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Meet Your WDCAR Board of Directors



The WDCAR Board Installation took place at the beautiful National Museum of African Art, Smithsonian Institution on Dec. 10, 2009. The 2010 WDCAR Board Members from left to right:

Marcus Jaffe, Frank Pietranton (back row)

Linda Hughes, Elizabeth Blakeslee - 2009 WDCAR REALTOR® of the Year,
Ed Wood, Nathan Carnes - Immediate Past President (2nd row)

Ed Downs, Judith Levin, Ainsley Stokes,
Suzanne Des Marais - President-Elect (3rd row)

Brenda Small - 2010 WDCAR President (front center)

2010 WDCAR Board of Director's Meeting & Retreat



2010 Board Members **Linda Hughes, Vicky Lobas-Kirker, Suzanne Des Marais,** and Board President **Brenda Small** at Board Retreat

The WDCAR 2010 President and Board of Directors began the year with a full day of activities on February 3, 2010, to include its 1st Board meeting and retreat. The

retreat provided the opportunity to outline the 2010 President's vision, goals, and priority-emphasis areas, orient new board members, share some useful information, and stimulate thought and discussion on some key issues that the Board will face this year. The agenda included speaker presentations from Mark Winston, attorney on the status of the pending D.C. Real Estate Guaranty Fund lawsuit; and Jamie Gregory, NAR Lobbyist on key legislative issues and the 2010 national political landscape. Two panels addressed both historical and future perspectives for the Association with presentations from three former Association Presidents, Mr. Joseph Himali, Ms. Elizabeth Blakeslee, and Mr. Dale Mattison.

LETTER FROM THE PRESIDENT:



BRENDA SMALL

Greetings WDCAR members:

I hope that your 2010 business year is off to a positive and productive start. The first quarter is reflecting an upbeat interest in homeownership opportunities, a growing momentum in buyer and listing activities, more customer calls, more signs, more open houses, more contract writing. . .all positive signs as we march into our Spring market.

The WDCAR Board of Directors and I are energized, enthusiastic, and excited to pursue actions this year that will:

- Enhance service to **YOU**, our membership;
- Promote and increase our Association visibility, presence, and involvement at national, state, and local levels;
- Heighten members' grassroots awareness of the political and legislative landscape, and more actively engage your public advocacy participation, involvement, and financial contributions;
- Give us greater leverage in having a seat at the political table; a voice in influencing legislation and policies toward housing, taxation, energy conservation, smart growth, and how your hard earned dollars are spent; and the resources to impact common sense decisions and outcomes;
- Promote, support, and encourage increased DC homeownership through workforce and affordable housing initiatives;
- Position the Association for the future while developing a strategic planning roadmap;
- Facilitate REALTOR® education, professional, and business development; and
- Recognize and market REALTOR® value and entrepreneurial excellence in business and service.

We have a busy year ahead to accomplish these priorities. We look forward to your support and involvement to make it happen.



Sincerely,

Brenda Small

2010 President

PresBrenda2010@mriss.org

“The Faces and Voices of the DC REALTOR®: To be seen and heard in support of those we serve”

WDCAR Board President Testifies before Congress



WDCAR President **Brenda Small** testifies before Congress on proposed Monument to commemorate Fair Housing. NAR and WDCAR have been working with Congresswoman Norton to move this idea forward.

WDCAR Support for Haiti Disaster Relief

President Brenda Small and the Board of Directors approved a contribution of \$5,000 from the Washington D.C. Association of REALTORS® to the Clinton-Bush Haiti Relief Fund in support of the relief efforts in Haiti.

District of Columbia REALTOR® professionals have a long tradition of ‘giving and giving back’ to the local, national, and international community. We are grateful to assist this notable foundation and be able to provide resources for hundreds of thousands of people to do what they can to help with disaster relief in Haiti.



DC REALTOR Community Service Spotlight

We want to highlight the *Value of DC REALTORS®* through your work and service. We encourage WDCAR members to inform us of community activities and events that they are engaged in related to advancing homeownership opportunities, environmental consciousness, neighborhood improvements, public policy advocacy, and quality of life initiatives. We want to share the news and ideas with WDCAR members and the public and recognize Realtors’ good neighbor efforts.

E-mail: PresBrenda2010@mrisc.com

The House that RPAC Built



Your Best Investment In Real Estate

Who responds when the government proposes a new tax on your real estate commission? Who speaks for you when the Mayor and District Council access your Guaranty Fund in order to close the deficit in the District budget? Who stands for affordable housing, energy conservation, and property tax disclosure against unnecessary administrative procedures and regulations? REALTORS® Political Action Committee (RPAC)/ REALTOR® Political Involvement Committee (RPIC) does! We

stand together with the real estate community and those in government who advocate responsible policies toward housing, growth and taxation.

By now, you should have received *The House that RPAC Built* brochure in the mail. The brochure explains how your RPAC contributions support legislators who value private property rights. For details on what RPAC/RPIC has done for you, go to www.gcaar.com. Make your RPAC contribution today online or by mail using the contribution envelope and let **YOUR** voice be heard!

“VACANT” – “BLIGHTED” Property Legislation

A Joint Hearing held by Councilmembers Bowser and Evans on January 27 on the issue of “vacant” and “blighted” property legislation brought out more than 40 witnesses and lasted more than five hours. More than 35 of the 40 plus witnesses spoke in opposition to legislation that unfairly targets “vacant” property that is not “blight”. (GCAAR’s position)

A special note of thanks and recognition should be given to our REALTOR® team of six who testified in opposition to Councilmember Bowser’s legislation that targets “vacant” properties:

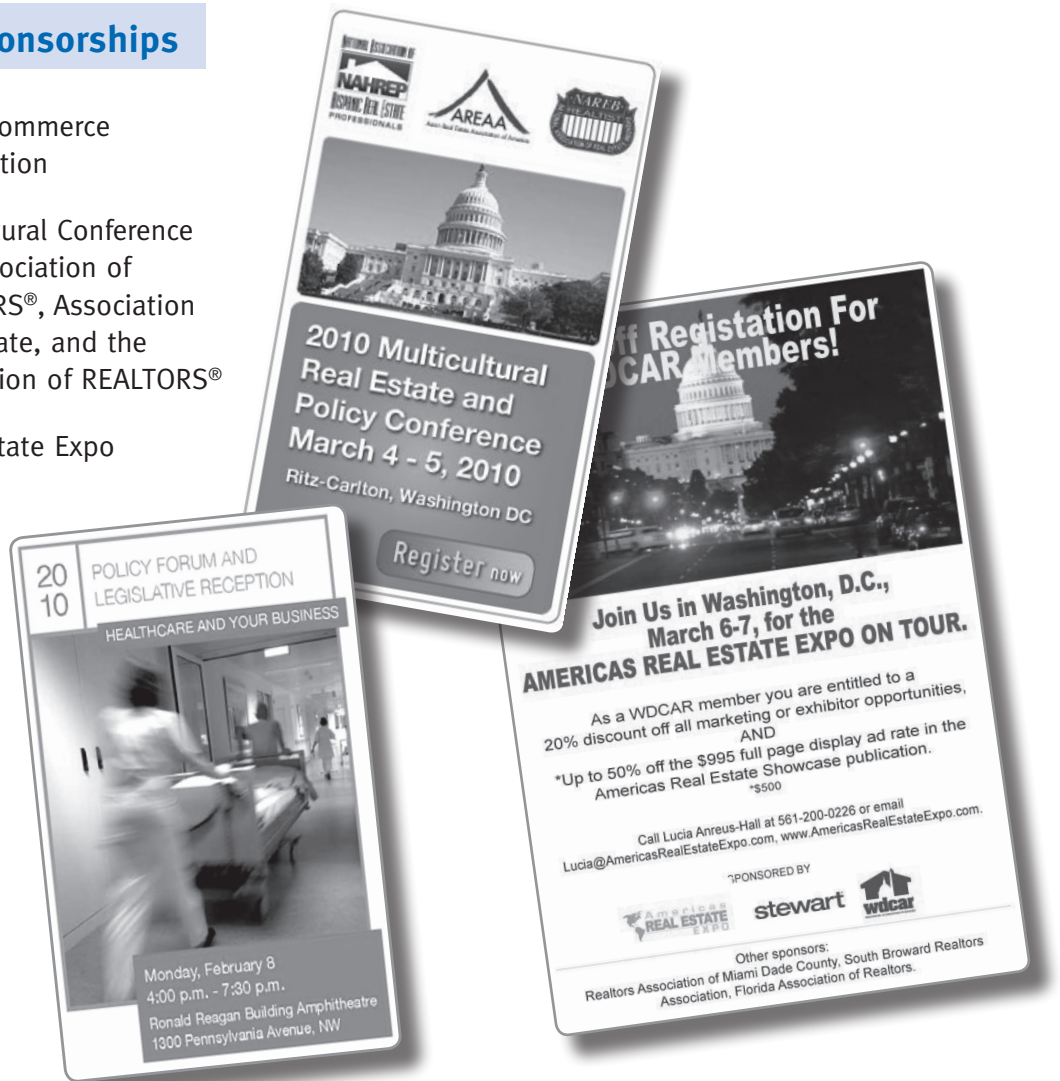
- GCAAR Public Policy Chairperson & WDCAR President-elect Suzanne Desmaires who not only testified, but brought two perfectly on point clients who made compelling testimony.
- GCAAR DC Public Policy member Aaron Hargrove
- GCAAR DC Public Policy member Bo Menkiti
- GCAAR DC Public Policy member Dianah Shaw

All of these REALTORS® (and their clients) who testified were great. Their experiences and stories help make our argument. Unfortunately, this debate is far from over. Ward 4 Councilmember Muriel Bowser appears determined to try and create an additional FEE category or classification for “vacant” properties: potentially creating in effect, a Listing Tax on the “vacant” property you are selling. *Stay tuned for more updates.*

Thanks again to all for taking the time to testify.

2010 WDCAR Sponsorships

- DC Chamber of Commerce Legislative Reception
- National Multicultural Conference with National Association of Hispanic REALTORS®, Association of Asian Real Estate, and the National Association of REALTORS®
- Americas Real Estate Expo



Take Advantage of Your DC Association Office



SHEILAH SCOTT

Did you know that WDCAR's main office is located in the beautiful LEED-certified National Association of REALTORS® building, just three blocks from Union Station? Ride the contemporary chrome-trimmed elevators up to Suite 310 and you'll be greeted warmly by our own DC Office Manager, **Sheilah Scott**, who will assist you with all of your association needs. While you're there, be sure to stock up on supplies at the REALTOR® store! And be sure to tell any newbies you meet that the DC office can also serve their needs. They can fill out membership paperwork there and pick up new lockbox keys, too.



Spring GRI Schedule

APRIL

Friday, April 23

GRI 204 Advanced Financing & Tenants Rights

9:00am to 4:00pm

Location: GCAAR Conference Center

Instructor: Jim Semeyn & Thomas Lynch

(CE-DC electives 6Hrs)

Monday, April 26

GRI 205 Agency Law & Buyer Representation

9:00am to 4:00pm

Location: GCAAR Conference Center

Instructor: Adrian Hunnings

(CE-DC electives 6Hrs)

MAY

Monday, May 3

GRI 301: Environmental Issues Affecting Real Estate & Contracts, Settlement Procedures & Disclosures

9:00am to 4:00pm

Location: GCAAR Conference Center

Instructor: Vimal Kapoor & Thomas Lynch

(CE-DC electives 6Hrs)

Friday, May 7

GRI 302: Taxes

9:00am to 4:00pm

Location: GCAAR Conference Center

Instructor: Linda de Marlor

(CE-DC electives 6Hrs)

Wednesday, May 12

GRI 303: Professional Standards, Mediation, Arbitration, and Procuring Cause

9:00am to 4:00pm

Location: GCAAR Conference Center

Instructor: Al Monshower, Esq.

(CE-DC electives 6Hrs)

Monday, May 17

GRI 304: Legal and Legislative Update & Land Use Planning and Development

9:00am – 4:00pm

Location: GCAAR Conference Center

Instructor: Thomas Lynch

(CE-DC electives 6Hrs)

Monday, May 24

GRI 305: Current Trends in Technology and Business

9:00am – 4:00pm

Location: GCAAR Conference Center

Instructor: Valasie August

(CE-DC electives 6Hrs)

Calling all Members – Name-the-Newsletter CONTEST!

WDCAR's Newsletter needs a name and we want your help to come up with one!



Please email name suggestions to communications@gcaar.com by Monday, May 3, 2010.



If your name submission is selected, you will **WIN a \$50 gas card** and we will announce your name in the next issue! Special recognition will be given to the 4 runner ups and to the first 15 entrants. Don't delay, start naming the newsletter today!

JUNE

Thursday, June 3

GRI 401: Commercial Property

9:00am – 5:00pm

Location: GCAAR Conference Center

Instructor: Thomas Lynch

(CE-DC electives 7Hrs)

Monday, June 10

GRI 402: Advanced Real Estate Office Management

9:00am – 5:00pm

Location: GCAAR Conference Center

Instructor: Valasie August

(CE-DC electives 7Hrs)

Monday, June 14

GRI 403: New Homes Sales & Marketing & Property Management

9:00am – 5:00pm

Location: GCAAR Conference Center

Instructor: TBD

(CE-DC electives 7Hrs)

Thursday, June 17

GRI 404: Strategic Planning & DC Legislative Update, Ethics & Agency

9:00am – 5:00pm

Location: GCAAR Conference Center

Instructor: Thomas Lynch

(CE-DC electives 7Hrs)

Monday, June 21

GRI 405: DC Law & Common Violations of the Licensure Act of 1982/MD License Law – Title 17

9:00am – 5:00pm

Location: GCAAR Conference Center

Instructor: Thomas Lynch

(CE-DC electives 7Hrs)

Federal Homebuyer Tax Credit Update and NAR Legislative Efforts

As you know, the deadline for the Homebuyer Tax Credit is fast approaching. Buyers must have a contract in place by April 30, 2010 with a closing date no later than June 30, 2010 to claim the credit.

What is NAR doing to extend the tax credit? NAR has had extensive discussions with our congressional allies and concluded that an additional extension of the tax credit is unlikely. While lawmakers recognize that the tax credit helped stabilize the market, it appears that much of the benefit has been realized.

NAR is now focused on working with our REALTOR® party champions to improve the availability of financing, which continues to be an issue. Specifically, we are working with Congress to strengthen FHA and to help develop a new business model for the secondary mortgage market giants Fannie Mae and Freddie Mac. You can follow NAR's efforts on both fronts at www.realtor.org/government_affairs.



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Calling ALL Area Broker Owners/Managers – *Help Us Win BIG!*

2010 NAR President Vicki Cox Golder has a major initiative to strengthen member grassroots participation in NAR Calls for Action through the Broker Involvement Program (BIP). She has set the bar at 500,000 agents and 6,000 brokers in the BIP by the end of 2010, a goal of major importance. The goal is BIG and the need is BIG.

The Broker Involvement Goal (BIG) competition challenges NAR's regions and states in identifying brokers for enrollment into NAR's popular and highly successful BIP. The competition is underway and continues through 2010. WDCAR supports NAR's emphasis on expanding grassroots advocacy at the local and state levels. It is a powerful tool for ensuring that our REALTOR faces are seen and our voices heard on issues that matter the most. We encourage ALL Brokers to sign-up for the program. It's simple and quick.

If you need any guidance or have needs for materials, please call Ed Lawler at 202- 383-1156 or e-mail him at elawler@realtors.org. Ed is the Broker Program Director, and a former broker himself. He's a great resource, so please use him.

The 2010 CENSUS – We ALL Count

By now, everyone should have received and returned your 2010 Census form. Your Census count is important. Results from the 2010 Census will be used to help each community get its fair share of government funds for highways, schools, health facilities, and many other programs you and your neighbors need. Every voice counts toward a more complete, accurate census.

• • •

***Thank you for responding
to the Census request.***