



# Quarantine, GCAAR STYLE

A quick look at what we've accomplished since we went virtual due to the COVID-19 pandemic (March 10-May 30, 2020)



## Government Affairs

### GCAAR **SUCCESSFULLY** advocated for:

- Safely continuing real estate activities throughout the pandemic
- Re-opening Montgomery County Land Records Office
- Fighting county property and recordation tax increases
- Protecting tenants from eviction, while holding back on long-term rental control measures
- Allowing remote notarization during the pandemic
- Policies to make virtual real estate practices possible for members

### *In addition, GA has...*

- Produced a video on how to vote
- Launched Virtual Advocacy Hour Series
- Hosted **2** Board of Education forums with **11** candidates



## Member & Billing Services

<b>New members:</b>	<b>Renewals/rejoins:</b>
<b>146 Primary</b>	<b>564 Primary</b>
<b>28 Secondary</b>	<b>29 Secondary</b>
<b>6 Affiliates</b>	<b>7 Affiliates</b>

- **132** SentiLock/store shipments
- **1,291** emails sent to members
- **2,996** member records updated

### *Members can now...*

- **Cancel** class registrations online
- **Update** personal profiles online
- **Select** communications preferences by email or text
- **Access** receipts online



## GCAAR Forms

- Member forms questions
  - **50** resolved by email, **100** resolved by phone
- **1** new form: Emergency Coronavirus Addendum



## Phone calls

**6803 Incoming**  
**321:03:49** total time

**2810 Outgoing**  
**145:57:08** total time



## GCAAR Leadership Video Series

Watch all of our COVID-19 productions online.



- [Intro](#)
- [The Dos and Don'ts of Real Estate](#)
- [Are REALTORS\(R\) essential?](#)
- [Can your office be open? Can you host open houses?](#)
- [Can you still show listings during the stay-at-home order?](#)
- [How do I file for unemployment in MD/DC?](#)
- [What do I need to know about the COVID-19 form?](#)

REALTOR®  
Fest 2020



## REALTOR® FEST GOES VIRTUAL

- 40+ classes
- Top Producers & 30 Under 30 panels
- Yoga class
- Virtual happy hour

**\$30 for GCAAR members through 6/30**

Will you  
be there?  
[www.RealtorFest.com](http://www.RealtorFest.com)



## GCAAR Communications

- Email open rate: **38%** (industry avg. 12%)
- **199** social media posts
- **237** new social media followers
- **1** issue of *Capital Area REALTOR®* magazine

**12** Completed webinars



## GCAAR Education

- **9** total CE classes; **5** since gaining approval to offer MD CE credits
- **1** designation class
- **312** member emails answered

**13** Total committee meetings