

## **A Message from 2021 DAAR President, Nancy Pav**

Dear DAAR Members,

As we enter the month of April, the weather isn't the only thing warming up. Real Estate activity has already been historically busy, but REALTORS® know that spring brings even more heat to the market. As we leave winter behind, we are embracing all things **FAIR** with the new season: fair weather, Fair Housing, a fanfare Awards events, and emphasis on fair treatment of our clients, customers, and peers.

April is Fair Housing month, and it is in full swing. Fair Housing is more than a check list of things that agents should and shouldn't do. Fair Housing laws and practices are an essential guide to a REALTOR®'S® business and moral compass. As REALTORS®, we are held to a higher standard and recognize the importance of Fair Housing. REALTORS® need to continue to uphold fair housing laws and our commitment to offering equal, professional services.

To refresh our Fair Housing techniques and education, I challenge you all to complete the National Association of REALTORS®' (NAR) training, [Fairhaven](#). This innovative, online, simulation platform has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process. Virginia REALTORS® (VAR) President, Beth Dalton, has also issued a challenge to all VAR members to complete the Fairhaven training before summer ends. At the Virginia REALTORS® Convention in September 2021, they will honor the top 5 local Associations with the highest percentage of Fairhaven completion. We have a fair chance of winning that recognition, so let us work together to have DAAR lead the pack in improving our practice of fair housing.

As DAAR members, it is only fair to recognize our own for a job well done. On April 27, 2021, we are hosting the [2020 DAAR REALTOR® Awards](#) at the One Loudoun Alamo Draffhouse Drive In. Join in on the socially distanced fun as we celebrate the nominees and winners, while enjoying classic snacks, and then going on an adventure with The Goonies! Don't miss out on the fanfare and [register today!](#) Registration is open until April 16, 2021. I look forward to seeing you there! It's been too long since we've gathered – let's take advantage of the fair weather and the (socially distanced) company of our peers.

While social gatherings have been so missed, we continue to interact with each other on a daily basis while we work together to help our clients and customers buy and sell homes. This is why it is vital we demonstrate common respect for each other and conduct business with professionalism. Especially now, with a shortage of inventory, there should not be a shortage of fair and professional treatment amongst real estate agents. Keep common professional courtesies top of mind as you conduct business.

Let's do our best to make sure we are holding ourselves to the upmost standards as all REALTORS® should.

DAAR's YPN Committee has taken this issue to heart and is creating a series of videos to highlight common practices that you should follow in your business on a daily basis. If you're interested in getting involved with YPN [click here](#).

Another way to get involved is to take DAAR's [Annual Membership Survey](#). It is open for your feedback and takes less than eight minutes to complete! We need and value your input as DAAR focuses on future strategic plans. It will be open until May 1, 2021. Anyone who completes the entire survey, and enters their contact information, by the cut-off (5/1), will be entered into a drawing to win a \$250 Visa gift card. We encourage you to be truthful and fair in your feedback!

Keep an eye out for Fair Housing opportunities and enjoy the much-anticipated fair weather. Please reach out to me with questions or suggestions at [president@dullesarea.com](mailto:president@dullesarea.com).

Sincerely,

A handwritten signature in black ink that reads "Nancy Pav". The signature is written in a cursive, flowing style.

Nancy Pav  
2021 DAAR President