



# The Voice for Real Estate on Guam

## Monthly News & Updates

August 2022



This page is dedicated to news about GAR and Guam as it relates to COVID-19.

VISIT OUR WEBSITE



## PRESIDENT'S MESSAGE



*"We will continue to offer classes through the rest of the year. Remember my challenge to at least take three certifications or designations."*

*For the month of August, we have elections of Officers, Directors, and REALTOR® of the year. Please attend our August 25th meeting and make your vote count.*

*We are extending the RPAC Raffle until our General*

*Membership Meeting. Invest in RPAC online through your NAR sign in and turn in your receipts to be added to the drawing."*

*- President Liz*



### **Security Title's Tip of the Month**

*By Kim Andersen Young,  
President*

*"Power of Attorney can be a  
very useful tool in real estate  
closing, but can also be a  
dangerous tool if abused."*



[CLICK TO WATCH VIDEO](#)

## **GAR NEWS**

### **COVID 19 UPDATES**

*As approved by the GAR Board of Directors, effective immediately,  
all COVID-19 Forms and Protocols shall be optional, and utilized at  
the discretion of the Brokers and Agents. Additionally, the New  
Member COVID-19 Training shall cease.*



*Join us for our General Membership Meeting  
on Thursday, August 25, 2022*

*Introducing GAR 2023 Leadership Official Candidates:*

**PRESIDENT ELECT:**

*Nenita Muna (White House Realty)*

**VICE PRESIDENT & TREASURER ELECT:**

*Dominique Felix (Century 21 Realty Management Co.)*

*Jean Mann (Buena Vista Realty)*

*Joylyn Mateo (Absolute Realty)*

**SECRETARY:**

*Vinson Calvo (Phoenix Realty)*

**STATE/ LOCAL DIRECTOR:**

*Coleen Blas (RE/MAX Diamond Realty)*

*Shawn Blas (RE/MAX Pacific Alliance Realty)*

*Lolita Camit (Hafa Adai Realty)*

*Ryan De Guzman (Century 21 Commonwealth Realty)*

**NATIONAL DIRECTOR:**

*Kishin Advani (The Real Estate Professionals)*

*Geralyn Cordova (Home Ventures Realty)*

*Christopher K. Felix (Century 21 Realty Management Co.)*

*REALTOR® of the Year will be announced the day of the election.*



## MEMBERSHIP UPDATES

*Updated as of July 29, 2022*

**NEW OFFICE/PRINCIPAL BROKER:**

**Chi Huang “Kenny” Chung-** Brilliant Realty; *(Formerly of Ting Realty)*

**REINSTATED MEMBERS:**

**Cindy Talai-** Landmark Realty Group

**Chi Huang “Kenny” Chung-** Brilliant Realty; *(Formerly of Ting Realty)*

**CANCELLED MEMBERS:**

**Arianna Lujan-** Empire Realty

**Luisa Perez-** RE/MAX Enterprise Realty

**TERMINATED MEMBERS:**

**Louisa Wessling-** BHI Realty

**Jeffrey Sanchez-** Century 21 Commonwealth Realty

**Filemon Sunga-** Century 21 REMCO

**Melody Fong-** Guam Realty International

**Ellen Jean Cruz-** Horizon Properties

**SPECIAL THANKS TO THE G.R.E.A.T.  
COMMITTEE FOR HELPING MAKE THE  
JULY REALTOR® MONTH EDUCATION  
AND TRAININGS SUCCESSFUL**

*Aurora Kohn, BHI Realty - Chairperson*



*Caroline Jones, Today's Realty - Vice Chairperson*  
*Avelino Garrido, Trinity Properties*  
*Denia Oingerang, Paradise Realty*  
*Jean Mann, Buena Vista Realty*  
*Kimberly Ada, Today's Realty*  
*Nicole Sablan-Patricio, RE/MAX Diamond Realty*



## MLS

*Continue to update your listings in FLEXMLS*

*President Liz Duenas Letter*

*April 15, 2022*

[Download Letter](#)

*Commission Fields Instructions*

[Download Updates](#)

**MLS Etiquette  
& Updates**

[Download Updates](#)

**FLEXMLS**

Changes in FLEXMLS as of February 25, 2022. Refer to the notice dated February 17th from President Liz Duenas.

[Download Letter](#)

## GRPR

*GRPR's Did You Know Facts*

*By Shawn Blas*

*2022 GRPR Vice Chairman*

*"If you're trying to figure how big a property is or what zoning is, download the GRPR PinPoint Guam app."*

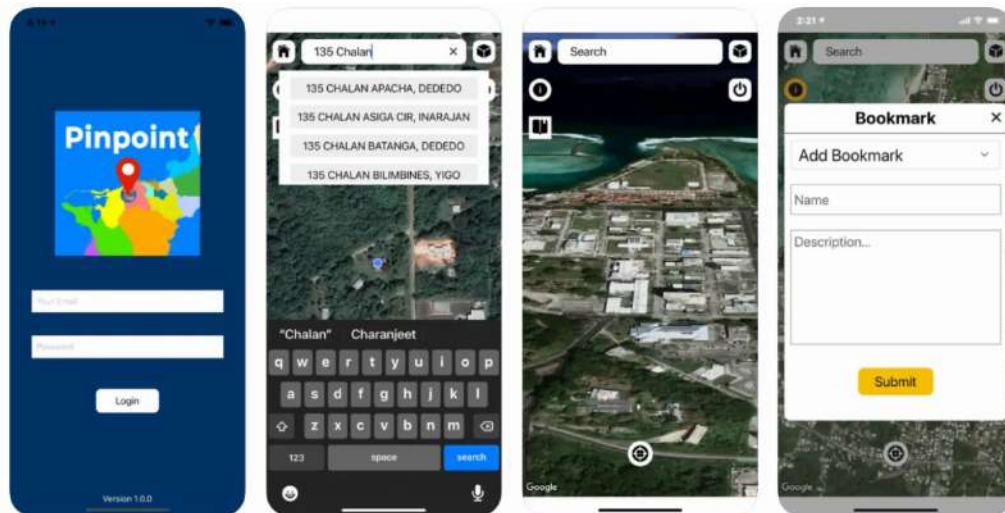


Pinpoint Guam Mobile App provides a geospatial tool with land information. This app was built for realtors



**Pinpoint Guam**  
MENHALOM LLC  
Designed for iPad  
★★★★★ 5.0 + 1 Rating  
Free

working with real estate. Users can view street maps, locate land parcels, add bookmarks, change there plane of view, get information on land parcels and search for addresses, land and common landmarks.



## LEGISLATIVE COMMITTEE



**2022 Primeru Ileksion Guåhan**  
**2022 Guam Primary Election**

Sat., Aug. 27, 2022  
@ 7:00 a.m.

**14 days left**

**2022 Ileksion Hineråt Guåhan**  
**2022 Guam General Election**

Tues., Nov. 8, 2022  
@ 7:00 a.m.

**87 days left**

### Online Registration to Vote in Guam Elections

Online registration is active. You must have either a valid Guam Drivers License or Guam identification card to register electronically.

If you are already registered, you can update your voter registration record using the link below. Updates can include name changes, voting district (village) transfers, corrections to residential or mailing addresses, and declaring party affiliation.

**Register/update ONLINE**  
**today!**

This application does not support Safari web browsers. Please use an alternate browser such as Chrome or Firefox. We apologize for the inconvenience.

**Are you registered to  
vote?**

**Click here to find out.**

This application does not support Safari web browsers. Please use an alternate browser such as Chrome or Firefox. We apologize for the inconvenience.

**57,020**  
*registered voters of Guam as of July 25, 2022*

**VISIT GEC WEBSITE FOR MORE  
INFO**



# INVEST IN RPAC

*The REALTORS® Political Action Committee and other political fundraising are the keys to protecting and promoting the real estate industry.*


CLICK HERE TO INVEST TODAY!

Scroll down to check out GAR's exclusive ZOOM backgrounds.

## CONNECT WITH US



## G.R.E.A.T. UPDATES



### CE CLASSES FOR AUGUST

Administrative and Class fees will apply

<b>Aug. 23, 2022</b> 1:30 pm - 3:00 pm	<b>Instructor: Anthony Godwin</b> • Risk Management As It Relates To Standard Forms (Pending CE approval)
<b>Aug. 26, 2022</b> 11:30 am - 1:00 pm	<b>Instructor: Nicole Dhanraj</b> • 1.5 CE Credit • Hiring and Retaining Your Real Estate Staff <b>Objective:</b> At the end of this session, participants will have an understanding of the best practices when hiring and retaining their staff.
<b>Aug. 29, 2022</b> 8:30 am - 11:30 am	<b>Instructor: Zola Szerencses</b> • 3.0 CE Credit (Pending CE approval) • Seller Counseling Session Today's hyper-connected consumer is difficult to manage and even harder to please. With information (and misinformation) at their fingertips, it is challenging to navigate their questions and demands. In this session we will show you how to use the client counseling session to neutralize concerns, establish realistic expectations, and help your clients reach their goal.

**Registration link:**  
<https://greatguam.com/classes-exams/continuing-education>

Visit [www.guamrealtors.com](http://www.guamrealtors.com). Like us on  Follow us on  [@guamrealtors](https://www.instagram.com/guamrealtors)

CE CLASS REGISTRATION





## REGISTER FOR OUR UPCOMING PRE-LICENSING COURSE

**BROKER**

DATE	TIME	DAY
Sept. 3rd	9:30AM – 2:00PM	SATURDAY
Sept. 10th	9:30AM – 2:00PM	SATURDAY
Sept. 17th	9:30AM – 2:00PM	SATURDAY
Sept. 24th	9:30AM – 2:00PM	SATURDAY
Oct. 1st	9:30AM – 2:00PM	SATURDAY
Oct. 7th	5:00PM – 8:30PM	FRIDAY
Oct. 8th	9:30AM – 2:00PM	SATURDAY
Oct. 15th	9:30AM – 2:00PM	SATURDAY

**Expedite your journey to a successful career with our convenient Pre-Licensing Courses!**

**Special package fee inclusive of an Exam Review Session also available!**

**DEADLINE TO REGISTER: WEDNESDAY, AUGUST 31, 2022 AT 12:00 PM**

Contact the Guam Association of REALTORS® to reserve your slot as soon as possible  
Telephone: (671) 477-4271 | Email: [contact.great@guamrealtors.com](mailto:contact.great@guamrealtors.com)  
or visit <https://greatguam.com/register-real-estate-classes-guam>

NOTE: The Virtual Class link will be provided by Instructor directly to the students.



## REGISTER FOR OUR UPCOMING PRE-LICENSING COURSE

**SALES AGENT**

DATE	TIME	DAY
Sept. 3rd	9:30AM – 2:00PM	SATURDAY
Sept. 10th	9:30AM – 2:00PM	SATURDAY
Sept. 17th	9:30AM – 2:00PM	SATURDAY
Sept. 24th	9:30AM – 2:00PM	SATURDAY
Oct. 1st	9:30AM – 2:00PM	SATURDAY
Oct. 8th	9:30AM – 2:00PM	SATURDAY
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NOTE: The Virtual Class link will be provided by Instructor directly to the students.

**BROKER REGISTRATION**

**SALES AGENT REGISTRATION**

*As an option to online registration, you may choose to manually register below and submit to GAR Office*

**Download G.R.E.A.T. Manual Registration Form**

# NAR DIGEST

### Competition in Real Estate

REALTORS® are mostly small business owners who work to ensure buyers and sellers have the greatest access, transparency and choice through independent, local broker marketplaces that level the playing field for all types and sizes of brokerages.

[Learn More](#)



**Competition in Real Estate**

Keep copyright infringement claims at bay by taking advantage of a safe harbor provision in the Digital Millennium Copyright Act (DMCA) on your website. The DMCA can protect MLSs, subscribers, and participants from copyright infringement liability while hosting an IDX display.

[Read More](#)

### THE MLSs IN ACTION

Local broker marketplaces known as Multiple Listing Services (MLSs) connect buyers and sellers of real estate in the U.S. through their respective agents. MLSs gives first-time, low-income and other buyers better access to the American dream of homeownership while also exposing a seller's property to the greatest number of potential buyers.

WHAT THE MLS DOES FOR YOU:	A WORLD WITHOUT THE MLS:
Largest database of available homes	No centralized source of available homes
Most up-to-date home status information	Outdated home status information
Maximized visibility of homes for sale	Fewer homes for buyers to choose from on real estate websites
Verified, trusted, detailed and accurate property information	Unverified, inaccurate and unreliable property information
Facilitates cooperation between buyer and seller brokers	Buyers/sellers would likely have to pay to list on websites
Equal opportunity for all home buyers and sellers	Residents without access to brokerages would have fewer options
Easy to find the agent selling the home	Inconsistent broker information in listings across marketplace
Level playing field between large and small brokerages	Markets become broker-controlled

REALTORS® are members of the National Association of REALTORS®



[Download Infographic](#)



Introducing, NAR NXT,  
The REALTOR® Experience!  
November 11-13, 2022  
Orlando, Florida

[CLICK HERE TO REGISTER](#)

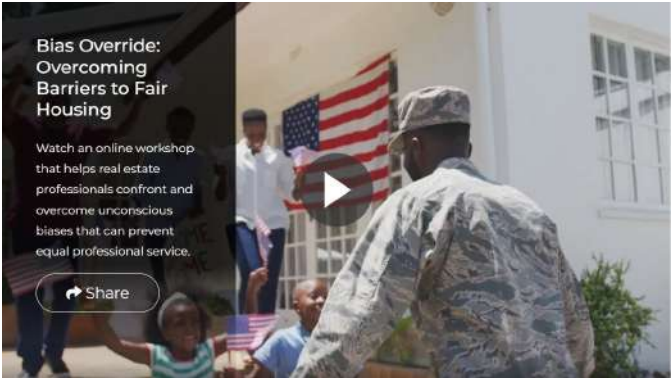


Be an advocate for the future of  
our industry. Be committed to  
excellence.

[CLICK HERE TO SIGN IN](#)



NAR is committed to making  
housing fair for all. And yet, many  
don't realize the broad scope of  
NAR's Code of Ethics and its  
commitment against all forms of  
discrimination in housing.



**Bias Override: Overcoming  
Barriers to Fair Housing**

[CLICK HERE TO WATCH VIDEO](#)



[CLICK HERE TO DOWNLOAD  
ASSETS AND SHARE](#)

**STAY CONNECTED WITH NAR**



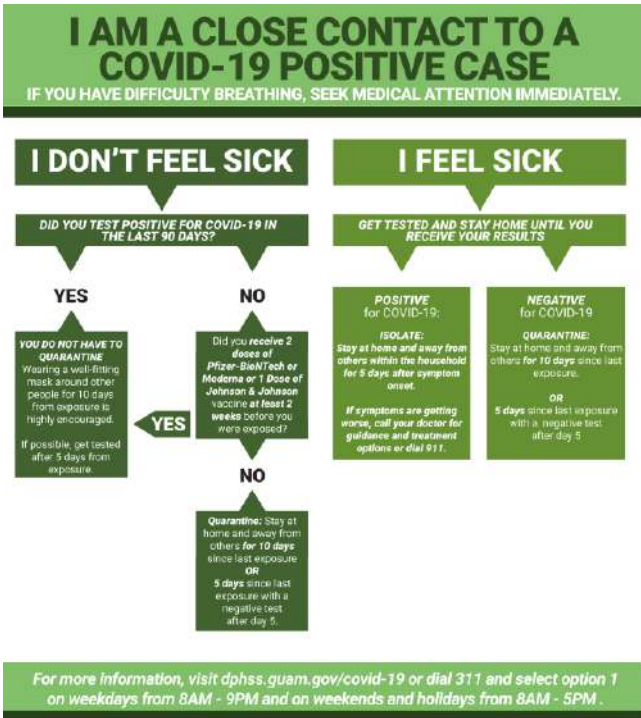
# COMMUNITY HIGHLIGHTS





Håfa Adai, members of the Guam Association of REALTORS®!  
DOCOMO PACIFIC Business would like to thank you for tuning into their presentation about Unified Communications (UC). This technology is a business solution that unifies all your work-related communications to easily reach your valued clients and business partners. Get your first 3 months free, and more when you sign up by December 31, 2022.

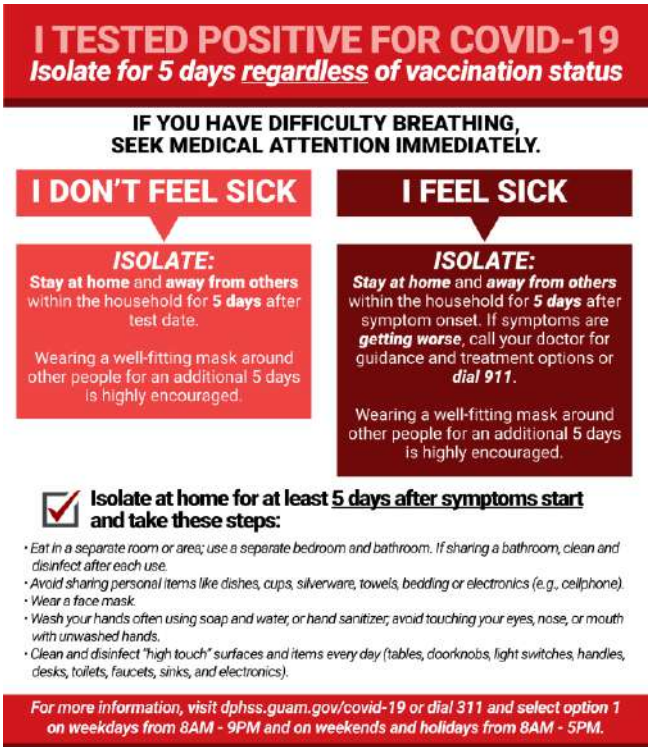
Learn more here: <https://info.docomopacific.com/gar-offer-2022-0803>.



**Isolation & Quarantine Flow Chart – issued July 12, 2022**

Based on Executive Order 2022-13 and DPHSS Guidance Memo 2021-16 Rev. 3.  
For official guidance, visit [dphss.guam.gov](https://dphss.guam.gov) or [CLICK HERE](#).

\*Close contacts are someone who was less than 6 feet away from an infected person (laboratory-confirmed or a clinical diagnosis) for a cumulative total of 15 minutes or more over a 24-hour period. (For example, three individual 5 minute exposures for a total of 15 minutes. (Source: [cdc.gov/coronavirus/2019-ncov/need-health/quarantine-isolation.html](https://cdc.gov/coronavirus/2019-ncov/need-health/quarantine-isolation.html))



**Symptoms Flow Chart for Positive Cases – issued July 13, 2022**

Based on Executive Order 2022-13 and DPHSS Guidance Memo 2021-16 Rev. 3.  
For official guidance, visit [dphss.guam.gov](https://dphss.guam.gov) or [CLICK HERE](#).

<b>FREE COVID-19 VACCINATION CLINICS (AGES 5 AND OVER)</b> FIRST, SECOND AND BOOSTER SHOTS AVAILABLE - Pfizer-BioNTech, Moderna, Johnson & Johnson	
<b>Monday through Saturday</b> 11 a.m. - 5 p.m.	<b>Agana Shopping Center (2nd Floor) - Register: <a href="https://tinyurl.com/vaxguam">tinyurl.com/vaxguam</a></b> Walk-ins are welcome, but appointments will be expedited. Bring appointment confirmation and proof of identity. Last appointment is 30 minutes before closing.
<b>Monday through Thursday</b> 9 a.m. - 5 p.m.  <b>Saturday</b> 9 a.m. - 12 p.m.	<b>DPHSS Northern Region Community Health Center (NRCHC), Dededo</b> Call 671-635-4418/7400 to schedule an appointment. Last appointment is 30 minutes before closing. Walk-ins welcome. Curbside vaccination available for people with disabilities. <b>Register at <a href="https://tinyurl.com/covidstopswithme">tinyurl.com/covidstopswithme</a></b>
<b>Monday through Saturday</b> 9 a.m. - 12 p.m.	<b>DPHSS Southern Region Community Health Center (SRCHC), Inalåhan</b> Call (671) 828-7604/5/7518 to schedule an appointment. Last appointment is 30 minutes before closing. Walk-ins welcome. Curbside vaccination available for people with disabilities. <b>Register at <a href="https://tinyurl.com/covidstopswithme">tinyurl.com/covidstopswithme</a></b>
<b>FREE COVID-19 COMMUNITY TESTING</b> Fill out a <a href="https://dphss.guam.gov/covid-19-testing">COVID-19 Testing Patient Assessment Form</a> ahead of time, available at <a href="https://dphss.guam.gov/covid-19-testing">dphss.guam.gov/covid-19-testing</a> .	

## Need help paying for child care?

Guam families can get financial support through Prugrãman Pinilan.  
Learn more and apply at:

[guamchildcare.com](https://guamchildcare.com)



# 2022 W.I.C IMMUNIZATION OUTREACH CLINIC



**NO COST IMMUNIZATIONS FOR ELIGIBLE CHILDREN  
ENROLLED IN W.I.C.**

**(0-5 YEARS OLD THAT HAVE MEDICAID, MIP, OR NO  
HEALTH INSURANCE)**

**When: First Friday of the month - Dededo Public Health**

**9:00 am - 11:30 am or while supplies last**

*Immunizations will be provided on a first come, first serve basis.*

June 3, 2022	October 7, 2022
July 1, 2022	November 4, 2022
August 5, 2022	December 2, 2022
September 2, 2022	

**NOTE:** Please bring your child/children's current immunization record, Birth Certificate, and W.I.C. I.D. Parents must show I.D. If other than parent, adult must also have letter of authorization or letter of guardianship/Power of Attorney and a valid photo I.D.



For more information please call the Guam Immunization Program  
at (671) 735-7143.



## AUGUST CELEBRANTS



# HAPPY Birthday

**Sheila Shedd**  
Alliance Realty

**Matthew Artero**  
Artero Realty

**Marjorie Del Carmen**  
BHI Realty

**Avery Ferreras**  
BHI Realty

**Zhi Xia "Kathy" Yang**  
BHI Realty

**Marilou Pareja**  
Biba Guam Realty

**Ronald De Guzman**  
Century 21 Commonwealth Realty

**Jade Blas**  
Century 21 REMCO

**Vic Reyes**  
Capital Realty Advisors

**Scott Campbell**  
Coral Sea Real Estate

**Sarah Freeman**  
Empire Realty

**Aliana Garcia**  
Empire Realty

**Keiichi Kobayashi**  
Guam Realty Finder

**Lolita Camit**  
Hafa Adai Realty

**Andrea Moore**  
Heritage Realty

**Geralyn Cordova**  
Home Ventures Realty

**Clare Delgado**  
Home Ventures Realty

**Marilou Pareja**  
Home Ventures Realty

**Harmohanjit "CJ" Sachdev**  
Home Ventures Realty

**Fabienne Respicio**  
Home Ventures Realty

**Angela Sudo**  
Latte Stone Properties

**Jor-El Williams**  
Latte Stone Properties

**Leah Del Mundo**  
Living on Guam Realty

**Sol Euh**  
MI JOO Realty

**Won Sun Min**  
MI JOO Realty

**Emily Gumataotao**  
Pacific Rim Management

**Annarose Tarpley**  
Pioneer Realty

**Christopher Bawar**  
Platinum Properties

**Alexandra Morales**  
Platinum Properties

**John Torres**  
RE/MAX Pacific Alliance Realty

**Vojin Lepojevic "Victor Nice"**  
RE/MAX Realty Group

**Tae Soon Ahn**  
Real Estate Guam

**Andrew Park**  
Real Estate Guam

**Ramona Siblang**  
Realty Partners Guam

**Glenn Biscoe**  
RealtyOne Pacific

**Ting Tao Sun**  
Ting Realty

**Christopher Swenson**  
Ting Realty

**Julie Paxton**  
Today's Realty

**Raymond Rupley**  
Today's Realty

**Kimberly Ada**  
Today's Realty

**Vicki Anderson-Estes**  
Today's Realty



# GAR ZOOM BACKGROUNDS



**\*To save on Desktop: Right click image and select "Save As"**  
**\*To save on Mobile Device: Tap and hold on image to save to your image library**

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## GAR PCOR3 OFFICE OPERATIONS

**GAR cares! Both Your safety and Staff are paramount.**

We welcome in-person service at GAR Office. We also continue encouraging appointments for your convenience and expedient service.  
For assistance, please contact [garadmin@guamrealtors.com](mailto:garadmin@guamrealtors.com) or **(671) 477-4271**.

For any deliveries, please utilize our drop-box available outside our Office.  
All mails should be sent to 424 West O'Brien Drive, Suite 236A, Julale Center, Hagatna, Guam 96910

**Let's continue keeping each other safe and healthy!**

Guam Association of REALTORS® | 424 West O'Brien Drive, Suite 236A Julale Center, Hagatna, 96910 Guam

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