

I Mina Trentai Tres Na Liheslaturan Guåhan

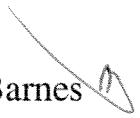
Resolutions Log Sheet

Resolution No.	Sponsor	Title	Date Intro	Date of Presentation	Date Referred	Committee / Ofc Referred	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	Date Adopted
455-33 (LS)	T.R. Muña Barnes B.J.F. Cruz Frank F. Blas, Jr.	Relative to recognizing the Guam Association of Realtors® (GAR) on the celebration of “Realtor® Safety Month”; and to further commending GAR for providing educational opportunities for the Realtors® of Guam in order to increase their knowledge about the well-being and protection of themselves and their clients, and for their commitment to promoting professionalism in the real estate business.	09/14/16 9:30 a.m.	09/15/16 9:30 a.m.					09/14/16

***I MINA'TRENTAI TRES NA LIHESLATURAN GUÅHAN***  
**2016 (SECOND) Regular Session**

**Resolution No. 455-33 (LS)**

Introduced by:

T. R. Muña Barnes   
B. J.F Cruz  
Frank F. Blas, Jr.  
T. C. Ada  
V. Anthony Ada  
FRANK B. AGUON, JR.  
James V. Espaldon  
Brant T. McCreadie  
Tommy Morrison  
R. J. Respicio  
Dennis G. Rodriguez, Jr.  
Michael F.Q. San Nicolas  
Mary Camacho Torres  
N. B. Underwood, Ph.D.  
Judith T. Won Pat, Ed.D.

**Relative to recognizing the Guam Association of Realtors® (GAR) on the celebration of “Realtor® Safety Month”; and to further commending GAR for providing educational opportunities for the Realtors® of Guam in order to increase their knowledge about the well-being and protection of themselves and their clients, and for their commitment to promoting professionalism in the real estate business.**

- 1           **BE IT RESOLVED BY *I MINA'TRENTAI TRES NA LIHESLATURAN***  
2 ***GUÅHAN*:**  
3           **WHEREAS**, the Guam Association of Realtors® (GAR), formerly known as  
4 the “Guam Real Estate Board,” was founded in 1970; and held its first general

1 membership meeting at Fjord’s Smorgette with close to thirty-two (32) aspiring  
2 members in attendance; and

3       **WHEREAS**, in November 1971, the Guam Association of Realtors® became a  
4 part of what would become one of the largest and most influential trade industries in  
5 the nation today, the National Association of Realtors® (NAR), which was then  
6 known as the “National Association of Real Estate Boards”; and

7       **WHEREAS**, to this date, the Guam Association of Realtors® has grown with  
8 close to four hundred (400) members strong; and is the constant “Voice for Real  
9 Estate” on Guam. GAR is proud to be part of the one (1) million member strong of  
10 NAR; and

11       **WHEREAS**, the term Realtor® is a registered collective membership mark that  
12 identifies a real estate professional who is a member of the National Association of  
13 Realtors®, and subscribes to its strict Code of Ethics; and

14       **WHEREAS**, all real estate licensees are not the same, and only real estate  
15 licensees who are members of the NAR are properly called Realtors®; and they  
16 proudly display the Realtor® logo on their business cards or other marketing and sales  
17 literature; and

18       **WHEREAS**, Realtors® are committed to treat all parties to a transaction  
19 honestly; and they subscribe to a strict code of ethics, and are expected to maintain a  
20 higher level of knowledge of the process of buying and selling real estate. An  
21 independent survey reports that eighty-four percent (84%) of homebuyers would use  
22 the same Realtor® again; and

23       **WHEREAS**, Realtors® are very capable in determining a person’s buying  
24 power and referring them to lenders that are best qualified to help them; and

25       **WHEREAS**, Realtors® have many resources to assist them in searching for  
26 homes, especially those not actively advertised in the market, and will thoroughly  
27 investigate to find all available properties; and

1           **WHEREAS**, Realtors® assist in the selection process by providing objective  
2 information about each property; and they can provide the local community with  
3 information on utilities, zoning, schools, etc.; and

4           **WHEREAS**, Realtors® help their clients to negotiate, including, but not  
5 limited to, price, financing, terms, date of possession, and often, the inclusion or  
6 exclusion of repairs and furnishings or equipment; and they can also advise clients as  
7 to which investigations and inspections are recommended or required; and

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

15           **WHEREAS**, Realtors® help their clients better understand the different  
16 financing options, assist in identifying qualified lenders, and also guide clients  
17 through the closing process to make sure everything flows together smoothly; and

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

21           **WHEREAS**, Realtors® will often recommend repairs or cosmetic work that  
22 will significantly enhance the salability of a client's property; they market the property  
23 to other real estate agents and the public; and they act as the marketing coordinator,  
24 disbursing information about the property to other real estate agents through a  
25 multiple listing service or other cooperative marketing networks, open houses for  
26 agents, etc. The Realtor® Code of Ethics requires Realtors® to utilize these  
27 cooperative relationships when it benefits their clients; and

1           **WHEREAS**, Realtors® know when, where and how to advertise a property and  
2 can help a client objectively evaluate every buyer’s proposal without compromising  
3 their marketing position. They can also help a client write a legally binding, win-win  
4 agreement that will be more likely to make it through the process; and

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

8           **WHEREAS**, the National Association of Realtors heavily promotes safety all  
9 year through its various programs; and the month of September 2016 is dedicated to  
10 educating the Realtors® about safety at home, at the office, at property showings, and  
11 at open houses; and even educate about internet security; and the National Association  
12 of Realtors recommends that safety courses be granted continuing education credits as  
13 it is an integral part of the business; and

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

21           **WHEREAS**, the Guam Association of Realtors® believes that safety starts  
22 with every Realtor®; and making it a priority is not an option, but rather a must for all  
23 real estate brokers; and

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

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

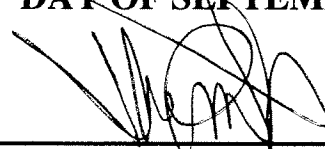
8           **RESOLVED**, that the Speaker certify, and the Legislative Secretary attest to,  
9 the adoption hereof, and that copies of the same be thereafter transmitted to the Guam  
10 Association of Realtors®; and to the Honorable Edward J.B. Calvo, *I Maga'låhen*  
11 *Guåhan*.

**DULY AND REGULARLY ADOPTED BY *I MINA'TRENTAI TRES NA LIHESLATURAN GUÅHAN* ON THE 14<sup>TH</sup> DAY OF SEPTEMBER 2016.**



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**JUDITH T. WON PAT, Ed.D.**  
Speaker



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**TINA ROSE MUÑA BARNES**  
Legislative Secretary