housing laws. Second and more importantly, to be successful as a REALTOR®, advertise in a way that appeals to as broad a market as possible and try not to offend anyone.





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**FEATURING
KEYNOTE SPEAKER:**

**Herschel
Walker**

Former NFL Running
Back, 1982 Heisman
Trophy Winner (UGA)
& Mental Health
Awareness Advocate

SAVE
THE
DATE



Georgia REALTORS®

2021 ANNUAL CONFERENCE & EXPO

Biloxi, Mississippi

AUGUST 30–SEPTEMBER 3, 2021



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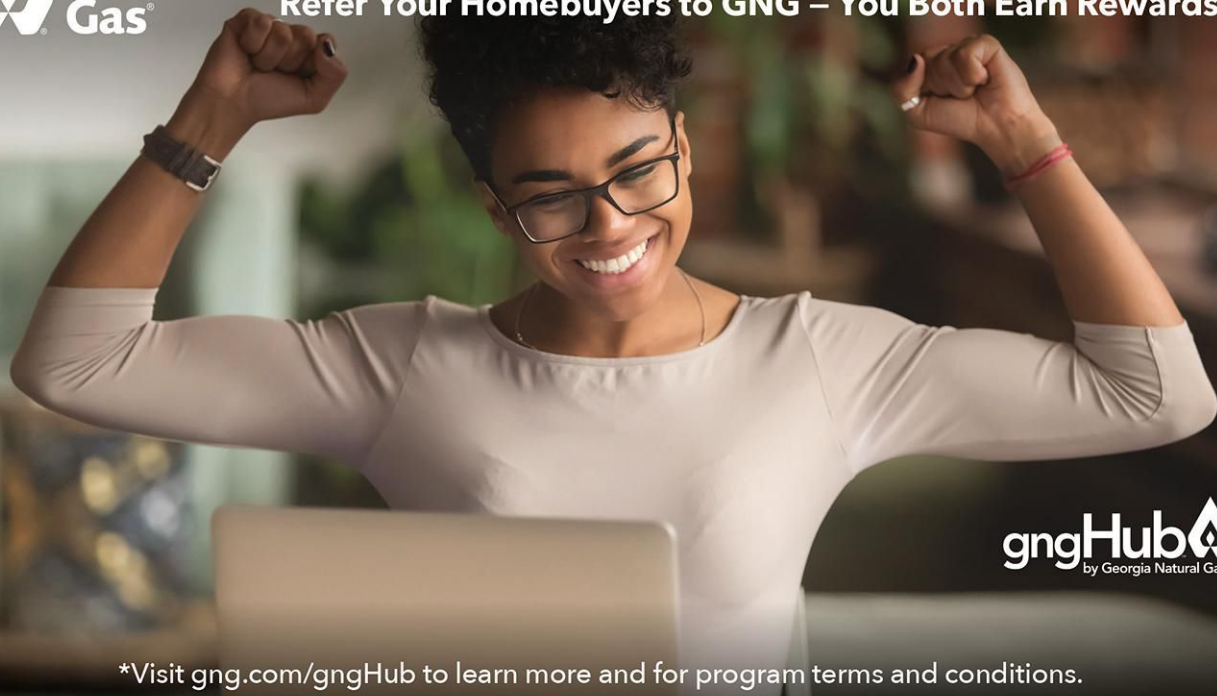


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MEET THE WOMEN'S COUNCIL OF REALTORS® GEORGIA NETWORK



Women's Council of REALTORS® Georgia Network leaders gathered during the GAR 2021 Inaugural Conference in Jekyll Island.



Women's Council members celebrated the charter of the Georgia Network in June 1971.

The Women's Council of REALTORS® is a nationwide community of 12,000 real estate professionals with more than 250 local and state networks in almost 40 states. Founded out of a necessity for inclusion, since women had been barred from admission at many local boards, a "women's division" was formed at NAR's Annual Convention in Milwaukee, Wis., in November 1938, by thirty-seven women from nine states.

The Women's Council's membership growth reflects the vast number of women choosing to work in real estate as they recognize the immense career benefits including: earnings equitable to men, flexible work schedules that allow the ability to raise a family and have a career, a support system of women in the same field garnering friendships, networking capabilities and referrals, confidence through connection with other professional women REALTORS®, and recognition for their own achievements and success. Men are also embraced within the Women's Council and make up 10 percent of the membership.

The Women's Council also represents the largest network infrastructure in the REALTOR® family including 1,200 elected officers that drive over 1,500 programs annually, including two award winning business leadership programs — the Network 360 Leadership Conference, and the Women's Council Leadership Institute. The Women's Council also provides the Performance Network Management (PMN) program which offers members specific training in areas including presentation skills, running a business, negotiation skills, and networking and referrals. To date, there are over 1,100 PMN designees.

The Women's Council is the starting point for many people's leadership journey, including past leaders of NAR. Members currently represent 30 percent of NAR's Board of Directors, 23 percent of NAR Committees, and 10 percent of state or local REALTORS® association leaders.

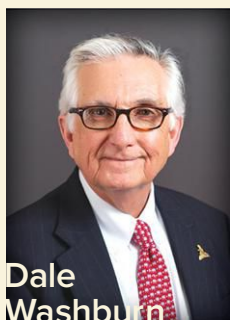
The Women's Council of REALTORS® Georgia Network is celebrating their 50th anniversary in 2021. Chartered in 1971, the Georgia Network's earliest champions included Harriett Konter of Savannah, who later became GAR's first female president, and GAR Hall of Fame members Mary V. Nelson of Decatur and Sally Washburn of Atlanta. Since its inception, the Women's Council Georgia Network has grown steadily through the years and now has nine networks throughout the state that help members advance as business leaders in the industry and the communities they serve.

Norm Kennedy, 2021 Women's Council Georgia Network President, urges Georgia REALTORS® to consider membership in the network. "I encourage each and every one of you to get engaged," he said. "The true value of our membership isn't realized until you have the opportunity to share your experience and skills with the group of like-minded professionals. This is your opportunity to make a difference and I ask that you join us on this journey."

For more information on joining The Women's Council of REALTORS®, visit www.wcr.org.

ARICA RATCLIFF is the Communications Manager for the Georgia REALTORS®.

DISTINCTION & DEDICATION



**GAR
HONORS
TWO NEW
HALL OF
FAME
INDUCTEES**

THE HALL OF FAME RECOGNITION HONORS GEORGIA REALTORS® WHO HAVE MADE EXTRAORDINARY AND DISTINGUISHED CONTRIBUTIONS TO THE REAL ESTATE PROFESSION AND THE MARKETS IN GEORGIA OVER A PERIOD OF AT LEAST 30 YEARS. THESE LEADERS ARE CAPTAINS IN THE INDUSTRY AS WELL AS CHAMPIONS OF THE REALTOR® FAMILY. BEING INDUCTED INTO THE GAR HALL OF FAME IS CONSIDERED GAR'S HIGHEST CAREER HONOR BESTOWED UPON A MEMBER.

Anne Gault >> As a businesswoman, Anne Gault was a consistent top producer, achieving Million Dollar Club status for several years running, while working extensively in the DeKalb County and greater metro Atlanta markets. Anne's company affiliations included Coldwell Banker, Buckhead Brokers, Century 21 Gold Medal Realty, and Harry Norman, REALTORS®. She earned a Five Star Circle of Service Award in 1998, and a Captain of Industry Award in 2000 from the Atlanta REALTORS®. She was named REALTOR® of the Year for the DeKalb REALTORS® in 2004, and in 2012, was named REALTOR® of the Year for the Atlanta REALTORS®. Additionally, the Atlanta Network of Women's Council recognized her as Member of the Year in 2002, and Businesswoman of the Year in 2007.

Anne had a long, impactful career with the REALTOR® association, serving on numerous committees for both the DeKalb REALTORS® and the Atlanta REALTORS®. In 2002, she served as President of the DeKalb REALTORS®. She was also a two-time president for the Atlanta Network of the Women's Council of REALTORS®, in 1993 and again in 2005. In 2011, Anne served as GAR President, where her impact is still felt today.

During Anne's Presidential tenure, she championed the initiative to charge non-members to use the GAR forms, which was approved by the GAR Board of Directors in late 2011. This change has brought on a substantial revenue stream for GAR that, among other things, allowed GAR to pay off the mortgage on the new headquarters building in only three years.

Anne was involved in her extensively in her community. She served on the Forsyth County Zoning Board, as a Girl Scout leader, and spent a significant amount of time volunteering with the Forsyth County Department of Family and Children Services.

Anne served the REALTOR® Association up until the end of her life. When she passed away in April 2019, she was serving as the chair of the GAR 100-year anniversary committee. Anne's long history of hard work, dedication, and her servant's heart toward the REALTOR® Association make her an excellent addition to the GAR Hall of Fame.

Dale Washburn >> Upon acquiring his real estate license in 1976, Macon native Dale Washburn hit the ground running and continues both his practice and his dedication to the profession today. As co-founder of Washburn & Associates, Dale has earned an array of awards and recognition at the local and state levels. He served as president of the Middle Georgia Association of REALTORS® (MGAR) in 1992, and was honored as MGAR's REALTOR® of the Year in 1994. Dale is currently a member of the Central Georgia Board. At the state level, Dale served in numerous positions and committees, most notably as GAR Region Director of Region 5, and as a GAR Vice President for two terms. In 2004, Dale was named GAR REALTOR® of the Year.

Dale's passion for the industry and the REALTOR® association is particularly evident in two areas: education and governmental affairs. In 1997, Dale became a licensed instructor, and subsequently taught pre-license classes at Macon State College and later formed a real estate school, the Dale Washburn School of Real Estate, which still operates today. Dale drafted a textbook for pre-license students and developed a 25-hour post license course. Additionally, he has traveled through the state teaching classes on the REALTOR® Code of Ethics.

Dale has served on virtually every GAR governmental affairs committee and has chaired the State and Local Government Affairs Committee as well as the Congressional Action Committee. Dale is a long-time supporter of RPAC, investing at the Sterling level for several years, and was recently recognized as a GARPAC Top Investor at the Bronze Level.

In 2018, Dale was elected to serve as the Georgia House Representative for District 141. He continues to serve the real estate profession and the public by supporting legislation that promotes private property rights.

Dale has given more than four decades of service to the real estate industry and the REALTOR® association. His faithful dedication earned his well-deserved spot in the GAR Hall of Fame.



REALTOR® Victories UNDER THE Gold Dome

Entering this year with one shy of a dozen active Georgia REALTORS® in the General Assembly, the 2021 Session was a good one for private property owners. Looking forward, Georgians will have options of which utilities make the most sense for them, a system to factor sequestered carbon in their construction materials, more efficiencies in submitting building plans and protections in place for those participating in the construction process.

HB 150 is the bill we referenced as the Fuel Choice Bill in our successful Call for Action. It allows citizens to use whatever utilities are available and make the most sense to them without restriction by state or local government. The Call for Action generated nearly 1,000 messages to the Senate in a little over an hour. That was a fantastic response and the bill's passage owes a lot to your action on this matter.

HB 355 provides a mechanism to voluntarily count the carbon contained in the materials used to construct a building when calculating the carbon footprint of that building. Thus, a building that uses lumber, hempcrete, or other material sequestering carbon, would lower the overall carbon footprint of the structure. This bill was sponsored by REALTOR® legislator Marcus Wiedower from Watkinsville, and it passed.

HB 470 simplifies the building plans submitted to local governments for developments that are not residential dwellings. So, commercial construction can move forward without the time and expense associated with current regulations. This bill was sponsored by a REALTOR® legislator and champion Dale Washburn from Macon, and it passed.

HB 480 addresses the lien rights of interior designers. Typically, the REALTORS® have opposed the ability to place a lien on real property when that lien

is not tied to the property. General contractors, plumbers and electricians are in that mix, but interior designers have not been. Since tens of thousands of dollars can easily be tied up in one property, interior designers are now afforded the protection of the ability to place a lien on real property. This bill was also sponsored by REALTOR® legislator and champion Dale Washburn, and it passed.

One of my favorite sayings of my grandmother was "Well, you live and learn." She would say this after things didn't go as planned (many times after I had broken something, spilled something, or generally made a mistake). I imagine if she were here today, there would be a big "Well, you live and learn" looking back on 2020. That is at least what I'd like to think and how I would characterize the 2021 Session of the General Assembly.

This year's session was the first one that began amidst the pandemic. In other words, unlike 2020, when bills were drafted for the 2021 Session, we knew we were in a pandemic and had already experienced much of it. Thus, many were based on moving forward with what we had learned. Some centered around the emergency executive orders of the Governor, and some were on addressing the negative aspects of the pandemic.

SB 49 put into law the efficiencies of being able



to hire a private inspector when a local government is unable to meet the timeframe of inspecting a building being constructed. During the state of emergency, the Governor issued an order allowing a builder to engage the services of a private inspector. The local government is still very much involved but no longer delays construction from moving forward. While the original action was based in the COVID shut-down, the efficiencies are something that can definitely have a positive impact. This bill was sponsored by REALTOR® legislator and Governor's Floor Leader Clint Dixon, and it passed.

HB 112 extends the COVID liability protections for businesses for another year. During the 2020 Session, the bill leading to the big COVID posters

you see everywhere was passed by modifying the language onto another bill. These posters do much more than just decorate entrance ways, the language offers a level of protection to the business owner, limiting the liability of a frivolous lawsuit being filed related to COVID-19. HB 112, extends these protections out to 2022. This bill passed.

Evictions were a major concern during 2020.

Due to Federal actions, tenants experiencing difficulties related to COVID were afforded protections from evictions. Several bills were drafted at the state level that stem from these tenant protections. I'll lump these together as either extending the timeframe of eviction proceedings (two bills), adding additional steps to the process, or the restriction from looking back on an eviction that took place in 2020 and for purposes of denying a future lease. We were able to block all of these bills.

Overall, this past session was a great success for your Georgia REALTORS® Advocacy Team and our over 46,000 association members. Thank you for your support and your continued involvement in the legislative process.

HB 355 provides a mechanism to voluntarily count the carbon contained in the materials used to construct a building when calculating the carbon footprint of that building.



Georgia REALTORS® Reunited

The **2021 GAR Inaugural Conference** took place in **Jekyll Island** on **March 22-25**, which was GAR's first in-person event since the pandemic started. Despite precautions—including daily temperature checks, socially distanced seating, and mask-wearing in between sessions—the 400+ attendees were thrilled to see one another again face to face. 2021 GAR President Dorrie Love took the oath of office alongside the GAR leadership team during the President's Gala. We hope that you will join us for our Annual Conference & Trade Expo this September in Biloxi! {See page 16 for details.}



2021 **GAR** *Inaugural* CONFERENCE

JEKYLL ISLAND



VIRTUAL REALTOR® Days AT THE Dome

The pandemic may have changed some things but protecting private property rights is as important as ever! GAR's first **Virtual Days at the Dome** event was a huge success, hosting over 400 REALTOR® members virtually. A special thanks to our featured speakers — Charlie Cook and Richard Rothstein. The event was hosted by our 2021 President, Dorrie Love, and Vice President of Governmental Affairs, Stephen Walker. We are grateful to our wonderful GAR Staff for bringing it all together!





HIGH ACHIEVERS

Congratulations to the **INDIVIDUAL** and **BOARD** award recipients for their accomplishments, which were spotlighted during the Opening Session & Awards Ceremony at the 2021 GAR Inaugural Conference in Jekyll Island.

2020 Best of GARPAC AWARDS

LARGEST PERCENTAGE RECEIPTS OVER GOAL

SMALL: HINESVILLE AREA BOARD
MEDIUM: CARPET CAPITAL ASSOCIATION
MED-LARGE: ATHENS AREA ASSOCIATION
LARGE: SAVANNAH AREA REALTORS®
MEGA: ATLANTA REALTORS® ASSOCIATION

LARGEST PERCENTAGE OF MEMBER PARTICIPATION

SMALL: AMERICUS BOARD
MEDIUM: GREATER ROME BOARD
MED-LARGE: NORTHEAST GEORGIA BOARD
LARGE: GREATER AUGUSTA ASSOCIATION
MEGA: ATLANTA REALTORS® ASSOCIATION

LARGEST PERCENTAGE OF MAJOR INVESTORS

SMALL: HINESVILLE AREA BOARD
MEDIUM: CARPET CAPITAL ASSOCIATION
MED-LARGE: GOLDEN ISLES ASSOCIATION
LARGE: SAVANNAH AREA REALTORS®
MEGA: NE ATLANTA METRO ASSOCIATION

HIGHEST DOLLAR VOLUME

SMALL: HINESVILLE AREA BOARD
MEDIUM: CARPET CAPITAL ASSOCIATION
MED-LARGE: ATHENS AREA ASSOCIATION
LARGE: SAVANNAH AREA REALTORS®
MEGA: ATLANTA REALTORS® ASSOCIATION

2021 Individual AWARDS

GAR Good Neighbor Awards

Jennifer Barnes
ATLANTA REALTORS®



Janice Overbeck
COBB ASSOCIATION



YPN Young Achiever Award

Dany Koe
ATLANTA COMMERCIAL BOARD



Dick McCrudden Award

Margie Medlin
COBB ASSOCIATION



GAR President's Awards

Rebecca King
The 2020 GAR Staff



PIE Instructor of the Year

Juanita McDowell



WCR Member of the Year

Denise Quinlan
NE ATLANTA METRO ASSOCIATION



WCR Entrepreneur of the Year

Kay McInroe
FAYETTE COUNTY BOARD



2020 LEADERSHIP ACADEMY Graduates

Quinn Arnau // ATLANTA REALTORS®
Misty Bundrum // PAULDING BOARD
Alex Canfield // SAVANNAH AREA REALTORS®
Wendy Chambers // COBB ASSOCIATION
Lisa Corley // CENTRAL GEORGIA BOARD
Michael Fischer // ATLANTA REALTORS®
Renee Goemaere // FAYETTE COUNTY BOARD
Mike Holloway // NORTHEAST GEORGIA BOARD
Craig Jackson // NEWMAN-COWETA BOARD
Yangsook Ku // NE ATLANTA METRO ASSOCIATION
Richard Moore // COLUMBUS BOARD
Robin Rogers // WEST METRO BOARD
Annick Smith // ALBANY BOARD
Derinda Stephens // GREATER ROME BOARD
Blake Williams // ALBANY BOARD
Elizabeth Williams // NEWMAN-COWETA BOARD
Talli Williams // CARPET CAPITAL ASSOCIATION
Tiffany Williams // EAST METRO BOARD

2020 Scholarship AWARDS

LARGEST DOLLAR CONTRIBUTION BY AN INDIVIDUAL

Deb Junkin // GEORGIA REALTORS®

LARGEST DOLLAR CONTRIBUTION BY A BOARD, INSTITUTE, SOCIETY OR COUNCIL

Atlanta REALTORS®

LARGEST CONTRIBUTION PER CAPITA

Carpet Capital Association

GOLD MEMBER AWARD

**Women's Council of
REALTORS® Georgia Network**
Deb Junkin // GEORGIA REALTORS®
Octavio Perez // CARPET CAPITAL ASSOCIATION
400 North Association
Athens Area Association
Atlanta Commercial Board
Atlanta REALTORS®
Carpet Capital Association
Cherokee Association
Cobb Association
Columbus Board
DeKalb Association
East Metro Board
Fayette County Board
Golden Isles Association
Metro South Association
NE Atlanta Metro Association
Northeast Georgia Board
Newnan-Coweta Board
Savannah Area REALTORS®

SILVER MEMBER AWARD

Albany Board
Crisp Area Board
Georgia Mountains & Lakes Association
Hall County Board
Hinesville Area Board
Northwest Metro Association
Paulding REALTORS®
Troup County Board
Valdosta Board
West Georgia Board
West Metro Board

BRONZE MEMBER AWARD

Hecton Hemans // NE ATLANTA METRO ASSOCIATION
Dwayne Hicks // WEST METRO BOARD
Mike & Mary Nelson // NE ATLANTA METRO ASSOCIATION
Greater Augusta Association
Greater Rome Board
I-85 North Board
Pickens County Board
Southwest Georgia Board
Statesboro Board
Walton-Barrow Board

CONTRIBUTING MEMBERS

Amy Asher // GEORGIA REALTORS®
Bill Braswell // WEST GEORGIA BOARD
Barbara Kennon // COLUMBUS BOARD
Leslie Kopel // GEORGIA REALTORS®
Angela K. Taylor // MIDDLE GEORGIA ASSOCIATION
RCA Savannah/ Hilton Head

RPAC 2020 MAJOR INVESTORS

Recognizing
GAR MEMBERS
who made significant
investments in **RPAC**

Platinum "R" \$10,000 INVESTMENT

Georgia REALTORS®



James Hamby
ATHENS AREA
ASSOCIATION



Tim Hur
ATLANTA
REALTORS®



Deb Junkin
GEORGIA
REALTORS®



Maura Neill
ATLANTA
REALTORS®



Faith Reid
DEKALB
ASSOCIATION



Stephen Walker
FAYETTE COUNTY
BOARD

Golden "R" \$5,000 INVESTMENT

Northeast Atlanta Metro Association of REALTORS®



Ennis Antoine
ATLANTA
REALTORS®



DeAnn Golden
ATLANTA
REALTORS®



Faron W. King
NORTHEAST
GEORGIA
BOARD



Kay McInroe
FAYETTE COUNTY
BOARD



Malinda Shelley
FAYETTE COUNTY
BOARD



Angela Barner
COBB
ASSOCIATION



Chris Jiles
COLUMBUS
BOARD



Susan Kliesen
NE ATLANTA
METRO
ASSOCIATION



Carol Moson
COBB
ASSOCIATION



Jim Smith
MIDDLE
GEORGIA
ASSOCIATION



Kim Bragg
GREATER
AUGUSTA
ASSOCIATION



Denny Jones
COBB
ASSOCIATION



Cynthia Lippert
ATLANTA
REALTORS®



Linda Carol Porterfield
ATHENS AREA
ASSOCIATION



Monica Spillane Cerrone
SAVANNAH
AREA REALTORS®



Aaron Duncan
HINESVILLE
AREA BOARD



Jenea Kennedy
COBB
ASSOCIATION



Denise Lo
DEKALB
ASSOCIATION



Judy Presley
HALL COUNTY
BOARD



Brenda Thompson
ATHENS AREA
ASSOCIATION



Bikel Frenelle
ATLANTA
REALTORS®



Barbara Kennon
COLUMBUS
BOARD



Dorrie Love
FAYETTE COUNTY
BOARD



Lisa Scully
COLUMBUS
BOARD



Joey Tucker
ATHENS AREA
ASSOCIATION



Jenny Viger
GREATER
AUGUSTA
ASSOCIATION

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A minimum of \$1,000 invested in RPAC plus an additional \$2,000
in personal contributions to federal candidates supported by NAR

Caren Acheson // ATLANTA REALTORS®
Bruce Ailion // COBB ASSOCIATION
Ennis Antoine // ATLANTA REALTORS®
Angela Barner // COBB ASSOCIATION
Jim Barner // NORTHWEST METRO ASSOCIATION
Michael Blackburn // NE ATLANTA METRO ASSOCIATION
Kim Bragg // GREATER AUGUSTA ASSOCIATION
Nakia Brooks // NE ATLANTA METRO ASSOCIATION
Sheila Brower // ATLANTA REALTORS®
Les Callahan // ATLANTA COMMERCIAL BOARD
Steve Candler // SAVANNAH AREA REALTORS®
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Neal Jackson // WALTON-BARROW BOARD
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Jackie Leonard // COLUMBUS BOARD
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Denise Lo // DEKALB ASSOCIATION

Dorrie Love // FAYETTE COUNTY BOARD
Kay McInroe // FAYETTE COUNTY BOARD
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Maura Neill // ATLANTA REALTORS®
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Edward Patton // DEKALB ASSOCIATION
Kristy Pennington // DEKALB ASSOCIATION
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Darryl Pierce // DEKALB ASSOCIATION
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Kelly Thrash // ATLANTA REALTORS®
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Joyce Turner // DEKALB ASSOCIATION
Jenny Viger // GREATER AUGUSTA ASSOCIATION
Stephen Walker // FAYETTE COUNTY BOARD
Michelle Warren // FAYETTE COUNTY BOARD
Carol Williams // ATHENS AREA ASSOCIATION

{ CONTINUED on page 26 }

Crystal "R" \$2,500 INVESTMENT

Carpet Capital Association of REALTORS®
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Danny Amberson // COLUMBUS BOARD
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Michael Blackburn // NE ATLANTA METRO ASSOCIATION
Pat Bradford // DEKALB ASSOCIATION
Ryan Brashear // GREATER AUGUSTA ASSOCIATION
Nakia Brooks // NE ATLANTA METRO ASSOCIATION
Les Callahan // ATLANTA COMMERCIAL BOARD
Edwina Clanton // DEKALB ASSOCIATION
Christy Conway // GEORGIA REALTORS®
Bonnie Dunn // ATHENS AREA ASSOCIATION
Steven Fischer // SAVANNAH AREA REALTORS®
Renee Goemaere // FAYETTE COUNTY BOARD
Delores Goldin // WEST METRO BOARD
Caitlin Haka // COLUMBUS BOARD
Linda Hawk // SAVANNAH AREA REALTORS®
Tina Helms // NE ATLANTA METRO ASSOCIATION
Kelly Johnson // SAVANNAH AREA REALTORS®
Jay Kaufman // GOLDEN ISLES ASSOCIATION
Jo Kenney // DEKALB ASSOCIATION
Jackie Leonard // COLUMBUS BOARD
H.B. Moore // DEKALB ASSOCIATION
Darryl Pierce // DEKALB ASSOCIATION
Kim Pond // GREATER AUGUSTA ASSOCIATION
Bill Rawlings // ATLANTA REALTORS®
Rodney Rawls // SAVANNAH AREA REALTORS®
Lamar Roberts // I-85 NORTH BOARD
Jimmy Shanken // HINESVILLE AREA BOARD
Sandra Shurling // LAKE COUNTRY BOARD
Joyce Turner // DEKALB ASSOCIATION
J. Barry Vaught // COLUMBUS BOARD
Phil Vongsavang // COLUMBUS BOARD
Paula Waters // WEST METRO BOARD

2020 **GARPAC** Top Investors

Listed below are the newest members of each level of the **GARPAC TOP INVESTOR AWARD HALL OF FAME**.
Thank you for your continued commitment to RPAC!

GOLD Hall of Fame ★ **\$25,000 LIFETIME INVESTMENT**

Bikel Frenelle
ATLANTA REALTORS®

Chris Jiles
COLUMBUS BOARD

Faron W. King
NORTHEAST GEORGIA BOARD

Carol Moson
COBB ASSOCIATION

Darryl Pierce
DEKALB ASSOCIATION

Monica Spillane Cerrone
SAVANNAH AREA REALTORS®

SILVER ★ **\$15,000 LIFETIME INVESTMENT**

Donna Davis
SAVANNAH AREA REALTORS®

Teri Frye
ATLANTA REALTORS®

Jenea Kennedy
COBB ASSOCIATION

Susan Kliesen
NE ATLANTA METRO ASSOCIATION

Edward Patton
DEKALB ASSOCIATION

Bill Rawlings
ATLANTA REALTORS®

Jenny Viger
GREATER AUGUSTA ASSOCIATION

BRONZE ★ **\$10,000 LIFETIME INVESTMENT**

Jennifer Barnes
ATLANTA REALTORS®

Michael Blackburn
NE ATLANTA METRO ASSOCIATION

Pat Bradford
DEKALB ASSOCIATION

Matt Buck
SAVANNAH AREA REALTORS®

Mike Canova
DEKALB ASSOCIATION

Brianne Drake
METRO SOUTH ASSOCIATION

Bonnie Dunn
ATHENS AREA ASSOCIATION

Lee Finch
400 NORTH ASSOCIATION

Delores Goldin
WEST METRO BOARD

Linda Hawk
SAVANNAH AREA REALTORS®

Kelly Johnson
SAVANNAH AREA REALTORS®

Jackie Leonard
COLUMBUS BOARD/PHENIX CITY BOARD

Michael Maret
CARPET CAPITAL ASSOCIATION

H.B. Moore
DEKALB ASSOCIATION

Tammy Noll
DEKALB ASSOCIATION

Joan Shanks
NE ATLANTA METRO ASSOCIATION

Malinda Shelley
FAYETTE COUNTY BOARD

Jim Smith
MIDDLE GEORGIA ASSOCIATION

Terry Swanson
400 NORTH ASSOCIATION

Joyce Turner
DEKALB ASSOCIATION

Dale Washburn
CENTRAL GEORGIA BOARD

Mary Watts
FAYETTE COUNTY BOARD

Jennifer Westmoreland
ATHENS AREA ASSOCIATION

RPAC 2020 MAJOR INVESTORS

{ CONTINUED from page 24 }

Sterling "R" \$1,000 INVESTMENT

400 NORTH ASSOCIATION

400 North Association
of REALTORS®
Jacqueline Arthur
Tom Becker
Kevin Duncan
Terry Swanson
Scott Whelchel

ALBANY BOARD

George Rosso

ALTAMAHA BASIN BOARD

Saralee Brown

ATHENS AREA ASSOCIATION

Athens Area Association
of REALTORS®

Ryan Blue
Joe Cozart
Angela D'Zamko
Sarah Ellis
Sharon Gay

Jane Greenway
Karen Hamby
Ryan Hamby
Lynn Harder
Dexter Haynes
John Johnson
Frank Kelnhofer
Lisa Langford
Heather McElroy
Frank Thompson
Charlie Upchurch
Jennifer Varnadoe
Jennifer Westmoreland
Carol Williams

ATLANTA REALTORS®

Caren Acheson
Quinn Arnau
Laura Brookshire
Sheila Brower
Marco Coetzer
Jeremy Crawford
Angel Crayton
Michael Fischer
Teri Frye
Karen Hatcher
Dori Hicks

ATLANTA REALTORS® (CONT'D)

Lisa Johnson
Mary Beth Lake
Reggie McCrary
Donna Murphy
Bill Murray
Jennifer Pino
Nancy See
Keri Smith
Kelly Thrash
Shea Zimmerman

ATLANTA COMMERCIAL BOARD

Bill Adams
Patrick Bell
Rod Mullice
Kirk Rich

CAMDEN-CHARLTON COUNTY BOARD

Linda Cook
Joy Cooper
Nicole Readdick

CARPET CAPITAL ASSOCIATION

Sarah Hooker
Gail Junkins-Noles
Mike Maret
Emily Matthews
Susan Patterson
Octavio Perez
Carolyn Roan
Talli Williams
Laura Young

CENTRAL GEORGIA BOARD

Lisa Corley
Jackie Humphrey
Dale Washburn

CHEROKEE ASSOCIATION

Cassandra Bickel
Camille Gard
Karen Lance
Erica Meyer
Stephanie Nielsen
Mike Pennington
Bekki Shae Smith
Cammy Strickland

2020 LOCAL TRIPLE CROWN & LOCAL PRESIDENT'S CUP WINNERS!

The recipients of the **2020 Local Triple Crown** and the **Local President's Cup** have been announced, and several local boards and associations in Georgia are among the winners! In order to obtain the Local Triple Crown Award, local associations must be onboard the PAC Management System and meet the following criteria:

- 1} Meet or exceed local's share of their state's National RPAC Fundraising Goal
- 2} Meet or exceed local's Participation criteria

The following Advocacy and RPAC Goals must be met for a local association to qualify for the **President's Cup**:

- 1} **Call for Action Participation:** A local must minimally achieve an average

response rate of 20 percent on NAR Calls for Action. (No CFA in 2020)

RPAC Goals: Local associations must be onboard the PAC Management System and the following criteria must be met:

- 1} Meet or exceed local's share of their state's National RPAC Fundraising Goal
- 2} Local association meet or exceed 37% Participation

COBB ASSOCIATION

Cobb Association
of REALTORS®
Jennifer Clancy
Kristen Crisp
Julie Fogard
Deborah Forrester
Wendy Gravlin Chambers
Brenda Hardage
David Holmes
Kimberly Jones
Lynn LeCraw
Elizabeth Manning
Ashley Marlow
Michael McCreary
Margie Medlin
Deborah Nagel
Ceci Osburn
David Perrie
Kristen Reed
Gerry Rogers
Leah Stankiewicz
Sierra Westrick
Veda Wood

COLUMBUS BOARD

Columbus Board of REALTORS®
Morgan Amos
Rita Bishop
Linda Boyd
Leah Braxton
Steve Davis
Tracy Dean
Tiffiney Graham
Michelle Hickox
Doug Jefcoat
Kelsey Kennon
John Leonard
Mia Manns
Richard Moore
Shep Mullin
Julie Quigley
Tom Ramon
Vikki Traywick
Hannah Vongsavang

DEKALB ASSOCIATION

Oliver Adams
Mike Canova
Bob Espy
Tammy Noll
Edward Patton
Kristy Pennington

EAST METRO BOARD

Erica Allen
LaTrina Clark
Tami Moody

FAYETTE COUNTY BOARD

Fayette County Board
of REALTORS®
Christine Flanigan
Leigh-Anne Flanigan
Denise Hardesty
Michelle Humes
Amber Partridge
Cheri Scranage
Michelle Warren
Mary Watts
Martin Wise

GEORGIA REALTORS®

Margaret Lacy
Brad Mock
Jeff Ledford

GEORGIA UPSTATE LAKES BOARD

Joni Ingram

GOLDEN ISLES ASSOCIATION

Golden Isles Association
of REALTORS®
Kelly Bennett
Cynthia Brown
Toni Cockeram
Pat Cooper
Elaine Culler-Marlatt
Roland Daniel
LeAnn Duckworth
Rachel Fitzpatrick
Stephanie Foster Webb
Dana Gardner
Sherrye Gibbs
Becca Gould
Sally Hardman
Leighton Johnson II
Rhonda NeSmith
Missy Neu
Luke Pigge
Bradley Randall
Sandy Simmons
Freddy Stroud
Dana Tucker-Hill
Erin Vaughn

GREATER AUGUSTA ASSOCIATION

Thomas Blanchard III
Lloyd DeFoor
Gerilyn Delaurentys
Philip Jones
Pam Lightsey
Jennifer Parker
Kristen Stouffer

GREATER ROME BOARD

Jimmy Byars
Bill Temple

HALL COUNTY BOARD

Chris Simmons
Todd Slaughter
Kim Waters

HEART OF GEORGIA BOARD

Heart of Georgia Board of REALTORS®

HINESVILLE AREA BOARD

Beth Gaitten
Danielle Long
Leigh Smiley

LAKE COUNTRY BOARD

Ann Foster

METRO SOUTH ASSOCIATION

Metro South Association of REALTORS®
Dodie Beauchamp
Karen Devonshire
Brienne Drake
Barbara Dyer
Michelle Griffin

NEWNAN-COWETA BOARD

Russell Berry
Elizabeth Hiett
Craig Jackson
Connie Peacock
Pamela Prange
Tim Stout
Luke Thompson
Vincent Truong
Elizabeth Williams

NORTHEAST ATLANTA METRO ASSOCIATION

Jan Baker
Dana Bauguss
Vicki Dyer
Pat Hackley
Kathy Haddock
Yangsook Ku
Steve Kunkel
Stephanie McClusky
Jamie Mertz
Tom O'Rourke
Gretchen Ozburn
Denise Quinlan
Joan Shanks
Peggy Slappey
Sarah Stovall
Kristy Stubbs-Henderson

NORTHEAST GEORGIA BOARD

Northeast Georgia Board of REALTORS®
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Bill Daves
Dan Easton
Joan Posey-Neumann
Kirbi Smith
Mike Stewart

NORTHWEST METRO ASSOCIATION

Carla Fowler
Brenda Guy

PAULDING REALTORS®

Misty Bundrum
Staci Parham
Kelli Phillips

PICKENS COUNTY BOARD

Andrew Hartman

REALTORS® COMMERCIAL ALLIANCE OF SAVANNAH/HILTON HEAD

Kimberly Iler

SAVANNAH AREA REALTORS®

Savannah Multi-List Corporation
Kevin Allen
William Boyd
Matt Buck
Steve Candler
Jodi Clark
Teresa Cowart
Donna Davis
Kathrin Egner
Dean Estridge
Eileen Galves
Don Golden
Michele Gutting
Pam Hammock
Carol Hazelman
Joyce Jarrell
Robin Lance
Judy McDougal
Sharon Miller
Sheila Page-Doney
Penny Rafferty
Annie Rockwell
Karen Schroder
Jennifer Scroggs
Karyn Thomas
Kevin Thomas
Greg Waldhour
Marjorie Wester

STATESBORO BOARD

Hazel Hendrix

THOMASVILLE AREA BOARD

Thomasville Area Board of REALTORS®

TIFTAREA BOARD

Ron Branch

TROUP COUNTY BOARD

Regenia Andrews
Regina Ingram

VALDOSTA BOARD

Valdosta Board of REALTORS®
Tom Call
Karen Faucette
Janice MacMillan
Cindy Pegg
Missy Sherwood
Nathan Smith
Stacy Touchton
Misty Yeargan

WALTON-BARROW BOARD

Neal Jackson
Carole Queen

WEST GEORGIA BOARD

Bill Braswell
Amy McCoy

WEST METRO BOARD

Mary Jane Goodson
Rett Harmon
Dwayne Hicks
Meri Suddeth

WOMEN'S COUNCIL OF REALTORS®

Gwinnett Chapter

Listed below are the boards who won both the **Triple Crown** and the **President's Award**

Athens Area	Northwest Metro
Camden/Charlton	Paulding
Carpet Capital	Savannah
Columbus	Statesboro
Fayette County	REALTOR®
Golden Isles	Commercial Alliance of Savannah/Hilton Head
Greater Rome	Tiftarea
Hall County	Troup County
Lake Country	Walton-Barrow
Newnan-Coweta	West Metro
Northeast Georgia	



A Different Kind of Celebration

SUMMER ISSUE • 2021

GREC REPORT

Picture this: It's mid-March 2020. I, along with our team at the Georgia Real Estate Commission, were practically barred from even going into the office due to COVID-19. We were mourning the cancellation of in-person meetings to celebrate the 100th anniversary of the Georgia REALTORS® that 2020 President Faron W. King and his team had worked so hard to put together for GAR.

As I write this, it's Spring 2021, and I was so excited to see so many of you at the GAR Inaugural Conference on Jekyll Island! I enjoyed the fellowship that I had come to take for granted as I met with you across the state in previous years. I will never again take that privilege for granted! I want to sincerely thank Brandie Miner, editor of *Georgia REALTOR*®, for giving me this forum to represent GREC and tell you that our staff is almost full strength and hopefully a few short weeks from opening our offices to the public. I can't wait!

So far in 2021, we have held all but one of our GREC meetings in person with only one postponed. Our Appraisal Board meetings have mostly been virtual with a lighter load. You can see how busy we've continued to be by checking our website newsletter where we detail the many activities we perform, including:

- Cases sent to the attorney general for review and disposition by consent order or by hearing
- Issuing cease and desist orders, citations, and letters of findings
- Consent orders entered into
- Final orders of revocation of licensure
- Cases closed for insufficient evidence or no apparent violation
- Issuing — and sometimes denying (due to criminal convictions) — real estate licenses

We have also heard from Governor Kemp's office:

- Mrs. Cindy Rampley has been elected as our new GREC Chair
- Mr. Jerry Warshaw has been reappointed and elected GREC Vice Chair
- Ms. Brenda Thompson has been appointed to GREC for a five-year term. Brenda has decades of experience in real estate in the Athens/Clarke County Area and has served in leadership roles in the REALTOR® association.

We also have a position available to fill the seat of Mr. Paul Brower, who retires as GREC Chair for the last two years. Paul, along with his wife, 2017 GAR President Sheila Brower, has provided invaluable service to the real estate industry in Georgia.

Our Appraisal Board remains the same with the re-appointment of Jean Maria Holmes.

I am so blessed to start meeting in person with the Northeast Georgia Board, Hall County Board, Newnan/Coweta Board, and Carpet Capital Association. I also look forward to attending RPAC auctions in Columbus and Athens. I especially want to thank GREC and the Appraisal Board for valuing the time I get to spend with you, our REALTORS®, and for working so hard whether I'm there or not.

Finally, the Commission has been working hard on several specific areas — Teams, Coming Soon, and Fair Housing — just to name a few. At this writing, we are about to unveil the Commission's version of the Teams rule, on which they have been working diligently. We have done our best to re-emphasize duties and obligations of principal brokers, and the obligations to which our licensees must adhere to within the licensing framework as outlined very specifically in our **statute** and rules. We will continue to **emphasize that framework in our disciplinary actions, continuing education, seminars, testing, and communications.**

To that end, I am so **pleased that for the Fall 2021 edition of *Georgia REALTOR*®,** Appraisal Board Chair Scott Murphy will author this column. He continues to do a tremendous job in **leading our efforts on this important panel.** Scott will be **outlining the importance of listing all properties in the MLS. Excluding a listing is a violation of the Federal Fair Housing Regulations.** You won't want to miss it!

LYNN DEMPSEY is the Commissioner for the Georgia Real Estate Commission and Appraisers Board.

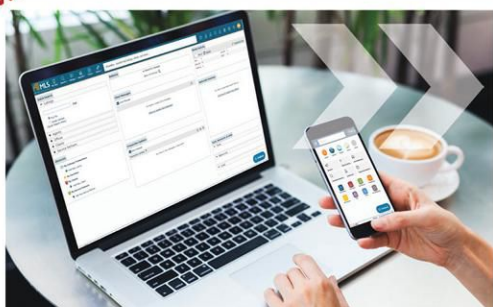


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PROFESSIONAL DEVELOPMENT

Congratulations to the 51 individuals below who earned the Graduate, REALTORS® Institute (GRI) designation in 2020! You can earn the GRI designation by completing 120 GRI credits within a five-year time frame. Want to know more? Visit **garealtor.com**, and under the **Education** tab on the home page, select **GRI**.

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Malissa Allen, Paulding Board
Stacy Benson, Northeast Georgia Board
Saralee Brown, Altamaha Basin Board
Andy Calhoun, 400 North Association
Lisa Cinelli, Atlanta REALTORS®
Jonathan Coleman, Southeast Georgia Council
Cynthia Davis, East Metro Board
Bob Dixon, Cherokee Association
Erica Ferrell, Savannah Area REALTORS®
Tracy Fields, Newnan-Coweta Board
Christine Flanagan, Fayette County Board
Janine Garland, Northwest Georgia Council
Jessica Garrett, Northwest Georgia Council
Kimberly Gilbert, Americus Board
Mel Gipson, 400 North Association
Wendy Gravlin Chambers, Cobb Association
Debra Green, Atlanta REALTORS®
Robin Griffin Velasco, East Metro Board
Melissa Gunther, NW Atlanta Metro Association
Benjamin Herring, Newnan-Coweta Board
Teleka Holbrook, Northeast Georgia Board
Abby Hood, Cobb Association
Vivian Huthwaite, 400 North Association
Melanie Hyde, Atlanta REALTORS®
Cindy Jacobs, Golden Isles Association

Melanie Mitchell, West Metro Board
Marisel Nelson, Walton-Barrow Board
Bonnie Palmer, Atlanta REALTORS®
Robin Payne, Northwest Georgia Council
Tammy Purcell, I-85 North Board
Tom Ramon, Columbus Board
Rhonda Richie, Georgia REALTORS®
Meryl Rifkin, Columbus Board
Leah Robinson-Christian, Atlanta REALTORS®
Timothy Rogers, Lake Country Board
Gloria Saugh, Savannah Area REALTORS®
Shakedra Shanks, Fayette County Board
Chris Simmons, Hall County Board
Eileen Smith, DeKalb REALTORS®
Rhonda Smith, Lake Country Board
Melvin Speight, Greater Augusta Association
Karen Strothers, Middle Georgia Association
Angela Taylor, Middle Georgia Association
Karen Thomas, Georgia Mountains & Lakes REALTORS®
Linda Thompson, Hall County Board
Michelle Troiola, Newnan-Coweta Board
Clarissa Uhl, Newnan-Coweta Board
Jessica Victoria, Hinesville Area Board
Melissa Williams, Greater Rome Board
Michelle Williams, Columbus Board





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Calendar

SUMMER ISSUE • 2021

COMING UP

MAY

5/14

**Registration Opens for GAR's
2021 Annual Conference**

5/31

Memorial Day • GAR Office Closed

5/31

Deadline for REALTOR® of the Year Applications

JUNE

6/10

GAR Executive Committee Meeting
GAR Headquarters, Atlanta

6/14 - 6/25

REALTORS® Fighting Hunger Online Competition

6/14

GAR Member Connect Summit
Cherokee Conference Center, Canton

6/17

National Code of Ethics Day

6/24

GAR Member Connect Summit
Chehaw Creekside Center, Albany

JULY

7/4 - 7/5

Independence Day Weekend • GAR Office Closed

7/19 - 7/21

Regional AE Conference
Jekyll Island Club Resort

7/27

GAR Member Connect Summit
Anderson Conference Center, Macon

AUGUST

8/23 - 8/24

NAR Leadership Summit
Chicago, IL

8/30 - 9/4

GAR 2021 Annual Conference & Expo
Biloxi, MS



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