



President's Message

Leann D'Ettore

Time flies when you're having fun! Half the year has flown by, which is surely attributed to our fast-paced real estate market. With home sales soaring, average days on the market decreasing, the median home price increasing, and heightened demand, sellers have been smooth sailing to the closing table with average days on market at only 52 days (as of June 2017). This is a significant 24% decrease in days on the market compared to June 2016. Home sales are also particularly impressive with RIAR reporting that REALTORS® transacted more RI single-family home sales this past May than any other May since 1998. June home sales have also increased 10% since last June. Sellers are sitting pretty, and buyers are still able to take advantage of historically low rates and a variety of programs. However, a market like this is coupled with new REALTOR® challenges, with FSBO's popping up



Relaxing with REALTORS®

The Greater Providence Board of REALTORS® invites you to relax at the Blue Water Grill in Barrington on 8/23/17 from 5:30-7:30 pm. Join industry colleagues over complimentary hors d'oeuvres, while sharing professional and personal experiences, advice, support, or making new connections.

No charge for our valued GPBOR Members.
Non-members: \$15 per person
Please RSVP by 8/17 by clicking [HERE](#).



Don Parsons selected GPBOR's 2017 REALTOR® of the Year

Congratulations to Don Parsons, Principal Broker of Anytime Realty, who was selected as the Board's 2017 REALTOR® of the Year. Don is a Director of the Board, Chair of our Golf Committee and is a member of several other Board Committees. He also serves on the Board of Directors of the RI & MA Make-A-Wish Foundation.

Don will receive this local honor at our Annual Meeting on 9/13/17 at the Squantum Association and is in the running for State REALTOR® of the Year at the RI Association of REALTORS® Annual Meeting of 10/18/17.

Circle of Sales Excellence Awards Announcement

As a reminder, the applications to apply for this annual program will be emailed to all members by 12/31/17 and will also be posted on our website. Interested members must then e-file the forms to us by the specified deadline.

The Board recognizes the sales success of members who apply and who are approved through a verification process overseen by volunteer members. *Without these volunteers, this program would not be possible!* GPBOR will be updating the recognition process for the 2017 production year. Successfully approved candidates will receive a digital badge with a whole new look, which will indicate whether they were an individual or team effort, along with two (2) e-certificates in 2 different sizes. The Board will no longer provide a print certificate. Members will then be responsible for their individual marketing efforts.

In addition, the Board's Circle of Sales Excellence Rules now require all Team Applications to have a Team MLS ID number. The Team MLS ID number must be reflected on all MLS Market Award Reports from RI's Statewide Multiple Listing Service's Matrix System. If you regularly file a team application, please plan accordingly now so that you will be prepared by 12/31/17. Thank you for your cooperation.

Don't be Scammed

REALTORS® in Florida recently received a bill (proclaimed to be their dues statement) from an entity claiming to be the "Florida Real Estate Board." The bill was, in fact, a scam.

Do note that our annual dues statements are paperless. We post all member dues statements to our secure [member portal](#) by 9/15 of each year, and we will advise members once they have been posted there. All members have their username and password to log into the [portal](#) in order to renew safely.

Annual dues include the local portion (GPBOR), the State portion (RI Association REALTORS®) and the National portion (National Association of REALTORS®). Our Board collects for all 3 entities and distributes appropriately.

Be sure to check out this great upcoming webinar:

[7 Financial Habits of Highly Successful Real Estate Professionals: 8/10/17, 1-2 EST](#)

and explore the [REALTOR® Dues Savings Plan](#)



Free Professional Websites for REALTORS®

Professionally designed real estate websites from Placester are available for free to members under a new REALTOR Benefits® Program offer. NAR Edition sites include everything that's needed to build an online presence without requiring you to have technical or programming skills. Check it out!

