



NEWSLETTER

FOCUS OF THE MONTH: REALTOR SAFETY MONTH | SEPTEMBER 2023

7 Common Practices You May Be Doing to Put You In Danger

As September is National Realtor Safety Month, we wanted to provide tips of caution to keep our realtor partners informed and safe. When discussing Realtor Safety, it's important to recognize that the Department of Labor classifies real estate sales and leasing as a "hazardous" profession. Alongside the obvious risks, there are less apparent dangers that deserve attention. Here are seven situations to consider that you may think are safe:

- **Relying on Your Cell Phone in Case of Emergency:** In rural areas, relying solely on your cell phone for emergencies might not work due to poor signal. Carry printed maps, signal boosters, and share your location with a check-in buddy.
- **Only Working in the "Safe" Part of Town:** Crime isn't limited to specific neighborhoods. Even upscale areas can be targeted. According to the National Association of Realtors, "Criminals often target upscale areas because of the potential payday in high-value items". Stay vigilant regardless of the location.
- **Leaving Your Things Unattended at an Open House or the Office:** Be cautious when leaving items unattended during open houses or at the office. Thieves can take advantage of distractions. Keep valuable belongings in sight or secure them.
- **Sharing Technology Carelessly:** This could include leaving devices logged in, exposing sensitive client data. Always log out of shared devices.
- **Thinking That the Time-of-Day Impacts How Safe You Are:** Daytime showings aren't necessarily safer. Many incidents happen during the day, so take safety precautions regardless of the time.
- **Dismissing Suspicious Incidents That Did Not Result in an Attack:** By reporting suspicious incidents, organizations can proactively address and prevent potential future, even more hazardous, occurrences involving fellow real estate professionals. It's crucial not to disregard uneasy situations while working in the field; make sure to inform your association leaders.
- **Not Having Emergency Roadside Equipment:** Carry emergency roadside equipment like jumper cables and a tire jack to stay prepared while on the move. You're known as a person who is always on the go in your community, and criminals know it's easy to take advantage of someone who is in a hurry and in distress.

Safeguarding yourself in the real estate profession requires vigilance beyond the obvious risks. Stay informed and connected for further realtor safety resources by visiting our social media.

Source: National Association of Realtors

MESSAGE OF THE MARKET



As of August 31, 2023, the median list price for King County, WA is \$1,169,000 with the market action index hovering around 56. This is less than last month's market action index of 59. Inventory has held steady at or around 1,923.



As of August 31, 2023, the median list price for Kitsap County, WA is \$654,997 with the market action index hovering around 47. This is less than last month's market action index of 50. Inventory has held steady at or around 480.



As of August 31, 2023, the median list price for Pierce County, WA is \$659,970 with the market action index hovering around 51. This is less than last month's market action index of 55. Inventory has held steady at or around 1,230.

Title Tip: Navigating Your Title Commitment - The Big 4 Key Items Unveiled

When embarking on a real estate journey, one document stands out as a beacon of clarity amidst the complexity: the title commitment. This vital piece of the puzzle holds the key to understanding the legal and financial landscape of your property transaction. To demystify this often intricate document, let's focus on the "Big 4" key items that empower you to make informed decisions with confidence.

- **Your Name on the Title:** At the heart of every real estate venture is ownership. The first key item to check is whether your name is accurately reflected on the title commitment. This validates your rightful claim to the property and ensures that your ownership is legally recognized.
- **Your Purchase or Loan Price:** The financial aspect is paramount. Confirm that your purchase or loan price aligns with what you've agreed upon. This item ensures that the financial terms of your transaction are accurately recorded, avoiding any surprises when it comes to settling the deal.
- **Restrictions:** Properties often come with a set of limitations and conditions that affect how you can use and develop the land. These restrictions, which can include zoning regulations or homeowner association rules, are crucial to understanding your property's potential. Make sure to review this section to ensure your plans align with the property's limitations.
- **Up-to-Date Title Commitment:** Time can bring changes, and it's essential to have the most current information. Ensure that the title commitment you're reviewing is up to date. An outdated commitment might not capture recent changes in ownership or encumbrances, potentially leading to misunderstandings or complications.

By focusing on these Big 4 key items in your title commitment, you gain a comprehensive understanding of your property transaction. To maximize the benefits of this knowledge, consider seeking guidance from seasoned professionals, such as real estate agents, legal experts, or the professionals at Chicago Title. These insights can provide valuable context and help you navigate potential pitfalls.

Monthly Homeownership Tip: Clean Your Gutters

As the vibrant colors of summer transition to the warm hues of autumn, it's time to prepare your home for the seasonal change. Among the essential tasks is the diligent cleaning of your gutters. As leaves begin to fall, they can accumulate in the gutters, causing clogs and hindering the proper flow of rainwater. This buildup not only compromises the functionality of your drainage system but also poses the risk of water damage to your roof and foundation. By meticulously cleaning the gutters, you're ensuring that rainwater is efficiently channeled away from your home, safeguarding its structural integrity and maintaining its cozy ambiance for the upcoming fall gatherings and winter snugness.



Tip on One of Our Tools: Chicago Title School of Real Estate

As King/Pierce/Kitsap County's premier title insurance company, our commitment to the needs of our Brokers extends well beyond providing title, escrow and customer service. For us, it's not merely a matter of doing our job; it's about adding value at every point along the way.

The Chicago Title School of Real Estate classes have been developed and designed to answer current practical and everyday challenges encountered by Brokers. The school endeavors to make every player better and is ever on the lookout for ways to simplify, add value and raise the bar.

Each of our certified instructors is also a Chicago Title employee who works in an area of title, escrow or sales, giving them daily exposure to the most current laws and trends in the industry, and they are passionate about sharing that wisdom and experience with you. Register for any of our classes here: <https://pulse.fnf.com/RealEstate#/King>

September 12th

From Contracts to Keys

12:00pm - 3:00pm | Free | 4424 Point Fosdick Drive NW, Gig Harbor, WA 98335

From Contract to Keys Will take you on a journey through escrow's role in a real estate transaction, literally from the point of contract to the agent handing over keys to the buyer. Explore the intricacies of the escrow process and learn how you, the broker, can contribute to making the closing experience a positive one for all parties. Finally, we'll end with an Escrow Jeopardy game to test your newly learned skills!

Instructor: Sundi March, Account Executive

September 14th

Title, Escrow and the Investor

11:00am - 2:00pm | Free | 4717 South 19th Street, Tacoma, WA 98405

Working with Investors can add additional responsibilities to the Brokers, Lenders and Title & Escrow teams. Learn what to look for, what to do and how to increase your effectiveness and referrals in this unique market.

Instructor: Lisa Schultz, Senior Account Executive

September 19th

Beginning Social Media for Real Estate

11:00am - 2:00pm | \$30 | 4717 South 19th Street, Tacoma, WA 98405

Beginning Social Media for Real Estate will introduce real estate professionals to the fundamentals of social media marketing. You will learn how to leverage Facebook and Instagram to promote yourself and connect with potential clients. The course will cover topics such as creating a social media strategy, content creation and curation, building a following, and measuring success. You will leave with a new passion to use social media to enhance your marketing.

Instructor: Michael Abrahamson, Sales Executive

September 21st

ACCESS 2023: Creative Housing Solutions

10:00am - 1:00pm | \$30 | Mercer Island Community Center

Join Chicago Title for the 12th Annual ACCESS Event where we invite leaders from the community to speak on increasing affordable housing & density to our region. This year local Real Estate experts will share insights about the house bills passed during the 2023 WA State session and how they will impact the growth of our region. The emphasis will be on affordable housing with the construction of ADU's/DADU's.

Speakers: Mike Appleby, Allison Butcher, and two speaker panels