

REGION 1 UPDATES

YUMA

COMMUNITY OUTREACH

We have four community outreach/REALTOR image enhancement projects completed or underway.

REAL TOUR: Dream Homes of Yuma ~ In February 10, close to 300 community members toured five properties as part of our REAL Tour: Dream Homes of Yuma. The event raised more than \$5,000 for our Critical Needs Fund. More than 50 of our members were involved in the planning and staffing of the unique (not for sale) homes. We had many, many positive comments on the welcoming helpful nature of those at the homes serving as docents and these were our REALTOR® members. Beyond raising funds, it helped to promote a positive image of REALTORS®

Yuma Day of Unity ~ YAR was represented at this third annual event during which members of the community gather to help clean up properties in Yuma. This year's focus was on covering over graffiti and tagging and concluded with helping finish of a tree of unity mural on a wall previously covered with graffiti.

Airport Multi-Use Pathway ~ We are leveraging grant funding with sweat equity to assist in a multi-use pathway project at the Yuma International Airport that connects the path used by those at Marine Corp Air Station Yuma to the rest of the system.

Chain Challenge ~ We are preparing to kick off our Community Chain Challenge during which firms (affiliate and REALTOR) will volunteer for an organization/charity of their choice and then post a video/pics on social media and challenge other firms. There will be a unified hash tags. It is another of our efforts to demonstrate and quantify just how extensively our members are engaged in making our community a better place.

PROFESSIONAL DEVELOPMENT

YAR's Professional Development and Tech Committees continue to promote course offerings and AAR Live Stream classes as well as local classes to help our members prosper and increase their professionalism. Over the past couple of months, we have had five members complete their GRI (for the first time in many years!) and we have more working toward this designation and others.

FACILITIES

YAR is looking at hiring an architectural firm to complete the blueprints for the remodel on the facility purchased last year. The primary advantages are 1) single story 2) larger classroom facilities and 3) more parking.

RAPAC

We are progressing well with RAPAC and have met our overall goal, major investor goal and closing in on participation. A major investor event is being planned.

MEMBERSHIP

YAR experienced record growth last year and have retained most of the new members. The trajectory of the inventory is nearly converse that of the new members. The pace has slowed from last year, but still above previous years relative to new members.

STATE & NATIONAL REPRESENTATION

YAR will be represented at the AAR Spring Convention, AE Institute, the Region XI conference and at NAR Legislative Meetings in May. Additionally, our President-Elect is participating in LTA and several members now serve on state committees.

KINGMAN/GOLDEN VALLEY

- Changed our bylaws to allow for a larger board of directors, added 4 new board members
- Swore in Tosha O'Neill as our Secretary/Treasurer
- Our yearly Funds for Food Drive started on March 13th (Benefits our local shelter, food bank, and St. Vincent de Paul's)
- Set dates for our Funds for Food Drive Bingo and Give Back Night (April/May)
- Continuing to send out meeting dates of the MVIDD water board to keep up with water issues
- Working on this year's core standards
- Our President-elect, Brenda Curwick, attended the first LTA module
- Still working on getting our New Member Orientation online with Learning Library
- Continue to offer and hold live streaming classes through AAR
- Held three Lunch-n-Learns, all had high attendance
- Booked the Riverside Resort Hotel & Casino for this year's installation/banquet, planning has begun
- Affiliate Appreciation party is on April 8th
- This year's member event is a cocktail cruise in Laughlin, Nevada on April 13th
- Started working on an ice skating rink project to bring a yearly rink to Kingman, working in conjunction with Union Home Mortgage and the local Venture Club
- Scheduled a bingo to benefit the local American Legion to help them repair their building (June)
- Working with the City of Kingman and local youth soccer league to help with new fields, a park, and lighting
- Getting ready to participate in a local Chamber of Commerce Mega Mixer
- Held our first Quarterly Membership Meeting at our local bowling alley
- Signed up three new Affiliate offices
- Yearly financial review done

- Professional Development committee focusing on encouraging members to get their certifications (GRI, etc) and sharing technology tips between members (what apps they use, programs, etc)
- As of the February RAPAC Activity report, Kingman has met our goal, major investor goal, and are currently at 63.70% participation rate
- Confirmed that Commissioner Judy Lowe from ADRE will be our special guest speaker at this year's KGVAR Annual Meeting in August
- Our local MLS Wardex, hired a new CEO, Freddy Sarabia

BULLHEAD CITY/MOHAVE VALLEY

- April 1st we should have a new AE - Very strong in Business
- Internet has been improved at the Board Office and for Remote Classes by doing some reconfiguration of the phone and internet lines
- New security camera have been installed and working
- Updating our New Agent Training classes with online certifications and classroom training
- Radio slot for 30 mins on March 13, 2019 to discuss local area housing market and the value of working with a REALTOR®

Membership Breakdown

Offices	78
REALTORS	365
Affiliates	34
Appraisers	5
Secondary Members	41

- Completed our annual Association review with the CPA and ready to send to NAR for Core Standards
- Co-sponsored a local Blood Drive for Core Standards
- Annual First Responders Event is April 6, 2019 for all first Responders from Laughlin, Bullhead, Fort Mohave, Mohave Valley, Topock, Oatman, Needles and Mohave County.
- Meeting with Mayor Brady (BHC) on April 2, 2019 to discuss the clean-up and beautification of Hancock Business
- Our MLS WARDEX has hired a new CEO, Freddy Sabria and we are going to start Transaction Desk Training and working with Zillow to clean up the information that Zillow provides.

LAKE HAVASU CITY

- We had a very successful special event with Jeff Turner as our speaker in February. Members were introduced to the world of Artificial Intelligence! It was very impactful and eye opening for many members that don't get to travel for events.
- Our Major Investor Event "The New, the Brew, and the Amazing View" was held March 7th at a local brewery overlooking the lake. It was very successful bringing in 28 Major Investors, 1 President's Circle and 1 Platinum R!
- Our Government Affairs Committee has been working with Charles to submit for a grant from NAR to assist with analyzing the city workforce housing needs.
- Our members just approved an expedited mortgage pay-off plan to have our mortgage paid off within 12 months.
- Realtor Olympics is under way! We have several more events over the next 6 weeks! All events also welcome community participation. We expect to raise 30K+ that will be donated back to local charities.

Coming up -

- We are very excited to offer the Leadership 200 & 300 class on May 23rd. This class will be live at LHAR offered to all leadership in our region.
- Transaction Desk Training is underway! First live training is scheduled for April 12th, 9am - 11am, 1pm - 3pm
- We are also currently changing our website vendor. Our new website will work seamlessly with our current membership operating system (woohoo!). It will be much more efficient for staff and offer more flexibility to serve our member better.

Please thank AAR for reconsidering the SSO sign on requirement to access the Transaction Desk!