

# NEW JERSEY REALTOR<sup>®</sup>

JANUARY/FEBRUARY 2017: VOLUME 2 ISSUE 10

## THE CENTENNIAL ISSUE

TRIPLE PLAY RECAP  
MEMORABLE MOMENTS  
2017 LEADERSHIP TEAM  
CENTENNIAL GALA PHOTOS



# 2017 Continuing Education Deadline

12

credits of continuing education must be completed prior to the deadline

6

credits must be obtained in courses within the core topic area, including 2 ethics credits

\$200

late fee applies if you complete your CE after April 30 and until June 30, 2017



6

remaining credits can be obtained in core, ethics, or elective topic areas

4.30.17

deadline to complete your CE and not be charged a \$200 late fee

6.30.17

final deadline to complete your 2017 CE requirement and renew your license



If CE requirements aren't met by June 30, 2017, your license expires and you must complete the CE requirements, complete the reinstatement process, and pay additional fees in order to practice real estate.

**How Can CE Be Completed In Time?** NJ Realtors® Academy of Continuing Education is an Internet-based program to help you search, register for, and manage your continuing education credits. There are a number of online, self-paced courses available, in addition to live, in-person classes hosted by participating local boards/associations. NJ Realtors® automatically reports all credits to PSI Exams, the New Jersey Real Estate Commission's online CE tracking system.

[njrealtorsace.com](http://njrealtorsace.com)

# Jan/Feb 2017

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# Planning for Success

BY **BOB OPPENHEIMER**



It's January — what are your business plans for 2017? Now is the perfect time to take a spare moment to prepare for the upcoming year. For me, January marks the start of my term as your 2017 president, a role I am honored and humbled to take on. And for our association, 2017 marks 100 years of service to our industry. What will 2017 mean for you?

Well, let's take a look back through the past year to see what we can build upon. Last year was an election year. We saw new campaigns and politicians and an atmosphere unlike others of the past. It was — and still is — a time for change.

Nationally, with the support of the Realtor® association, Josh Gottheimer won incumbent Scott Garrett's seat with a hefty victory. Realtor® champions like Gottheimer are the foundation on which we base our hope for the future of our industry.

Making an investment in RPAC — your fair share, only \$20 — is crucial. Consider it insurance for your future business. A minimum \$20 investment is a small price to pay for a little peace of mind that your 2017 business will have the best protection possible.

But there's still so much more you can do. We need every one of our 48,000+ members to be our boots on the ground when it comes to local government. Your involvement in your

local government is critical because it helps the Realtor® voice resonate at the smallest level on up. You and your fellow Realtor® colleagues are our grassroots campaign. With your investment and involvement, we can fight for Realtor® champions and supportive legislation and also prevent legislation and directives that impede the real estate industry. These initiatives help to ensure that our industry, which the economy rests on, is abundantly prosperous.

If you want to be more involved, consider joining a legislative or political affairs-focused committee at your local board or at the state. Committees are made up of members from around the state and work on many facets of government affairs.

So, where should you begin? Look no farther than your own backyard. Listen to what's happening in your local government and learn about the issues that affect you. If there's an issue that Realtors® should be aware of, don't hesitate to contact the government affairs department at New Jersey Realtors®. ■

# You Make it Possible



Our association is strong and capable. We work on your behalf every single day. Along with our local boards and the national association, we are proud to lobby on your behalf, provide you with products and services that fit your business, and consistently work to better ourselves in every aspect.

I hope you take the time to read through this issue of the magazine and see some of the few reasons that our 100<sup>th</sup> birthday is a very special one here at New Jersey Realtors®.

One hundred years ago I doubt our founding members could have ever imagined a world where 48,000-plus licensees proudly call themselves Realtors® in New Jersey. Or, maybe they dreamed even bigger than that.

Either way, I'm so proud that New Jersey Realtors® has made it this far. A century is nothing to scoff at. Countless businesses and organizations have tried and failed to make it work within those 100 years. But, we have survived. And we have thrived despite depressions, recessions, and less than favorable circumstances.

There are a million reasons why the association has been as successful as it is, but there are 100 truly memorable ones — our past presidents. Each and every president gave time, knowledge, and expertise to a Realtor® family of thousands. They didn't know every single Realtor® in the state, but they felt a real connection to them — united in helping people buy and sell homes and achieve the American Dream. Our past presidents have protected our industry in countless ways, including advocating for the future of the business. They have put their fellow colleagues ahead of themselves, and for that, we owe them a tremendous thank you.

***Our association is strong and capable. We work on your behalf every single day.***

In honor of this anniversary, we're selling a commemorative book full of 100 years of facts, figures, and photos all about New Jersey Realtors® like you. The proceeds of this book will be put towards a Centennial Scholarship through the New Jersey Realtors® Educational Foundation. Books are \$20 each or \$35 for two. Check out page 18 for more information on how to purchase your copy. I hope you will support us as we work to raise money for deserving students across the state.

Finally, I hope that through the celebrations of this year and our 100<sup>th</sup> anniversary, you keep this one key thought: This is your association and without you, 100 years would have never been possible. ■

Jarrod C. Grasso



## EVENTS AND DEADLINES

# JANUARY

**10** NJ Realtors® Board of Directors Meeting | Edison, NJ

**13** 2016 NJ Realtors® Circle of Excellence® deadline

**16** NJ Realtors® office closed, Martin Luther King, Jr. Day observed

# FEBRUARY

**1** NJ Realtors® Circle of Excellence® advertising may begin

**20** NJ Realtors® office closed, Presidents' Day observed

### LOOKING AHEAD

**April 7:** Final day to submit applications for a NJ Realtors® Educational Foundation scholarship.

**April 30:** Deadline to complete your CE and not be charged a \$200 late fee.

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2017  
*Leadership*  
TEAM

New Jersey Realtors® 2017 Leadership Team joins a long line of influential successors who dedicate countless hours to the many tasks associated with each role. This team of volunteers helps guide key decisions and monitors association activities for the year ahead.

# 2017 PRESIDENT

**Robert Oppenheimer,**  
ABR, CRS, CIPS, CDPE



Oppenheimer is currently the broker/owner of RE/MAX Fortune Properties in Englewood Cliffs and has been a

Realtor® since 1986. He served as first vice president in 2015 and president-elect in 2016 for New Jersey Realtors®.

On the local level, Oppenheimer served as president of the Eastern Bergen County Board of Realtors® in 2005, 2006, 2009, and 2010. He was named Realtor® of the Year in 2010 for EBCBOR and served as the chair of the broker risk management committee in 2014.

Oppenheimer has served as a director for the New Jersey Multiple Listing Service on and off for the past 10 years, and currently serves on NAR's multiple listing issues and policies committee. He was also the recipient of the Distinguished Service Award in 2014 for RE/MAX of New Jersey.

He served on the CIPS Advisory Board for 2014 and federal financing & housing policy committee for 2014 and 2015. On the state level, in addition to his roles as part of the association's leadership team, Oppenheimer was a member of the NJ Realtors® legislative committee in 2013 and served as vice chair for the risk management committee in 2014.

# PRESIDENT-ELECT

**Christian J. Schlueter,**  
ABR, SRES, e-Pro, CDPE



Schlueter is a broker-sales associate with RE/MAX at Barnegat Bay in Toms River, who has been active

with his local board, NJ Realtors®, and the National Association of Realtors®.

At the state level, Schlueter served as the 2015 professional development division officer and first vice president in 2016. He has also been on the board of directors, executive committee, risk management committee, and legal affairs committee. Locally, Schlueter served as the 2008 president of the Ocean County Board of Realtors® and remains active on numerous committees.

# TREASURER

**Jeffrey A. Jones**



A Realtor® since 1983, Jones is the broker/owner of Amerisource Realty Network, LLC in Parsippany. Jones has served

on NJ Realtors®' board of directors, executive committee, and numerous other committees.

Locally, Jones and has served as secretary, treasurer, and on the board of directors for North Central Jersey Association of Realtors®. In addition to his association work, Jones serves as a continuing education instructor for the North Central Jersey School of Business.

# FIRST VICE PRESIDENT

**Ilene Horowitz,** ABR



A Realtor® for 20 years, Horowitz has served as a North Central Jersey Association of Realtors® trustee since 2005

and was president there from 2012 to 2014. On the state level, she has been a member of the board of directors for NJ Realtors® since 2008 and served as a 2016 division officer.

Nationally, Horowitz completed the Realtors® Leadership Training Academy in 2015, ahead of her stint on the member communications committee in 2014, among several other committees.

# IMMEDIATE PAST PRESIDENT

**Tg Glazer,** ABR, e-Pro

In addition to serving as NJ Realtors® 2016 president, Glazer is currently a broker-sales associate with



Coldwell Banker's Westfield-East office. He has been a member of the NJ Realtors® board of directors since

2009 and was a member of the executive committee in 2009 and 2013. Additionally, he has served on numerous state committees. At the national level, Glazer served on the member communications committee and is currently an RPAC fundraising trustee and member of the board of directors.

# Triple Play 2016

It might seem rare to see positive news about Atlantic City these days, but there are nothing but good things to say about this year's Triple Play Realtor® Convention & Trade Expo. This year marked our 100<sup>th</sup> convention that has been held in the resort town, which saw thousands of Realtors® from across New Jersey, Pennsylvania, and New York, as well as affiliate industry professionals.

Initial counts show a total of 7,814 attendees, which is a five percent increase over last year's convention. With a sold out expo, it was a packed house with a full 10 percent increase over last year.

Attendees took advantage of over 90 education sessions, including over dozens of New Jersey continuing education sessions, and four designation courses. Continuing education credits for all NJ licensees have been reported to the New Jersey Real Estate Commission.

If you attended Triple Play but missed out on something, audio recordings of most convention sessions can be purchased at [realtorstripleplay.com](http://realtorstripleplay.com) and speaker handout materials can still be downloaded there.

New Jersey Realtors®' Centennial Gala at One Atlantic was attended by 300 guests, including 2017 National Association of Realtors® President Bill Brown. The gala was followed by the Icebreaker Reception at Caesars, which continues to be a highlight for attendees with attendance of over 2,000. ■



photos by Joan Heffler





# Realtor® & Realtor-Associate® of the Year



Realtor® of the Year, Ilene Horowitz

New Jersey Realtors® is proud to announce Ilene Horowitz, of RE/MAX American Dream in Denville, as the 2016 Realtor® of the Year and Lorraine Spinogatti, of RE/MAX of Barnegat Bay in Manahawkin, as the 2016 Realtor-Associate® of the Year.

These two members were singled out for their outstanding contributions to the real estate industry, commitment to the Realtor® organization, and dedicated involvement in their local communities. The award winners were selected from among the local board and association Realtors® and Realtor-Associates® of the Year throughout the state.

Realtor of the Year® recipient Ilene Horowitz, a Realtor for 20 years, has served as a North Central Jersey Association of Realtors® trustee since 2005 and was the president there from 2012-2014. On the state

level, she has been a member of the board of directors for NJ Realtors® since 2008 while also serving on multiple committees.

Ten years of achieving the NJ Realtors® Circle of Excellence award earned her the NJ Realtors® Distinguished Sales Award in 2013. Nationally,

Horowitz graduated the Realtors Leadership Training Academy in 2015, ahead of her stint on the member communications committee in 2014, among several other committees and advisory groups. Within RE/MAX she has earned her place in the 100% Club, Hall of Fame, and Platinum Club.

Licensed since 1990, Realtor-Associate® of the Year Lorraine Spinogatti went through the Graduate Realtor® Institute in 1995, earned her Senior Real Estate Specialist designation in 2003 and the Short Sales and Foreclosure Resource Certification in 2008.

She has served on the Ocean County Board of Realtors local verification committee for the NJ Realtors® Circle of Excellence since 2011, as well as serving on the grievance and

professional standards committee for the board in the past few years. A founding member of the Ocean County Chapter of the Women's Council of Realtors® in 2005, Spinogatti served as local chapter president in 2009, 2013, and 2014.

In 2014 and 2015, she was the chairperson for the annual Bras for a Cause Fundraiser at the local board. She is a member of the NJ Realtors® Distinguished Sales Club.

At RE/MAX, she was a member of the 100% Club from 2012 to 2015. Spinogatti regularly volunteers with Pattie's Prom Project, Habitat for Humanity and the RE/MAX Barnegat Bay Children's Miracle Network Golf Fundraiser.

Both award recipients were honored on Dec. 6 at the Triple Play Realtor® Convention & Trade Expo awards ceremony and again that day at the Centennial Gala and President's Installation held at One Atlantic.



Realtor-Associate® of the Year, Lorraine Spinogatti



## LOCAL REALTORS® OF THE YEAR

Atlantic City & County Board of Realtors®  
**Ginger O'Neill**<sup>1</sup>

Burlington Camden County Association of Realtors®  
**Michelle Arnold**<sup>2</sup>

Cape May County Association of Realtors®  
**Christina Clemans**<sup>3</sup>

Cumberland County Board of Realtors®  
**Terry Hallauer**<sup>4</sup>

Eastern Bergen County Board of Realtors®  
**Marc Stein**<sup>5</sup>

Gloucester Salem Counties Board of Realtors®  
**Dee Wood**<sup>6</sup>

Hunterdon/Somerset Association of Realtors®  
**Robert Grayson**<sup>7</sup>

Liberty Board of Realtors®  
**Joseph Covello**<sup>8</sup>

Mercer County Association of Realtors®  
**Norman Callaway, Jr.**<sup>9</sup>

Middlesex Association of Realtors®  
**Eva Mok**<sup>10</sup>

Monmouth County Association of Realtors®  
**Fran Krumholz-Bookman**<sup>11</sup>

North Central Jersey Association of Realtors®  
**Ilene Horowitz**<sup>12</sup>

Ocean City Board of Realtors®  
**John E. LaRosa**<sup>13</sup>

Ocean County Board of Realtors®  
**Adam Reynolds**<sup>14</sup>

Passaic County Board of Realtors®  
**John Walters**<sup>15</sup>

RealSource Association of Realtors®  
**Maureen Mamunes**<sup>16</sup>

Sussex County Association of Realtors®  
**Dan Corrigan**<sup>17</sup>

West Essex Board of Realtors®  
**Lynne Mortimer**<sup>18</sup>

## LOCAL REALTOR-ASSOCIATES® OF THE YEAR

Cumberland County Board of Realtors®  
**Bartholomew Brigidi**<sup>19</sup>

Liberty Board of Realtors®  
**Jeffrey DeLucia**<sup>20</sup>

Monmouth County Association of Realtors®  
**Lisa English**<sup>21</sup>

Ocean County Board of Realtors®  
**Lorraine Spinogatti**<sup>22</sup>



**2016  
WINNERS  
ANNOUNCED**



# NEW JERSEY REALTORS®

## Good Neighbor Award

Three outstanding New Jersey Realtors® were named as winners of the 2016 NJ Realtors® Good Neighbor Awards in early December during the 2016 Triple Play Realtor® Convention and Trade Expo. These awards recognize individuals who have made extraordinary commitments to community service programs throughout the state.

**1<sup>st</sup>**



First place was awarded to Joseph Orazi, of Long and Foster Real Estate in Ocean City. An Ocean City resident, in 2011 he co-founded Toast Pink, a charitable organization dedicated to assisting cancer patients and their families in the communities in which he lives and works. Since obtaining its 501(c)3 designation, Toast Pink has raised and donated thousands of dollars to those financially and physically devastated by cancer. The funds often pay mortgages, rents, utilities, groceries, home maintenance, and other areas that fall through the cracks during this difficult time. Each year, Toast Pink holds several fundraisers, the next of which will be on March 24, 2017 at The Flanders Hotel in Ocean City. Toast Pink will receive \$2,500 on his behalf. For more information or to donate go to [toastpink.org](http://toastpink.org).



Second place was awarded to Theresa Loch, of Keller Williams NJ Metro Group in Montclair. A Realtor for the past 16 years, Loch has been a volunteer board trustee member of the Nutley Family Service Bureau for the past four years. The bureau provides social and mental health services to families in

need, as well as operates a food pantry that serves approximately 135 people regularly. When the American Red Cross closed its Nutley chapter in 2015, which meant the dissolution of a food pantry, the Nutley Family Service Bureau acquired the property and continued the pantry's work. A Nutley resident, Loch is married with three children. The Nutley Family Service Bureau will be awarded \$1,500 on her behalf.



Finally, third place was awarded Andee Post of Keller Williams Valley Realty in Woodcliff Lake, for her work with the Hackensack Municipal Alliance. For the past 10 years she has served on the board of municipal alliance, running town hall meetings to help educate the community and best prepare for prevention,

treatment and recovery from alcohol and drug abuse. The Hackensack Municipal Alliance will receive \$1,000 on her behalf.



# What is a Call for Action?

BY DOUGLAS M. TOMSON

Several times each year, the New Jersey Realtors® government affairs team reaches out to you, the member, and asks you to answer a Call for Action.

Some of you are veterans at this and, like clockwork: click the link, fill out fields, and hit “send.” Some of you may not even know what I’m talking about.

A Call for Action is an email we send whenever we feel there is a proposal that could significantly and positively impact Realtors® or if there is detrimental legislation that could damage the real estate industry. When a Call for Action goes out we ask that as many Realtors® as possible send a pre-written letter to the inbox of the appropriate legislator.

When Congress or the state legislature is considering legislation that affects the real estate industry, we call on our members to act. Simply by contacting your legislators through an email or a phone call, you can ensure that our business remains strong.

I often get asked, “Do legislators even know we send letters? Do they even see them?” Let me be clear — they absolutely do.

Allow me to explain: Our team here at NJ Realtors® is lucky to have acquired talent from all over the state and many fields. One of those talents is our deputy director of government affairs, Catherine Best, who came to us after serving in two congressional offices. I’ve asked her to lay out below exactly what happens in a congressional office when they receive significant letter, email, and call volume due to one specific issue.

>> *Each week in Senator Robert Menendez’s office, a meeting is held where each staff member reviews the work they have completed the previous week and discusses what the week ahead looks like. Typically, this is when high call, email, or letter volumes are reported. This information is heard by all staffers in the office, including the senator’s chief of staff.*

*These correspondences are then forwarded to the appropriate legislative aide or legislative correspondent. The LA’s and LC’s are responsible for ensuring that every person who has contacted the office receives a response about their respective issue. Additionally, the LA’s and LC’s advise the senator on their specific issue area, so when the office is receiving a high volume of correspondence, this information is*

*taken in to account when the senator decides how to vote on a particular issue.*

*While I cannot speak for the exact process in every congressional office, I can say that each office takes constituent correspondence very seriously.*

*This process is similar in the state legislative offices. Though those offices have fewer staff members, state assemblymen, assemblywomen and senators have staffs dedicated to ensuring that the voices of their constituents are heard. In the past, when we have issued a state Call for Action, we have had members of the legislature contact our government affairs department directly to learn more about the issue at hand.*

*So, the next time you complete a Call for Action, you can be sure that your voice is being heard. When Realtor® members join together and speak with one loud, powerful voice, it’s being heard by key decision makers.*

To hear Doug and Catherine discuss Calls for Action in more detail, please visit [njrealtor.com/CFAExplained](http://njrealtor.com/CFAExplained). ■



**A1227 – Bucco (R25), Bramnick (R21)/  
S1202 – Bucco (R25)**

*Authorizes municipality to deliver property tax bills, construction permits and receipts for payment via e-mail.*

**NJ Realtors® Position: SUPPORT**

We support this bill to give municipalities the ability to deliver property tax bills, certain permits and receipts for payment by e-mail as a way to provide cost savings and a quicker turnaround time on providing these documents to local residents.

**Bill History:**

1/27/2016 – Introduced in Assembly and referred to Assembly State and Local Government Committee  
2/8/2016 – Introduced in Senate and referred to Senate Community and Urban Affairs Committee  
12/15/2016 – Reported out of Senate Committee and referred to Senate Budget and Appropriations Committee

**A3163 –Andrzejczak (D1), Land (D1)/  
S1805 – Van Drew (D1)**

*Provides fair standards for election and recall of officers for homeowners' associations.*

**NJ Realtors® Position: SUPPORT**

We support this bill creating uniform standards for the anonymous election and recall of homeowners' association board members to ensure that those living in condo associations have a say in the governance of their communities.

**Bill History:**

2/22/2016 – Introduced in Assembly and referred to Assembly Housing and Community Development Committee  
3/7/2016 – Introduced in Senate and referred to Senate Community and Urban Affairs Committee  
12/5/2016 – Reported out of Assembly committee, 2<sup>nd</sup> reading in Assembly

**A4375 – Houghtaling (D11), Downey  
(R11)/S1744 – Turner (D15), Stack (D33)**

*Requires property tax bills to contain eligibility information on state tax relief programs.*

**NJ Realtors® Position: SUPPORT**

We support this bill so when homeowners receive their property tax bills they receive information on property tax relief programs in one location at the same time.

**Bill History:**

3/7/2016 – Introduced in Senate and referred to Senate Community and Urban Affairs Committee  
10/13/2016 – Reported out of committee, 2<sup>nd</sup> reading in Senate  
11/14/2016 – Passed in Senate 34-0, received in Assembly and referred to Assembly State and Local Government Committee  
12/15/2016 – Reported out of Assembly committee with amendments, 2<sup>nd</sup> reading in Assembly

**RPAC OF NEW JERSEY**

**2016  
Recap**



- RPAC raised \$80,000 more funds this year compared to last year.
- In 2016, there were 15,933 RPAC investors.
- About 36% of members invested in RPAC in 2016.
- 14 local boards/associations were major investors in 2016.
- RPAC participated in 28 NJ Senate district races and 22 NJ Assembly district races for the 2015-2017 Primaries
- RPAC had 106 Major Investors in 2016.

# CENTENNIAL CELEBRATIONS

100 YEARS IN THE MAKING: MORE THAN 300 NEW JERSEY REALTORS®  
GATHERED TO HONOR THE LONGSTANDING HISTORY OF THE ASSOCIATION  
AND TO TOAST TO THE FUTURE.



photos by Scott Spitzer Photography

**It was a night to remember.** At One Atlantic in Atlantic City on Dec. 7, NJ Realtors® installed 2017 president Robert "Bob" Oppenheimer and the leadership team while also hosting a kick-off to a year of centennial celebrations as the association marks 100 years of industry service.

The evening began with a cocktail reception where guests were treated to a signature cocktail, The 1917. From there, attendees were escorted into the ballroom where 2017 National Association of Realtors® president Bill Brown installed our 2017 officers.

Chief executive officer Jarrod Grasso gave a sincere thanks to 2016 president Tg Glazer as he moves into the immediate past president role. Glazer received tokens of appreciation for his work throughout the year and learned that a NJ Realtors® Educational Foundation scholarship had been set up in his name by his family.

Glazer thanked the past presidents, the staff, and Grasso.

"I have the honor and pleasure of serving one more year on the leadership team before I ride off into the sunset. As always, I will continue to work and fight for you, New Jersey Realtors®," Glazer said.

Newly installed president Oppenheimer thanked those who have preceded him and offered an optimistic vision for the future in a year where reflection on the past will be just as important as the hope for the future.

"It is huge honor to serve as president during New Jersey Realtors®' centennial year, and I appreciate your confidence and support as I lead the association," he told guests.

NJ Realtors® extends a sincere thank you to our sponsors — our title sponsor, the National Association of Realtors®; our dessert and cigar sponsor RE/MAX of NJ; our cocktail reception sponsor, the law firm of Greenbaum, Rowe, Smith & Davis; our centennial sponsors, Barr & Barr, Chase Bank, Everbank, and the North Central Jersey Association of Realtors®; as well as all advertisers in the gala program. ■



# Where We Began

New Jersey Realtors® turns 100 this year and we're spending the whole year celebrating our incredible members and the achievements of a century of hard work. In this issue, take a trip back to the beginning with the start of it all in the early 1900s. From Francis Gormley to Robert Oppenheimer, we've been overseen by an illustrious group of presidents and their equally as capable leadership teams.

Join us as we travel back through history, reliving some of the most essential New Jersey Realtor® moments and positioning ourselves for nothing but success in the future. Visit [100.njrealtor.com](http://100.njrealtor.com) for a complete overview of the association's history, our centennial video, and to purchase your commemorative book.

## 1913



### Code of Ethics

The Realtor® Code of Ethics was adopted and has served for over a century as a guide in promoting the fair, ethical, and honest treatment of all parties in a real estate transaction.

## 1917



### Inaugural Meeting

The first official meeting of the Real Estate League of New Jersey was held on December 7 and 8, in Atlantic City.



### Realtor®

## 1916

The term Realtor® was coined by real estate agent Charles Chadbourn, later becoming the globally recognized identifier for determining an agent who subscribed to the association and its Code of Ethics.

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## 1923



### Membership

By 1923, the Real Estate League of New Jersey saw its initial membership of 1,253 members increase 150 percent.

## 1926



### Holland Tunnel

Members of the Real Estate League of New Jersey are invited to tour the Holland Tunnel during its final stages of construction.

## 1928



### Official Recognition

After its first full decade, the Real Estate League of New Jersey received official recognition as part of the National Association of Realtors®.

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# Relive 100 Years of Excellence

In honor of our centennial, New Jersey Realtors® has created a commemorative book that captures the essence of the association and highlights the many Realtors® who've helped shape the last 100 years.

Net proceeds from book sales will benefit a special 2017 Centennial Scholarship for the NJ Realtors® Educational Foundation.



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# 100 years, moments & memories

We're thrilled to delve into our centennial celebrations with the countless Realtors® who've helped shape our association. From leading figures and legislative impacts to historic highs and lows, we're recounting some of the most interesting facts that have led us to where we are today.

- 1** Association formed in 1917.
- 2** Original name was Real Estate League of New Jersey.
- 3** In 1926, members toured the Holland Tunnel during construction.
- 4** Francis Gormley elected as first president.
- 5** State association recognized as part of NAR in 1928.
- 6** There were originally 41 local boards.
- 7** The term Realtor® registered in 1949.
- 8** Currently there are 19 local boards.
- 9** In 2013, membership fell to 39,022.
- 10** Monthly rent in 1930 was \$84.
- 11** NJ's Van Winkle & Co. Real Estate is considered country's oldest.
- 12** National conference has been held in NJ three times.
- 13** Atlantic City hosted the national conference in 1919, 1935, and 1946.
- 14** Past President Alexander Summer was NAR's 1951 president.
- 15** The association's headquarters have been in three NJ cities.
- 16** We are now headquartered in our original home of Trenton.
- 17** Newark and Edison were the other two locations.
- 18** NJ Real Estate Commission was established in 1928.
- 19** C. Armel Nutter was the second president from NJ to become president of NAR.
- 20** The Educational Foundation was established in 1968.
- 21** In 1991, the association celebrated its 75<sup>th</sup> convention.
- 22** The Housing Opportunity Foundation was formed in 2004.
- 23** Legislative committee was association's first committee.
- 24** Past President Sidney Koorse received award for 100% member participation in the Realtor® 'Make America Better' campaign.
- 25** April 26, 2017 will be the first statewide Realtors® Care Day.
- 26** Peter Hanson became the first 10x RPAC Life Member in 1995.
- 27** In 1995, association created seven TV shows that aired on CTN.
- 28** Official Facebook page created in 2007.

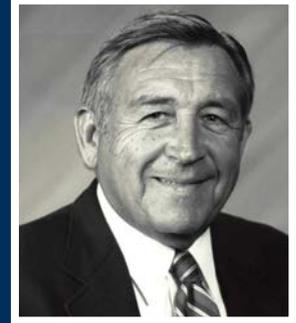




**29** Association rebranded in 2013 by updating its name to New Jersey Realtors® and adopting a new logo.



**30** Triple Play Realtors® Convention & Trade expo reached its highest attendance in 2005 with 11,306 registered guests.



**31** Robert Ferguson led as EVP of New Jersey Realtors® from 1959 to 1997.



**32** In 1928, our first convention as a nationally recognized association was held in Atlantic City.



**33** In 1968, Adelaide Shaffer Campbell became first woman president.



**34** In 1973, Gov. Cahill signed Realtor® Week in New Jersey into observance.

**35** Christina Clemans was first NJ Realtor® to achieve NAR's Hall of Fame's \$50,000 level.

**40** First issue of *New Jersey Realtor*® published as a magazine in March 1999.

**45** By the end of 2016, the association had 11,780 Twitter followers.

**50** Frank Taylor was an honorary president in 1931.

**36** Average home price in 1979 was \$22,820.

**41** NJ Realtors® Academy of Continuing Education was created in 2011.

**46** There have been 14 female presidents.

**51** Past President Robert Kinnibrew went on to serve as the Executive Director of the Real Estate Commission.

**37** In 1969, association updated its name to New Jersey Association of Realtor® Boards.

**42** Current CEO, Jarrod C. Grasso assumed the position in 2008.

**47** In 1949, a year's subscription to *New Jersey Realtor*® was \$1.

**52** Before *New Jersey Realtor*® magazine, a newspaper was distributed to members.

**38** There are currently 48,000+ members.

**43** 2012, RPAC investments reached \$639,413.

**48** Association has had two honorary Past Presidents.

**53** In 1953, the association launched an annual Real Estate Institute.

**39** Purchased Edison headquarters in 1986.

**44** Foreclosure filings in 2009 reached 66,717.

**49** Michael Devine was the 1930 honorary president.

- 54** NJ Realtors® Educational Foundation received first major gift of \$10,000 from the association in 1969.
- 55** Suze Orman, Richard Simmons, and Ben & Jerry have all been keynote speakers at Triple Play.
- 56** Realtors® Care Day is a charitable event licensed from the Charlotte Regional Realtor® Association.
- 57** In 1956, the state's multiple listing sales surpassed \$150 million for the year.
- 58** Following Hurricane Sandy, NY and NJ associations joined to distribute over \$900,000 in financial assistance grants.
- 59** Lt. Gov. Kim Guadagno attended the 2016 Trenton ribbon cutting ceremony.
- 60** Currently, the association has 21 staff members.
- 61** Four NJ Realtors® are currently appointed to the NJ Real Estate Commission.
- 62** Association is currently tracking over 8,000 pieces of legislation.
- 63** NJ Realtors® state sales awards program began in 1972.
- 64** In 2002, NJ Realtors® hosted a NJN Telethon.
- 65** First legal request was in 1918 for a commission of five men to examine laws regarding foreclosure.
- 66** Quorum for directors meetings was lowered from 25% to 15% in 1954.
- 67** Michael Ford is the only president to serve two terms.
- 68** He served as president in both 1997 and 1998.
- 69** The state convention once regularly featured a fashion show.
- 70** 2011 President, Alan Dechert, testified before US Senate regarding foreclosures.
- 71** At least four Realtors® serve as members of the state legislature.
- 72** NJ Realtors® Quarter Century Club began in 1999.
- 73** 2,948 members have reached the 25-year mark and are now members of the club.
- 74** Past President Nancy Reynolds was an original NJ Realtors® Educational Foundation trustee.
- 75** Association began the GRI designation program in 1972.
- 76** Since then, over 6,500 members have earned the designation.
- 77** Association produced monthly MLS books for commercial members under NJAR Commercial Investment Division.
- 78** Gov. Whitman addressed 3,000 members at the 1994 convention.
- 79** *Saturday Night Live* alum, Joe Piscopo, entertained attendees at Triple Play 2003.
- 80** Nearly 100 members have completed the Realtors® Leadership Training program.
- 81** The training program was launched in 2011.
- 82** NJ Realtors® Educational Foundation has awarded \$500,000+ in scholarships
- 83** In 2008, membership reached 57,292.
- 84** In 1924, association adopted the name New Jersey Association of Real Estate Boards.
- 85** Membership exceeded 1,500 in 1947.
- 86** Realtors® sponsored the 162<sup>nd</sup> anniversary of the U.S. Constitution in 1949.
- 87** Association built Trenton headquarters in 2016.
- 88** In 2014, 44% of homebuyers were first time buyers.
- 89** Past President Leon Todd served as president of the Real Estate Commission.
- 90** In 1953, the New Jersey Realtor® Yearbook was \$3.25.
- 91** Association waives membership dues for active military members.
- 92** Membership in 1955 was 2,200.
- 93** Joyce Andreoli served as CEO from 2002 through 2008.
- 94** Agnes Coleman of the Newark Board was 1957's Realtor® of the Year.
- 95** In 1980, NJ's household income was the second highest in the nation at \$41,000.
- 96** NJ's 2012 median household income of buyers was \$106,600.
- 97** NJ Realtors® Distinguished Sales Club instituted in 1995.
- 98** Million Dollar Sales Club renamed as NJ Realtors® Circle of Excellence® in 2002.
- 99** Monthly data reports were first distributed in 2013.
- 100** Total number of NJ Realtors® Circle of Excellence® Sales Award® winners in 2015 was 4,509.



# TECH-SAVVY HOME TRENDS



BY DEBORAH R. HUSO

The era of the Jetsons officially landed with the advent of in-home smart devices. From Wi-Fi-enabled coffee pots to programmable light bulbs, these gadgets integrate with computer and smartphone platforms to make your home more secure, energy-efficient, and convenient.

“We’re seeing more and more advances that are getting exciting,” says John Turpin, broker with Turpin Realtors®, which serves the north-central area of the state. “Some of the common things have to do with basic automation — a thermostat that learns patterns; cameras that operate off the Wi-Fi system.”

Silva Getto, real estate professional with Coldwell Banker in Allendale, adds, “Most recently, I’ve seen sellers working with home tech stack Google Home, which

allows for integration with important things like security systems and energy savings as well as ‘wow factors’ like Philips’ Hue smart lighting.”



## iDEVICES SWITCH

*idevicesinc.com; \$50*

Want to switch on the coffee pot before you rise from bed? Any idea how much power your electronic devices consume? You can brew a cup of coffee and track how much electricity it takes to do it with the iDevices Switch. The simple, elegant design allows you full control of any power source with the swipe of your Apple device or a command to Siri. And at a competitive cost, you can afford to grab several of these devices at your big-box retailer.



## NEST *nest.com; \$249*

No doubt you've heard of the hockey-puck-style thermostat that consistently garners rave reviews. A "learning" thermostat, the Nest takes note of your preferred temperature settings, automatically adapting to your preferences throughout the day. When you leave the house, the Nest registers your location and sets itself to conserve energy. If it detects unusual activity — like extreme heat or cold — it sends an alert to your smartphone. This powerhouse system also scores points for its easy integration with other smart items including lights, locks, and security equipment.

## SKYBELL HD *skybell.com; \$199*

With 1080p resolution, the high-quality Skybell HD Wi-Fi Video Doorbell allows you to answer the door whether you're at home or on vacation. Interact with the UPS guy or send a solicitor on his way without opening the door. The doorbell features a motion-detector sensor and

integrates easily with other smart home products like the Nest and Amazon's ECHO. Save up to a week's worth of recorded videos with free cloud storage. The doorbell proves a worthy security measure at a reasonable price.



## FAMILY HUB *samsung.com; \$3,799*

If you want to channel Judy Jetson, Samsung has the kitchen appliance for you — the sleek, tech-savvy Family Hub refrigerator. Three built-in cameras snap photos of the fridge's insides each time you close its doors. At the store and can't remember if you have milk? Pull up your app to view the photos.

The smart fridge also plays virtual assistant with a screen featuring a built-in calendar, notes, and photos to keep the entire family updated. Track food expiration dates, stream music, find recipe inspiration, or watch a cooking show right from the door of your fridge. ■

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# Taking on Trenton

What once seemed like the victim of history, is now determined to be its beneficiary, with the warehouses that sent wire rope, watches, and numerous products out into the world in its first booming era now drawing residents in to what is hopefully its second. BY **ANTHONY PALETTA**

Numerous industrial conversions are underway in Trenton, none larger than at the former Roebling Steel complex. This huge facility, which once produced steel wire for the Golden Gate Bridge, sat unused for decades. It's now amidst an ambitious conversion effort designed to convert existing historic structures into residential and commercial use, while adding several infill structures and a public plaza. The first phase, the Roebling Lofts, is creating 138 modern loft apartments in a former warehouse structure while retaining distinctive features. John D.S. Hatch, principal at Clarke Caton Hintz, the firm that conducted the redesign, noted that "wherever we can we're keeping original features." These include a gantry crane on the first floor and a machine for testing rope tension on the fourth floor, retained in place as the focus of the building's lounge, a "beautiful industrial sculpture."

It's a substantial development directly situated on the River Line's Hamilton Avenue Station across from the Sun National Bank Center and near to a burgeoning Latin restaurant scene — and it's hardly alone. Nearby in the Chambersburg neighborhood Ajax Management has redeveloped the former American Cigar Company as the Chambers Lofts, and the former Circle F watch manufacturing complex as the Trenton Watch



Renderings of Building 114; part of the future Roebling Center

Factory apartments and the Circle F Lofts, respectively.

Downtown Trenton, already host to the State Capital, museums, libraries, restaurants, and other attractions, is also undergoing substantial change. A long-vacant Bell Television building is being converted into a mixed-use space by Ajax. A plan was recently announced to demolish three state office buildings downtown, freeing space for private commercial development.

There is, as Diana Rogers, Director of Economic and Industrial Development for the City of Trenton notes, "much more confidence and credibility in the city" with a wealth of projects underway in recent years. It is a testament to the city's active partnership with the local and regional business community, while in "years prior there had not

really been any activity in the city for various reasons."

Trenton has benefited from its 2013 designation as a New Jersey Urban Enterprise Zone, entailing a variety of tax benefits for business operation, but also simply from a rediscovery of ample benefits that had long been there. The ease of rail and road access to both Philadelphia and New York, an excellent urban fabric, and a broader recent societal awareness that metropolitan charms aren't concentrated only in the largest of cities. It's, as Hatch says, "part of a general trend of people living in walkable, sustainable, interesting areas."

This is exactly what growing numbers of people are realizing Trenton is. ■

# NJ Realtors® Forms

## Use them — don't abuse them.

BY TERESA TILTON

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If you are not familiar with the use of Ziplogix, don't wait until a client is in your office to learn how to use the forms. It is recommended that you take advantage of the many training opportunities, videos, live online training, and interactive demonstrations readily available to you. They are useful for office meetings or one-on-one trainings. Ziplogix trained staff can help with overall use of the system, creating templates, using e-signatures, and more.

Thank you for being our member! We hope to preserve the value of this great member benefit through your continued use of our forms in the proper manner.

*For questions regarding the use of New Jersey Realtors® forms, contact Teresa Tilton, [teresa@njrealtor.com](mailto:teresa@njrealtor.com), 609-341-7118. ■*





## TOOLS FOR AGENTS

- zipForms has an extensive YouTube channel dedicated to teaching you how to best use their entire library of products. [youtube.com/ziplogix](https://www.youtube.com/ziplogix)
- Daily webinars on a variety of topics are offered at no cost.
- As a benefit of membership, all NJ Realtors® have unlimited e-sign capabilities. Any PDF can be e-signed.
- Help desk is available 24 hours a day, Monday-Friday and 10 a.m. to 10 p.m. on Saturday and Sunday.
- Templates really speed up the process of creating a new transaction by allowing you to group all the forms needed into one bundle. For example, if you use the same four forms each time you create a residential purchase transaction, you can create a template with those four forms preloaded for every subsequent residential purchase transaction. Additionally, you can preload those templates with information that does not frequently change, such as your name, office, etc.
- Unlimited storage means you can store any type of document — Word, Excel, PowerPoint, photo, PDF, etc.

## TOOLS FOR BROKERS

- Brokers can load their own company forms into the platform, for a fee.
- Brokers have the ability to see every transaction within their organization and can create assistants and/or teams.
- If the broker has created a specific library for their agents, those agents will have automatic access. Same goes for specific MLSs and local board or associations. Members can mix and match forms from any library to create for every transaction.
- Visit [njrealtor.com/zipform](https://www.njrealtor.com/zipform) for more information.





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Justin Smith  
Rutherford

in **ONE**  
WORD

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What word would you use to describe New Jersey Realtors®?

Tell us using [#NJRealtors100](#)



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**Eastern Bergen County Board of Realtors®**

EBCBOR members took time from their busy schedules to volunteer for a great cause. Twenty members spent the day at the Boys & Girls Club in Lodi, helping staff by organizing fun activities for the children throughout the day. A K-9 Officer and EBCBOR member also gave an educational presentation about the important roles K-9s play in the police force.

**Warren County Board of Realtors®**

On Oct. 11, members from the Warren County Board of Realtors® participated in a Warren County Habitat for Humanity build. The board also presented the organization with a \$2,000 grant on behalf of the NJ Realtors® Housing Opportunity Foundation.



**SUDOKU**

Have a few minutes? Challenge yourself!

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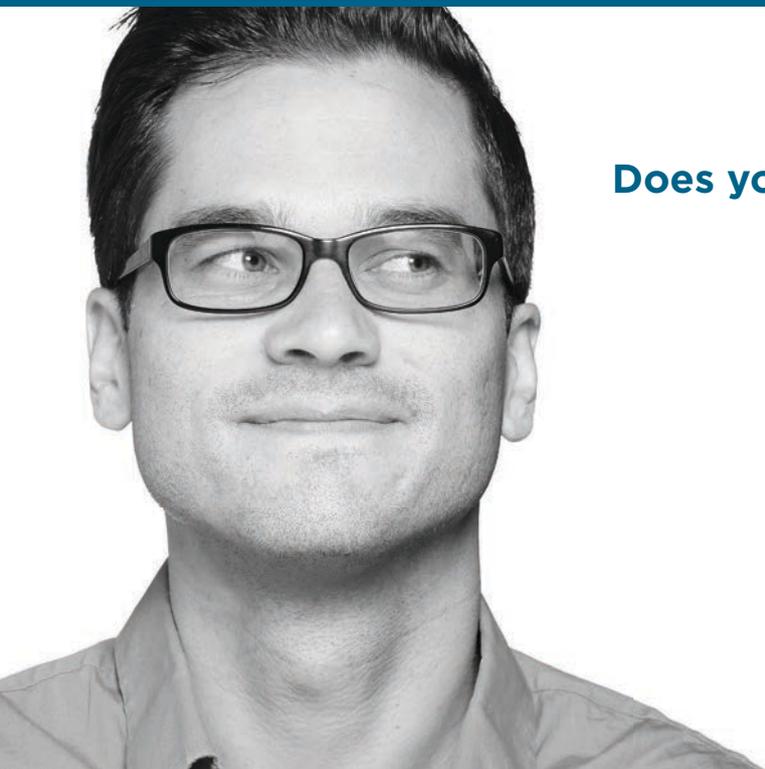
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