

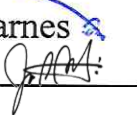
I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
RESOLUTIONS

Resolution No.	Sponsor	Title	Date Intro	Date of Presentation	Date Adopted	Date Referred	Referred to	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	NOTES
370-35 (LS)	Tina Rose Muña Barnes Joe S. San Agustin	Relative to recognizing the month of September 2020 as "REALTOR Safety Month"; and commending the Guam Association of REALTORS for providing educational opportunities for Guam's REALTORS in order to expand their awareness about the well-being and protection of themselves and their clients, and for their dedication in promoting safety and professionalism within Guam's real estate industry during the COVID-19 pandemic.	9/2/20 8:00 a.m.	9/10/20 12:15 p.m.						

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
2020 (SECOND) Regular Session

Resolution No. 370 -35 (LS)

Introduced by:

Tina Rose Muña Barnes
Joe S. San Agustin 

Relative to recognizing the month of September 2020 as “REALTOR Safety Month”; and commending the Guam Association of REALTORS for providing educational opportunities for Guam’s REALTORS in order to expand their awareness about the well-being and protection of themselves and their clients, and for their dedication in promoting safety and professionalism within Guam’s real estate industry during the COVID-19 pandemic.

BE IT RESOLVED BY *I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN*:

WHEREAS, the Guam Association of REALTORS (GAR), formerly known as the Guam Real Estate Board, was founded in 1970, and held its first general membership meeting at Fjord’s Smorgette with close to thirty (30) aspiring members; and

WHEREAS, in November 1971, the Guam Association of REALTORS became a part of what would become today one of the largest and influential trade industries in the nation, the National Association of REALTORS (NAR), then known as the National Association of Real Estate Boards; and

1 **WHEREAS**, since its establishment to the present time, the Guam Association
2 of REALTORS has grown and now has close to five hundred (500) active members and
3 is a constant “Voice for Real Estate” on Guam; and

4 **WHEREAS**, REALTORS are committed to treating all parties to a real estate
5 transaction honestly; and they subscribe to a strict code of ethics and are expected to
6 maintain a higher level of knowledge of the process of buying and selling real estate;
7 and an independent survey reports that eighty-four percent (84%) of homebuyers would
8 use the same REALTOR again; and

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

12 **WHEREAS**, REALTORS assist in the selection process by providing objective
13 information about each property, and they can provide the local community with
14 information on utilities, zoning, schools, etc.; and

15 **WHEREAS**, REALTORS help their client to negotiate, including, but not
16 limited to, price, financing, terms, date of possession, and often the inclusion or
17 exclusion of repairs and furnishings or equipment; and they can also advise clients as
18 to which investigations and inspections are recommended or required; and

19 **WHEREAS**, REALTORS provide due diligence during the evaluation of a
20 property, which could include inspections for termites, dry rot, faulty infrastructures,
21 roof condition, and septic tanks; and they can also assist with finding qualified
22 responsible professionals to do most of the inspections and investigations, and provide
23 written reports. Along with the title company or attorney, the REALTOR can help
24 resolve issues that might cause problems at a later time; and

25 **WHEREAS**, REALTORS will often recommend repairs or cosmetic work that
26 will significantly enhance the salability of a client’s property; they market the property

1 to other real estate agents and the public; and they act as the marketing coordinator,
2 disbursing information about the property to other real estate agents through a Multiple
3 Listing Service or other cooperative marketing networks, open houses for agents, etc.;
4 and the REALTOR Code of Ethics requires REALTORS to utilize these cooperative
5 relationships when they benefit their clients; and

6 **WHEREAS**, REALTORS can assist with closing the sale of a home, and are the
7 best persons to objectively help resolve issues and move the transaction to closing or
8 settlement; and

9 **WHEREAS**, the National Association of Realtors heavily promotes safety all
10 year-round through its various programs; and the month of September 2020 is dedicated
11 to educating REALTORS about safety at home, at the office, at property showings, and
12 at open houses; and even educate about internet security; and they recommend that
13 Safety Courses be granted as continuing education credits as it is an integral part of the
14 business; and

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

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

25 **WHEREAS**, in response to the safety risks posed by COVID-19 the Guam
26 Association of REALTORS has adopted several safety measures in June 2020, to

1 address the needs of the community during Pandemic Condition of Readiness 2 and 3;
2 and

3 **WHEREAS**, these guidelines require REALTORS to conduct all activities and
4 showings to the best extent possible through electronic and virtual means; while limiting
5 the number of people during an in-person showing to a single agent and no more than
6 two other individuals; and

7 **WHEREAS**, REALTORS must be familiar with CDC guidelines not only for
8 their safety but for the safety of others, and require that all persons entering the property
9 adhere to the CDC's social distancing recommendations; and

10 **WHEREAS**, REALTORS must obtain a Guam Association of REALTORS
11 Coronavirus Property Entry Advisory and Declaration (GAR PEAD) from anyone
12 seeking entry into a property, and restrict the use of 3rd parties for non-essential services
13 provided that they do not agree to follow CDC guidelines; and

14 **WHEREAS**, the guidelines adopted by the Guam Association of REALTORS
15 are informative and practical measures that ensure business continuity and delivery of
16 first-class services that promote the welfare of their staff, while also reducing the risk
17 of exposure to COVID-19; now, therefore, be it

18 **RESOLVED**, that I *Mina'trentai Singko Na Liheslaturan Guåhan* does hereby,
19 on behalf of the people of Guam, recognize the month of September 2020 as
20 "REALTOR Safety Month"; and commend the Guam Association of REALTORS for
21 providing educational opportunities for Guam's REALTORS in order to expand their
22 awareness about the well-being and protection of themselves and their clients, and for
23 their dedication in promoting safety and professionalism within Guam's real estate
24 industry during the COVID-19 pandemic; and be it further

25 **RESOLVED**, that the Speaker certify, and the Legislative Secretary attest to, the
26 adoption hereof, and that copies of the same be thereafter transmitted to Clare Delgado,

- 1 President of the Guam Association of REALTORS; and to the Honorable Lourdes A.
- 2 Leon Guerrero, *I Maga'hågan Guåhan*.

**DULY AND REGULARLY ADOPTED BY *I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN* ON THE DAY
OF MONTH 2020.**

TINA ROSE MUÑA BARNES
Speaker

RÉGINE BISCOE LEE
Chair, Committee on Rules

AMANDA L. SHELTON
Legislative Secretary