

Debra Townsend - Association Executive
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EVERYDAY ETHICAL DILEMMA SERIES

Dilemma 1: should I disclose That?

“REALTORS shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction.” (Article 2)

The scenario: Your seller client tells you that a home inspector recently was suspicious of insect damage when he saw the home’s damaged siding. However, the seller disputes the notion, saying he’s never had an insect problem in or around the home.

The Risk: Withholding pertinent facts from the buyer.

What To Do: Disclose anything that effects the value or desirability of the home, says Bruce Aydt, ABR, CRB, general counsel and senior vice president of St. Louise-based Prudential Alliance, REALTORS. That may include insect damage, water leakage, structural problems, and more. Otherwise, you’re putting yourself at risk of serious legal action. “I think some agents are unaware of the potential liability and might agree with home owner and keep quiet.” Aydt says. Practitioners may be stumped because they don’t know whether or not a particular fact is important enough to share with prospective buyers., Aydt says. If you find yourself in this situation, it’s best to err on the side of disclosure. Your not an expert: the home inspector is. So if a home inspector says there’s a problem, but the seller disagrees, you may have to stick with the assessment of the inspector.

DILEMMA 2 AVAILABLE IN NEXT MONTH’S ISSUE

WEBINARS TRAINING

http://p4help.fnismis.com/webinar_courses.html

July 21 - Setting up Contact Manager
 July 28 - Input and Maintenance
 AUGUST 4TH & 5TH Mapping and Geo



Monthly MLS

Number of Residential Units Sold
 In JUNE 08 **61**

Number of Residential Units Sold
 In JUNE 09 **80**

Average Selling Price
 In JUNE 08 **101,342**

Average Selling Price
 In JUNE 09 **99,663**

You can find the complete housing statistics at:
www.mirealtors.com

LICENSE RENEWAL

In a non-renewal year (as opposed to calendar year) begins on November 1. In a renewal year, the license year begins on July 1.

- First Year: 07-01-06 to 10-31-07
- Second Year: 11-01-07 to 10-31-08
- Third Year: 11-01-08 to 10-31-09

DLEG INTERNET LINK FOR RENEWAL WILL BE AVAILABLE IN MID AUGUST

2009

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Open House Season Is Amongst Us.

Have your open house featured on cmiar.com for free!

Simply email us the MLS #, open house date, time, address, agent showing the home, price and we will add it to our website. There is no cost and a great way to get exposure for your clients home!

INSPIRATIONAL THOUGHTS

When things go wrong, as they sometimes will, When the road your trudging seems all up hill, when funds are low and debts are high, and want to smile, but you have to sigh, When care is pressing you down a bit, Rest, if you must but don't quit.

Life is queer with it's twist and turns, As everyone of us sometimes learns, And many a failure turns about, When you might have won and you stuck it out: Don't give up, though the pace seems slow— You might succeed with another blow.

Often the goal is nearer than it seems to faint and faltering human, Often the struggler has given up. When they might have captured the victors cup. And you learned too late, when the night slipped down, how close you were to the golden crown.

Success is failure turned inside out— The silver tint in the clouds of doubt— And you never can tell how close you are, It may be near when it seems so afar: So stick to the fight when you're hardest hit— It's when things seem worst that you MUST NOT QUIT.

SPECIAL THANKS TO ALL THOSE WHO PARTICIPATED IN HABITAT FOR HUMANITY

NEW MEMBERS

Victoria Leffingwell, C21 B/P
Gretchen Meeker, C21 B/P
Ryan Sanders, CWB Mt Pleasant

DROPPED MEMBERS

Geoffrey Elias, C21 B/P
Chandra Randall, C21 B/P
Andrew Bellinger C21 B/P

Heidisue Parsons-Moore, New Horizons
Eddie Louch, Accountable Appraisal
James Smith, Remax Brookside

ON THE MOVE

Tony Holliday to C21 B/P
Sandra Williams to Broadway Realty
June Bonstelle to Remax, Mt Pleasant
Dan Beean to New Horizon

Doren Bakos to New Horizon
Laura Compton to New Horizon
Toni Rameriz to New Horizon

RETIRED

Buzz Bowerman, C21 B/P

JUST FOR LAUGHS

The Silent Generation are people born before 1946. The Baby Boomers are people born between 1946 and 1959. The Generation X are people born between 1960 and 1979. The Generation Y are people born between 1980 and 1995.

Why do we call the last one generation Y?



Don't forget to register for the upcoming GOLF OUTING AT PINE RIVER COUNTRY CLUB TODAY!

Upcoming Events & Meetings:

JULY 20
NOMINATING COMMITTEE 11 AM

JULY 21
GOLF OUTING MEETING 1:30 PM

JULY 23
MLS TASK FORCE 8AM
MLS COMMITTEE 9AM

JULY 28
FINANCE COMMITTEE 8AM

JULY 29
NOMINATING COMMITTEE 1 PM

JULY 30TH
NEW MEMBER ORIENTATION

WANTED:
Articles for the newsletter. Send them to:
office@cmiar.com.