Companywide Zoom Meeting | June 9th
Review

Peter Crowley:

Real acquisition of REMAX - Nothing new to report, more information may be provided at the Broker Owner Conference next month. Peter will keep you posted.

Earnnest App – Earnnest provides secure, digital transfer of escrow funds from a buyer's bank account to our escrow account. We had training on using the app, here is the link to the recording that is also available in the resource center https://vimeo.com/1198199636?share=copy&fl=sv&fe=ci and here is a link to download the provided guides https://478133.fs1.hubspotusercontent-na1.net/hubfs/478133/Earnnest%20Guides.pdf

FyrstUp – with the reinstatement of Stellar's coming soon status we don't feel the FyrstUp app is necessary any more and it will be discontinued next month.

Zillow Preview – the Zillow Preview product is different from Stellar's coming soon status, more details provided by Dave Clapp later in the meeting

Bradenton office move – we're in the process of moving the office to downtown Bradenton. The office will be ready for agents to use in another few days.

Guests:

Brad Moltrup, **Pillar to Post Inspections** – Brad provided information about the Bosscat program. REMAX has partnered with Bosscat, which provides a fast, free, AI-powered repair estimate based on the home inspection report, and you can now access it in your Max Center (remax.net) accounts. Brad's Pillar to Post home inspections automatically feed into the program. Brad Moltrup - 941-302-5541, Brad.Moltrup@pillartopost.com

Marc Creach, Lower Mortgage – Marc provided some options Lower Mortgage provides for Condo financing that are beyond what other traditional load providers offer.
https://478133.fs1.hubspotusercontent-na1.net/hubfs/478133/Condo%20Financing%20Solutions.pdf
Marc Creach – 440-567-8555, mcreach@lower.com

David Clapp:

Stellar's Coming Soon listing status – You can put a listing in Stellar that is not on the market yet and promote it via syndication, a sign rider, social media, etc for 14 days before it goes active. Once you enter it into coming soon status it will automatically become active in 14 days, but you can manually make it active sooner than that. The Stellar MLS form named Options for Property Owners must be completed, signed by the sellers and a managing broker and kept in the listing file.

Zillow – Zillow has two separate categories for listings that aren't active and are coming on the market

- Preview listing – these listings are entered manually in your Zillow dashboard. Because of clear cooperation rules they can only be in this status on Zillow for one business day.
- Coming Soon – listings that are in MLS with the coming soon status will syndicate automatically to Zillow and those listings will show the coming soon status

Florida Legislature – they are meeting to discuss the proposed property tax system updates

Appraisal Standard Changes – the current appraisal form is being replaced. The new form is available for appraisers to use now, so you may start seeing it, but all appraisals must be on the new form starting November 2nd. Marc Creach provided information on how the new form will effect appraisals.

Open House Summer Training – Gina Bannan will do a series of training sessions on Open Houses, here is the schedule https://478133.fs1.hubspotusercontent-na1.net/hubfs/478133/Open%20House%20Series%202026.png You'll receive emails and the sessions are on the company calendar in the resource center.

Auto Insurance Updates:

- Shifting from No Fault to Tort-Based
- New minimum coverage rates are $25,000/person and $50,000/accident

Condo Market – condo sales are improving and increased by 15% in April and continue to increase in May.

First Time Buyers – their numbers continue to grow as they gain more confidence in the market

Homeowners Insurance – more carriers continue to come into our market with a total of 20 new carriers as of today.

House of Representatives bipartisan housing package – the Florida HOR passed the Housing for the 21st Century Act (H.R. 6644) which will change the exclusion rules for primary residence sales from $250,000 to $500,00 for single filers and from $500,000 to $1 million for joint filers.