



## How the Episcopal Realtors Association May Help

When Mrs. Harmon needed to find a real estate agent to sell her house, she called the diocesan Gift Planning and was put in touch with a member of the Episcopal Realtors Association.

On her behalf, this Episcopal broker researched, screened and referred three different agents for Mrs. Harmon to interview. When the agent chosen by Mrs. Harmon sold her house, a referral fee of several thousand dollars (20% of the brokerage fee) was paid to the Episcopal Realtor who then donated this fee as a gift to Mrs. Harmon's parish.

This is one way that realtor members of this association of the Diocese of California seek to serve the Church.

Are you intrigued? An active member of the association, Rev. Laina Casillas, is both an ordained deacon and licensed real estate broker. "Very few people seem to know about the Episcopal Realtors Association," Laina commented. "This is a shame, since without charging anything, we bring a benefit both to the member who is buying or selling a property and also the church."

Anyone—not just Episcopalians-- can use the services offered through the Association and there is no fee or obligation.

- Recently a woman in the diocese contacted the Gift Planning Office about a rental property that she owns in San Diego that she needed to have appraised. The Episcopal Realtors Association was able to refer to someone to accomplish this without charge.
- A rector called the Gift Planning Office about an aged member who needed to move out of his house into an assisted living situation. A member of the Episcopal Realtors Association stepped in to arrange for a tax-advantaged way of selling the house that would provide a desperately-needed income stream to the seller.
- An out of town parcel of land donated to a trust benefiting the donor's parish needed to be sold by the Diocese of California. A member of the Episcopal Realtors Association assisted in screening potential realtors and will make a gift to the Diocese of the resultant referral fee.

Do you want to learn more about how the Episcopal Realtors Association can assist you and possibly benefit your chosen ministry? You may reach them through the Gift Planning Office at (415) 869-7812 or at [gifts.diocal.org](mailto:gifts.diocal.org).

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