



- QUARTERLY - NEWSLETTER

MESSAGE FROM THE PRESIDENT



Well, that's a wrap on Q1 of 2025 — can you believe it?!

As I step back and reflect on all we've accomplished so far this year, I'm blown away! At our March luncheon, we shared some exciting updates, and I wanted to highlight a few key things here in case you missed it!

Introducing REACH — Housing Focused Charitable Foundation

Washington County is facing a growing housing crisis and it's becoming harder for residents to obtain housing. The Washington County Board of REALTORS® is stepping up with [Washington County REALTORS REACH](#), a new grant program designed to make a difference by:

- Providing grants to nonprofit organizations who work to increase access to affordable and stable housing options
- Offering down payment assistance to individuals seeking homeownership opportunities

Funding for REACH will come from: UARHOF funds (interest from participating brokers' escrow accounts), voluntary donations from WCBR members or community members, and proceeds from our annual Charity Golf Tournament.

Professional Standards – Taking it Local

After a thorough review, the WCBR Board of Directors has decided to withdraw from the cooperating agreement with the Utah Association of REALTORS® and retain local jurisdiction over our own [professional standards](#) proceedings. This means:

- A more consistent and locally focused approach to ethics and conduct
- Faster resolution and greater accountability
- A stronger, more member-centric commitment to high standards

We are actively working on a smooth transition and will keep you updated!

New MemberPlus App – Manage Membership all in One Place

We launched a brand-new app to help you manage:

- Account & Billing (manage your membership & pay your fees)
- Class & Events (along with registration options)

- Current Fraud Alerts
- Board & MLS Disciplinary Actions
- Resource Library (complete with weekly tips & newsletters)

If you haven't downloaded it yet — make sure you do ASAP! For detailed account set up instructions click [HERE!](#)

As always, I love hearing from you, and our board is here to serve YOU. Please don't hesitate to reach out with any questions, feedback, or ideas. Here's to a strong second quarter!

With gratitude, Sue Gatchell, President of the Washington County Board of REALTORS®

REALTOR® DISCIPLINARY ACTIONS

With the WCBR retaining jurisdiction over professional standards proceedings, a policy was adopted by the Board of Directors to publish the findings (results) of ethics or bylaw hearings. Publication of findings, which will include the name of the member, will occur under the following conditions:

- if a second violation occurs within a 3 year period, or,
- for any suspension or expulsion of membership.

By publishing the findings, our hope is to promote accountability and transparency, reinforce member and public trust, and foster a culture of integrity. Additionally, publishing findings serves as a learning tool, ensuring that members understand how to handle similar situations and avoid making similar mistakes.

Where to Find Disciplinary Publications

Due to the confidential nature of these notices, the WCBR is required to have an internal communication vehicle, accessible only to members of the Board. As such, all disciplinary publications will be posted in the **MembersPlus** app. For detailed instructions on setting up your account and downloading the app, [CLICK HERE](#).

Quarter 1-2025 Disciplinary Actions

Case #2024-DM - Ratified March 19, 2025 - Resulting in Suspension of Membership

MLS UPDATES



The following is a list of recent action taken by MLS Leadership or other important MLS information and announcements:

ACCEPTING BACKUP OFFERS Now Available

Subscribers may now identify listings in which a seller is currently under contract, but willing to continue to show and receive offers for back up position. This is an internal status option, and one that benefits agents and consumers in several ways:

- increases opportunities for clients - agents can continue to present their buyers with an opportunity, allowing them to stay engaged and active on behalf of their buyers.
- reduces risk of losing potential sales - agents can use this status to minimize the risk of the listings going off the market entirely without a back-up plan.
- encourages communication - allows agents to manage expectations of their clients and keep them engaged in case the deal doesn't go through.
- peace of mind - for buyers, knowing there is a "backup" option can provide peace of mind, knowing that their offer is in place should the original contract fall apart.
- increased security and minimized delays - for sellers, knowing they can continue with the sale of their home without having to relist the property or wait for new offers.

Change Status To: Pending

872 W 680 N, St George, UT 84770

Listing Member: Eddy Ortiz (eddyortizjr@outlook.com) of SUMMIT SOTHEBY'S INTERNATIONAL REALTY (SG) (sssg) Entry Date: 01/07/2025 Status: Active Approval Status: Approved List Price: \$425,000

Under Contract Date*

Select a date...

Accepting Backup Offers

Select One

Select One

No

Yes

How to identify your property as "Accepting Backup Offers"

Easy! Simply edit/change your listing, scroll down and under "status" select "Pend Listing (Under Contract)" and you'll see a field option titled "Accepting Backup Offers" for which you can select YES or NO.

Please note, this is an internal status available to MLS subscribers and users (excluded from IDX displays), but which can be forwarded onto to clients.

ACCESSORY DWELLING UNITS Now Available

New fields specific to Accessory Dwell Units are now available to MLS subscribers. These added fields will allow users to specify whether a property has an ADU (i.e. mother-in-law, basement apartment, casita) and includes fields to detail the number of ADUs present, their square footage, whether attached or detached, rental restrictions and more! This will help agents and consumers more easily search, identify and advertise properties with an ADU feature. In order for the fields to populate, you must first select **Accessory Dwell Unity - Yes or No - in the "General Property Info"** in the Main Fields. If YES is selected, the following fields will populate under "Details:"

Add Listing – Residential [Add List](#)

GENERAL ADDRESS MAIN FIELDS DETAILS ROOMS Show: A

Accessory Dwelling Unit Details: Select at least 1 item.

<input type="checkbox"/> Bedrooms	Select One	<input type="checkbox"/> Bathrooms
<input type="checkbox"/> Kitchen	Select One	<input type="checkbox"/> Cooling
<input type="checkbox"/> Heating		<input type="checkbox"/> Parking
<input type="checkbox"/> Garage		<input type="checkbox"/> Currently Rente
<input type="checkbox"/> Rental Amount		<input type="checkbox"/> Square Feet
<input type="checkbox"/> Building Type	Select One	<input type="checkbox"/> Occupied
<input type="checkbox"/> Utilities	Select One	

COMING SOON TO THE WCBR MLS:

Consolidation of "Contingent" Status

The WCBR MLS will be consolidating the "contingent" status into ONE option - ACTIVE/Contingent, in accordance with our MLS rules and regulations, which reads:

Listings will show as ACTIVE, with a CONTINGENT status designation in the event of a "Time Clause" contingency. Agents must disclose in the REMARKS Section that there is an "accepted offer" on the property and is now subject to that specific time clause. NOTE - Contingent does NOT include the following: Due Diligence, Appraisal or Financing Conditions of the REPC.

If you currently have a listing that is contingent (time clause, subject to, etc), please continue reading for important notices or instructions:

If your listing is currently identified as **ACTIVE / Contingent**, NO additional action is necessary. This status will remain, allowing you and your seller to continue to market the listing openly and in a transparent way, to consumers, through IDX fed sites.

If your listing is currently identified as **PENDING / Contingent**, the contingency status will be removed from your listing, and instead show simply as "pending." *If you wish to continue to advertise your listing as contingent*, simply edit/change your listing, scroll down and under "status" select "Current Status (Active)" and you'll see a field option titled "Contingent" for which you can select YES or NO.

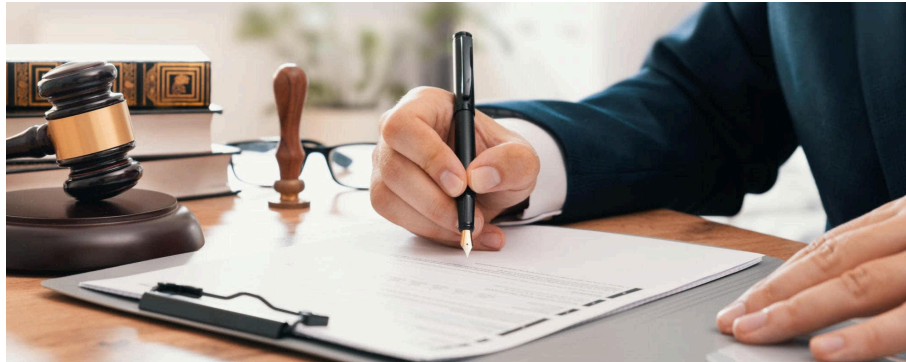
ERROR REPORT SUMMARY - Q1 2025

All error reports submitted through the MLS system are recorded & tracked to ensure correction and compliance with MLS Rules & regulations. Below, please find a summary of error reports submitted through the MLS in Q1 of 2025.

- 18 - Selling Agent Details
- 22 - Address (city, state, zip, mapping)
- 2 - Fair Housing (using words or phrases that are restricted)
- 2 - HOA (fees, ownership transfer fees, etc)
- 9 - Listing Detail (type or class)
- 3 - Miscellaneous
- 13 - Photos (branding or not enough photos)
- 6 - Pool (inaccurately reporting or describing private or community pools)
- 63 - Property Details (i.e. sq ft, bed/bath count)
- 11 - Status (failure to update status timely)
- 9 - Tax ID (failure to include property Tax ID #)

158 - TOTAL ERROR REPORTS

UPCOMING EVENTS



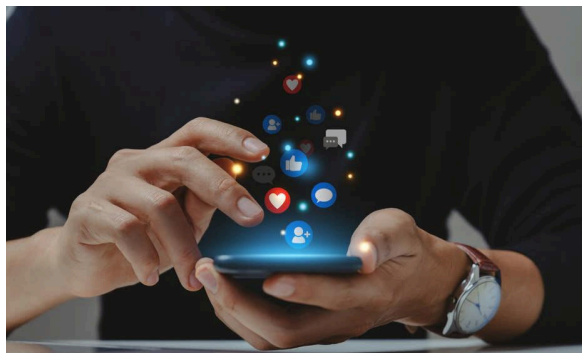
LEGISLATIVE REVIEW WITH NIEL WALTERS

Tuesday, April 29th | 10:30am-12:30pm | Hilton Garden Inn

REALTORS® & Homebuilders are invited to an exclusive event with Representative Neil Walter, who will provide a comprehensive overview of the 2025 Utah Legislative Session. He will discuss key legislative initiatives, including new laws and policies impacting Utah's economy and real estate sector, while offering insights into upcoming bills and their potential effects on the state's future. This is a unique opportunity to hear directly from one of the leading voices shaping the future of Washington County.

Join us for breakfast at 10:15 AM, and enjoy a morning of valuable insights and networking. Real estate professionals in attendance will earn two hours of Continuing Education credits.

Space is limited, so click [HERE](#) to RSVP now!



APRIL LUNCHEON - "MASTERING SOCIAL MEDIA"

Thursday, April 17th | 11:45am-1:00pm | Hilton Garden Inn

Join us for an insightful luncheon featuring expert speakers sharing essential social media strategies to elevate your business. Gain valuable updates on advertising policies, including key legislative changes impacting marketing.

Learn how to build a strong online presence, create engaging content, and leverage video marketing to attract and connect with clients. Discover the importance of crafting compelling ads, optimizing audience engagement, and using social media effectively in real estate.

Attendees will receive a virtual toolbox with essential resources, AI-powered content prompts, and customizable templates. A live AI demonstration will showcase how to generate impactful content instantly.

With half of all buyers searching online, a strong digital presence is more important than ever. Don't miss this opportunity—register today!

RSVP IS REQUIRED BY APRIL 10TH CLICK [HERE](#) TO SECURE YOUR SPOT



RPAC LUNCHEON AND FUNDRAISER

May 15th | 11:45am - 1:30pm | Hilton Garden Inn

Join us for a fun, action packed event! Both live & silent auctions will be available, featuring tons of great items to bid on! Participation in the auction is not required, but highly encouraged. All proceeds will benefit RPAC (REALTOR® Political Action Committee).

What is RPAC?

The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to promote pro-housing legislation and help elect candidates who understand and support housing related issues. RPAC is a powerful alliance working to protect and promote homeownership and property investment. If you're wondering why RPAC is so important and where your money is going, click [HERE](#) to check out the RPAC page on our website.

Got auction wish-list items? We'd love to hear them! Email programs@washingtoncountyrealtors.com and let us know what you'd like to see.

Stay tuned for more details coming soon!



SAVE THE DATE FOR THE 2025 'REACH' GOLF TOURNAMENT!

Friday, June 13th at Sky Mountain Golf Course

We're excited to announce the annual 2025 Golf Tournament. This year funds will be going to the newly founded [WCBR® 'REACH' Foundation](#)! The tournament is set for the morning of Friday June 13th at the beautiful Sky Mountain Golf Course.

Here's what you need to know:

- The tournament will be limited to 30 teams.
- Cost: \$125 per person or \$500 per team.
- Team registration opens on May 1st.
- Affiliate sponsorships open on April 1st.
 - Shared attended hole sponsorship: \$200
 - Individual hole sponsorship: \$400

Stay tuned for more details coming soon!

BOARD UPDATES

We're excited to share that we've recently revamped many of our committee pages! Each page is packed with fresh updates and resources — from upcoming events and educational opportunities, to the latest legislative session news, and highlights of our current PR campaigns. Whether you're looking to get more involved or just stay informed, these pages are a great way to see what's happening at WCBR®.

Click [HERE](#) to explore the updates and see how you can connect with the work our committees are doing!

MARKET TRENDS



This article was written by Melissa Dittmann Tracey and published with NAR:

<https://www.nar.realtor/magazine/real-estate-news/top-10-issues-that-will-impact-real-estate-in-2025>

The Counselors of Real Estate released its annual list of the most pressing topics facing commercial and residential real estate in the year ahead.

Political uncertainty, soaring insurance costs and the growth of artificial intelligence are among the hot topics that likely will have a big impact on the real estate industry in 2025, according to the Counselors of Real Estate, a global organization of property advisers. Each year, CRE releases its [list of the top 10 challenges and opportunities](#) that lie ahead.

"We have seen a significant increase in optimism in the commercial real estate industry following the Fed's easing of interest rates, the potential for a U.S. economic soft landing and the impact on commercial real estate assets and lending market conditions," says CRE global chair Anthony DellaPelle. "However, the commercial real estate industry faces a number of challenges, from geopolitical uncertainty, elections and regional wars to loan maturities and debt repricing. In many of these challenges, there are opportunities, too, like housing affordability and attainability, sustainability and AI."

Here are the issues that topped CRE's list for 2025:

1. **Political uncertainty:** “This coming year, elections in more than 70 countries could shake up an already volatile geopolitical landscape, and the U.S. elections, in particular, will have a significant impact on regulation, trade, corporate taxes, immigration policy and sustainability,” DellaPelle says. Further, debates could brew over rent caps for corporate landlords or 1031 like-kind exchange modifications. “Unpredictability complicates real estate transactions,” CRE cautions in its report, noting investors could be waiting for greater clarity on economic growth, inflation and interest rates.
2. **High financing costs:** Interest rates began dropping in the fall but remain elevated, making purchasers cautious. “Deal assessments and market valuations remain complex,” CRE says. “Many owners are hesitant to sell, and potential buyers are wary of high prices, still expecting a surge in distressed asset sales due to upcoming loan maturities.” CRE predicts that buyers will continue to act cautiously, focusing on higher-cap-rate deals. A more aggressive market reentry likely will not materialize for the sector for another two years, the report notes.
3. **Loan maturities deadlines:** Nearly \$1.8 trillion in commercial real estate loans is set to mature before the end of 2026. “While lenders are increasingly extending these loans in hopes of better market conditions, this temporary relief may soon reach its limits as banks grapple with regulatory constraints and insufficient capital reserves,” CRE finds, adding that the dynamic could affect competition and tenant retention across property types.
4. **Geopolitics and regional wars:** Ongoing global turmoil, including the conflicts in Ukraine and Gaza, could contribute to supply chain disruptions, inflation, labor shortages and more. “Expect higher cap rates as investors price in greater risk” and abandon their former reliance on historical cycles, the report says.
5. **Insurance costs:** Natural disasters caused \$380 billion in economic losses in 2023 alone, yet only 31% of those were covered by insurance. Insurance premiums are surging due to extreme weather, inflation and increased property values. “Residential, hospitality and senior living properties are particularly impacted, with rising claims,” the report finds. “The old model of buying insurance is fading as owners focus on risk management, rightsizing coverage and exploring alternative risk transfer solutions to control escalating expenses.”
6. **Housing affordability:** Housing affordability continues to erode due to rising costs and the ongoing inventory shortage of 4.4 million units. Multifamily rent growth has slowed, but rents have still climbed 45% over the past 15 years. “Despite increased construction, development is uneven, concentrated in major metros and insufficient to meet demand,” the CRE report says. Nearly 54% of renters are now considered “cost-burdened,” devoting more than 30% of their income to housing. “Declining multifamily construction and growing demand from younger renters suggest affordability challenges will intensify in 2025,” the report cautions, while pointing to the need to ramp up new-home construction and preserve more affordable units.
7. **Artificial intelligence innovations:** ChatGPT pushed AI more into the mainstream over the past year, and more real estate professionals are seeking to adopt the technology. “AI’s role in real estate is rapidly evolving, with focus shifting to the accuracy, granularity and timeliness of data inputs that drive algorithms,” CRE says. “While AI can optimize certain processes, commercial real estate still faces challenges with fragmented data and location-specific nuances.” Further, AI algorithms require a huge amount of computing power, likely leading to a boom in data center developments.
8. **Sustainability:** More frequent hurricanes, wildfires and floods have led to billions of dollars in property damage. Experts have pointed to a need for increased sustainability and climate resiliency in buildings to better protect against the risks. However, U.S. regulations remain mostly fragmented while Europe’s new regulations—like the EU’s Corporate Sustainability Reporting Directive and the U.K.’s Minimum Energy Efficiency Standards—have created stricter sustainability rules. “The urgency for prioritizing sustainability and climate resiliency in real estate strategies has never been more apparent, as we saw massive economic losses last year due to extreme weather, which is also contributing to sky-high insurance costs,” DellaPelle says.
9. **Office conversions:** U.S. office vacancy rates are expected to peak at nearly 20% by the end of 2024. These rising vacancies are impacting tax bases, city finances and more. Developers are looking to convert vacant office spaces into housing, although it can be a costly and complex process, the report cautions. “A generational shift is happening in cities as how people use offices stabilizes into a new paradigm, leaving many office buildings poised for adaptive re-use into residential, healthcare and educational uses with the potential to revitalize urban cores,” the report says.
10. **Price gap expectations:** Buyers and sellers haven’t been seeing eye-to-eye when it comes to asset prices. But with “the worst of the pricing declines in the past,” pricing gaps likely will narrow and “pricing shock is dissipating,” CRE says. “Pricing declines, especially in sectors like core business districts, are slowing, providing hope for stabilization,” according to CRE’s report, which adds that pricing is trending toward improvement across property types.