



**GREATER PROVIDENCE
BOARD OF REALTORS®**
ETHICS • PROFESSIONALISM • INTEGRITY

11/20/2017

2018 President's Message: Sally Hersey

REALTOR® Family,

With Thanksgiving around the corner, I can't help but reflect on the journey that took me here for which I am so grateful. It was a humbling moment at the passing of the gavel in September from our 2017 President Leann D'Ettore. Leann took our Association to the next level and set a higher standard of practice for our Board. I have learned a lot from her and I am looking forward to building on the leadership example she has set. I was blessed to be raised by two amazing parents who have given their constant guidance and support and taught me by example to live my life every day with passion and purpose. This coming year, I will do my best to do just that as your 2018 President.



Exciting things are happening in our industry with the market continuing to stay strong. RIAR reported that the third quarter median sales price of single-family homes increased 8.2 percent to \$265,000, the highest quarterly median price in a decade.

At the National Convention in Chicago this month, REALTORS® from around the world were represented. Ideas were shared and educational classes taken to raise the bar in their practicing areas. Across the country REALTORS® are banding together to help protect homeownership by responding to our Call for Action and stop the proposed unfair legislation that will diminish benefits of owning a home for our middle class. If you haven't done so already, ***please take a minute to text ACTION to 30644*** to let our elected officials know they need to reject this tax reform bill that will do just that. Millions of dollars have been raised with contributions from our generous REALTOR® family across the country, with our REALTOR® Relief Fund sending out aid to those affected by the catastrophic events that have put so many in need.

I am prouder than ever to be part of our amazing industry and look forward to speaking with as many of you as possible over the coming year to hear what your thoughts and needs are from your Board. I am truly thankful for this opportunity and wish you all a healthy and happy Thanksgiving!

New Requirements for Broker's Licenses Effective 10/16/17

New broker licensing requirements went into effect on 10/16/17. Applicants for a broker's license will be required to complete 90 hours of education approved by the R.I. Department of Business Regulation and work full-time as a salesperson for two years immediately before applying for a license instead of meeting only one of these requirements. This law will now apply to applicants with a college degree in real estate. Read the **official bulletin** from the State of RI Department of Business Regulation.

Circle of Sales Excellence Awards Reminder

As was reported in July and September, the applications to apply for this annual program will be emailed to all members no later than 12/31/17 and will also be posted on our website. Interested members must then e-file the forms to us by the specified deadline.



The Board recognizes the sales success of members who apply and who are approved through a verification process overseen by volunteer members. Without these volunteers, this program would not be possible!

GPBOR will be updating the recognition process for the 2017 production year. Successfully approved candidates will receive a digital badge with a whole new look, which will indicate whether they were an individual or team effort, along with two (2) e-certificates in 2 different sizes. The Board will no longer provide a print certificate. Members will then be responsible for their individual marketing efforts.

In addition, the Board's Circle of Sales Excellence Rules **now require all Team Applications to have a Team MLS ID number.** The Team MLS ID number must be reflected on all MLS Market Award Reports from RI's Statewide Multiple Listing Service's Matrix System. If you regularly file a team application, please plan accordingly now so that you will be prepared by 12/31/17. Thank you for your cooperation.

Join us on December 7th

Our annual holiday party will be held at the Providence Marriott on 12/7 beginning at 5:30 p.m. This is always a wonderful evening with great food, music and company. Cost is \$40 per person. For more details or to register, [click here](#).



Real Estate License Renewals Due to DBR

In February 2018, the State of RI Department of Business Regulation will send real estate licensees a reminder to renew by 4/30/18. DBR reports that the emails they have on file were provided to them by each licensee when they first became licensed. So, if you have changed yours, provide them with written notification:

RI Department of Business Regulation
Attention: Real Estate Division
1511 Pontiac Avenue, Building 69-1, Cranston, RI 02920

Even if you do not get an email on the renewal, it is still your responsibility to renew by the deadline. Renewals will need to be made on DBR's website (www.dbr.ri.gov) by 4/30/18. In accordance with RIGL 5-20.5-6(b) -180 days before April 30 (or 11/2) is the cut-off for 24 CEU's on new licensees. Questions? Please contact the State of RI Department of Business Regulation's Real Estate Division at (401) 462-9546. Our Board (GPBOR) does not regulate or renew real estate licenses.

Brenda L. Marchwici inducted into Omega Tao fraternity.

Congratulations to Brenda L. Marchwici on her induction into the Omega Tao Rho fraternity of the National Association of REALTORS®. Membership in the fraternity is designated with the Medallion of Service, which is an honor awarded to REALTORS®, and in recognition and gratitude for her contributions to the National Association of REALTORS®, State Association, Local Board and NAR's institutes, societies and councils.



Brenda served as the 2017 President of the RI Association of REALTORS®, 2013 President of the Greater Providence Board of REALTORS®, has served as a commissioner on the RI Department of Business Regulation's Real Estate Division, is a former Chair of DBR's Real Estate Education Committee and is a former President and Director of the 100 Club of RI.

GPBOR C.A.R.E. assists 3 local charities

The Board's non-profit charity, GPBOR C.A.R.E. (Community Awareness REALTOR® Events), distributed \$21,000 on 9/13/17 to Hasbro's Children's Hospital Child Life Program, the RI Dream Center and RI Make a Wish. Funds were raised through the Board's annual charity golf tournament held in July.

Golf Committee Chair Don Parsons wishes to thank all committee members, volunteers, sponsors and staff for their support in making this yearly event possible.



Our 2017 Board President, Leann D'Ettore, stated "This tournament is a testament to the REALTORS®, Affiliate Members and friends of our organization who get involved to give back. I am proud to be a REALTOR® and of our role of building communities."

Looking to do online courses to renew your real estate license 4/30/18?
Then check out our offerings with our online partners:

[CENTER FOR REALTOR® DEVELOPMENT](#)



Visit us on the web at www.gpbior.realtor

*GPBOR - successfully implementing tools & innovative technologies ..
helping to cultivate leaders in their real estate communities.*



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11/20/2017

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