



August 4, 2009

[Click here for a printer-friendly pdf-version of the Tuesday News](#)

~ Don't Delay! Register for the OAR 99th Annual Convention, September 20 – 23 – Just \$99!

Register for the Ohio Association of REALTORS® Annual Convention to be held in Columbus, September 20 – 23 for just \$99! You will have the opportunity to network with REALTORS® from all over the State, register for up to 12 hours CE credit, visit expo exhibitors and more.



Highlights of the Convention include information on:

Short Sales: Threat or Opportunity
Blogging and Social Media
Changing Markets: Where are we now?

✓ [Click here for links to exhibitors, schedules and registration information.](#)

~ Free Ohio Association of REALTORS® (OAR) Convention Registration Available to One CABR Member Who Has Never Previously Attended a Convention

Each Ohio Local Board/Association of REALTORS® is invited to participate in a special program to encourage member involvement in OAR. Experience has shown that if a member comes to his/her first state convention, he/she also becomes more active in his/her local Board. It's a win/win situation!

OAR is offering **one free convention registration** per local Board/association (valued at \$99) for a member identified as having the potential to become involved in the Association, but has never been to an OAR Convention to experience OAR "up close and personal." *Note: This offer is for the registration fee only. Cost of hotel, meals, transportation, etc. is not included, and is paid by the individual.*

If you are interested in attending this year's OAR Convention, and have never previously attended one, let us know by submitting your name and reason for your interest using the link below.

This year's OAR Convention will be in Columbus, September 20 - 23, 2009. [Click here](#) for complete Convention details.

✓ [Click here to submit your name for consideration for the free registration.](#)

~ Still Confused About Short Sales? Download Webinars from NAR



Short Sales: Finding Income in a Tough Market – Part 1

This webinar teaches the basics and best practices of handling short sales from both the listing and selling side. Scott Thompson, a real estate broker and the head of Mortgage Resolution Services, highlights the three critical aspects of a short sale. [Playback or download now.](#)

Short Sales: Finding Income in a Tough Market - Part 2

This is the second of two webinars on boosting your business by understanding how short sales work. The topics covered include showing seller hardship, understanding timing issues, setting commissions, and avoiding legal problems. [Playback or download now.](#)

✓ [Click here to see other webinars available from NAR.](#)

~ Brokerage Administrative Fee Shot Down

Court says no to brokerage fee in ruling that NAR says misconstrues settlement provision.

By Robert Freedman | July 2009



A U.S. District Court in April ruled on a class action lawsuit against a brokerage that charged a flat \$149 administrative fee in addition to its commission. The court said the fee violated section 8(b) of the federal Real Estate Settlement Procedures Act, which prohibits charging for real estate settlement services unless the fee is for "services actually performed."

Following the ruling, NATIONAL ASSOCIATION OF REALTORS® General Counsel Laurie Janik issued a memo that said the court misconstrued RESPA and that the ruling is likely to be appealed. Yet she said brokerages should review how they characterize compensation and should clearly indicate that both the commission-based component and the flat-fee component represent payment for services. These combined amounts should be disclosed in the 700 section of the HUD-1 form as the broker's compensation.

To help resolve confusion over this issue, NAR has asked the U.S. Department of Housing and Urban Development, which enforces RESPA, for a clarification on the intent of Section 8(b).

✓ [Click here to read the entire story.](#)

~ Fair Housing Regulations Apply to Rental Property As Well As Sales



The Fair Housing Act prohibits a housing provider from discriminating based on race, color, national origin, religion, sex, familial status or disability. The law includes refusing to rent to families with children (unless the housing meets certain requirements for housing for older persons) and making or publishing, in print or online, any statement or advertisement that states a limitation against families with children.

✓ [Click here to read a case about a real estate company charged with violating the Fair Housing Act.](#)

~ The Road to Success is Paved with Education – Get Yours Online at the CE Shop!



Summer isn't over just yet! As a valued member, we would like to extend a 15% "SUMMER SAVINGS" discount on any online continuing education course in the month of August.

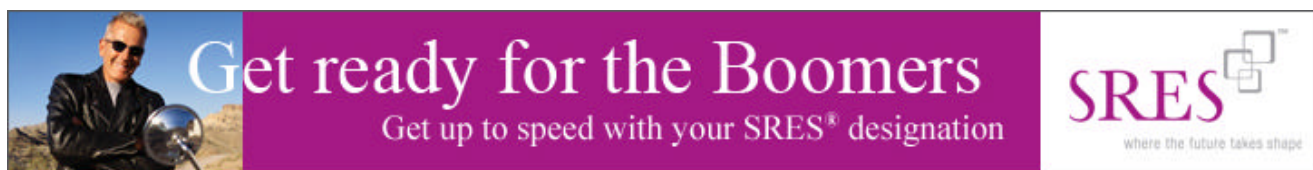
Visit our approved course catalog: <http://cabr.theceshop.com>
To save 15%, enter promotional code: SPLASH

GET YOUR SUMMER SAVINGS TODAY. IT'S EASY!

Try an on-line class from the comfort of your home anytime day or night.

[Click here](#) to see all of the options for taking your classes online. **Save gas!**

Earn the SRES® Designation: August 20 & 21, 9 am – 4:30 p.m. each day



The SRES® addresses the fastest growing market in real estate. And the networking benefit, across North America, may be the single best reason to get connected right now. The SRES® Designation course gives you the knowledge, understanding and empathy for the 50+ client. You will develop the business-building skills and resources needed for the unique specialization in the 50-plus real estate market.

Why are 50+ clients moving? To be closer to grandchildren, to start that vineyard they've always dreamed of, to address health concerns. The list goes on and on. Can you speak to the unique motivation they have? Do you know how to counsel your client on their options? This is the kind of distinction that can set you apart. You can be the hero.

The SRES® Course will help you:

- Learn distinguishing characteristics and trends of the 50+ market so that you can identify them in your own market
- Evaluate your market area attractiveness to the 50+ client.
- Master the vocabulary of the range of housing options for your client.
- Learn the application of federal laws applying to the 50+ client.
- Develop business-building outreach methods for gaining the 50+ market share.
- Adapt methods for counseling buyers and sellers.
- Develop sensitivities to 50+ issues and priorities when counseling buyers and sellers, showing properties and managing transactions.
- Develop services that win and sustain client and customer relationships and position you as a trusted real estate advisor.
- Learn about the uses, benefits, procedures and issues involved in reverse mortgages.
- Learn about used of pensions, 401K accounts and IRAs in real estate transactions.
- Recognize how a home can be adapted for safety, comfort and aging in place.
- Help clients integrate disposition of real property into estate plans.

As an SRES® designee, you will be able to instantly:

- Join a group of REALTORS® who comprise one of the fastest growing markets in the country.
- Connect to a nationally advertised brand in the consumer market
- Market your personal brand with designs and tools you receive with membership.

Presented by the Cincinnati Area Board of REALTORS®

August 20 & 21, 2009: 9 am- 4:30 pm each day

Price Lowered: Now only \$299—12 hours of CE credit in Ohio

Instructor: Art Reed, CNHS, CRS, e-PRO, GRI, RFS, SRES®

[Click here to register on-line](#), call Annette Chmiel, CABR Director of Education, at 513-842-3011 or e-mail her at achmiel@cabr.org.

The largest and wealthiest buyer's group in the country is made up of Baby Boomers. Understand what motivates this mature demographic and make your business boom with an SRES designation. **Take The Course and Position Yourself as an Expert!**

Archived issues of the CABR *Tuesday News* can be accessed by going to www.cabr.org. Click on the [News](#) drop-down menu and then on the [Tuesday News](#) link.

Sincerely,

Cincinnati Area Board of REALTORS®

email: cabr@cabr.org

phone: 513-761-8800

web: <http://www.cabr.org>

Staff Directory: <http://www.cabr.org/phoneguide.htm>

CABR Member Savings Programs: <http://www.cabr.org/savings2.htm>

OAR Tech Hotline: **866-478-8324**

OAR Legal Hotline (Brokers only): **614-228-6675** (to obtain access code)