

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

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

A portrait of Randy Walther, a middle-aged man with short, light-colored hair, wearing a light blue button-down shirt. He is smiling and looking slightly to the right of the camera. The background is a soft-focus outdoor scene with green foliage and a white building.

RANDY WALTHER
2024 FAAR PRESIDENT

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](https://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](https://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!



LEARN MORE ABOUT BUYING OR SELLING A HOME & ACCESS LOCAL HOUSING MARKET STATISTICS AT FAARMEMBERS.COM/CONSUMER



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



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





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Linda Murray

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lmurray@nmbnow.com



LISTING & BUYER AGENCY AGREEMENTS

INSTRUCTED BY CHIP TAYLOR & DEB ELLIS

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!

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REGISTER TODAY!



May 9, 2024
9-11 AM



FAAR Classroom
2050 Gordon W. Shelton Blvd.

REGISTER ONLINE AT [FAARMEMBERS.COM/CALENDAR](https://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!

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Register at faarmembers.com/calendar

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 |

 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



MEET THE TEAM

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

SCOTT HINE



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✉️ shine@uhm.com

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LOA TEAM CAPTAIN

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LOAN OFFICER

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A

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

B

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R

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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

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- 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.

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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"



Virginia
Housing

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

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*

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course to earn a
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**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



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



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

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takes a firm stance
against discrimination.



**APRIL IS
FAIR HOUSING
MONTH**

nar.realtor/fair-housing

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

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- 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
02
IN REVIEW **3**

40
EVENTS
SERVING
1700+
ATTENDEES

118
CLASSES
SERVING
2250+
ATTENDEES

\$25K
IN
GRANTS
ACQUIRED



\$23,642
DOLLARS RAISED
\$23,650
DOLLARS GRANTED



\$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
kmccllellan@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
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Lori Bonnell
Cheryl Bouchez
Suzanne Brady
Gary Butler
Pia Contreras-
Sanchez
Katrina Dotson
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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 StewartRobert Swink
Michelle Thompson
Kristina Torres**Fair Share Investor
(\$30)**Kathleen Abercrombie
Craig Adams
Jacob Adams
Michael Adams
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Robert Almy
Dorcas Ameka
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Natasha Anderson
Sabrina Anderson
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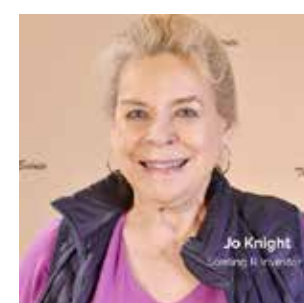
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Fictitious Name

- ▶ This law impacts
- ▶ Current law requires fictitious name to jurisdiction where list or sell homes.
- ▶ After January 1, 2020, have to file in one place Corporation Commission separate locality.



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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.



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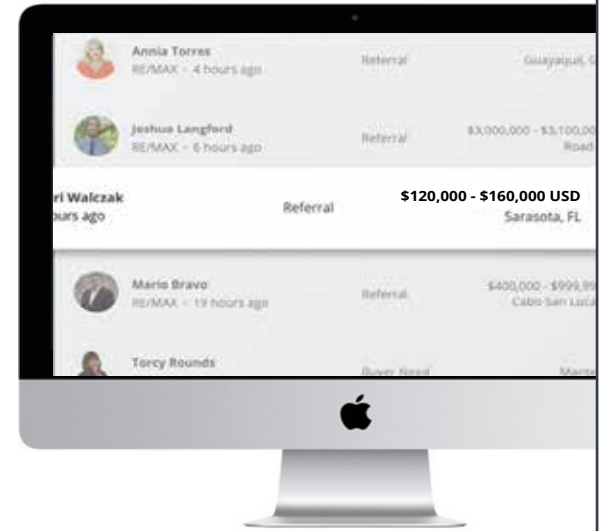
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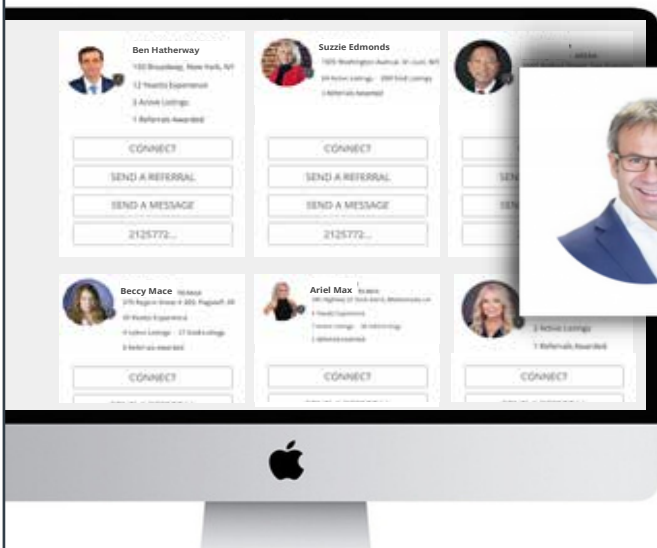
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Housing Forecast Panel



February 2024
**YPN's
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Summer Law Series

SIGN UP TODAY!

THE 4 MAIN VIRGINIA CONTRACTS & THEIR DIFFERENCES

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



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

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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**

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

+5PHR
Education

