



IREP Minutes

June 13, 2017

The meeting was called to order at 9:00AM by Kim Cooke, President. Kim, opened with the Pledge of Allegiance followed by Gayle LaBonte, President Elect with a bit of history on Flag Day for June 14th.

Speaker –Kim Cooke introduced our panel of Title Experts. Joyce Smith and Jennifer Bornick with Somers Title discussed commission issues with agents. They could not stress enough to put everything in writing, especially agreed upon changes. John Ricker and Zacree Hickey from Baxter Title touched on survey issues, tax liens, child support and tickets. These are items that can attach to the home and make it difficult to sell or pass along clear title to the buyer. Ask questions of your buyers and sellers. Rick Haupricht with Greenleaf Title discussed issues that can arise with dock space. Make sure to read legal descriptions and exceptions to the title policy. This can greatly affect your buyer. Fraud was a common topic with each of our panelists. Always take the time to call your title company to confirm wire instructions etc. Even though each one took a different topic, they are all equally astute in their field. Please utilize their expertise when working with your clients.

New Members and Guests – Welcome to our guests, Evelyn Nakelski and Yoko Bagus, Realtors with Mar-Key Property Services, LLC, Barbara Willingham, Broker/Associate, Charles Rutenberg Realty and Ray Hoeneisen, Broker with Ray Hoeneisen, P.A.

Birthday Greetings - Happy Birthday to all June Birthdays.

Education – Please contact Kim Cooke or Ben Friedlander with suggestions for our August meeting.

Treasurer's Report – Barry Beote, Treasurer, balance is \$2095.83

Minutes – Debbie Kampel, Secretary, will email out the minutes.

Announcements – There is no meeting in July. Please invite realtor members to our meeting. We need to keep a balanced mix of affiliates to realtors. Kim is offering a “prize” if you bring a realtor partner.

Pitch – Yoko Bagus, Mar-Key Property Services – Meadowlawn, SFR, 23rd Circle, St Pete, 1972 home \$208,000. 4207 So. Dale Mabry Drive N, Tampa, 3/2/1, HOA fee \$305 +\$10 garage, \$235,000. Barbara Willingham, Charles Rutenberg, coming soon, single wide mobile home, 68th Ave, Pinellas Park ~\$50K-\$60K. 3/1 2215 15th Ave., St Pete \$205,000. Beth Snyder, RMS Elite Properties, 1305 50th Ave N, St Pete 2/1 large family room, bonus room \$199,000. Home has unpermitted plumbing, cash buyer.

Adjournment- The meeting was adjourned at 10:02AM

Next meeting is **Tuesday, August 8th, 2017** at PRO. 8:30 – 9:00 Networking. 9:00AM Meeting begins.