




I MINA'TRENTAI KUÁTTRO NA LIHESLATURAN GUÁHAN
RESOLUTION STATUS

Resolution No.	Sponsor	Title	Date Intro	Date of Presentation	Date Adopted	Date Referred	Referred to	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	NOTES
219-34 (COR)	Telena Cruz Nelson Therese M. Terlaje Mary Camacho Torres	Relative to recognizing the Guam Association of Realtors® as they celebrate "REALTOR® Safety Month" on Guam; and to further commending them for providing educational opportunities for the REALTORS® in order to increase their knowledge about the well-being and protection of themselves and their clients and for their commitment in promoting professionalism in the real estate business	9/8/17 12:30 p.m.	9/13/17 1:45 p.m.						

I MINA'TRENTAI KUATTRO NA LIHESLATURAN GUÁHAN
2017 (FIRST) Regular Session

Resolution No. 219-34 (COR)

Introduced by:

Telena Cruz Nelson 
Therese M. Terlaje 
Mary Camacho Torres 

Relative to recognizing the Guam Association of Realtors® as they celebrate “REALTOR® Safety Month” on Guam; and to further commending them for providing educational opportunities for the REALTORS® in order to increase their knowledge about the well-being and protection of themselves and their clients and for their commitment in promoting professionalism in the real estate business

2017 SEP -8 PM 12: 30 C-S

1 **BE IT RESOLVED BY THE COMMITTEE ON RULES OF I**
2 ***MINA'TRENTAI TRES NA LIHESLATURAN GUÁHAN:***

3 **WHEREAS**, the Guam Association of Realtors® (GAR) then known as the
4 “Guam Real Estate Board” was founded in 1970, and held its first general
5 membership meeting at Fjord’s Smorgette with under thirty (32) aspiring members;
6 and

7 **WHEREAS**, in November 1971 the Guam Association of Realtors® became a
8 part of what would become today, one of the largest and influential trade industry in
9 the nation, the National Association of REALTORS® (NAR), then, known as the
10 National Association of Real Estate Boards; and

1 WHEREAS, to date the Guam Association of REALTORS® has grown
2 with close to four hundred (400) members strong; and is the constant “Voice
3 for Real Estate” on Guam. GAR is proud to be part of the one (1) million member
4 strong of NAR; and

5 **WHEREAS**, the term REALTOR® is a registered collective membership mark
6 that identifies a real estate professional who is a member of the National Association
7 of REALTOR® and subscribes to its strict Code of Ethics; and

8 **WHEREAS**, all real estate licensees are not the same; and only real estate
9 licensees who are members of the NAR are properly called REALTORS®; they
10 proudly display the REALTOR® logo on the business card or other marketing and
11 sales literature; and

12 **WHEREAS**, REALTORS® are committed to treat all parties to a transaction
13 honestly; and subscribe to a strict code of ethics and are expected to maintain a higher
14 level of knowledge of the process of buying and selling real estate. An independent
15 survey reports that 84% of home buyers would use the same REALTOR® again; and

16 **WHEREAS**, REALTORS® are very capable in determining a person’s buying
17 power and referring them to lenders best qualified to help them; and

18 **WHEREAS**, REALTORS® have many resources to assist in searching for
19 homes, especially those not actively advertised in the market, and will thoroughly
20 investigate to find all available properties; and

21 **WHEREAS**, REALTORS® assist in the selection process by providing
22 objective information about each property, and they can provide local community
23 information on utilities, zoning, schools, etc.; and

24 **WHEREAS**, REALTORS® help their clients negotiate, including but not
25 limited to price, financing, terms, date of possession and often the inclusion or

1 exclusion of repairs and furnishings or equipment; they can also advise as to which
2 investigations and inspections are recommended or required; and

3 **WHEREAS**, REALTORS® provide due diligence during the evaluation of the
4 property and depending on the area and property, it could include inspections for
5 termites, dry rot, asbestos, faulty structure, roof condition, septic tank and well tests,
6 just to name a few; they can also assist with finding qualified responsible
7 professionals to do most of the investigations and provide written reports. Along with
8 the title company or attorney, the REALTOR® can help resolve issues that might
9 cause problems at a later date; and

10 **WHEREAS**, REALTORS® can help their clients better understand different
11 financing options and in identifying qualified lenders; and also guide them through the
12 closing process to make sure everything flows together smoothly; and

13 **WHEREAS**, when it comes to selling a home, REALTORS® can provide up-
14 to-date information on what is happening in the marketplace and the price, financing,
15 terms and condition of competing properties; and

16 **WHEREAS**, REALTORS® will often recommend repairs or cosmetic work
17 that will significantly enhance the salability of a client's property; and markets the
18 property to other real estate agents and the public; they act as the marketing
19 coordinator, disbursing information about the property to other real estate agents
20 through a Multiple Listing Service or other cooperative marketing networks, open
21 houses for agents, etc. The REALTOR® Code of Ethics requires REALTORS® to
22 utilize these cooperative relationships when they benefit their clients; and

23 **WHEREAS**, REALTORS® know when, where and how to advertise a
24 property and can help a client objectively evaluate every buyer's proposal without
25 compromising their marketing position. They can also help a client write a legally

1 binding, win-win agreement that will be more likely to make it through the process;
2 and

3 **WHEREAS**, REALTORS® can assist with closing the sale of a home, and is
4 the best person to objectively help resolve issues and move the transaction to closing
5 or settlement; and

6 **WHEREAS**, the National Association of Realtors heavily promotes safety all
7 year-round through its various programs; this month of September is dedicated to
8 educating the REALTORS® about Safety at home, at the office, at property showings,
9 at open houses and even internet security; and

10 **WHEREAS**, the National Association of Realtors recommend that Safety
11 Courses be granted continuing education credits as it is an integral part of the
12 business; and

13 **WHEREAS**, the focus is to help REALTORS® be educated about the core
14 components of safety through knowledge, awareness and empowerment. Reminding
15 them of the unique risks they face every day in business, taking precautionary
16 measures to protect themselves from danger, understanding whether to fight or escape
17 when faced with menacing behavior, protecting themselves from cybercrime, and
18 even surviving harsh weather conditions, can mean saving a life, their own or their
19 client; and

20 **WHEREAS**, the Guam Association of REALTORS® believes that safety starts
21 with every REALTOR® and making it priority is not an option, but rather a must for
22 all brokerage; and

23 **WHEREAS**, as a result of tragic incidences where trusting Realtors would
24 meet with perspective clients only to end in tragic physical injury to the Realtor; It
25 was necessary that September be recognized as REALTOR® Safety Month and now,
26 therefore be it

1 **RESOLVED**, that *I Mina'Trentai Kuattro Na Liheslaturan Guåhan*, does
2 hereby, on behalf of the people of Guam, recognize the Guam Association of
3 Realtors® as they celebrate “REALTOR® Safety Month” on Guam; and to
4 further commending them for providing educational opportunities for the
5 REALTORS® in order to increase their knowledge about the well-being and
6 protection of themselves and their clients and for their commitment in
7 promoting professionalism in the real estate business; and be it further

8 **RESOLVED**, that the Speaker certify, and the Legislative Secretary attest to,
9 the adoption hereof, and that copies of the same be thereafter transmitted to the Guam
10 Association of REALTORS®; and to the Honorable Edward J.B. Calvo, *I Maga'lahren*
11 *Guåhan*.

**DULY AND REGULARLY ADOPTED BY THE COMMITTEE ON RULES I
MINA'TRENTAI KUATTRO NA LIHESLATURAN GUÅHAN ON THE ____
DAY OF SEPTEMBER 2017.**

BENJAMIN J.F. CRUZ
Speaker

REGINE BISCOE LEE
Chairman, Committee on Rules

REGINE BISCOE LEE
Legislative Secretary