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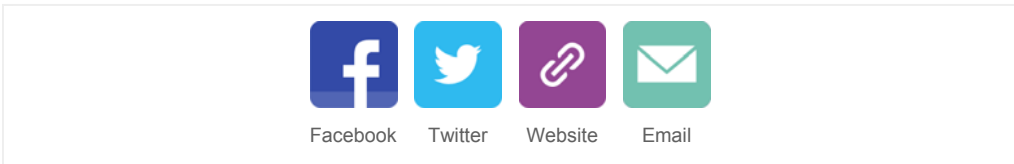
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THE BEACON - JUNE 2014

The Official Newsletter of:
 The Jupiter - Tequesta - Hobe Sound Association of Realtors®



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Check Out Our Calendar Of Events - Click Below

June 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
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15	16	17	18	19	20	21
22	23	24	25	26	27	28
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www.free-printable-calendar.net

JULY AFTER HOURS NETWORKING is a TRIPLE HEADER!

Co-hosted by our Social Committee with Best of The Best Networking and the 535 Club at Carmine's Ocean Grill, 2401 PGA Blvd in Palm Beach Gardens on Wednesday, July 9th from 5:00pm to 7:00pm. There will be drink specials and free appetizers, including

**STAY INFORMED about
ALL ABOARD FLORIDA!**

Stories about ALL ABOARD FLORIDA are appearing frequently in The Palm Beach Post. As a result the newspaper created this news feed for every ALL ABOARD FLORIDA article in their chain. Click on the picture below to go directly to the feed.



BUSINESS PARTNER SPOTLIGHT:

Charlie Plaia, Owner/Operator

GGTI Home Inspections



Charlie Plaia is owner and operator of GGTI

Carmine's famous sushi. We look forward to seeing you there!



Realtors Property Resource

On Wednesday, June 25th, get introduced to the power of Realtors Property Resource (RPR) and then learn the Top 10 Ways to Use RPR in Your Business!

RPR offers integrated tax, MLS data, foreclosure, flood maps, valuations, schools and virtually everything else you need in one place to be a local market expert! This great NAR member benefit is yours as a member of NAR - take advantage of it!

The "Introduction to RPR" session is from 2:00pm to 3:00pm. "Top 10 Ways to Use RPR in Your Business" follows right after, from 3:00pm to 4:30pm. To rsvp & guarantee a seat click on the logo above or right [here](#).

Home Inspections. He was raised in the West Palm Beach area and in his spare time he volunteers in local home rehabilitation programs. A graduate from the University of Central Florida with A Bachelors of Science in Civil Engineering, Charlie received his Engineering Certification and used to have a profession in civil engineering in the Orlando area. In 2011, Charlie was trained and certified as a State Licensed Home Inspector, State Licensed Energy Rater and launched GGTI Home Inspections (GGTI).

GGTI offers its clients home inspections using the latest in building technology equipment and insurance inspections that have saved many clients thousands of dollars on their home insurance premiums. Guiding home buyers through the inspection process, setting expectations and offering peace of mind is the type of service a new client can expect from Charlie. When it comes to quality and service GGTI Home Inspections is second to none.



RPAC RAFFLE - a WIN/WIN FOR YOU!

Contribute to RPAC by purchasing a raffle ticket for \$25.00 and you could win a powerful TECH PACKAGE, including an HP Pavilion Notebook PC, Microsoft Office AND an Apple iPad, valued at **\$2,500!**

Your dollars will be counted toward your RPAC contributions, helping to support political candidates that support the issues that are important to your profession and livelihood.

The Drawing will be held at the JTHS General Membership meeting on September 24th, 2014. To enter, please go [here](#) to download the entry form.

HOME RUN THURSDAY

Our weekly Realtors Open House meetings are now called Home Run Thursday. The new meeting structure is still a great place to market your Real Estate Open Houses, but now offers so much more!

Thursday's Event is at JTHS, a.k.a. The Home Field. First Pitch is at 8:45 AM Sharp & Ends at 9:30 AM. Don't Miss Getting In The Game!

WANT TO WIN AN IPAD?
By coming you do!

Join The JTHS Team:

- Meet Your Fellow Realtors
- Get Free Marketing Support & Tips
- See Exciting Open Houses
- Get Updates On The MLS
- Meet Your Business Partners (aka REFERRAL PARTNERS)
- Refreshments Always Served
- Keep Ahead Of The Market & Maybe Even Secret!
- Did We Forget To Tell You That You Could Win An IPAD? You Must Be Eager To Win. Come Every Week During Our Six Week Event To Increase Your Chances Of Winning! The Drawing For The iPad Is On July 17, 2014.

Hosted by The Mid-Florida Realtors
 Chapter: Jupiter Inland Sea and Associates of REALTOR®
 200 Atlantic Oak South, Suite 200
 Jupiter, FL 33459 • 561-744-1919 ext. 200

Sign Up To The Plan!
See You Thursday at JTHS at 8:45 AM Sharp

HOME RUN THURSDAYS!

Through the first 3 weeks Home Run Thursdays has been a great success! The drawing to win the iPad will be held on Thursday, July 17th at JTHS Headquarters. Show up weekly to enhance your chance of winning - we look forward to seeing YOU this Thursday at 8:30 a.m. with your business card!





OUR JUNE GENERAL MEMBERSHIP LUNCHEON

Thank you to everyone who attended our June General Membership Luncheon! It was Co-Hosted by the Women's Council of Realtors® and was held at the Eastpointe Country Club on Wednesday, June 18th. Our featured speaker was Palm Beach County Business Development Board President and CEO Kelly Smallridge. The event was a rousing success!

Many thanks to the JTHS Social Committee, and Co-Sponsors Pat Overton and Vicki Dunlap with Bank of America for putting on such a lovely luncheon. We also want to give special mention to Trudi Onus of FEMBI Mortgage for sponsoring the "Be There, Be A Winner!" Drawing.



MEET THE JTHS STAFF

The JTHS Association of Realtors® has made some recent changes to our staff. With that in mind we want to introduce you to our current staff. Please introduce yourself when you are in the office, or at any of our many events and seminars. We want to meet you and get to know you!



Wes Wiggins, CEO

Wes comes to JTHS after serving as General Manager for what was Regional MLS. Wes moved to Florida from Tucson, Az. where he served as MLS Vice President for the Tucson Association of Realtors®. Wes is very active with state and national Realtor® committees and is on the board of directors for CMLS, the national MLS resource. Wes is single and has a son, William, who is 24. wwiggins@jthsrealtors.com 561-935-6056



Melissa D'Amico, Finance Administrator

Melissa is a native Floridian and comes to JTHS after previously working for Sotheby's and prior to that Regional MLS where she served as Operations Director for 9 years. As the Finance Administrator for JTHS REALTORS® Melissa oversees all of the Finances and is the HR liaison for JTHS staff. Melissa spends her off time with her grandsons, ages 5 & 6 and her husband of 26 1/2 years. mdamico@jthsrealtors.com 561-935-9407





Brian Case, IT Director

Brian has sixteen years' experience in the MLS industry, with fourteen of those years working at the Tucson Association of REALTORS® MLS. As the IT Director for JTHS REALTORS® Brian oversees systems administration of our internal network, devices and software/web services. Brian is the point person for IDX and RETS inquiries and support issues as well as technical liaison for the MLS Compliance Task Force. Brian enjoys water sports and programming/making music with his synthesizers. bcase@jthsrealtors.com 561-935-6067



Angela Calabria, Membership Coordinator

Angela joined JTHS Realtors® in 2004 as the receptionist and accepted the Director of Membership position 6 months later. She is the staff liaison for Florida Realtors® and the National Association of Realtors® and is responsible for the processing of new members and assuring that the records of all members are current. Angela has lived in Jupiter for more than 20 years and enjoys working on home improvement projects with her husband. acalabria@jthsrealtors.com 561-935-9016



Jill Vanhooose, Member Services

Jill has been with JTHS REALTORS® since 2006, serving as Administrative Assistant. During this time Jill has become proficient in several departments such as Membership, Education, MLS and Supra. Jill is the staff liaison to the YPN Committee, which continues to grow and gain recognition. Jill was born & raised in Jupiter, she attended all Jupiter schools, graduating from Jupiter High School in 2002. When Jill is not working she enjoys spending time at the beach, boating and reading. Jill is married to Army veteran Derek Vanhooose, who served with the 82nd Airborne Division.

jvanhooose@jthsrealtors.com 561-935-9018



Emily Hirsch, Administrative Support

Emily is a Jupiter native and just recently joined JTHS Realtors®. She looks forward to learning more about real estate, JTHS, and its members. She received a Bachelor's of Music in 2009 from the University of South Florida and soon after joined the U.S. Peace Corps in Cambodia. Emily has also lived in Bangkok, Thailand, where she taught English at Mahidol University and Bumrungrad International Hospital. Emily currently resides in Jupiter with her dog Xena, and in addition to volunteer teaching, Emily likes to spend time with friends and go to the beach.

ehirsch@jthsrealtors.com 561-746-2707



Joanne Werstlein, Training Specialist

Joanne is a thirteen year veteran from the Southeastern Arizona Association of Realtors® (SAAR). Joanne was resident MLS expert for Paragon and Flex MLS systems and she has also served as membership coordinator, training and education coordinator, school administrator, Supra coordinator, Realtor® store manager, facility manager, affiliate member liaison, and event coordinator. Joanne was affectionately known as '1-800-Joanne' due to her ability to help with any problem. Joanne is a proud U.S. Army veteran that served honorably for nine years. Joanne is married and has 4 children and 2 grandchildren.

jwerstlein@jthsrealtors.com 561-935-9019



Jamarr Lynch, Compliance Specialist

Jamarr has been with JTHS REALTORS® since February 2013, serving as IT support and trainer for the MLS. He also monitors Compliance and produces multimedia. Previous work experience includes Help Desk Support for Regional MLS and various IT Support roles in the fields of telecommunications/mass media and healthcare. Jamarr was born in Brooklyn, NY and raised in the West Palm Beach area. Jamarr currently resides in Greenacres, FL, and loves to travel. Australia is on the top of his wish list of places to visit. Jamarr loves to spend time with his 2 sons, Chase and Carter.

jlynch@jthsrealtors.com 561-935-6068



June 2014 LEGAL UPDATE

Code Violations & Building Permits

Let's say you show your buyer a home which has had extensive renovations. The old porch is now an enclosed Florida room and the kitchen and bathrooms have been completely redone. How does your buyer determine if there are any code violations or missing or open permits because of those renovations?

As part of the title search process, some (but not all) title companies search for code violations and open permits. That search normally would not disclose missing permits. Buyers should not rely on the title company. Instead buyers or their contractors (but not their real estate agents) should review the local building department records to confirm there are no code violations or open or missing permits.

What if no permits were applied for or obtained in connection with the renovations? If your buyer has an as-is contract, and has not terminated the contract before expiration of the inspection period, then your buyer would have to apply for and obtain permits and, if the renovations did not comply with the building code, bring the renovations in compliance with the code, at your buyer's expense.

If your buyer has signed a regular contract where the seller has an obligation to make repairs, and your buyer properly notified the seller of the open or missing permits, then the seller would have to apply for and obtain the permits at the seller's expense up to the permit limit, which is 1½% of the purchase price unless a different amount has been provided.

In both the as-is and regular contracts the seller represents that the seller has no knowledge of any improvements made without permits or made with permits which have not been properly closed. Your buyer also can require a standard seller's property disclosure form, which contains disclosures about code violations, missing permits and open permits. On the property appraiser's website, your buyer also can find a sketch of the property and other details which can be compared with the actual property to determine if they match or if the actual property has an additional room or other improvement not shown on the property appraiser's website.

As code violations and missing and open permits become more common, buyers may be better served making offers on regular contracts with sellers obligated to spend money for missing and open permits, but not for general repairs or wood destroying organisms, plus add the standard right to inspect and right to cancel comprehensive rider, which in effect would then be an as-is contract except when it comes to permits.

What is your duty to determine for your buyer the existence of code violations or missing or open permits? You do not have any such duty, unless you agree to obtain that information for your buyer, which you should not. However, if you have knowledge of the existence any code violation or missing or open permit, then you have a duty to disclose that information.

Please feel free to contact me if you have any questions. Thank you.

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