Daytona Beach Area ASSOCIATION OF REALTORS®
the REALTOR®
March 2021
Vol. 43 Number 3

GM Breakfast Photos Page 25

About the New MLS

$1,000 FINE!

The Daytona Beach Area Association of REALTORS®' Multiple Listing Service Committee established an **MLS Fine in the amount of $1,000 for members who advertise other member's listing without permission from the listing broker.**

The new fine is in response to a rash of postings on different social media sites where a member posts a listing that belongs to another brokerage without that brokerage's permission.

This practice violates both MLS Rules and the Code of Ethics:

MLS Rules—Section 2.7: Advertising of Listings Filed With the Service

"A listing shall not be advertised by any participant other than the listing broker without the prior consent of the listing broker."

In addition, the Code of Ethics states:

Code of Ethics—Standard of Practice 12-4

"REALTORS® shall not offer for sale/lease or advertise property without authority."

The MLS Committee recommended the **new fine be established without warning.** In other words, once proof is received by the MLS of the violation, the fine is levied against the offending member. **There is no grace period to correct the violation** since it has already occurred by the time the fine is levied.

The Board of Directors approved the MLS Committee recommendation, with a 30-day notification period. So this new fine took effect on February 27th.

Questions and Answers About the New MLS Fine

Q: Is this a new rule?
A: No, the MLS Rules has been in place for years. The MLS Committee just attached a fine for violation of the rule.

Q: What about IDX? Can we still display other broker's listings on an IDX website?
A: Yes! The MLS Rule does NOT apply to consumer-facing IDX websites.

Q: Why was this fine adopted?
A: The MLS Committee adopted this fine because of the proliferation of agents posting other broker's listings on social media sites (Facebook, Instagram, twitter, Craigslist, etc.) without the Listing Broker's permission.

Q: What about Facebook? Can we still share listings on Facebook?
A: Listing agents can post their own listings on Facebook at their pleasure. But an agent cannot post another broker's listing on Facebook without that Listing Broker's permission. Facebook is NOT IDX.

Q; Can't I post someone else's listing as long as I put something like "Listing courtesy of . . .?"
A: No. Again, Facebook is NOT IDX. Regardless of whether or not you include the Listing Broker attribution, you cannot advertise another broker's listing without permission.

Q: Can I still email other broker's listings from the MLS to potential buyers?
A: Yes! Sending listings of interest to prospective buyers is not a violation of this rule because it is not the same thing as indiscriminately advertising another broker's listing.

More Questions? Call the MLS at 386.677.7131

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Daytona Beach Area ASSOCIATION OF REALTORS®

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256-5110
lbyrne@mindspring.com

Association CEO
Mark E. Dougherty, ePRO
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Membership Statistics February 10, 2020	2021 Year to Date	12/31/20
"Designated" REALTORS®	206	193
REALTORS®	1802	1671
Secondary REALTOR® Members	30	21
Secondary Designated REALTORS®	75	73
Designated REALTOR® Appraisers	22	21
Appraisers	0	0
Honorary Life Members DR	7	7
Honorary Life Member	4	4
REALTOR® Emeritus	22	24
TOTAL	**2113**	**2014**
Affiliate Offices	89	123
Affiliate Liaisons	89	123
Affiliate Life Members	1	1
MLS Subscribers Only (Board of Choice)	588	513
Thompson Brokers	4	2

DBAAR	VITAL STATISTICS	
Flex Broker Accesses	332	RPAC Goal for 2021 - TBD
Flex Agent Accesses	1836	RPAC Total to Date - $11,433
MLS Only Accesses	587	Supra Key total - 1871
Thompson Brokers	4	eKey Total - 1871
Total	2759	

EQUAL HOUSING OPPORTUNITY

This publication is prepared monthly by the staff of the Daytona Beach Area Association of REALTORS®, Inc. for its members. The newsletter does not have any official authority and the information contained therein should not be acted upon without professional advice.

The Association, in accepting advertisements in this publication, makes no independent investigation concerning the services or products advertised and neither endorses nor recommends the same and assumes no liability thereof.

http://www.daytonarealtors.com

The President's Message

By Alisa Rogers

Public Policy Update

By the time you read this, the 2021 Florida Legislative Session will have started, and I thought this would be a good opportunity to bring you up to speed on a number of our priorities.

First up is Senate Bill 522, the companion to House Bill 219, relating to vacation rentals. In a nutshell , the bill requires advertising platforms to collect and remit taxes for certain transactions and preempts the regulation of vacation rentals to the state.

As a result of our lobbying efforts in Tallahassee, the bill was passed out of committee on a 6 - 3 vote. S.B. 522 still has a long way to go in the process, but it's a good start as it heads to the Appropriations Committee. Also happening this week, House Bill 7, which is one of the COVID-19 business liability protection bills we support, passed its last committee on a 14 – 7 vote and will now head to the House floor.

Although it is not a Florida Realtors® legislative priority, I did want to make you aware of Senate Bill 630, which is a large-scale community association bill that is back for the third year in a row and contains some items of interest for members. First, the bill includes language to ensure REALTORS® and other essential workers have the access needed - even during a declared state of emergency – to sell or lease condominiums and HOA properties. Second, this bill contains a $150 transfer fee cap (current fee is capped at $100) that was negotiated with bill proponents last session. Third, the bill includes language allowing community associations to extinguish discriminatory restrictions. Lastly, the bill prevents an HOA from enforcing newly adopted long term rental restrictions against property owners who voted against the changes. The amended rental restrictions would apply however, to subsequent purchasers. This is consistent with language already contained in Chapter 718, Florida Statutes, regarding condominiums. SB 630 cleared the Senate Regulated Industries Committee on a 9 - 0 vote.

Federal Eviction Moratorium

We received word that Florida's rental assistance program authorized by December's coronavirus relief package will be administered through the Florida Department of Children and Families. Now that the program has been assigned to an agency we can begin to work with them to identify details that we can share with you as they become available.

Vaccine Distribution Update

According to Johnson & Blanton, a Tallahassee lobbying firm, the state is set to see a jump in vaccine supply starting the first week in March. According to data released by the U.S. Department of Health and Human Services, Florida is expected to receive 417,430 initial doses, up from 340,600 the week before, although the recent winter storms slowed delivery.

According to the Department of Health, Florida has vaccinated nearly 2.5 million residents, with almost 80% of all vaccines going to seniors. The Governor believes the 2,000,000th vaccine was delivered this week to a WWII veteran who received it as part of the state's mission to vaccinate home bound seniors.

New Leadership at DBPR

Florida Governor Ron DeSantis announced his appointment of Julie Imanuel Brown as Secretary of the Florida Department of Business and Professional Regulation (DBPR). The appointment was effective Monday, February 22, 2021.

Secretary Brown has served on the Florida Public Service Commission (PSC) since 2011 and served as Commission Chairman from January 2016 - January 2018. In this role, she has served as one of five Commissioners responsible for ensuring Floridians receive electric, natural gas, telephone, water, and wastewater in a safe, reasonable, and reliable manner.

Secretary Brown is a member of the Florida Bar and holds a Florida Real Estate Broker's License.

Unemployment Benefits

DEO also continues to update their unemployment dashboard. According to the dashboard, as of Feb. 17th, more than 821,000 independent contractors, many of whom are REALTORS®, are receiving their unemployment benefits, representing approximately $2.32 billion in PUA benefits.

Great American REALTOR® Days

One of the most popular events hosted by Florida REALTORS®, Great American REALTOR® Days will be held virtually this year, from March 15-17. Watch your Friday Five for details on how to register.

So even with all the Covid-19 craziness, public policy work continues, and we are fortunate to have a great Public Policy staff at Florida REALTORS®. They monitor all the bills introduced and help promote REALTOR® interests at every turn. In addition, our staff at the national level does the same for us, and always keeps us informed.

That's one of the reasons I'm an RPAC Major Investor!

Membership Changes - February

New Members

14424	Eslam Farghaly	Coldwell Banker Coast Realty
14425	Deanna DeMattio	EXP Realty LLC
14428	Christopher Withrow	Hart Pro Realty
14430	Cristal Doran	Realty Pros Assured
14431	Brooke Galbreath	Gaff's Realty Company
14432	Ryan Grimaldi	Wolves Realty
14433	Brandon Kilbride	Adams, Cameron & Co., Realtors
14434	Ian Hannah	Weichert, Realtors Hallmark Properties
14436	Jacqueline Buckley	EXP Realty
14438	Kathleen Fisher	Keller Williams Realty Florida Partners
14439	Heath Hawkins	Adams, Cameron & Co., Realtors
14440	Nelly De La Cruz Frances	Adams, Cameron & Co., Realtors
14441	Ana Rivero Sierra	Adams, Cameron & Co., Realtors
14442	Lisa Donals	Keller Williams Realty Florida Partners
14444	Jessica Motwani	Premier Sotheby's Intl Realty
14447	Francis Grasso	Keller Williams Realty Florida Partners
14449	Rodrigo Mendoza	EXP Realty
14450	Elizabeth Payne	Adams, Cameron & Co., Realtors
14451	Christa Sanders	Watson Realty Corp.
14452	Kelly Shirazi	Coldwell Banker Premier Properties
14453	Mark Haywood	Reagan Realty, LLC
14455	Lucas Porto	Realty Pros Assured
14457	Kimberly Pollok	Gaff's Realty Company
14461	Christopher Kloc	RE/MAX Signature
14462	Kelci Barnwell	South Atlantic Real Estate Group
14463	Christopher Via	Realty Pros Assured
14466	Traci Farley	Realty Pros Assured
14467	Anthony Caesar	Gaff's Realty Company
14468	Raven La Vasque	DR Properties Of Volusia Cty LLC
14470	Richard Groesz	EXP Realty
14471	Megan Young	Realty Pros Assured
14474	Dylon Porlas	CENTURY 21 Sundance Realty
14475	Lisa Keane	Realty Pros Assured

Designated Brokers

7332	Joyce Marsh (frm agent)	Joyce Marsh Real Estate LLC 444 Seabreeze Blvd Suite 1000 Daytona Beach, FL 32118 386-679-5511
11987	Christopher Roy (frm agent)	Around The Clock Management P.O. Box 290550 Port Orange, FL 32129 386-516-3122
12767	Jason Postill (frm Secondary)	JP Capital Solutions LLC 2913 Bella Flore Terrace New Smyrna Beach, FL 32168 321-426-1511

Secondary Designated Brokers

14472	Rosa Rivera	Skinner Realty, Inc. 4606 Andrus Ave Orlando, FL 32804 407-677-0009
122481	Arthur Simpson	Global Property Exchange LLC 240 S. Atlantic Ave. Ormond Beach, Fl. 32176 386-290-7980

Condolences

Member News

To the family of Jimmy Millhollin of Flagstaff Realty Corp. who passed away.

To the family of Bruce Teeters with Adams Cameron & Co. and the Boys & Girls Club who passed away.

To Harold Briley, Past President for the passing of his mother.

Did You Know?

What Happens When You Pay Your Dues Late:

1. **Your Services for the MLS, Supra and DBAAR Membership are SUSPENDED!** (This will happen whether you are paying your Dues Late or MLS fees Late)

2. **You are made inactive in NRDS.** This effects Forms Simplicity and Transaction Desk.

3. **Late Fees are Added!** For Local or State Dues, a reinstatement fee of 18% is applied to your account.

   For MLS Dues, a late fee of $25 is applied to your account.

TO PAY YOUR DUES, GO TO OUR WEBSITE, GO TO QUICK LINKS and SIGN INTO YOUR DBAAR ACCOUNT OR CALL OUR OFFICE!

New DBPR Rule:

Emails Needed, 10-Day Notifications Required

DBPR now requires RE licensees to provide email addresses – and licensees have only 10 days to notify DBPR of any change in their email address (Rule: 61J2-10.038).

To notify DBPR, visit their online portal, log in, and click on "View User Profile" located under "Functions."

Membership Changes - February

Secondary REALTOR®

14435	Robert Lee	RE/MAX Signature
14437	Renee Starin	CENTURY 21 Sundance Realty
14448	Carson Moree	Momentum Realty

Reinstated

8181	Fonda Whitefield	Gaff's Realty Company
8906	Michael Flannery	Geri Westfall Real Estate
10747	Peter DiSano	Realty Executives Oceanside
13064	Brian Lobb	EXP Realty LLC
13269	Aleksandra Klimczak	Oceans Luxury Realty Full Svc LLC
13504	Shelby Mecklam	Realty Pros Assured

Resigned

7581	Joanne Hornfeck
9253	Deborah Keilin
9293	Brenda Benz
10008	Daryl Martin
10116	Daniel Dean
11853	Andrea Tierney
12083	Kyle Compton
12367	Pamela Geldart
12621	Joshua Coleman
12789	Jonathon Quevedo
12829	Conner Diack
13140	Lillian Rascoe
13645	Nadezhda Collazo
13775	Paulette Benjamin
13835	Michael Siegel
13874	Jose Rivera Miranada
13945	Robin Nihoff
14058	Montesha Hickman
14189	Renata Gozdziak
14207	Karen Marshall

Branch Office

4532	William Navarra	Realty Pros Assured 3118 S. Atlantic Ave. Daytona Beach Shores, FL 32118 386- 766-7653

Achievement

9365	John Bailey	AHWD – At Home With Diversity
10661	Kristen Petersen	AHWD – At Home With Diversity
11200	Felicia Caruso	AHWD – At Home With Diversity
11674	Harold Briley II	AHWD – At Home With Diversity
		C2EX – Commitment to Excellence

Terminate

2076	Mary Maupin
11234	Vincent DiMartino
12613	Claudia Wesse
12922	Stephen Longabaughl
13283	Clarivel Suarez
13289	Stefani Cogsdale
13557	John Mackenzie

Business Partner Spotlight

Marina Strong

Thank you Daytona Beach Area Association of Realtors for recognizing me as business partner of the month for March 2021! I was born and raised in Ormond Beach and graduated from Seabreeze High School. I continued my education at the University of Alabama (Roll Tide!) where I earned my bachelor's degree in business marketing. After graduation, I pursued a career in events with Michele & Group Model and Talent Agency -- traveling the nation learning from top marketing executives. This opportunity instilled a passion for planning and executing high-profile events.

At the start of 2020, as the world abruptly pressed pause under the grip of the pandemic, I transitioned to a position in marketing and event management for O'Quinn Insurance. Starting a position in marketing and events during a nationwide shutdown certainly posed challenges. My position quickly evolved from on-premise marketing to graphic design, data analysis, and social media and website management -- roles I have grown to love. I am grateful to the O'Quinns for giving me the opportunity to take their marketing department and run with it -- thank you Brent and Erin! This role has generated connections with countless individuals and local organizations. I am eager to grow this network as our community begins to reopen this spring.

I also want to introduce O'Quinn Insurance. O'Quinn Insurance is family owned and operated serving Volusia and Flagler counties since 1974. As a top-rated insurance agency, we pride ourselves on providing the best coverage for home, auto, motorcycle, boat, flood and life insurance needs. We seek to empower customers with the knowledge they need to protect their homes and families. We want to make sure you have the right coverage at the right price.

CONTACT MARINA AT

marina@oquinninsurance.com

www.oquinninsurance.com/marina

Membership Changes - February

Terminate (Continued)

13882		James Taber
13908		Lisa M Natanel
13963		Stephen Louis Ralston
14015		Crystal Stubblefield
14073		Lorisa Hilburn
14202		William Nanni
14240		Frank Stewart
14302		Frederick Dunstan

Deceased

54056	Jimmy Millhollin	Flagstaff Realty Corp

New Business Partner

56356	Jessica Crawford	Alpha Foundations 66 Industrial Park Monticello, FL 32344 850-877-1313
56358	Scott Weidman	Savannah Court Financial Advisors, Inc. 340 S. Beach Street, S Daytona Beach, FL 32114 386-299-2893

Business Partners Resign

55995	Holly Yelton	VyStar Credit Union
56024	Ken Poulin	First Response Disaster Team
56221	Michael Cathey	Hamilton Group Funding
56248	Dave Carley	East Coast Home Watch
56274	Milton Rice	Nationwide Mortgage
56279	James Fogle	Fogle Constructors Inc
56291	Tyler Goff	Central Florida Maintenance
56293	Linda Carley	Carley Law LLC
56298	Jeannie Johnston	SouthernModern Transactions
56318	David Richards	ProtectMe Insurance Agency

MLS Participants

9384	Gwendolyn Schwoerer (frm Agent)	Land And Sea Realty 630 E Third Avenue New Smyrna Beach, FL 32169 386-314-8509
14446	Steven Koleno	Beycome of Florida LLC 310 NW 26th Street Suite 3 Miami, FL 33127 844-239-2663
14469	Andrew Comeens	Dash Real Estate Company 815 S. Volusia Ave. Ste 12 Orange City, FL 32763 386- 490-3632

COMMERCIAL Real Estate REALTOR®

Are you interested in learning more about Commercial Real Estate?

Join us for the monthly CID (Commercial Investment Division) meeting to network with other Commercial REALTORS® and learn about industry related topics.
Next Meeting: March 3, 2021 9:00 a.m. - 10:00 a.m.

New "Mobile-Ready" Commercial Website:
wwwdaytonarealtors.com/CID

Semi-Annual MLS Fees Due in March!
03/31/21

Semi-Annual MLS Fees for April-September of $190 will be e-mailed to all MLS subscribers on March 1st, 2021.

To avoid a late fee, MLS Fees are due and payable by March 31, 2021. Pay your dues by calling DBAAR or online at DaytonaRealtors.com

Who is the DBPR?

*The Department of Business and Professional Regulation.

*The DBPR is the agency charged with licensing and regulating businesses and professionals in the State of Florida.

*The DBPR is who you renew your license with and where your Continuing Education (CE's) are reported to.

To know how many CE Credits you have and what you are missing, go to: MyFloridaLicense.com

Want to learn how you can be featured in The Real Estate Book?

See page 26 for more details!

Membership Changes - February

MLS Associates		
14359	Tiffany Pantozzi	Side Real Estate Inc.
14426	Pamela Acker	Dalton Wade Inc.
14427	Mario Faris	The Real Estate Collection LLC
14429	Miranda Earnest	Coldwell Banker Residential RE
14443	Kimberly Campbell	First Coast Sothebys Int'l. Realty
14445	Arleen Lammons	Better Homes & Gardens Real Estate / Synergy
14454	Catherine McCoy	Coastal and Country Properties
14456	Kimberly Rockburn	EXP Realty LLC
14458	Gervon Simon	Keller Williams Realty Florida Partners
14459	Philip Kolbrich	Keller Williams Advantage 2 Realty
14460	Jeffrey Smith	Morris Williams Realty
14473	Jared Allison	Century 21 Alton Clark
MLS Reinstated		
9959	Katherine Cooley	The Keyes Company
11248	Kimberly Nichols	Trademark Realty Group of Palm Coast
MLS Resigns		
12596	Herve Barbera	Beycome of Florida LLC
13456	Stephanie Presley	Beycome of Florida LLC
MLS Terminated		
14136	Carol Delk	1 For The Money Realty LLC

Hallmark
School of Real Estate
386-947-7810

UPCOMING CLASSES
All courses are available in-person or via live stream.

Sales Associate Pre-licensing
March 29 – April 21
Monday, Tuesday, Wednesday: 12:00 pm – 4:45 pm

Sales Associate Post-licensing
(evening class!)
March 9 – 25
Tuesday, Wednesday, Thursday: 5:30 pm – 10:00 pm

14-hr. Continuing Education
March 8 & 15
9:00 am – 4:30 pm

One-day Exam Review
February 20
March 27
8:30 am – 4:30 pm

Private Exam Coaching
By appointment – *One-on-one state exam prep, customized to student's individual needs and challenges.*

Follow us on:

1898 S. Clyde Morris Blvd, Suite 480
Daytona Beach, FL 32119

937 N. Magnolia Ave.,
Orlando, FL 32803

www.hallmarkschoolofrealestate.com

Stay in the Loop with all DBAAR Events, Classes, & Real Estate News!

1 **Join DBAAR's FREE Text Reminder Service**

TEXT THE WORD DBAAR to 76626

2 **Follow DBAAR on Social Media!**

Facebook.com/daytonarealtors
Facebook.com/dbaarypn
Instagram.com/ypndbaar

BE A SMART REALTOR

✔ KEEP YOUR CUSTOMERS
✔ LOOK LIKE A ROCK STAR
✔ ADD A NEW SOURCE OF INCOME TO YOUR PORTFOLIO

Have a listing that won't sell OR
Just sold a property to an Investor?

Refer your owners/landlords to
Rent Me Homes
And get our written guarantee to
NEVER STEAL YOUR CUSTOMER

When we rent the home, we pay you a commission,
And when your customer is ready to sell,
We send her/him back to you!

We make you look like a rock star,
We put money in your landlords' pocket,
And you hang on to your customer, long term!

TWO LOCATIONS TO SERVE YOU!

73 W. Granada Blvd.
Ormond Beach, Florida
386-677-0870

1720 Dunlawton Ave.
Port Orange, Florida
386-281-3325

RENT ME HOMES
RentMeHomes.com

Daytona Beach Area ASSOCIATION OF REALTORS®

YEARLY BILLING CYCLE

The following is a breakdown of the dues and fees that will be billed to you each year. Please note you will receive an electronic bill via email from the association each quarter as follows:

	Billed On:	Due:	Amount:
1st Qtr			
MLS Fees	Mar. 1st	Mar. 31st	$190
2nd Qtr			
Local Dues	June 1st	June 30th	$175
3rd Qtr			
MLS Fees	Sept 1st	Sept 30th	$190
4th Qtr			
FR/NAR	Dec1st	Dec 31st	$331

All checks to be made payable to the Daytona Beach Area Association of REALTORS. Cash, Visa, Master card, Discover and American Express also accepted as payment. Pay 24/7 online at **https://day.rapams.com/**

~Updated Members Only Website~
Works Great on your mobile device!!!

daytonarealtors.com/membersonly/

Education Schedule

Purchase your 2021 Education Voucher for $50 today for hundreds of dollars in savings!

With the purchase of an Education Voucher you may attend unlimited CE Courses in 2021 at the Daytona Beach Area Association of REALTORS® and the New Smyrna Beach Board of REALTORS®.!
Designation and Specialty Classes not included.

Registering For Classes:
When signing up for classes please be sure to do so by the registration deadline date. Members/Non-members-If you fail to register by this date you will be charged the Walk-In fee of $10 plus the cost of the class. Education Voucher holders (DBAAR & NSB)- will be charged the Walk-In fee of $10.

Education Class Cancellation Policy:
If you are unable to attend a class that you have registered for please be sure to notify the DBAAR 24 hours prior to the start of class. If we do not receive prior notice you will still be charged for the cost of the class. If you have a DBAAR Education Voucher and do not provide 24 hour notice you will be charged $10. New Smyrna Beach Voucher holders will be charged $10 if you fail to provide (DBAAR) 24 hour notice of class cancellation. This fee will be payable to DBAAR.

March

Thursday, March 4th 1:00 p.m. - 4:00 p.m. Virtual Class Check-in 15 minutes prior.	**Code of Ethics (Continuing Members Only) (FL REALTORS® Virtual Class)** Instructor: Kim Bell Non-Cancelation Fee $10	**3 Hours CE Credit** If Registered by March 1st Members FREE Non-Members $31 ***Covered by Education Voucher**
Friday, March 5th 1:00 p.m. - 4:00 p.m. Virtual Class Check-in 15 minutes prior.	**The Social Side of Real Estate (Virtual Class)** Instructor: Carrie Prieto Non-Cancelation Fee $10	**3 Hours CE Credit** If Registered by March 4th Members $21 Non-Members $31 ***Covered by Education Voucher**
Monday, March 8th 9:00 a.m. - 12:00 p.m. Virtual Class Check-in 15 minutes prior.	**The Inspection Section (Virtual Class)** Instructor: Nishad Khan Non-Cancelation Fee $10	**3 Hours CE Credit** If Registered by March 5th Members $21 Non-Members $31 ***Covered by Education Voucher**
Monday, March 8th 1:00 p.m. - 3:00 p.m. Virtual Class Check-in 15 minutes prior.	**Homestead Exemption (Virtual Class)** Instructor: Nishad Khan Non-Cancelation Fee $10	**2 Hours CE Credit** If Registered by March 5th Members $14 Non-Members $24 ***Covered by Education Voucher**
Wednesday, March 17th 1:00 p.m. - 5:00 p.m. Virtual Class Check-in 15 minutes prior.	**The Ace Lister: How to Get the Listing (Virtual Class)** Instructor: Josh Cadillac Non-Cancelation Fee $10	**4 Hours CE Credit** If Registered by March 16th Members $28 Non-Members $38 ***Covered by Education Voucher**
Thursday, March 18th 9:00 a.m. to 12:00 p.m. Virtual Class Check-in 15 minutes prior.	**MLS Training (Virtual Class)** Instructor: Karen Nelson	**NO CE Credits** **FREE to DBAAR Members**
Wednesday, March 24th 1:00 p.m. - 5:00 p.m. Virtual Class Check-in 15 minutes prior.	**The Ace Advanced Lister: Building a Lifelong Listing Business (Virtual Class)** Instructor: Josh Cadillac Non-Cancelation Fee $10	**4 Hours CE Credit** If Registered by March 23rd Members $28 Non-Members $38 ***Covered by Education Voucher**
Friday, March 26th 9:00 a.m. - 12:00 p.m. Virtual Class Check-in 15 minutes prior.	**Core Law (Virtual Class)** Instructor: Dick Fryer Non-Cancelation Fee $10	**3 Hours CE Credit** If Registered by March 25th Members $21 Non-Members $31 ***Covered by Education Voucher**

April

Monday, April 12th 10:00 a.m. - 12:00 p.m. Virtual Class	**Divorce and Real Estate (Virtual Class)** Instructor: Nishad Khan	**2 Hours CE Credit** If Registered by April 9th Members $14 Non-Members $24 ***Covered by Education Voucher**
Monday, April 12th 1:00 p.m. - 3:00 p.m. Virtual Class Check-in 15 minutes prior.	**Who Owns That Property? A Guide to Wills, Trusts and Probate (Virtual Class)** Instructor: Nishad Khan	**2 Hours CE Credit** If Registered by April 9th Members $14 Non-Members $24 ***Covered by Education Voucher**
Wednesday, April 14th 9:00am- 12:00pm Virtual Class 1:00 p.m. - 4:00 p.m. Check-in 15 minutes prior.	**Code of Ethics (NEW MEMBER ORIENTATION) (Virtual Class)** Instructor: Patricia Sherman **MLS Training (Virtual Class)** Instructor: Karen Nelson	**NO CE Credits** **FREE to DBAAR Members**
Thursday, April 15th 9:00 a.m. - 1:00 p.m. Virtual Class Check-in 15 minutes prior.	**Preparing a Listing Contract (Virtual Class)** Instructor: Cynthia DeLuca Non-Cancelation Fee $10	**4 Hours CE Credit** If Registered by April 14th at Noon Members $28 Non-Members $38 ***Covered by Education Voucher**
Friday, April 16th 9:00 a.m. - 12:00 p.m. Virtual Class Check-in 15 minutes prior.	**Understanding Buyer Broker Agreements and How to Implement Them (Virtual Class)** Instructor: Patricia Sherman	**3 Hours CE Credit** If Registered by April 15th Members $21 Non-Members $31 ***Covered by Education Voucher**
Friday, April 16th 1:00 p.m. - 3:00 p.m. Virtual Class Check-in 15 minutes prior.	**Be the Change- Fair Housing and You (Virtual Class)** Instructor: Patricia Sherman Non-Cancelation Fee $10	**2 Hours CE Credit** If Registered by April 15th Members $14 Non-Members $24 ***Covered by Education Voucher**

REMEMBER TO CHECK YOUR STATE CREDITS!

Go to www.MyFloridaLicense.com to make sure you have all your CE credit hours before your license expires!

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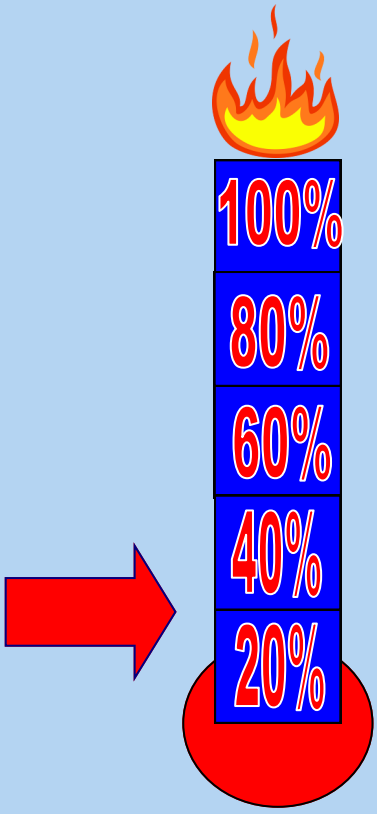
RPAC 2021

CONTRIBUTION GOAL: $51,066

$11,031.00

99 Club

Julie Anderson
Jack Bailey
Dwight Bailey
Marcia Barnett
Jamie Barkley
Susan Barkley
David Beery
Bo Bofamy
Brock Bolduc
Jessica Blodgett
Carolyn Botchie
Donald Bullock
Robert Brewster
Harold Briley
Alan Burton
Paula Caplin
Felicia Caruso
Michelle Cecchini
Frank Costa
Morris Goodwin
Donna Dosch
Shea Drury
Faustina Guzman Trump
Stephen Hall
Don Harkins
Paul Hart
Larry Hepler
Jackie Johnson
Ali Kargar
Renita Kershaw
Barb LeBlanc
Tovah Lohman
Bob Marandino
Karen Maresco
Patricia McKinley



RPAC 2021

PARTICIPATION GOAL: 37%

272 Investors

99 Club Cont.

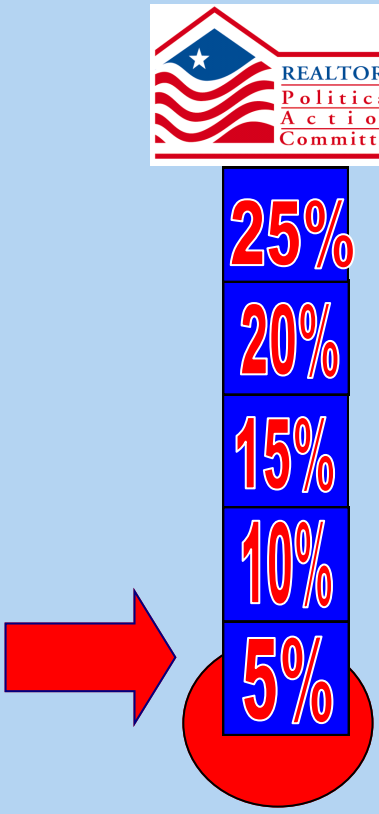
Leonard Ohlsson
Peggy Rice
Carlos Ring
Paul Rioux
Donald Rowell
Amy Rugg
Frederic Rugg
Jane Sciortino
Wendy Schreiner
Angeline Shull
Charles Stout
Conrad Stout
Thomas Stratton
Christina Stuver
Anthony Viscomi
Tara Warnock
Kelly White

Capital Club

Nancy Dance
Danny Gilbert
R.E. Tompkinson

Gold Sustaining

Buddy Budiansky
Nancy Koenig
Steven Koenig
Herb Lubansky
Phil Maroney
Marvin Miller
Rose Roberts
Jim Tobin



What is the REALTOR® Party & RPAC?

On April 1st, 2020 the entire state was ordered to stay at home except essential businesses. which included REALTORS®. This is a direct result of the REALTOR® Party and **YOUR** investments in the REALTOR® Political Action Committee (RPAC).

Investing in RPAC is the best way a REALTOR® can protect their livelihood so that we can support REALTOR®-friendly legislators who understand the importance of our industry and believe in protecting private property rights, providing affordable housing, fighting for tax reforms and reducing burdensome regulations on our business.

There are several ways you can contribute:
1. Make a voluntary contribution with annual dues.
2. Make direct contributions throughout the year by phone.
3. Participate in an RPAC fundraiser.

Contact **DBAAR** to learn more and invest!

(386) 677-7131

How RPAC Worked For YOU in 2020!

Real Estate Declared as an Essential Service in Florida.

Paycheck Protection Program (PPP) for REALTORS®.

Economic Injury Disaster Loan (EIDL) for REALTORS®.

Estoppel Fee Caps to Protect Real Estate Consumers.

Vacation Rentals Reopening in Volusia County.

Unemployment Benefits for REALTORS®.

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Those who serve, protect and care for our communities and country deserve a benefit for their selflessness and hard work. We are proud to give back to these everyday Heroes by providing specialty mortgage financing to minimize their cost when buying or refinancing a home. We endeavor to make the home loan process as uncomplicated and stress-free as possible, while helping you save money.

Your self-sacrificing, generous contribution strengthens the community and merits a loan that's extraordinary—like you. This is our way of saying thank you for going over and beyond the call of duty. **Contact Heroes First at Churchill Mortgage at 855.866.4376 to learn how you can qualify for special financing and purchase your American dream.**

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At Heroes First at Churchill Mortgage, we do things differently than your average mortgage company. Our mission is to help get our clients on the smartest path for homeownership, regardless of their starting point. Simply put, we provide a mortgage that gives more:

* **MORE POWER** to help clients feels financially confident during their home search process.
* **MORE CLARITY** to help clients choose the smartest loan option to pinpoint extra cost reductions and time-saving strategies.
* **MORE PEACE** to help clients close quickly, monitor home prices in their area, and work with a dedicated team who can guide them through the entire mortgage process.

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Vice President of Hero Engagement
NMLS 525750
610.703.LOAN(5626)
sam@heroesfirst.com

JENNIFER KRAMER
Loan Originator
NMLS # 1106601
386.627.1863
Jennifer@HeroesFirst.com

CJ BOBOLA
Branch Manager
NMLS # 1430180
757.515.5688
cj@heroesfirst.com

SEAN KELLY
Home Loan Specialist
NMLS # 659652
386.451.9103
sean@heroesfirst.com

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$50.00 to nominate each individual nominee.

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Voting Period: Feb. 23rd to May 14th

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I AM THE REALTOR PARTY AND I INVEST IN RPAC

REALTOR® PARTY

2021 INVESTOR BENEFITS

Until supplies last!

Since 1969, the REALTOR® Party and the REALTORS® Political Action Committee (RPAC) work together to protect and promote homeownership and private property interests across the United States. RPAC assists in the election of pro-REALTOR® candidates, no matter their party affiliation, who will ensure your interest are represented when laws, ordinances, and regulations are being enacted. In short, REALTORS® know it's a wise investment in the future of their profession and the free enterprise system of this country to invest in RPAC!

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- BIC® Intensity® Clic™ Gel Pen
- RPAC Tumbler

$30 Impressive Investor ***(First Time Investor)***
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- BIC® Intensity® Clic™ Gel Pen
- RPAC Tumbler
- Houligan's $10 Gift Certificate

99 Club ($99)
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- Cross Zippered Padfolio

Capital Club $250
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- Cross Zippered Padfolio
- Charging Cable

Statesman ($500)
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- BIC® Intensity® Clic™ Gel Pen
- Cross Zippered Padfolio
- Charging Cable
- Nike Dri Fit Polo T-Shirt

Gold Sustaining $100 x 10 years
- FL REALTORS® Plaque/Year Marker
- BIC® Intensity® Clic™ Gel Pen
- Cross Zippered Padfolio
- Charging Cable
- Nike Dri Fit Polo T-Shirt
- Laptop Backpack

Major Investors ($1,000 or more)
- DBAAR Major Investor Crystal Plaque
- BIC® Intensity® Clic™ Gel Pen
- Cross Zippered Padfolio
- Charging Cable
- Nike Dri Fit Polo T-Shirt
- Laptop Backpack
- Essos Wireless Earbuds

Contributions are not deductible for federal income tax purposes. Contributions are voluntary and will be used for political purposes. Contributions are not a condition of membership in the Association and a member may refuse to contribute without reprisal. Seventy percent of each contribution is provided to the Florida Realtors PAC in Florida to support state and local candidates and state and local issues. The balance is sent to the National Association of REALTORS® Political Action Committee and will be charged against your contribution limits prescribed by 52 U.S.C 301106, except when donations are made from corporate funds or are designated cases in which case the balance is provided to the National Association of REALTORS® Political Advocacy Fund for use for federal political purpose.

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March 2021 Word Search

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M P E I X J Q W O V Z H Q Z R Y A
D S A T A P C U R A U O U V Z P E
A C N A Q D X E L F W V O Y K O F
Y G G C S H G G L A X I L M L A U
T C I U I F F P Y D U R C B D R C
O U E D B U L F C M H T T W F P O
N G S E P H R H A H N U W H W U B
A D O J C L D U R A K A R V M S B
B W M T B P Y B T R D L T U E P G
E C T K I B Z R O T M D K H Q T J
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MLS Statistics Residential Sales January, 2021

Area	Solds	Total Volume	High	Low	Average
11 – PONCE INLET	2	$1,142,500	$645,000	$497,500	$571,250
12 – S DUNLAWTON TO N PONCE INLET	4	$3,901,971	$1,675,000	$506,971	$975,493
13 – BEACHSIDE, N. of DUNLAWTON & S. SILVER BEACH	9	$4,671,500	$875,000	$227,000	$519,056
14 – DAYTONA PENNINSULA S. of SEABREEZE	2	$395,900	$235,900	$160,000	$197,950
15 – DAYTONA PENNINSULA N. of SEABREEZE	5	$1,603,000	$810,000	$165,000	$320,600
16 – ORMOND BEACH PENNINSULA S. OF 40	3	$2,679,900	$1,375,000	$355,000	$893,300
17 – ORMOND BEACH PENNINSULA N. OF 40	5	$2,151,000	$825,000	$240,000	$430,200
18 – ORMOND-BY-THE-SEA	14	$5,031,301	$600,000	$145,000	$359,379
21 – PORT ORANGE S. OF DUNLAWTON, E OF 95	19	$5,318,000	$392,000	$210,000	$279,895
22 – PORT ORANGE S. OF DUNLAWTON, W OF 95	22	$9,196,181	$1,150,000	$215,000	$418,008
23 – PORT ORANGE N. OF TAYLOR, W. OF 95 & COUNTY	11	$3,163,000	$365,000	$220,000	$287,545
24 – PORT ORANGE N. OF DUNLAWTON, E. OF 95	17	$4,563,900	$499,900	$185,000	$268,465
25 – DAYTONA S. OF BEVILLE, E. OF NOVA	9	$1,807,800	$330,000	$112,800	$200,867
31 – DAYTONA S. OF BEVILLE, W. OF NOVA	7	$1,576,000	$285,000	$186,000	$225,143
32 – DAYTONA BEVILLE TO ISB, E. OF 95	11	$2,622,467	$589,900	$82,000	$238,406
33 – ISB TO LPGA W. OF 95	13	$4,036,418	$407,126	$261,500	$310,494
34 – DAYTONA ISB TO MASON, E. OF 95	10	$2,104,200	$490,500	$94,000	$210,420
35 – MASON TO LPGA E. OF 95 41 – LPGA TO GRANADA, E. OF NOVA	5	$2,077,250	$1,200,000	$133,000	$415,450
41 – LPGA TO GRANADA, E. OF NOVA	10	$1,996,069	$287,000	$145,000	$199,607
42 – LPGA TO GRANADA, W. OF NOVA & E. OF 95	5	$1,120,900	$270,000	$149,900	$224,180
43 – ORMOND S. OF GRANADA W. OF 95	2	$975,000	$555,000	$420,000	$487,500
44 – ORMOND N. OF 40, S. TOMOKA RIVER, E. OF US1	5	$1,249,500	$340,000	$150,000	$249,900
45 – ORMOND N. OF 40, W. OF US1, E. OF 95	6	$2,135,265	$650,000	$210,000	$355,878
46 – ORMOND N. OF TOMOKA RIVER, E. OF US1	3	$862,450	$321,450	$255,000	$287,483
47 – PLANTATION BAY, HALIFAX P, SUGAR MILL	9	$3,654,802	$550,000	$215,000	$406,089
48 – ORMOND BEACH W. OF 95, N. OF 40	15	$5,832,300	$660,000	$224,900	$388,820
49 – PLANTATION PINE CONE ROAD	3	$1,825,000	$1,200,000	$270,000	$608,333
60 – PALM COAST	38	$10,993,580	$750,000	$150,000	$289,305
70 – NEW SMYRNA BEACH E. OF 95	25	$11,484,526	$1,350,000	$235,000	$459,381
80 – EDGEWATER	14	$3,803,200	$870,000	$165,000	$271,657
90 – WEST VOLUSIA	5	$1,388,000	$393,000	$215,000	$277,600
91 – DELTONA	1	$241,000	$241,000	$241,000	$241,000
92 – DELAND	15	$4,421,748	$639,000	$116,500	$294,783
97 – NEW SMYRNA BEACH S. OF PIONEER, W.	13	$4,590,110	$465,000	$259,110	$353,085
98 – ANY OTHER AREA OFF OF THE MAP	2	$685,000	$450,000	$235,000	$342,500
99 - OTHER	29	$9,972,955	$1,900,000	$150,000	$343,895
Total	**368**	**$125,273,693**			**$340,418**

MLS Statistics generated from flexmls for Residential, Single-Family properties reported sold from January 1 to January 31, 2021

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EMAIL: TParks@daytonarealtors.org

THAT'S WHO WE R REALTOR®

DAYTONA BEACH AREA ASSOCIATION OF REALTORS® MLS STATISTICS FOR JANUARY 2021*

	2021		2020	
Listings for the Month	983	$335,109,837	1208	$404,479,122
Year to Date	983	$335,109,837	1208	$404,479,122
Sales Under Contract	957	$296,738,505	823	$226,902,549
Year to Date	957	$296,738,505	823	$226,902,549
Sales Closed This Month	619	$188,692,780	516	$138,151,786
Year to Date	619	$188,692,780	516	$138,151,786
Sales - Coop	467	75%		
- Alone	152	25%		

*Note: This representation is based in whole or in part on data supplied by the Daytona Beach Area Association of REALTORS®, Inc. or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

March

Mon	Tue	Wed	Thu	Fri
1 10:00am NRF Task Force Meeting	**2** 9:00am Gov. Affairs Comm. 11:00am YPN Comm.	**3** 9:00am CID Comm.	**4** 9:00am MLS Comm. 1:00pm Code of Ethics (FR Virtual)	**5** 1:00pm The Social Side of Real Estate (Virtual)
8 9:00am The Inspection Section (Virtual) 1:00pm Homestead Exemption (Virtual)	**9** 8:30am Education Comm.	**10** 9:00am New REALTOR® Forum	**11** 9:00am Member Services Committee	**12** 9:00am Recognition Comm. 9:00am Tech Committee
15 9:00am Finance Committee	**16** 9:00am REALTOR® Attorney Comm. 10:00am Tax Strategies Webinar **5:00pm Membership Social**	**17** 10:30am 100th Anniversary Comm. 1:00pm The Ace Lister: How to Get the Listing (Virtual)	**18** 9:00am MLS Class (Virtual)	**19** **NAR AE INSTITUTE** (19th through the 22nd)
22 **NAR AE INSTITUTE**	**23** 1:00pm NRF Education Seminar	**24** 1:00pm The Ace Advanced Lister: Building a Lifelong Listing Business (Virtual)	**25** 11:00am YPN Converting Online Leads (Virtual)	**26** 9:00am Core Law (Virtual)
29	**30**	**31** 8:30am BOD Meeting		

April

Mon	Tue	Wed	Thu	Fri
			1 9:00am MLS Committee	**2** **ASSOCIATION CLOSED!**
5	**6** 9:00am Gov. Affairs Committee	**7** 9:00am CID Committee	**8** 9:00am Member Services Committee	**9** 9:00am Technology Comm.
12 10:00am Divorce and Real Estate (Virtual) 1:00pm Who Owns That Property? A Guide to Wills, Trusts, Probate (Virtual)	**13** 8:30am Education Committee	**14** 9:00am REALTOR® Awareness (Virtual)	**15** 9:00am Preparing a Listing Contract (Virtual)	**16** 9:00am Understanding Buyer Broker Agreements 1:00pm Be the Change- Fair Housing
19 9:00am Finance Comm.	**20** 9:00am REALTOR® Attorney Committee Meeting	**21** 10:30am 100th Anniversary Committee	**22** 1:00pm NRF Education Seminar	**23**
26	**27**	**28** 8:30am BOD Meeting	**29**	**30**

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