**JUNE 2020**

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| **Spokane County is currently in:**  **PHASE 1 -> PHASE 2 -> PHASE 3 -> PHASE 4**  [**Read more about Washington's Phased Approach**](https://www.governor.wa.gov/news-media/chart-washingtons-phased-approach) |

**TOOLKIT FOR RE-OPENING YOUR OFFICE SAFELY:**

Washington REALTORS® and Northwest MLS have developed resources that firms can use to safely re-open their offices in compliance with the required safety protocols. Download printable posters, a re-opening plan, and a training PowerPoint. Take advantage of these materials; we have created them so you don't have to!

[**Go there now.**](https://www.warealtor.org/covid-19/real-estate-recovery)

**MANAGING BROKERS:**

Please make sure your brokers are following Phase 2 protocols when showing properties – the association is getting reports that some are not. Specifically, we need to remind that:

1. All showings require an appointment
2. REALTORS® are to be present at all showings (do not let your clients into a home without YOU)
3. No more than 3 people on site at any time

Open houses are still not allowed at any time while we are in Phase 2.

**SAR BYLAWS VOTE – THIS WEEK!**



**Virtual General Membership Meeting and Bylaws Vote**

**Thursday, June 18, 2020, 11:00 a.m.**

**Via Zoom**

* Find out what's going on with your SAR - what are the future events looking like (e.g. golf tournament, etc.)
* Bylaws Vote
* Do you want to be involved in putting a Slate of Candidates together for SAR 2021 Leadership? If so, you may be selected as 1 of 3 members at large to sit on the Nominating Committee this year.
* Drawing for two $50 Amazon Gift Cards (must be present on Zoom to win). You must pre-register for the meeting through the link below to get your name in the drawing.

There is no fee for the meeting, but you **must register here:**

[**https://sarportal.ramcoams.net/Login.aspx?ReturnUrl=%2f**](https://sarportal.ramcoams.net/Login.aspx?ReturnUrl=%2f)

**to be entered to win a $50 Amazon gift card.**

**BYLAWS VOTE**

The Board of Directors of the Spokane Association of REALTORS® is submitting to the membership proposed Bylaw amendments.

The Bylaws will be voted on by the REALTOR® members present at the Virtual General Membership Meeting.

Click on the button below to join the meeting:

[](https://us02web.zoom.us/j/83049668054?pwd=dGRURmw0bnIwQWtYTlNBWm9odVJZUT09)

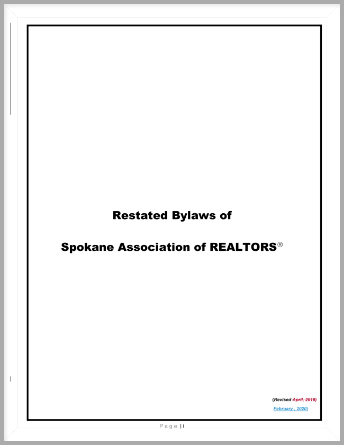
- OR - copy and paste this link in your browser:

[**https://us02web.zoom.us/j/83049668054?pwd=dGRURmw0bnIwQWtYTlNBWm9odVJZUT09**](https://us02web.zoom.us/j/83049668054?pwd=dGRURmw0bnIwQWtYTlNBWm9odVJZUT09)

- OR - enter these credentials on Zoom:

Meeting ID: **830 4966 8054**

Password: **589274**

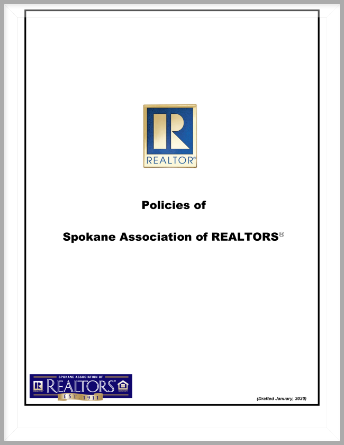


See a redline copy of the **Restated Bylaws of Spokane Association of REALTORS®** (pictured), included with this newsletter.

A Bylaws Presidential Advisory Group (PAG) was formed in 2019 to look at the SAR Bylaws and recommend changes to them so that we only have what is required by NAR, state law and recommendations by our legal counsel included.

The majority of the current Bylaws that show deleted in the redline copy have been moved to the Policies of the SAR, a new working document.

We are providing it here for information purposes only.



See a copy of the new **Policies of the Spokane Association of REALTORS®** (pictured, left), included with this newsletter.

**SAR RE-OPENS PHYSICAL OFFICE**



Your SAR re-opened its physical office, this week, for the first time since operations were moved online by the governor's order back on **March 16th**.

We operated virtually for 78 days.

This does not mean we are open for business as it was before the pandemic. You'll see some changes:

* Masks are required on everyone in the building - members and staff - except at  designated work stations.
* Sanitizing efforts are increased and continuous - this takes time, please be patient.
* Physical distancing is required.
* Staff members are alternating work stations between office and home. If you wish to meet with a specific staff member, please call ahead and make an appointment.

These conditions will remain in effect at least through the end of the year. If you are not comfortable with any of these new conditions, we welcome the opportunity to serve you virtually, online or on the phone. Please be in touch:

(509) 326-9222

[**front@spokanerealtor.com**](mailto:front@spokanerealtor.com)

**CITED AND FINED**



Washington businesses that decide to open, or operate in direct violation of Governor Inslee's "Stay Home, Stay Healthy" order, may be **cited and fined** for unsafe workplace conditions under emergency rules filed this week by the state Department of Labor & Industries.

The closure order and the [**Safe Start Plan**](https://coronavirus.wa.gov/what-you-need-know/safe-start) to reopen businesses are in place to keep workers and the public safe and to prevent the spread of the easily transmissible coronavirus.

The emergency rules, enacted at the direction of the governor, take effect immediately. They give the Department of Labor & Industries (L&I) the authority to cite businesses for being open or for operating in a way that is purposely defying the phased-in approach and, as a result, putting their workers at risk.

Read the agency's [**Bulletin #20-014 online here**](https://content.govdelivery.com/accounts/WADLI/bulletins/28d7e64).

**LEGAL BEST PRACTICES**



**Lesley Muchow**, NAR Deputy General Counsel and Vice President of Legal Affairs, examines legal best practices to help navigate through COVID-19.

See her three-minute video online here:

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| **[Addressing Legal Concerns During COVID-19](https://youtu.be/6kR8leTWb_o)** |
| **Addressing Legal Concerns During COVID-19** |

**TAKING ORDERS NOW**

The National Association of REALTORS® is taking orders now - for August delivery - for REALTOR®-branded bottles of antibacterial gel (pictured below)

The offer is for one case (price depends on quantity); each case includes 100 bottles; each bottle contains a half ounce of moisture-bead, FDA approved, antibacterial gel.

The bottle features the REALTOR® logo in blue on a white label.

All National Association of REALTORS® COVID-19 resources are [**online here**](https://www.nar.realtor/coronavirus).

**DOL SYSTEMS DOWN DURING UPGRADE**

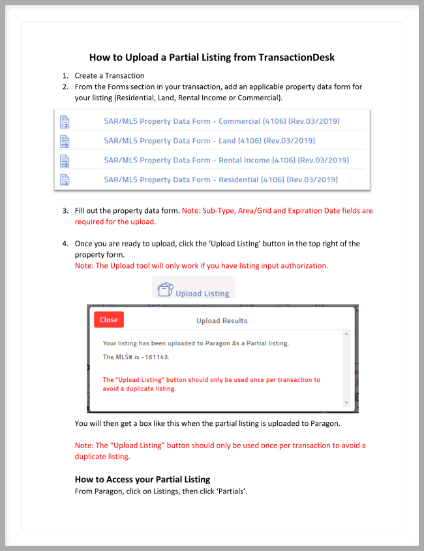
Your SAR received a letter from the Washington State Department of Licensing that shares the department will be moving to a new software system beginning **June 29th**.

This will require the department to shut down some of its software systems in late June.

We share word of this so that you can plan accordingly and take care of any necessary business with them before or after this transition.

Read the department's memo about this (pictured) [**online here**](https://files.constantcontact.com/4fd76739001/866c1dce-037a-4bfa-9846-239a18bd7ab6.pdf).

**NEW TRANSACTIONDESK LISTING UPLOAD TOOL**

Your SAR is excited to launch the **Listing Upload Tool** in TransactionDesk.

With one click, you can now create an MLS listing from the property data form in TransactionDesk.

[**Click here**](https://files.constantcontact.com/4fd76739001/73cc54dc-6c67-4876-980b-c18842890d0c.pdf) to download the Listing Upload Tool guide (pictured).

**HOMEBUYING REMAINS COMPETITIVE**



***The Spokesman-Review*** asks, in this past Sunday's newspaper: ***Will the Spokane housing market weather the storm?***

The article reports: *"But the new normal may not be that much different than the old normal, some local market observers say. They believe the Spokane area will continue to attract buyers, such as retirees and teleworkers, looking to escape larger metros in search of affordability and quality of life - now and post-pandemic."*

Read the article, pictured, [**online here**](https://www.spokesman.com/stories/2020/may/31/will-the-spokane-housing-market-weather-the-storm-/).

**OUR HOME IS EVERYTHING NOW**

Our new reality is reframing what it means to be together.

Our home is everything now.

It's our office. It's our gym. It's our children's classroom and their playground. Our new restaurant is our kitchen.

We've had to invent new ways to love, and new ways to spend time together. We've had to rethink how we do business, and what is essential, and remake our space out of pixels, so we can still create something new when every day feels the same.

That's Who We R.

Watch a new NAR video, "***Reframing what it means to be Together***," online here:

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| [NAR 360 Opening - 2020 REALTORS® Legislative Meetings](https://youtu.be/yrX_hWjwDjQ) |
| **NAR 360 Opening - 2020 REALTORS® Legislative Meetings** |

**RIGHT TOOLS, RIGHT NOW**

In light of the challenges presented by [**COVID-19**](https://www.nar.realtor/coronavirus), and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times.

The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS® and REALTOR® Associations.

Visit the NAR **Right Tools, Right Now** website online here:

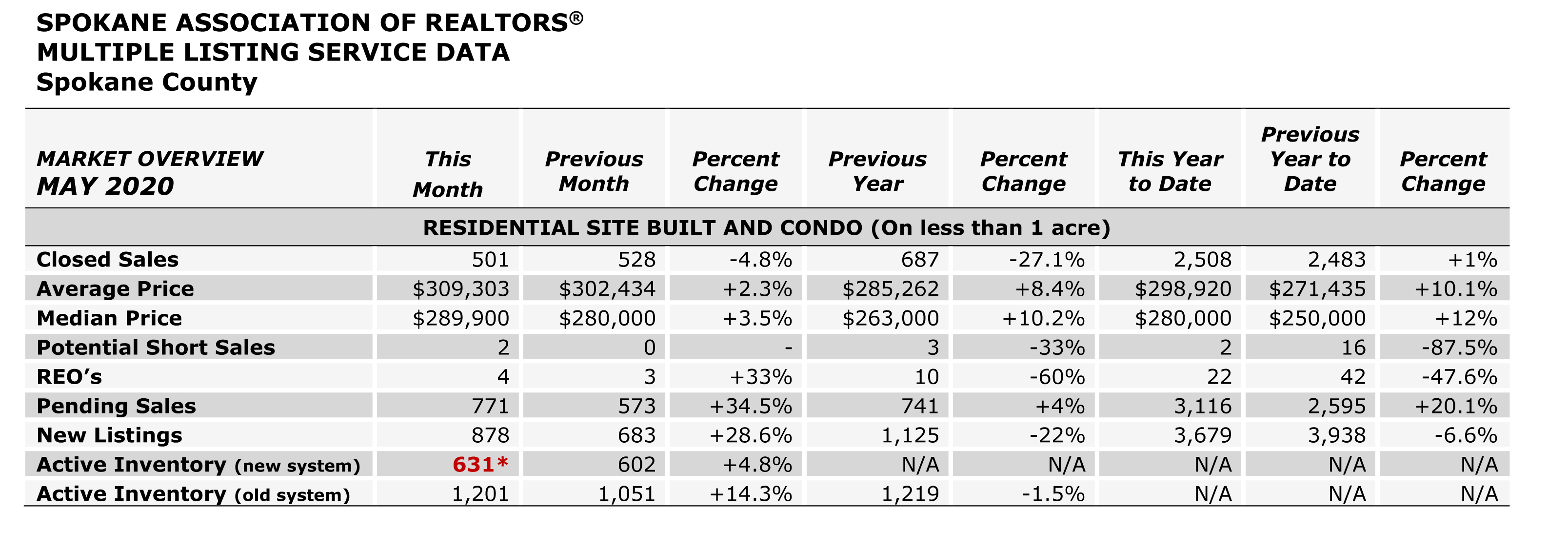
[**https://www.nar.realtor/right-tools-right-now**](https://www.nar.realtor/right-tools-right-now)

**MAY MARKET STATISTICS**

May**’**s closed sales numbers better reflect the impact of COVID-19. Closed sales of single-family homes on less than one acre including condominiums totaled 501 for May. Compared to May 2019 closed sales are down 27.1% when 687 closed sales were reported. The average closed sales price for May was $309,303 up 8.4% over May last year when the average closed sales price was $285,262. Median closed sales price was $289,900 up 10.2% from May last year when the median closed sales price was $263,000.

Through May the year to date sales are up slightly, 2,508 closed sales reported through May compared to 2,483 over the same period last year, an increase of 1% even with two months of COVID-19 behind us. The average closed sales price is $298,920, up 10.1% over May**’**s 2019 year to date average closed sales price of $271,435. The year to date median price is $280,000 compared to $250,000 last year, an increase of 12%.

Inventory as of this report totals 1,201 properties, which is a 2.5 months supply based on current sales. This inventory number is under the old system where the inventory came in at 1,219 properties in May of 2019. Under our new system inventory came in at 631 properties or a 1.3 months supply. New home sales reported closed in May slowed but for the year new home sales are up 16.8%, 362 v 310.



The above is an excerpt of the Spokane Association of REALTORS’® **May 2020** Residential Market Activity Report. Access to the full report each month is a benefit of your association membership. See the full report online here (after you log in to the member portal): [**https://www.spokanerealtor.com/mls/market-activity-mls-statistics**](https://www.spokanerealtor.com/mls/market-activity-mls-statistics)

**MAY LOCKBOX STATISTICS**

