

September 20th, 2023

Tri-County Today

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Tickets for the 2023 Annual Membership Meeting are LIVE!

Tri-County Suburban REALTORS® will host its [2023 Annual Membership Meeting](#), live in-person at the [Aronimink Golf Club](#) in Newtown Square on **October 26th, 2023!**



2023 ANNUAL MEMBERSHIP MEETING
WEDNESDAY, OCTOBER 26TH
11:30 - 2 PM
ARONIMINK GOLF CLUB
3600 ST. DAVIDS ROAD, NEWTOWN SQUARE, PA 19073
AFFILIATE EXPO - PLATED LUNCH -
AWARDS PRESENTATION - KEYNOTE SPEAKER

TICKETS AVAILABLE NOW!
MEMBERS - \$35
NON-MEMBERS - \$45
CALL 610-560-4800
OR VISIT [TCSR.REALTOR/EVENTS](#)
TO REGISTER TODAY!

KEYNOTE
"BOT-COMMANDER
BEAT OR GET BEAT BY COMPETITORS"

Jason Pantana, Ferry International

The Association will welcome [Jason Pantana](#), coach, trainer and speaker for Ferry International, a leading real estate coach and training company. His areas of expertise include social media strategy, digital marketing and developing an eye for emerging business trends, including AI! For our Annual Meeting, Jason will present “*Bot-Commander – Beat or Get Beat by Competitors*” which will help attendees harness the untapped potential of AI to streamline your business and outpace competitors, specifically focusing on:

- How to supercharge content creation and master smart prompting to do more with less time and effort.
- Fine-tuning marketing strategies for optimizing operations and how to make AI your ultimate ally.
- Becoming a Bot-Commander in today’s AI-driven landscape.

In addition to Jason’s presentation, the event will feature a plated lunch and short Association business meeting. The Annual Meeting will also highlight:

- Affiliate Expo
- Induction ceremony of the 2023 REALTOR® Emeritus class
- Recognition ceremony of the 2023 Leadership Development Program graduates
- Recognition ceremony of the 2023 “Making a Difference: Community Service Awards” winners
- The last chance to vote for the 2024 Tri-County Suburban REALTORS® Board of Directors candidates
- Networking with local REALTOR® and Affiliate members

Don’t miss this premier membership event on October 26th in Newtown Square.

Tickets

\$35.00 : Tri-County Suburban REALTOR® Members

\$45.00 : Non-Member Fee

[Register](#) today as tickets are sure to sell out! Once logged in, scroll over "Events" then click on "Upcoming Meetings".



Free Seminar for TCSR Members

The Power of Diversity: Celebrating Hispanic Heritage

*Thursday, September 21st
11:30 am-1:30 pm*

Join us for **food, friendship, and education!**

Here is an opportunity to learn how you can serve the area's existing and growing Hispanic community through the lens of real estate.

A **panel of presenters** comprised of a **lender**, an **immigration attorney**, a **community advocate**, and a **REALTOR®** will lead attendees in a conversation designed to help REALTORS® learn more about the **needs of Hispanic buyers and tenants**, so the REALTORS® can do better.

To Register:

Visit our website, or call the office to reserve your seat.

 tcsr.realtor/events/power-of-diversity-celebrating-hispanic-heritage/

 610-560-4800

Pennsylvania Housing Finance Agency (PHFA) Celebrates 50 Years

Since 1973, PHFA has provided funding to increase affordable housing opportunities throughout Pennsylvania. Today they have a portfolio of loans with a value of \$5.4 billion. From mortgage assistance and foreclosure prevention to first time homebuyer and renter programs, PHFA continues to be responsive to the housing needs in Pennsylvania. Click here to [visit their website](#) and learn more on how PHFA can help your buyer, seller, landlord and tenant clients.

To learn more about PHFA programs and VA and FHA programs, **“A Deeper Understanding of FHA and VA Loan Programs”** covers topics like why VA, FHA and PHFA programs exist, buyer qualifications, Pros & Cons, what appraisers look for in the home, Primary and Multi-Family housing requirements, Private Mortgage Insurance and Funding Fees, approved Condominium Lists, helpful online resources and more! Multiple dates, times, and formats available.

[Register Now](#) (once logged in, click “Events” then “Upcoming Classes”) or call the Association of REALTORS® School at 610-560-4900.

2024 Membership Dues Coming in October

Annually, Tri-County Suburban REALTORS® members are invoiced for their REALTOR® membership in early October. The 2024 membership dues notification email will be sent on **October 2nd** to all REALTOR® and Affiliate members. Subsequent reminders will also be sent via email.

In order to pay membership dues, members must either log into their membership portal and pay in full or via installment plan, or call 610-560-4800. Please note that there is no automatic bill pay for membership dues.

Information regarding the 2024 dues amount, payment options, and respective deadlines will be included in the direct email notice received on **October 2nd**. *More information will be available starting in October.*

REALTOR® Safety Month: Best Safety Practices for Meeting Clients

The typical REALTOR® meets prospective clients they've never met before, either at the office or in a neutral location, **66%** of the time, according to the [National Association of REALTORS® 2022 Member Safety Residential Report](#).

Many in the real estate industry mistakenly believe that crimes against agents are random, opportunistic street crimes when, in fact, they are premeditated by a predatory criminal, according to David Legaz, a New York real estate broker, instructor and retired New York Police Department sergeant.

Legaz said, "Criminals need to get an agent isolated where they cannot be seen or heard to commit the attack. They will try to make you feel comfortable and confident with them. This is why meeting at the office or a coffee shop and getting a copy of their driver's license may not alone deter a predator or prevent a crime."

For the full article, click [here](#).

Bright MLS: Highlight Flooring Types for A More Detailed Listing

Providing comprehensive information in your MLS listing is always a good idea for REALTORS®. It allows for transparency, showcases unique or overlooked features in a home, and reduces miscommunication. The more details you're able to add about your listing—from top to bottom—the better.

New options in Listing Management and Search allow you to specify the type of flooring in each individual room in a property. You can access the list of flooring type options from

the full edit form under *Features & Rooms* by clicking the *Add Room Details* button and selecting *Room Features*.

From there, you will be able to choose from a list of 18 new or updated flooring types, including:

- Bamboo
- Ceramic tile
- Engineered wood
- Laminated
- Luxury vinyl tile
- Solid hardwood
- Tile/brick

The same list of options, with the addition of *Renewable*, is also available under *Flooring Types*. Along with these updates, *HOA* is now an available selection under *Road Responsibility*. The new picklist options have been added to Search.

As listings are entered and updated with these options, you will be able to narrow your search results for buyers using Additional Fields in Search.

Join an exclusive Tri-County Suburban webinar on **September 21st at 10 am** to learn Bright's best tips for managing your listings more effectively. Register [here!](#)

Have additional questions? You can schedule a session with a Bright Customer Success Coach at BrightMLS.com/OfficeHours or sign up to attend any webinar at BrightMLS.com/Education.

SRA: Ambler Resale Use and Occupancy Inspections Begin November 6



Ambler Borough Council adopted Ordinance 1135 at a public hearing on September 5, implementing a use and occupancy inspection and permit for residential property transactions. The borough council said its concern was the health, safety and welfare of residents, and it decided to keep the inspection list relatively simple. There is no charge for the use and occupancy certificate. The new requirements take effect on **November 6, 2023**, except for the sewer lateral inspection, which becomes effective on **September 1, 2024**. The borough said the delayed start for the sewer inspection will give it time to explore Act 44 to possibly provide assistance for property owners to perform the inspection. "The borough understands all real estate transactions are not the same and will work with all in order to make this a smooth process," according to an [announcement posted on the borough website](#).

Source: Ambler Borough; 9/11/2023

Questions? Please contact the [Suburban REALTORS® Alliance](#) directly via 610-981-9000



When you need an expert,
think Affiliates First!

Calendar of Events

September 21st; 9:00am-12:30pm [Problem Solving & Decision Making in Real Estate: One Size Does Not Fit All](#) | Virtual Livestream Via Zoom

September 21st; 10:00am-11:00am [Bright MLS - Listing Entry and More](#) | Virtual Livestream Via Zoom

September 21st; 11:30am-1:30pm [The Power of Diversity: Celebrating Hispanic Heritage](#) | Association of REALTORS® School, Malvern

September 22nd; 9:00am-12:30pm [Diversity, Equity & Inclusion, Everybody at the Table](#) | Association of REALTORS® School, Malvern

September 26th; 9:00am-12:30pm; [Competencies, Responsibilities and Commitments: PA Required Course](#) | Association of REALTORS® School, Malvern



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