

REGION 1 RVP REPORT

I HAVE ATTENDED SEVERAL BOARD MEETINGS AND GENERAL MEMBERSHIP MEETINGS ALTHOUGH ALL VIA ZOOM, I'VE TRIED TO KEEP IN TOUCH WITH LEADERSHIP DURING THIS INTERESTING TIME. I'M VERY PROUD OF THE 2020 LEADERSHIP IN REGION 1. I'VE DONE SOMETHING A LITTLE DIFFERENT WITH THIS REPORT. I ALWAYS ASK MY PRESIDENTS FOR AN UPDATE OR STATE OF THE ASSOCIATION REPORT FOR ME TO SUMMARIZE AND CAPSULE ALONG WITH MY REPORT, IT'S SERVED BOTH POSITIONS WELL....KIND OF A SELF REPORT CARD. THIS MONTH I'M INCLUDING THEIR ENTIRE REPORT TO ME AS PART OF MY REPORT.

THE BEST PART OF THIS IS AT THE BEGINNING OF THE YEAR THEY KEPT ASKING WHAT DO I WRITE AND WHAT DO YOU NEED TO KNOW....NOW THEY HAVE EVOLVED INTO REPORTING A GOOD LOOK AT THE ASSOCIATION AND ACCOMPLISHMENTS.

1.) BULLHEAD CITY MOHAVE VALLEY ASSOCIATION OF REALTORS®:

Start of 2020 and it seemed like a season of "The Days of our Lives".

- In March, our top 3 Leaders resigned due to harassment from another BOD member.
- Through March we learned how to have a Special Election to fill the empty Leadership Spots.
- The next lesson was how to conduct a Harassment Investigation. As a small Association in Arizona we had no idea how to conduct one.
- After the cast from Days of our lives cleared out, COVID hit and we were locked down.
- No Travel for our new leadership. Luckily, the membership brought a few Past Presidents back from retirement, to help right our ship.
- Then we really started to get to work with our building and other projects.
 1. The outside of our building got a face lift.
 2. The inside got a fresh paint job.
 3. Our office and Board Room has new carpet.
 4. Reroofed our office building
 5. Worked on a cohesive Board by hiring Evan Fuchs to teach a class on "The Wolf and The Pack".
 6. Got new people interested in volunteering with events and the Board.
 7. Focused on Core Standards and helping the community.
 8. Due to COVID we gave money to Habitat for Humanity instead of volunteering.
 9. Gave to the Ghost Light Children's Theater.
 10. Gave to Guardian Foundation to feed the homeless
 11. Gave to The Guardians of the Children to help prevent child abuse.
- Even though we couldn't travel or go to the office our RAPAC Committee still made Triple Crown, Thank you Karen Summitt.
- Our AE Erik Morey has set up Aflac Insurance, for all our membership.
- Erik is currently working on getting a retirement plan established, for our membership.
- We are not only in a sound financial situation. We have righted our ship, but we also keep exploring the next right thing.
- We seem to have made an enjoyable work environment. Not only for volunteers but also employees.
- Thank you to everyone in all Associations that helped us get back on our feet.

2.) KINGMAN ASSOCIATION:

THIS WAS US!!!

Our office closed on March 16th due to the pandemic. Anyone who needs help with a lockbox is being taken care of by appointment. Staff is working remotely from home at this time. We had our March Board Meeting via Zoom, and will have our April one in the same manner. The only events we are utilizing our building for at this time are blood drives with vitalant, as they are low on blood stores. AE & President have been attending as many Facebook live events and webinars from NAR and AAR as possible. AE has been sharing information from NAR, AAR, and the Governor on our Facebook page daily, and have been sending out weekly updates to members with information.

But we are now open and have been since mid June 2020! We

also must have appointments to actually come into the office but all the team is back working live. We did have a change in personnel in the past few months. Kerry Dempsey the AE for the past almost 5 years gave her notice and our staff front desk person Janine Jamieson was our first choice to fill the spot!!! We had a nice going on to a new job luncheon for Kerry and the board plus the new board members were in attendance. We have a wonderful new office assistant we were blessed to hire Debra Shephard and the training is coming along great, we have not scared her off yet.

Our President Elect, Tosha O'Neill also resigned but we were able to have the position filled by one of our best Directors Leanne Smith who has graciously attended the remainder of the LTA's classes VIA Zoom.

We were able to wrap up our Funds for Food Drive in June which benefits three local charities: The Kingman Area Food Bank, Cornerstone Mission, and St. Vincent de Paul in Kingman. We raised just shy of \$8000.00 for the charities.

All efforts on the ice rink are on hold due to C19 - Working on Kingman Ice on 66, trying to bring an ice skating rink to Kingman, which will be donated to our local Parks & Recs department. Working in conjunction with some of our Affiliates and the Venture Club.

Held a New Member Orientation in person. The new member orientation has been updated and it was a great success. Hats off to Leanne, and our new AE Janine for all the hard work getting it rearranged! Have hosted 2 of the scheduled 3 Lunch & Learn to bring us all up to speed on "Short Sales" per NAR and other sources they maybe back and we need to be ready!

We currently have 2 major investors with RAPAC, and have over 68% participation at this time. And we all set for the TRIPLE CROWN AWARD ONCE AGAIN!!

On RAPAC funds we were able to support 2 winning candidates Cherish for Kingman City Council & Beth for School Board!!! Thank you both for your service and RAPAC for the support!! And on Issues Mobilization we were able to support Prop 416 with a sizable grant and City of Kingman Question 1. So glad to see the RAPAC funds coming home to be well used.

Had our 2020 Annual Meeting in August, with guest speakers Mary Roberts (Live in Person) and Louis Dettorre, Deputy Commissioner of ADRE and the great Matt Contorelli on Zoom. Breakfast was provide for those in attendance and about 30 were live in person and 10 on Zoom! We had 4 new board of Directors elected at this meeting along with a new Affiliate Director DEAN KOLASKA from Chicago Title!! Congratulations to then and we are so excited to get started for 2021!! Quarterly meetings were on hold but we did finally have our Quarterly Membership meeting along with our Board right after the event and this same Annual Meeting.

Huge Thank you to Leanne Smith, Janine Jamieson and myself for reviewing and revamping the Strategic Plan for KGVAR. We are also developing an emergency plan to cover things that could go crazy such as Covid 19 in the future. And this better never happen again!

We finally were able to host our Member event at a local city Park on Oct. 3, 2020. The Picnic It was well attended with many of the participants first timers and they loved it! 45 was are number and of course social distancing was in order, lol.

We also participated in the August 11th live streaming code of ethics class with Leigh Brown for National Real Estate Ethics Day. About 15 in attendance.

Our VP Leanne Smith & AE Janine Jamieson did attend VIA Zoom the Leadership Summit in August

We also attended Via Zoom the 2020 Realtor Caucus September 2 & 3 2020

Have a blood drive booked with Vitalant on Nov 16th, 2020

For September Realtor Safety month we blast tips and NAR plus AAR tips and information out to our members all month!

And as Always we continue with our famous "Breakfast Break Out" Meeting chaired by Leanne Smith covering a number of topics and well attend also!

And our AE Janine completed her Supra Masters Certificate last week so she is the Supra Pro for KGVAR.

Also last but not least today is our Kick Off for Toys For Tots annual fundraiser with Bad Santa Bingo at the local Diana's Wine Celler.

IT'S BEEN A VERY BUSY SECOND HALF!!

Thank you and glad to have been the President this crazy amazing learning year!!

3.) LAKE HAVASU CITY ASSOCIATION:

The Lake Havasu Association of Realtors continues to progress during this pandemic. Our REALTOR Member numbers are holding steady with 732 and our Affiliate Member numbers are up slightly with 87. Our local market continues to thrive with under 200 homes listed for sale at any given time over the past six months and new construction still outpacing last year's numbers. For the time period beginning March 1st, 2020 to the end of September, compared to 2019 March through September, the number of active listings are down 28% and the number of homes sold is up 7% with the dollar volume of sales rising 26%.

Our September General Membership meeting was held via Zoom with Senator Sonny Borelli as our special guest. He updated us on the state of the Capitol and how things were going as we near the November elections. Our next General Membership meeting is scheduled for January and is slated to be held in person at the Realtor Center with guest speaker Scott Drucker.

Our Association has reopened while following both the Governor's guidelines and the guidelines set forth by the CDC. We have and will continue to take all necessary measures needed to keep both our Association members as well as the general public safe. Last month we started holding our weekly Wednesday marketing meetings in person as well. The turnout has been fantastic, ranging anywhere from 30 to 60 attendees at any given meeting.

Our committees have been starting to meet in person, everyone has been pleased with the personal interaction.

The Government Affairs committee has been very busy recently keeping up on the elections and the recent issues that have come to light regarding our local water rights. Last week our Government Affairs Chair, Richard Gomez, met with Lake Havasu City Mayor Cal Sheehy, to discuss the Resolution of the Mayor and City Council opposing the transfer of Colorado River water. The meeting was also attended by Bullhead City Mayor, Tom Brady.

The RAPAC Chair, Hilary Sosey and her committee are in full swing readying for our RPAC Auction, to be held mid-November. They are hoping to increase our major investor numbers and will be showcasing several high dollar items to bid on. The auction will last a week and is going to be just in time to kick off the holiday shopping season!

Our Public Relations Chair, Judy Tassie, has done an amazing job raising funds despite COVID-19. We were able to give away over \$25,000 earlier this year helping several local charities get the resources they needed to assist so many of our residents in desperate need due to the effects of the pandemic. Judy had hoped to hold more events this fall; however, they have been moved to next year's Realtor Olympics' agenda as a result of the continued concerns regarding COVID-19.

Despite the overall setbacks of 2020, as an Association we have remained diligent, stayed on course, and emerged Stronger Together!!

4.) YUMA ASSOCIATION OF REALTORS:

Membership count: 646 Primary Members, 57 Secondary Members

Activities: Our office is still operating mostly remote and scheduling by appointment only if necessary to access the office.

Due to Covid restrictions we were unable to hold an in-person director and officer election. We held an online election on September 24, 2020 and it went well.

Rapac: Our Rapac Committee held an online auction similar to the one held by AAR to raise funds in lieu of our major investor event. We raised a little over \$7,000. We have reached all of our Rapac Goals for the year, and are at 200% of overall goal, 55.86% participation and with pledges, 14 total Major Investors.

We are working on a video campaign to kick off next year's investment participation.

IN SUMMARY, WITH ALL OF THE MEETINGS I ATTENDED THE ATTITUDES AND MORAL SEEMS TO BE GREAT IN REGION 1. BUSINESS IS VERY GOOD, AND ADJUSTMENTS ARE BEING MADE TO COMPLY, ADAPT AND SUCCEED. SOMETIMES OUR AUTONOMY IS A GREAT ASSET, LIFE IS GOOD ON ARIZONA'S WESTERN RIVIERA.

OUR REGION IS VERY THANKFUL FOR ALL OF THE SUPPORT AAR HAS PROVIDED. WE HAVE BEEN ABLE TO ADJUST QUICKLY. WE WILL CONTINUE TO WORK DILIGENTLY TO SERVE OUR MEMBERS DURING THESE UNPREDICTABLE TIMES.

*THANK YOU
PHIL ANNETT*

REGION 2 - KC CYGA - RVP

WeSERV held an On-line RAPAC auction and raised \$22,987.68 – with (giving) raised a total of \$255,987.68.

Our board is at 55% of our goal and have increased our participation to 23.1%.

We presently have 52 Major Investors.

Will be hosting 2 more events – October 22 – 1-3 pm a panel discussion (\$10 to RAPAC) and a combination Silent Auction, Wine Tasting & Live Auction on October 29th. Silent Auction will run during the day, then wine tasting followed by a live auction of 3 to 5 items.

Thank you to Katie McGinty (WeSERV) and Jillian Ruize (AAR) for all their hard work on the auction. Also A Great Big Thanks to Matthew Contorelli for his support reaching an outrageous goal of \$466,000.

We have 3 members / staff that have reached Hall of Fame status – Jan Leighton, Pam Frestedt, and Dena Greenawalt.

WeSERV is launching a large community outreach event – Festival of Trees providing trees to families throughout our jurisdiction primarily working with the Boys & Girls Clubs, a couple of schools, House of Refuge & a handful of individuals. The goal is to distribute 100 trees. This will be our first Association-wide Community Outreach project that includes all 4 Chapters and many volunteers from across the association.

Continue to offer Free CE Classes, free Zoom CE classes, multiple designation classes (all via Zoom) and continue our Speaker Series. We hosted Shay Hata in September and will have Johnathan Hawkins in November.

Will be launching a Diversity & Inclusion Workgroup to explore and recommend ways to make sure our members are educated on these issues as well as doing outreach to the communities we serve.

Our next General Membership meeting is scheduled for December 1st.

Thank you madam President as that concludes my report.



ASSOCIATION VISIT REPORT

Regional Vice Presidents and Arizona REALTORS® staff please complete the following report after attending meetings/events at local associations. The purpose of the report is to share any issues of concern of Arizona's local associations.

Name Becca Linnig Region 4

Association PHX

Date Visited 6/29/2020

Met with Board of Directors
 General Membership
 MLS Meeting
 Other _____

Please comment below about special needs, concerns or positive feedback that may have been shared during your visit that is noteworthy or that requires follow-up.

Phx is doing well and has been getting the hang of online meetings and small gatherings adhering to CDC guidelines

Please indicate how any necessary follow-up should be handled:

Follow-up is **not** necessary
 I will follow-up
 Association staff please follow-up with _____
by _____
Date

**Region 5 Executive Committee Report
October 21, 2020**

Green Valley/Sahuarita Association of REALTORS®

President: Brian Stoll

Association Executive: Janie MacDonald

Recent election of Officers for 2021. There were more people running for office this year than spaces to be filled! There were 3 Director positions open, all of them 3 year positions. Many of people who ran for office were new to Association Leadership. We are looking forward to new talent and ideas.

We held our first ever RAPAC virtual action with the help of AAR. We raised \$4,320.00, with is \$1,500.00 more than last year, which was an in-person event! We have also meant our RAPAC Major Investor goal for 2021! Agents from all over our State participated in the auction. Our association has created a "Century Club" for those who donate \$100.00 or more. Those folks will receive a Century Club pin. We currently have 17 members.

Our upcoming events are our installation banquet. At this time we are not sure if it will be held virtually or if a small group of folks will gather in-person.

For our Annual Christmas Party we are planning a virtual event with a Santa's Hat contest instead of an ugly sweater contest. We will be having breakout rooms for various games and puzzles. We will be using the survey feature in ZOOM to conduct some of our games. We are also going to include a RAPAC raffle.

We have holding a virtual meeting to update our Strategic Plan and Evan Fuchs will be leading our meeting.

Santa Cruz County Board of REALTORS®

President: Yvette Palmer

Association Executive: Marybeth Hughes

Nothing new to update

Tucson Association of REALTORS®

President: Billy Mordka

CEO: Randy Rodgers

TAR has been the host foe 3 Commissioner Connection so far this year, the last one is scheduled for October, 26th.

In addition hosted 2 virtual sessions with their legal counsel Jeff Brei which featured open discussion on specific topics and an opportunity for members to get their questions answered. They plan to host more sessions in 2021.

President Billy Mordka in collaboration with Pima County Supervisor Ramon Valdez did a Flood Insurance PSA creating awareness on the importance of purchasing flood insurance following the Bighorn Fire.

TAR was the Title Sponsor for the 30th Annual TAR Soccer Shootout with more than 370 youth soccer teams .

All committee meetings continue to be online.

Professional Development has brought in several National Speakers and are hosting online classes. Evening classing are also being offered.

Property Management Committee is working with TAR's Government Affairs Director Steve Huffman on legislative issues regarding the Federal and State eviction Moratorium.

Candidate and Ballot Measures Task Force has recently endorsed Prop 481 which would allow Pima Community College to continue to support students at the highest level, educate a highly skilled workforce and position the college to jumpstart the economy.

TAR hosted a Statewide Virtual Conference in September

Madam President, this concludes my report.