

## A MESSAGE FROM YOUR 2023 PRESIDENT MICHELLE KEACH



L-R: NRIBR president-elect Anne McCrann, GPBOR president Rita Steele, NRIBR president Michelle Keach, and GPBOR president-elect Kevin Shepherd

Dear Members,

The Spring season is always a busy time, and not only in the housing market. From our annual NRIBR fundraiser to the NAR Legislative Meetings in DC, it's been a gratifying couple of months for both me personally and for the Association.

I'd like to express my sincere thanks to everyone who attended REALTORS® have Heart, a program of NRIBR event on 4/20 at the Kirkbrae Country Club in Lincoln, RI. With the help of our generous sponsors, we raised \$10,600 for our charitable beneficiaries, Friends of Animals in Need and Blackstone Valley Advocacy Center. Congratulations to all the 2022 Diamond Sales Awardees for achieving remarkable success.

This month I was honored, along with NRIBR president-elect Anne McCrann, to join more than 9,000 REALTORS® from across the country at the NAR Legislative Sessions in Washington, DC. These sessions are important because they help set policies and goals for the next few years, provide updates on policy initiatives to benefit you and your clients, and they provide valuable information on the many resources available for our members.

At its May 11, 2023 meeting the NAR Board of Directors elected its 2024 Leadership and set policy on a range of issues, including, but not limited to:

### Fair Housing and D.E.I.

- Approved two Diversity Committee recommendations that will make it a requirement for future Board of Directors members to complete the At Home with Diversity, Bias Override: Overcoming Barriers to Fair Housing, and Fairhaven training. 2024 directors must complete the courses as a performance expectation by May 1, 2024. Beginning with the 2025 Board of Directors, completion of the three training programs will be a qualification requirement.
- New-applicants for membership will be required to complete two hours of fair housing training and existing members will be required to complete two hours every three years as a condition of membership. At Home with Diversity and Bias Override satisfy the course requirements, and Fairhaven will be updated to meet the two-hour requirement and serve as a no-cost option.

### Federal Financing and Housing

Approved a recommendation that NAR support policies, regulations and programs that enhance assumable mortgage products for federally insured loan programs (FHA, VA, USDA) and the government-sponsored enterprises.

### Business Issues

Approved a policy that NAR encourage federal efforts and collaboration within the real estate industry to support programs that will expand the workforce in the construction industry to relieve labor and housing shortages.

To my fellow REALTORS® please consider being a part of NAR's REALTOR® Volunteer Days, June 3-11. You can plan a volunteer event with your office or help support our drive for household goods for Crossroads RI. Details on this page. Thank you for your continued membership.



Do you know someone considering a career in real estate? Then let them know about the sales pre-licensing class we are offering 9/13-11/6 at the NRIBR offices in conjunction with RIAR.

Details at [www.nribr.realtor/professional-development](http://www.nribr.realtor/professional-development)

## Welcome New Members!

### REALTOR® MEMBERS:

Christelle Madou, Jose Coste Estevez, Sheryle DeGirolamo, Belinda Philippe, Amna Memon, Rhiannon Dumas, Jayme Kelly, Jack Gilmore, Peter Hernandez, Michael Kongphet, Jerrica Kontos, Steven DaSilva, Michael LeFrancois, Lauren Arpin, William Iannucci, Mercedes Martin, Jonathan Detri, Stacy Thomas, Daniel Alonzo, Genesis Estrada

### AFFILIATE MEMBER:

Adam Dellemonico (Movement Mortgage)

## 179 WAYS

### AGENTS WHO ARE REALTORS® ARE WORTH EVERY PENNY OF THEIR COMPENSATION.

Here's a look at all the things - big and small - that an agent who is a REALTOR® may do to help clients when buying and selling a home.

You know you earn every penny you get when you sell a home. This list can help you show your customers exactly what you do to help them buy or sell their home.

Download the official NAR flyer at  
<https://bit.ly/179REALTOR>



### REALTOR® VOLUNTEER DAYS

June 3-11, 2023

Plan a volunteer activity for your members



### Assistance Needed for NAR REALTOR® Volunteer Days

Join us in supporting Crossroads RI, the largest homeless organization in the state, by donating new household supplies.

You can drop off donations at the NRIBR office (12 Breakneck Hill Rd. Lincoln, RI) until 6/6/23, or simply scan the QR code below with your phone to contribute via our Amazon Wish list and items will be shipped directly to us.

On 6/7/23, members of our Community Action Committee will assemble welcome home kits in our office. Let's work together to help those transitioning from homelessness to stable housing.

Items needed include:

- Hand soap
- Paper towels
- Toilet paper
- Shower curtain
- Dish soap
- Sponges
- Pots and pans
- Shampoo
- Bath Towels



## Advocacy in Action

The purpose of advocacy is to achieve change—and, more specifically, change for the better for our members and private property rights. The REALTOR® Association works on the local, state, and national level to do this and this is a significant benefit of membership. For example, the REALTOR® Association was instrumental in having the profession deemed essential during the pandemic so you could continue to practice and serve your clients.

The Northern Rhode Island Board of REALTORS® (NRIBR) supports legislation, regulations, and other government actions that protect the right to own, occupy, use and lease, manage, buy, sell, and appraise all types of real estate. NRIBR opposes legislation and other government actions that unreasonably burden private property ownership, use, and transfer of real property. You can find a copy of our legislative policy on [www.nribr.realtor](http://www.nribr.realtor)

### RI Legislative update

As of 4/20, the House passed a bill proposed by speaker Shekarchi to eliminate application fees on rental applications. The bill must now go through the Senate.

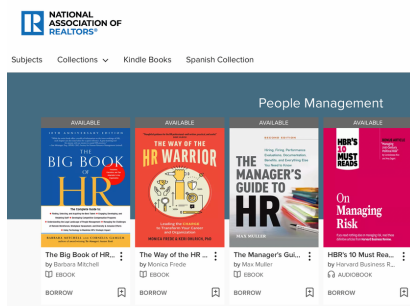
Learn more:

[www.wpri.com/news/politics/ri-house-votes-to-ban-rental-application-fees/](http://www.wpri.com/news/politics/ri-house-votes-to-ban-rental-application-fees/)



[1] Earth Day clean-up in Woonsocket, pictured last four from right: Michele Cerreta, Johanna Echevvaria, Juan Rios, Maria Useinoski. [2] NRIBR High School scholarship awardee Joelle Madour pictured with NRIBR CEO Suzanne Silva. Not pictured NRIBR High School scholarship awardee Abigail Dumont. [3] (L-R) Johanna Echevvaria, NRIBR President Michelle Keach, Robert Williamson, President-Elect Anne McCrann, and Ali L'Heureux. [4] Lincoln Town Administrator Philip G. Gould with a proclamation declaring April Fair Housing Month.

## FREE Book Borrowing Service from NAR



Members, take advantage of NAR's free book borrowing service. You can find e-books and audiobooks on topics that are important to you and your business including:

- Leadership
- Diversity, Equity, & Inclusion
- Fair Housing & Civil Rights
- Antitrust
- Cyber Security & Safety
- Building Resilience
- Governance & Board Leadership
- & more!

To borrow your next e-book, simply visit <https://realtor.overdrive.com/> and sign in with your M1/NRDS 9-digit Member ID. Be sure to select "National Association of REALTORS®".

## MEMBERS TAKE NOTE



### Meeting Space Now Available for Rent

Need a space for a meeting, class, or presentation? You can now rent the Education Center at the board offices. The space seats up to 25 (depending on layout) and is conveniently located off Route 146 in Lincoln, RI with ample free parking.

For more information and rates contact the board office or email [nribr@nrirealtors.org](mailto:nribr@nrirealtors.org)

### Grant Applications Available for RI 501c3 non-profits

NRIBR is currently accepting grant applications from registered RI 501c3 non-profit organizations in Central Falls, Pawtucket, Woonsocket, Cumberland, Lincoln, and North Smithfield who want to be considered for a 2024 grant. Deadline to apply is 6/30/23.

The grant application can be found online at <https://nribr.realtor/charitable-works/>

### NRIBR 2023 REALTOR® of the Year Nominations Open

Nominating Season: 5/8 - 6/3/2023

If you are interested in nominating yourself or someone else for this award, be sure to check out the REALTOR® member directory first before filing the nomination by 6/3/2023. Don't miss out on this incredible opportunity to be recognized for your contributions and achievements in the real estate industry.

Start your nomination application today! <https://nribr.realtor/officers-directors/>



## Local Broker Marketplaces Make Home Fantasies Realities

Many people enjoy scrolling endlessly through thousands of homes on the internet, but few know about local MLS broker marketplaces that make it all possible.

Online home search sites and broker websites source their data from local marketplaces, which contain verified, up-to-date home listings for each region, all in one place. REALTORS® participate directly in local broker marketplaces to ensure home buyers and sellers have access to the largest pool of available homes and buyers.

Provide transparent, equitable and instant exposure and access to all home listings.



Ensure the most accurate, up-to-date and verifiable source of active listings and past sales.



Maximize consumer choice about which brokers with whom to work.



### What Local Broker Marketplaces Do for You



Enable sellers and buyers to have professional representation in the complex home sales process.



Permit different business models – from varied commissions to flat fees – to thrive.



Foster competitive pricing and market competition for small businesses and businesses of all sizes.

### Why It Matters

➔ Homes listed on local broker marketplaces sell for an average of **14.8% more** than off-market properties.\*

➔ Off-MLS homes sold for \$349,773 on average, while similar on-MLS properties sold for an average price of \$395,244. **That's a \$45,471 difference!**

➔ In 2022, **86% of sellers listed their homes on local broker marketplaces**, the No. 1 listing source for sellers to broadly market their homes.\*\*

➔ Buyers easily access the most homes for sale regardless of which broker they choose to work with or how much that broker is being paid for the work, free from discrimination.

➔ There are more than **500 local broker marketplaces** in the United States, all of which facilitate and encourage competition in real estate.

➔ Protections have been strengthened to ensure the security of local broker marketplace data.

\* 2022 Bright MLS study: Measuring the Benefits of an Open Marketplace study  
\*\* NAR 2022 Profile of Home Buyers and Sellers report

Download the official NAR flyer at <https://bit.ly/narmarketplace>

REALTORS® are members of the National Association of REALTORS®



## FIRST QUARTER 2023 Housing Statistics

From RI REALTORS®

### SINGLE-FAMILY HOME

Median Price  
**\$390,000**

↑ +4%

Number of Sales  
**1,425**

↓ -32%

### MULTIFAMILY HOME

Median Price  
**\$445,500**

↑ +11.4%

Number of Sales  
**314**

↓ -38.3%

### CONDOMINIUM

Median Price  
**\$319,900**

↑ +6.3%

Number of Sales  
**304**

↓ -38.8%

Percent change reflects a year-over-year comparison between 1st Quarter 2022 and 1st Quarter 2023. Information is provided by State-Wide MLS, Inc., a subsidiary of the Rhode Island Association of REALTORS®, and is deemed reliable but not guaranteed.



**Chance to WIN a \$100 VISA Gift Card when you complete the Commitment to Excellence (C2EX) Challenge by 6/30/23!**

C2EX is an endorsement that REALTORS® can promote when communicating and serving consumers and other REALTORS®. Completion of the C2EX endorsement in 2023 will meet the 7th Triennial Code of Ethics requirement. Start now at <https://www.c2ex.realtor/>

Contest rules: Must provide certificate of completion by 6/30/23, one entry per person. One winner will be randomly selected on 7/10/23 and will be contacted by phone.

## HouseLogic Your Quick and Easy Content Resource from NAR



HouseLogic is the best FREE way to keep in touch with your clients. Its REALTOR® Content Resource is YOUR source for ready-to-use articles on all aspects of homeownership (including home buying and selling) for your consumer communications.

Use the content when you need it and how you need it: social media shares, email, web content or handouts. HouseLogic has hundreds of articles to choose from on topics ranging from holiday decorating tips to boosting home values. If you haven't used HouseLogic, give it a try. It's as easy as 1-2-3!

[www.houselogic.com](http://www.houselogic.com)



# Fine & Well

## NAR's Real Estate Investment Summit

Presented by the Center for REALTOR® Financial Wellness and Center for REALTOR® Development

**3-PART VIRTUAL EVENT STARTING JUNE 7**

Learn how to invest in real estate! Each two-hour webinar, taking place on June 7, 14 and 21, will help you alleviate worry when it comes to financial planning and turn your love of real estate into investments that fund your retirement. Member cost: \$40. Register: <https://bit.ly/NARSummit2023>

## 2023 CALENDAR OF EVENTS

5/29	Office closed for Memorial Day observance
6/2	Vouchers, Subsidies & SOI - Oh my! (in-person class)
6/19	Office closed for Juneteenth observance
6/28	New Member Orientation (in-person)
7/4	Office closed for Independence Day observance
10/4	Save-the-Date! NRIBR Annual Meeting

2023 NRIBR ANNUAL PLATINUM SPONSOR



## CONNECT WITH US #thatshoweR

facebook.com/NorthernRhodeIslandBoardofRealtors

instagram.com/NorthernRhodeIslandRealtors

bit.ly/NRIBRYoutubeChannel

linkedin.com/company/nribr

## VOUCHERS, SUBSIDIES & SOI - OH MY!

HOSTED BY THE GPBOR  
HOUSING OPPORTUNITIES  
COMMITTEE

JUNE 2 (FRIDAY) 9:30 - 11:30 AM

FREE, No CEU Credit • Register at <https://bit.ly/june2free>

PANELISTS:  
MICHAEL DICHIARO, DIRECTOR OF LEASED HOUSING & RENTAL SERVICES, RI HOUSING  
PETER PAGONIS, DIRECTOR OF HOMEOWNERSHIP, RI HOUSING  
MICHAEL CRANE, ESQ., THE LAW OFFICES OF MICHAEL D. CRANE  
REINALDO GONZALEZ, HOUSING COUNSELOR, PROVIDENCE HOUSING AUTHORITY



## HOW TO CONTACT US

Suzanne M. Silva, CAE, RCE, Chief Executive Officer  
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The NRIBR mission is to promote the best interests of our members and our communities through advocacy, professional development, and partnerships.

### COMMITMENT TO FREE TRADE AND COMPETITION

NRIBR does not and will not establish or maintain fixed or recommended commission rates, listing terms or services provided to principals. Commissions listing terms and services are a matter of negotiation between the principal and the principal's agent. The Association will not interfere in such negotiations or inhibit or restrict in any way the freedom of members to negotiate their own business agreements.

### BYLAWS, ARTICLE VII, SECTION 2

Every REALTOR® member shall maintain a high level of integrity & adhere to the association's membership criteria. Any violent act or threat of violence to person or property, hateful conduct, or acts of moral turpitude impacting the public shall not be tolerated & may be cause for disciplinary action, up to & including termination of membership.

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BOARD OF REALTORS®  
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