



## WEEKLY REWARDS AND RECOGNITION

So far, our Weekly Rewards & Recognition Contest has been a huge success! We have seen an increase in referral activity, specifically from agents placing more than one referral.

Since our last newsletter, we have awarded \$25 American Express Gift Cards to the following agents: Carole Bickford, Patricia Reed, Carol Harriston, Harriet Smith, Carol Turner, Tonya Neal, John Hamsher Jr., Dolores Kimmel, Colleen Falicki, Gerry Saufley, Pamela Andrews and Zenobia Thomas. Congratulations to you!

The contest period ends July 31st. Because the contest includes referrals that settle before July 31st, we will do the final drawing in August, when we have had time to receive notifications/checks for any July closings. Good Luck!!

For contest details, visit our website at [www.metroreferrals.com](http://www.metroreferrals.com) and to see the winner announcements, “Like” our facebook page.



## Community Service Day 2015

Your faithful leaders Kacie Beck (right, Manager), Nick D'Ambrosia (left, Principal Broker) and Mr. Foster himself came out to break a sweat in the hot summer heat at this year's community service day. What a great day helping our local community rec center prepare the grounds for the Fairfax County 2015 World Police and Fire Games.



According to NAR's 2014 Profile of Home Buyers and Sellers, **98%** of buyers used an agent while searching for their home and **70%** of home sellers only contacted **one** agent before selecting the one to assist with their home sale.

Are you the one agent they will call and, if so, do you know what agent to refer them to? Even if you already know one agent, it helps to have a team of agents with different sets of skills. The agent you choose may not work well with all clients. In today's market, it helps to know agents who work well with first time buyers, agents with experience in short sales/foreclosures and agents who work well with the needs of the senior and retiring clients.

Some ways to get to know your local agents include meeting them at CE classes, visiting your local leading brokerages or even in your local Chamber of Commerce.

A few more stats from NAR's report:

- For sellers, the median time on market went from 11 weeks in 2012 to 4 weeks in 2014.
- 88% of buyers and sellers used an agent to buy or sell with a high importance on honesty, integrity and reputation.
- 40% of buyers and 38% of sellers found their agent by referral or because they were a friend, neighbor or family.
- 67% of buyers hired the first agent they interviewed.

Metro Referral Associates  
14501 George Carter Way  
Chantilly, VA 20151  
Phone: 703-877-7839 OR 800-781-4860  
Fax: 703-961-8284  
Email: metro.referrals@metroreferrals.com  
www.metroreferrals.com

PRESORTED  
STANDARD  
U.S. POSTAGE PAID  
LONG & FOSTER

## Open Houses

It has been asked a few times recently if Metro agents can sit at open houses in place of a full time real estate agents who are licensed with other brokerages. The Maryland Real Estate Broker's Act states that a real estate salesperson or assistant may only provide services through his or her *own* brokerage. Please remember, Metro Referrals and Long & Foster are NOT the same brokerage. Since you are licensed with Metro Referrals, who is not a listing broker, you would be violating the law and the legal ramifications are numerous and can be detrimental:

- ◆ You and the listing agent will be found guilty of a criminal misdemeanor under two provisions of the law and, if convicted could face imprisonment and/or \$5,000-\$25,000 in fines.
- ◆ The broker or office manager could also be charged with failure to provide reasonable and adequate supervision of the agents associated with the conduct of the open house.
- ◆ In addition to criminal actions, there are also civil actions that be taken by the Real Estate Commission against those involved. The Commission is authorized to suspend or revoke the real estate licenses of the parties and can assess a civil penalty up to \$5,000.

As you see, you should never sit at an open house in place of the listing agent. You may, however, accompany the agent for safety reasons or to simply greet customers. You are NOT to discuss the property with clients under any circumstances and the listing agent must be present at all times.

## REAL ESTATE COMMISSION UPDATES & REMINDERS

### DC AGENTS

All DC Salesperson licenses expire 8/31/2015. Make sure to complete your 15 hours of continuing education. If this is your first DC license renewal, CE is not required. Renewal notices were emailed to you from Pearson Vue on 6/1/2015. We also mailed and emailed your notices that same week. If you did not get your notice/instructions, please contact our office.

### MD AGENTS

Effective October 1, 2015, and moving forward, your 15 hours of continuing education must consist of the following classes. The changes are underlined. Additionally, there will no longer be a reduction in CE hours for those agent holding a real estate or legal degree. For more information, please visit the MD Real Estate website.

3 Ethics  
3 Legislative  
1.5 Hair Housing  
**3 MREC-Agency Residential**  
**4.5 Electives**

Metro Referrals recognizes  
2nd Quarter

Top Producer

Harriet Smith (3)

The 2nd Quarter average referral fee earned was  
**\$1,518.00.**

Keep up the good work!