

# METROPOLITAN REALTOR®

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APRIL 2019

***Nominate  
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REALTOR®  
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Politics  
and  
REALTOR®  
of the Year

MORE INFORMATION ON PAGE 9





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 the official publication of the  
 Greater Metropolitan  
 Association of REALTORS®  
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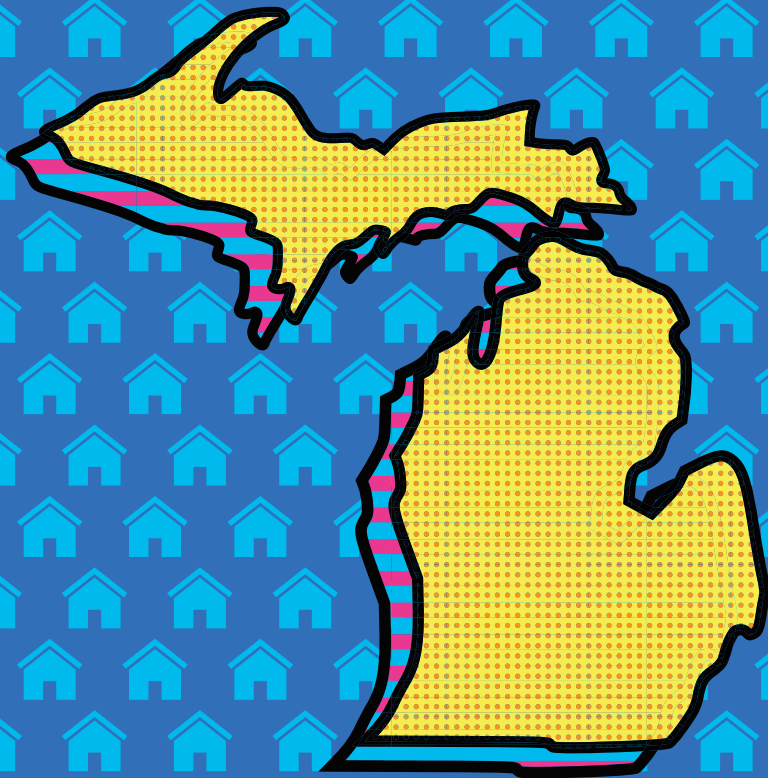
APRIL 2019

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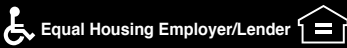


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By AL BLOCK  
2019 GMAR President  
President@gmaronline.com

Click here to view  
a video message  
from 2019 GMAR  
President Al Block!



## Time flies!

We are starting the 2nd quarter already? January, February and March have been a blur here at GMAR! I will touch on that later, but let's talk about April, better known as Fair Housing Month! Last year was the 50th Anniversary of the Fair Housing Act and in GMAR style we celebrated the great strides made in this regard. To never be complacent, we are having a monumental event on April 18th you won't want to miss. Titled *"The Future of Equality"*, please join me for lunch, networking, and education @ The Mint. This not only fulfills your 2019-2020 NAR Code of Ethics requirements but also 3 standard hours of Michigan Continuing Education. Guest speaker Attorney, Mark Landau specializes in legal areas pertaining to landlord, tenant, forfeiture, foreclosures, purchase contracts, and more. And our very own President-Elect, James Cristbrook will instruct on The Code; his approach is unique and will keep you awake! This is not just for Realtors®, so please share with anyone you think will benefit from this fantastic program. Please register by calling 248-478-1700 or [gmaronline.com](http://gmaronline.com) for all the details.

We would be remiss to mention fair housing without affordable housing. In the words of immediate GMAR Past President Jamie Iodice, *"Many of you see how our profession, our buyers, sellers, landlords, and renters are continually scrutinized, taxed, regulated, and influenced. It is up to us to be the voice of the industry."* And I will add that we are the voice for private property rights, as no one knows the subject matter better than Realtors® who work in the trenches every day. As the only local Realtor® Association that employs a full-time Governmental Affairs Director, we are working on Landlord Licensing issues in Warren and on Short-Term Rental Ordinances being proposed in various Metro Detroit communities. We are also working on legislation

that would implement a statewide septic code. At GMAR, we are continually on top of matters affecting you and your clients. **But we can't do it without your help!**

Some say there is power in numbers, but I say there is power in Members! All 8,800 of you are a force. Last month we provided an all-day Advocacy Training for our Board of Directors, Government Affairs, and RPAC Committees taught by political experts from the NAR, Michigan Realtors, and locally. We want elected officials in office to know you. In February we held three RPAC Major Investor luncheons hosting those who take their investment in private property rights to the highest levels. And at the very beginning of the year I made a challenge to everyone! 2019 is the 50th Anniversary of RPAC, the Realtor® Party, and the goal is 100% RPAC participation from our Leadership and 50%+ participation by our Members. Please make your investment of \$15 or more by visiting [gmaronline.com/invest](http://gmaronline.com/invest)!

We have newly elected public officials across the state and with that comes a large learning curve for them on matters impacting real estate. At GMAR, we think the ultimate way to have fair housing, affordable housing, and the wholesome private property rights is if Realtors® are the elected officials. On April 15th we invite all members interested in seeking political office to take part in our **Realtors® Run Candidate Training Academy**. This 7-hour, free program has limited seating and is a first of its kind. GMAR continues to be your political advocate. We want you to be GMAR's advocate today and tomorrow!

I am honored to serve as your President. Please reach out to me if you ever have questions or concerns. [President@GMARonline.com](mailto:President@GMARonline.com)



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By VICKIE LIVERNOIS  
Chief Executive Officer

## Onto Spring!



It seems we may have finally made it through the winter weather and are happily moving onto sunshine, green grass and longer days, which is also a sign that you will begin ramping up for the busy Spring market. At GMAR, we are right there with you to help you be the best Realtor® you can be and to provide you with the knowledge needed to continue to provide outstanding services to your clients.

While a lot of our members take advantage of many programs and services that we make available, there are some hidden gems that I wanted to bring to light, including some of the work that we do behind the scenes to help protect the industry, to protect private property rights and to make us all #Greater.

We often hear concerns from members who may not be practicing in the areas surrounding the Southfield area, concerns that we are too far away, that we don't offer any of our programming on "their side of town", but the reality is that we do!

If you are interested in taking a class, but you don't want to drive to our office in Southfield, just give us a call! We need a minimal number of students who commit to attending and we will bring the training to your office. If your office doesn't have space available, we can work with that as well. The next time a course peaks your interest, give us a call and we will work with you and your office to bring our show on the road.

With our office located in Southfield, it provides us the opportunity to have easy freeway access for all our members. This year, we will be hosting two amazing events right in our backyard! In honor of Fair Housing month this April, our Diversity and Inclusion Committee will present an event at The Mint:

Fair Housing – The Future of Equality, on April 18th. As stewards of the right to own, use and transfer private property, fair housing protects the livelihood and business of REALTORS® and depends on a free, open market that embraces equal opportunity. Please join us as we honor how far we have come, as we share dialogue and discuss the future of equality.

Our Annual Golf Outing will also be held in Southfield this year at Plum Hollow. We hope you join us for a day filled with friends, golf, food and networking opportunities. More details coming soon on this one.

On April 15th, for the first time ever, we are excited to bring the NAR Candidate Training session to you. Numerous topics will be covered that will prepare you to run for an elected position in local, state or federal governments. Maybe you're not necessarily interested in running in the next election, not a problem, join us anyways to find out what it entails. Seating is limited, so please contact Travis to make your reservation.

Later in April, we once again bring you the Annual Legal Update seminar with Brad Ward and Brian Westrin, from the Michigan Realtors®, and they never disappoint! Find out about legislative changes that impact the real estate industry, new legislation that is on the horizon, legal changes and even some court cases that have changed how you do business.

With Springs arrival, comes "spring cleaning" ... for your old files! We offer our members the opportunity to drop off boxes on Shred Day, meet with members of our Board of Directors and staff, and share a few snacks as we help unload your vehicle.

*continued on page 7*

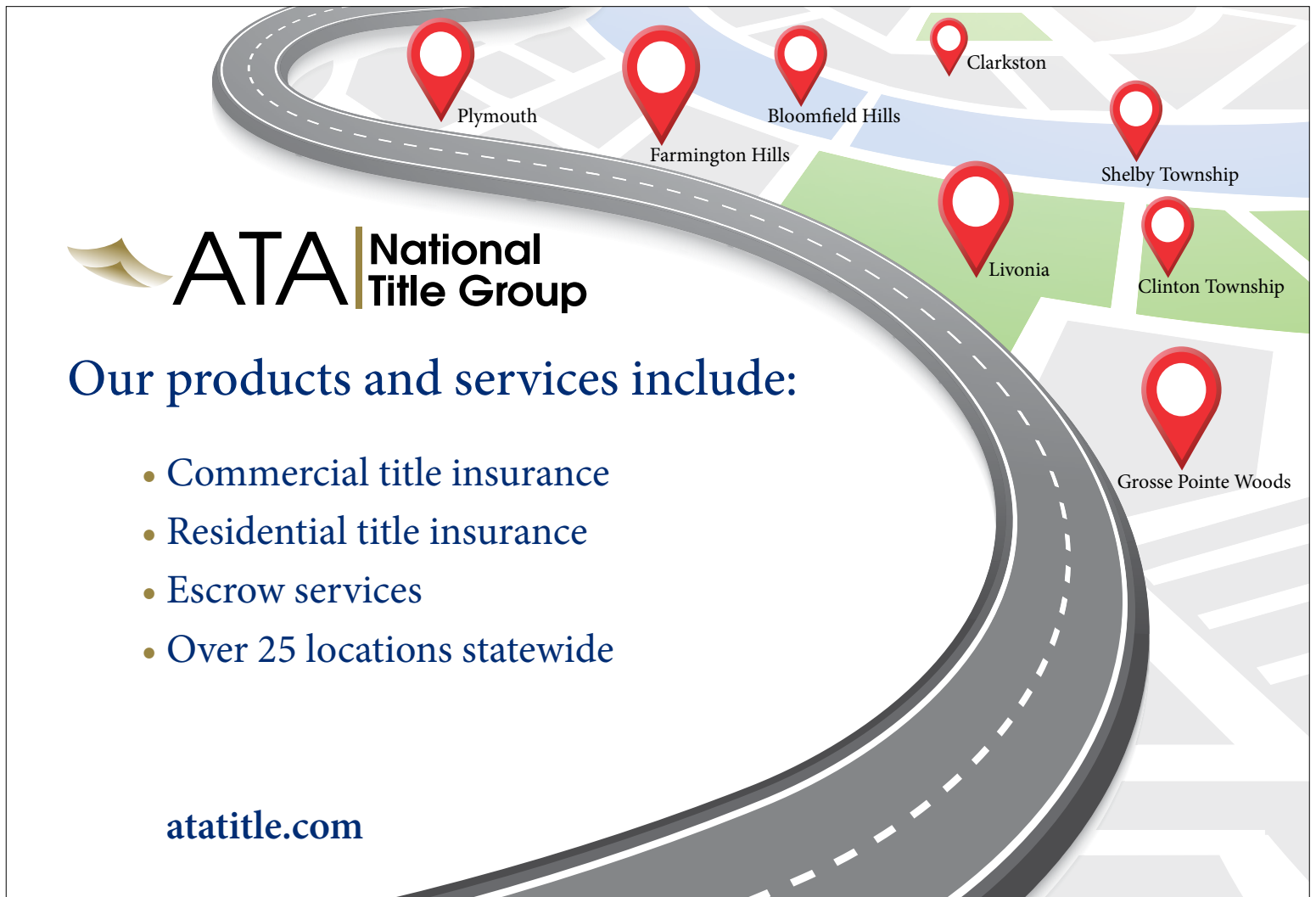
This is also a great time to update your marketing materials! Did you know that GMAR offers FREE Professional Headshots? Keep an eye on your email as dates will be announced shortly and sell out within minutes.

With all that being said, one of the most important things that we do for all our members is monitor local legislation to help ensure that harmful legislation doesn't get implemented. GMAR employs a full-time staff person who works for you! We monitor local legislation, build relationships with legislators, provide education and information, interview candidates running for office to make sure they are Realtor® friendly and support those who support our industry.

Every once in a while, usually around the time that dues invoices are mailed out, I get asked "What do you do for me? I don't take classes, I don't use your services, I only belong to you to gain access to the MLS". Well, the answer is simple, we help to protect the industry, we help to protect your

income, and we help to protect the rights of your clients. Volunteers and staff work diligently to protect this industry and work to keep harmful legislation from negatively impacting your business.

As always, we appreciate all that our members do to continue to make this industry better! Our staff works daily with Realtor® members, who volunteer their time and talents, building amazing friendships along the way, and we will continue to work behind the scenes, on behalf of ALL our members, to help protect the rights of homeowners. Without each of you, GMAR wouldn't have evolved into the awesome team, the industry experts and the Association with the #Greatest Realtors. I never pass on an opportunity to show my appreciation, so again, thank you to all our volunteers for giving of your time, thank you to our members for supporting GMAR over the years and for choosing to be a #Greater Realtor®.



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By TRAVIS GREER  
GMAR Director  
of Realtor® and  
Community Affairs



Did you know there are only 8 REALTORS® elected to public office in all of metro Detroit? You read that right... I did not forget to add a character.

Meanwhile, there are countless lawyers and CPAs in these positions; which also means that your unique perspective of the community is being drowned out by others. In today's hyper-political environment, most people have a lot of misconceptions about what it takes to run for office and be an effective lawmaker.

**First**, it is not nearly as complicated to run as most folks think. That part is fairly easy: file appropriate paperwork, develop a plan, and talk to voters on their doorsteps.

**Second**, running for a seat on City Council or the Township Board of Trustees can be fairly inexpensive. Really, the cost to run is what you make it. It also depends on how competitive the election is and how many voters you need to contact. Generally speaking, most races can range from \$3,000-\$6,000.

**Third**, raising money to support your campaign plan is a lot easier than folks think. You would be amazed by how supportive your social circles can be if you run for the right reasons—all you have to do is ask.

Serving your community as an elected official is one of the most fulfilling opportunities in life. Have you ever considered running for public office? Want to learn more about the process and what it means to be an elected official? Attend GMAR's upcoming Candidate Training Workshop on April 15th. See the flyer for more information!

*Travis Greer, Director of Realtor® and Community Affairs at GMAR. If you encounter any problems with local governments that you would like us to look into, please feel free to give us a call, 248-306-0787, or send him an email, [travis@gmaronline.com](mailto:travis@gmaronline.com).*

## *With Our Deepest Sympathy*

### BEVERLY BELESKY

We are sad to inform you of the March 16 death of Beverly Belesky.

GMAR staff, leadership and membership extend warm condolences to the family and friends of Beverly.

*If you would like to let your fellow REALTORS® know about the recent passing of another member, please submit the information to [stacie@GMARonline.com](mailto:stacie@GMARonline.com).*





# NOMINATE FOR REALTOR® ACTIVE IN POLITICS

The REALTOR® Active in Politics award honors a member REALTOR® who has contributed substantially to the REALTOR® party. Recipients are leaders in the political arena who generously provide their time and resources to further political causes that support the real estate profession.

## Ideal Nominees

- Members of Governmental Affairs, Political Involvement, RPAC and Public Policy Committees.
- Members who serve the community as appointed or elected officials within their community.
- Members serving GMAR by monitoring local governmental units.
- Members serving on the Michigan REALTORS® Public Policy or RPAC or on various Michigan REALTORS® task forces.
- Members serving on GMAR Board of Directors and/or Committee(s).
- Members serving as Federal Political Coordinators (FPC) to members of Congress.
- Members who have worked closely with their political party of choice, candidate campaigns or local/state ballot issue campaigns.
- Members who make significant financial contributions to RPAC.
- Members who make a contribution in any political arena GMAR deems worthy of acknowledgment.

## NOMINATE NOW

*Deadline to Nominate is May 31.*

# NOMINATE FOR REALTOR® OF THE YEAR

The REALTOR® of the Year award honors a member REALTOR® for civic and association activity at the local, state and national levels, business and educational experience and REALTOR® spirit. Recipients exhibit high levels of professional competence and faithfulness to real estate principals, laws and regulations outlined in the Code of Ethics. GMAR's annual REALTOR® of the Year award is the highest honor bestowed upon a REALTOR®. It stands for integrity, individual achievement and perhaps the greatest compliment: recognition from peers in the real estate industry.

## NOMINATE NOW

*Deadline to Nominate is May 31.*



# Thank You RPAC Investors

## GMAR RPAC Investors



GMAR would like to extend a sincere thank you to all of the members who have made their investment in RPAC, the REALTORS® Political Action Committee. By investing in RPAC, these members are supporting REALTOR®-friendly legislators and policy initiatives that reflect the REALTOR® core values; protecting private property rights, reducing burdensome regulations on the industry and preserving the American Dream of Homeownership.

Below we recognize and applaud GMAR members who invested in RPAC for the month of February, 2019.

- |                      |                    |                   |                          |
|----------------------|--------------------|-------------------|--------------------------|
| Ed Allen             | James Courtney     | Jerry Gardner     | Brandon Kekich           |
| Don Amalfitano       | Todd Craft         | Sigrid Garrick    | Bonnie Kerman            |
| May Aranki           | James Cristbrook   | Karmelo Gezhilli  | Pam King                 |
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| Christopher Ayers    | Rebecca Cunningham | Dianne Gouin      | Andrew Kolar             |
| Cynthia Bagley       | Christopher Daggy  | Lori Green        | Gail Kosh                |
| Janel Barber         | Julie Dart         | Karen Greenwood   | Caron Koteles Riha       |
| Kathleen Barker      | Bernadine Davis    | Warren Greenwood  | Dennis Kozak             |
| Anita Barratt        | Emily Day          | Travis Greer      | Darlene Kujanek          |
| Patricia Bartos      | Traci Dean         | Richard Haggerty  | Lonnie Kupras            |
| Daniel Beazley       | Debra DeAngelo     | Adam Hammons      | Constance LaBarge-Thomas |
| Louis Bitto          | John Derkacz       | Michael Hannah    | Sharon LaFrance          |
| Alfred Block         | John DesJardins    | Angela Harding    | Sheilah Lemanski         |
| Terri Bloom          | Lori Dolman        | Karen Harlin      | Andrew Lietzau           |
| Heather Bodrie       | Margaret Dresser   | Christina Harman  | Tim Likes                |
| Nathan Boji          | Courtney Drew      | Cynthia Harris    | Richard Linnell          |
| Sharon Bonner        | Debra Drongowski   | Elizabeth Harris  | James Littlepage         |
| Mark Borchardt       | Nancy Duncanson    | Richard Harrison  | Vickey Livernois         |
| Jason Borregard      | Michael Dunn       | Lawrence Henney   | Peggy Loverde            |
| Melissa Botsford     | Jon Earl           | Angel Holbrook    | Jane Lowell              |
| Lori Boushelle       | Krista Eash        | Jennifer Hoover   | Carol Lukity             |
| Ayana Brazile        | Jon Eckerly        | Jasmine Howell    | Shana Maitland           |
| Katherine Brook      | Ted Edginton       | James Iodice      | Deborah Malone           |
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Michael Mitchell	Michael Ramus	Devon Smith	Mark Wayne
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Shannon Motes	Kevin Reif	Timothy Smith	Vicki Whitt
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Patti Mullen	Heidi Rhome	Linda Spindura	Sheila Williams
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Marc Nocera	Kristina Sacilotto	Johnna Struck	Grace Wygal
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Jacob O'Donnell	Jaye Sanders	Greg Taylor	Jonathon Zaia
Dorothy O'Malley	Shelley Schoenherr	Stephanie Taylor	Debbie Zalewski
Horace Parker	Carol Schrauben	Michael Tenzer	
Wendy Pemberton	John Scott	Julie Thayer	
Christina Phillips	Melissa Sharnowski-Walton	Cheryl Thomas	

*\*Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a*

## Thank You Offices Who Have 40% or Greater Participation Rate!

We also recognize these offices that have a 40% or greater participation rate amongst their REALTORS®. Congratulations and keep up the great support of the profession!

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Galloway & Collens, PLLC	Pillar to Post	Titlecity, LLC
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Home Solutions of Michigan	Real Estate One Clinton	US Bank Home Mortgage
Howard Hanna	Real Estate Today, LLC	Valle Realty



By DENNIS KOZAK  
GMAR RPAC Chair

## Your Dollars at Work!

There are some important legislative issues on the docket in 2019. Lobbyists from Michigan REALTORS® are busy meeting with the state legislature in Lansing to educate them on the importance of two important bills in particular. In addition, on the local level, GMAR staff and leadership have been educating local elected officials in Warren on the impact of local ordinances that affect property and home ownership rights like the ability to have long term rental properties.

The Michigan First-Time Homebuyers Savings Account legislation passed both in the Michigan House of Representatives and State Senate in 2018, but it was vetoed by Governor Snyder before he left office in December. Similar legislation was recently introduced and will be back up for consideration in 2019 and we're hopeful that Governor Whitmer will support the legislation.

However, one of the challenges we face are the number of newly elected members. As of January, we now have over 50 new elected officials in the state legislature due to term limits. The process of bringing all legislators up to speed with the importance of this legislation for the State of Michigan is underway. This legislation will encourage our young people to stay in Michigan and help them obtain home ownership given the challenges they may face with student debt and saving for a down payment. We will keep you posted as to our progress.

Secondly, Vacation Rentals are being threatened in Michigan. Michigan REALTORS® and GMAR believe that vacation rentals and the strength of the second-home market in Michigan are essential to the health of Michigan's economy. As we enter the summer months, this fact has never been more pressing.

Michigan has been a vacation and tourism

destination for decades. The short-term rental of a fully furnished vacation home has long been a valued option for vacationers in Michigan. It is also a significant property right for those homeowners that choose to open their homes to visitors. Oftentimes, these properties are second homes. As such, these owners pay non-homestead property taxes, contributing to state and local property tax support for both school operating and debt expenses, often with higher taxable values. For many owners, purchasing these homes and maintaining them would not be possible without the ability to rent them for a portion of the year. This property right goes back generations – and this property right is currently under attack. #preservationofpropertyrights

We must protect this fundamental property right and support Michigan's tourism industry.

Michigan Realtors® and GMAR encourage ours elected officials to Support SB 329 and HB 4503.

On the local level, your GMAR staff and leadership are meeting with local elected officials to address ordinances that effect property rights. One such debate is occurring in Warren regarding rental properties. Officials in Warren proposed banning the issuance of any new rental licenses in the City. GMAR leadership and staff intervened and Warren have paused their intervention until the matter could be studied further.

All of this wouldn't be possible if we didn't support getting REALTOR® champions elected to public office. Please consider investing a minimum of \$50 or more to RPAC in 2019. For MemberMax™ Members, you can invest \$15 in RPAC with no additional cost to you. Visit [www.gmaronline.com/optin](http://www.gmaronline.com/optin) to have GMAR use \$15 from your August dues payment and invest it in RPAC for you. To make a one-time investment to RPAC, visit [www.gmaronline.com/invest](http://www.gmaronline.com/invest).

# Local Market Update – February 2019

This is a research tool provided by Realcomp.



## GMAR® Report

Covers the Greater Metropolitan Area of Detroit, including but not limited to locales in Lapeer, Macomb, Oakland, Washtenaw and Wayne Counties.

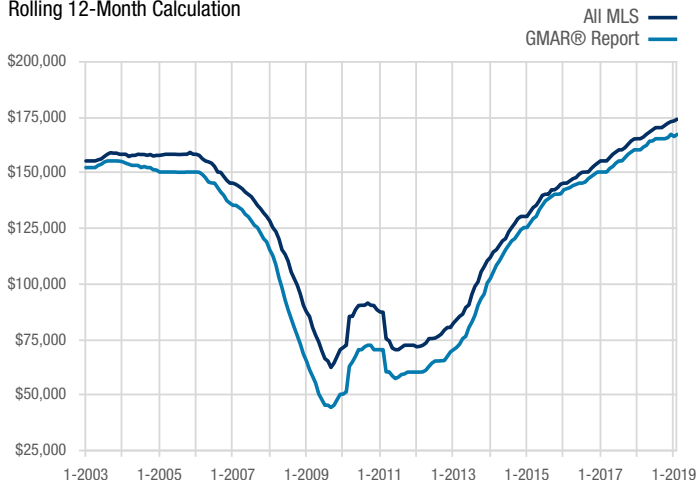
Residential Key Metrics	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	3,607	<b>3,796</b>	+ 5.2%	7,458	<b>8,035</b>	+ 7.7%
Pending Sales	2,800	<b>3,221</b>	+ 15.0%	5,709	<b>6,290</b>	+ 10.2%
Closed Sales	2,380	<b>2,567</b>	+ 7.9%	5,173	<b>5,226</b>	+ 1.0%
Days on Market Until Sale	46	<b>47</b>	+ 2.2%	44	<b>45</b>	+ 2.3%
Median Sales Price*	\$147,000	<b>\$150,000</b>	+ 2.0%	\$148,000	<b>\$148,700</b>	+ 0.5%
Average Sales Price*	\$191,275	<b>\$191,000</b>	- 0.1%	\$190,371	<b>\$187,589</b>	- 1.5%
Percent of List Price Received*	96.7%	<b>96.2%</b>	- 0.5%	96.6%	<b>96.2%</b>	- 0.4%
Inventory of Homes for Sale	9,600	<b>8,206</b>	- 14.5%	—	—	—
Months Supply of Inventory	2.6	<b>2.2</b>	- 15.4%	—	—	—

Condo Key Metrics	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	686	<b>684</b>	- 0.3%	1,407	<b>1,479</b>	+ 5.1%
Pending Sales	519	<b>551</b>	+ 6.2%	1,062	<b>1,095</b>	+ 3.1%
Closed Sales	439	<b>474</b>	+ 8.0%	913	<b>984</b>	+ 7.8%
Days on Market Until Sale	40	<b>42</b>	+ 5.0%	41	<b>41</b>	0.0%
Median Sales Price*	\$159,900	<b>\$150,000</b>	- 6.2%	\$153,000	<b>\$151,625</b>	- 0.9%
Average Sales Price*	\$187,740	<b>\$183,656</b>	- 2.2%	\$182,253	<b>\$188,276</b>	+ 3.3%
Percent of List Price Received*	97.4%	<b>97.1%</b>	- 0.3%	97.3%	<b>97.0%</b>	- 0.3%
Inventory of Homes for Sale	1,295	<b>1,409</b>	+ 8.8%	—	—	—
Months Supply of Inventory	1.9	<b>2.0</b>	+ 5.3%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

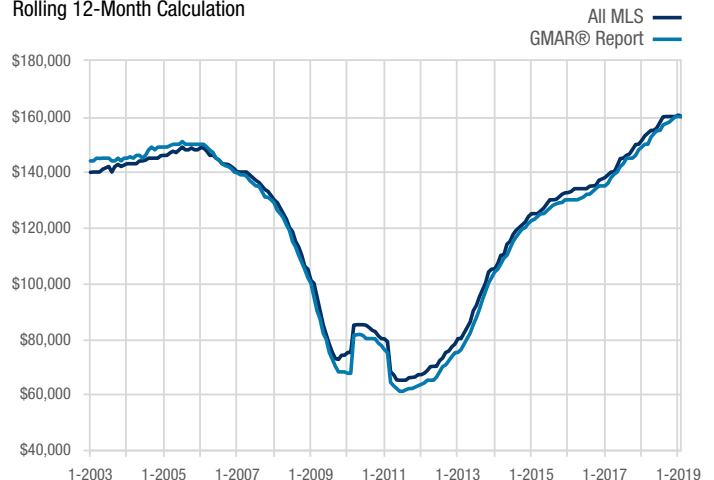
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of March 1, 2019. All data from Realcomp II Ltd. Report © 2019 ShowingTime.

# Single-Family Real Estate Market Statistics

## **FOR IMMEDIATE RELEASE**

### **Statistics Contact:**

Francine L. Green, Realcomp II Ltd. [248-553-3003, ext. 114], [fgreen@corp.realcomp.com](mailto:fgreen@corp.realcomp.com)

## **Sales Surge: Residential Home Sales Spike 10.9% February Median Home Sale Prices Increase – Up 3.2% Over 2018**

### **Quick Facts**

<b>+ 10.9%</b>	<b>+ 3.2%</b>	<b>- 15.1%</b>
Year-Over-Year Change in Closed Sales Residential and Condo	Year-Over-Year Change in Median Sales Price Residential and Condo	Year-Over-Year Change in Homes for Sale Residential and Condo

This research tool provided by Realcomp covers the residential real estate market in Southeast Michigan. Percent changes are calculated using rounded figures.

### **Real Estate Market Commentary for February 2019:**

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

Closed Sales increased 10.3 percent for Residential homes and 15.8 percent for Condo homes. Pending Sales increased 5.7 percent for Residential homes and 5.1 percent for Condo homes. Inventory decreased 16.7 percent for Residential homes and 1.1 percent for Condo homes. The Median Sales Price increased 5.0 percent to \$162,000 for Residential homes but decreased 3.3 percent to \$154,500 for Condo homes. Days on Market remained flat for Residential homes but increased 14.3 percent for Condo homes. Months Supply of Inventory decreased 14.3 percent for Residential homes but remained flat for Condo homes.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 15,000 valued broker, agent, and appraiser customers in over 2,400 offices across Michigan. Realcomp II Ltd. is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

# All Residential and Condos Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		7,271	7,299	+ 0.4%	14,844	15,595	+ 5.1%
Pending Sales		5,728	6,048	+ 5.6%	11,429	11,998	+ 5.0%
Closed Sales		4,680	5,170	+ 10.9%	10,160	10,300	+ 1.4%
Days on Market Until Sale		52	52	0.0%	50	51	+ 2.0%
Median Sales Price		\$155,000	\$160,000	+ 3.2%	\$154,900	\$160,000	+ 3.3%
Average Sales Price		\$189,773	\$194,685	+ 2.6%	\$189,348	\$194,253	+ 2.6%
Percent of List Price Received		96.9%	96.7%	- 0.2%	96.9%	96.6%	- 0.3%
Housing Affordability Index		193	185	- 4.1%	193	185	- 4.1%
Inventory of Homes for Sale		20,441	17,346	- 15.1%	--	--	--
Months Supply of Inventory		2.7	2.3	- 14.8%	--	--	--

Current as of March 1, 2019. All data from Realcomp 5 LLC. Report © 2019 ShowingTime. | 15

## Listing and Sales Summary Report February 2019



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change	Feb-19	Feb-18	% Change
<b>All MLS (All Inclusive)</b>	<b>5,170</b>	<b>4,660</b>	<b>+10.9%</b>	<b>\$160,000</b>	<b>\$155,000</b>	<b>+3.2%</b>	<b>52</b>	<b>52</b>	<b>0.0%</b>	<b>17,346</b>	<b>20,441</b>	<b>-15.1%</b>
City of Detroit*	304	302	+0.7%	\$36,500	\$32,302	+13.0%	59	53	+11.3%	2,016	2,215	-9.0%
Dearborn/Dearborn Heights*	125	127	-1.6%	\$134,000	\$130,000	+3.1%	37	35	+5.7%	373	347	+7.5%
Genesee County	405	279	+45.2%	\$130,000	\$116,000	+12.1%	56	57	-1.8%	1,097	2,039	-46.2%
Greater Wayne*	950	923	+2.9%	\$145,000	\$138,000	+5.1%	41	41	0.0%	2,477	2,706	-8.5%
Grosse Pointe Areas*	59	46	+28.3%	\$252,000	\$229,075	+10.0%	40	58	-31.0%	193	163	+18.4%
Hillsdale County	6	4	+50.0%	\$109,000	\$62,700	+73.8%	121	140	-13.6%	42	42	0.0%
Huron County	5	6	-16.7%	\$125,000	\$81,500	+53.4%	82	190	-56.8%	59	51	+15.7%
Jackson County	151	130	+16.2%	\$127,000	\$125,000	+1.6%	90	91	-1.1%	629	503	+25.0%
Lapeer County	63	63	0.0%	\$195,000	\$169,950	+14.7%	63	50	+26.0%	266	383	-30.5%
Lenawee County	67	81	-17.3%	\$151,000	\$134,000	+12.7%	93	95	-2.1%	352	371	-5.1%
Livingston County	164	135	+21.5%	\$245,000	\$235,000	+4.3%	54	50	+8.0%	580	620	-6.5%
Macomb County	751	739	+1.6%	\$159,900	\$153,000	+4.5%	43	44	-2.3%	1,945	2,277	-14.6%
Metro Detroit Area*	3,263	3,109	+5.0%	\$170,000	\$164,000	+3.7%	46	45	+2.2%	10,515	11,753	-10.5%
Monroe County	95	94	+1.1%	\$159,000	\$151,450	+5.0%	69	84	-17.9%	416	1,093	-61.9%
Montcalm County	0	0	--	\$0	\$0	--	0	0	--	8	13	-38.5%
Oakland County	1,094	1,010	+8.3%	\$220,000	\$226,500	-2.9%	47	45	+4.4%	3,497	3,935	-11.1%
Saginaw County	122	105	+16.2%	\$100,000	\$97,250	+2.8%	70	80	-12.5%	378	609	-37.9%
Sanilac County	24	16	+50.0%	\$104,000	\$119,700	-13.1%	88	100	-12.0%	156	170	-8.2%
Shiawassee County	67	54	+24.1%	\$112,975	\$98,250	+15.0%	55	69	-20.3%	196	215	-8.8%
St. Clair County	158	110	+43.6%	\$151,500	\$130,000	+16.5%	59	53	+11.3%	466	532	-12.4%
Tuscola County	24	16	+50.0%	\$82,450	\$89,700	-8.1%	93	70	+32.9%	81	112	-27.7%
Washtenaw County	230	206	+11.7%	\$263,000	\$276,000	-4.7%	60	41	+46.3%	1,009	819	+23.2%
Wayne County	1,254	1,225	+2.4%	\$125,000	\$119,000	+5.0%	45	44	+2.3%	4,493	4,921	-8.7%

\* Included in county numbers.

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# Welcome, New Members!

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 Akano, Mariama—Keller Williams Metro  
 Alexander, Zachary—Keller Williams Rlty W Blmf MC  
 Allison, Ryan—RE/MAX Eclipse Waterford  
 Alvarado, Selicio—EXP Realty LLC  
 Anderson, Shannon—M 1 Realty Inc..  
 Appelt, Peni—Great Lakes Real Estate Agency  
 Argeros, Laurie—Real Living Kee Realty Roch.  
 Atkinson, Scott—Jarvis Realty  
 Austin, Jr, Allen—Midpoint Real Estate Services  
 Bakri, Yazeed—New Michigan Realty LLC  
 Banners, Tabitha—Keller Williams Paint Creek  
 Benson, Chasity—EXP Realty LLC  
 Bradley, Sara—EXP Realty - The Luxe Group  
 Brdak, Raymond—Dwellings by Rudy & Hall  
 Briggs, Setina—Bill West Homes  
 Brode, Justin—Berkshire Hathaway HomeService  
 Burkland, Crystal—Expert Realty Solutions Inc.  
 Catana, Carmen—Woodward Square Realty, LLC  
 Caumartin, Marie—Century 21 AAA North  
 Ciaramella, Jake—Keller Williams Realty Central  
 Clark, Armella—Keller Williams Rlty W Blmf MC  
 Collins, Daniel—Real Living Kee Realty SCS  
 Cook, Stefannie—Keller Williams Rlty W Blmf MC  
 Corona-Green, Shadorian—Own It Realty  
 Couvreur, Rosanne—Willow Realty Grove  
 Crawford, Amy—KW Professionals  
 Creighton, Neicol—Community Choice Realty  
 Cross, Jeremiah—Next Level Realty Investments  
 Crow, Justin—Anthony Djon Luxury Real Estat  
 Dabish, George—Keller Williams Somerset  
 Daloisio, Lisa—Pro Realty, LLC  
 D'Angelo, Erin—Skyward Real Estate  
 Davey, Justin—M 1 Realty Inc..  
 Davidson, Jessica—KW Advantage  
 De Golish, Jacob—Alexander Real Estate Services  
 Dempsey, Nicole—Keller Williams Metro  
 Dempsey-Klott, Michael—Keller Williams Metro  
 Dewyer, Brooke—Fleming & Associates R.E. Serv  
 Dillon, Nickolas—Dillon Hunter Homes LLC  
 Douglas, James—EXP Realty LLC  
 Dunn, Cassandra—MI Choice Realty, LLC  
 Dutko, Derek—Keller Williams Metro  
 Dyer, Vondalyn—Front Page Properties  
 Edwards, Charnet—Century 21 Dynamic  
 Elsarout, Ali—Keller Williams Realty Central  
 Faris, Rawna—Keller Williams Lakeside  
 Fazzolari, Andriana—Expert Realty Solutions Inc.  
 Franklin, Jamie—Real Living Kee Realty Clinton  
 Freels, Robert—Real Estate One, Inc.  
 Georvassilis, Donnie—Keller Williams Rlty W Blmf MC  
 Good, Carl—Coldwell Banker Weir Manuel  
 Greenhalgh, Paul—RE/MAX Classic  
 Griffor, David—Realty Executives Home Towne  
 Grima, Joshua—Century 21 Curran & Christie

Grow, Heatherley—Keller Williams Metro  
 Guest, Ray—RE/MAX Classic Blm. Hills  
 Gunn, Valerie—Keller Williams Rlty W Blmf MC  
 Guzman, Andres—Help-U-Sell of Metro Detroit  
 Hale, Christina—3DX Real Estate, LLC.  
 Hamilton, Tiana—Urban Ridge Realty, LLC  
 Harris, Selena—Anchor Team LLC  
 Hawatmeh, Nadia—Clients First, Realtors®  
 Hermz, Andera—EXP Realty LLC  
 Hertell, Ivette—Coldwell Banker Preferred, Rea  
 Hewlett, Edward—Keller Williams Metro  
 Hines, Gene—KW Professionals  
 Hoesktra, Arin—KW Advantage  
 Jacobs, Mark—Keller Williams Metro  
 James, David—KW Advantage  
 Juhl, David—Crown Real Estate Group  
 Juliano, Katie—Real Living Kee Realty Troy  
 Julius, Joan—Metropolitan Real Estate Group  
 Kaiser, Linda—Andrews Realty Group  
 Keck, Joshua—EXP Realty LLC  
 Kerr, Sandra—Advantage Realty  
 Kibilko, Richard—MI Choice Realty, LLC  
 Kontny, Katelyn—Coldwell Banker Weir Manuel  
 Krishana, Rahil—Coldwell Banker Preferred, Rea  
 Kubiak, Justin—Crown Real Estate Group  
 LaBelle, Dana—M1 Brokerage, LLC  
 Land, Jacqueline—Keller Williams Rlty W Blmf MC  
 Leach, Wendy—Schwartz Properties, LLC  
 Lewis, Tiffany—Keller Williams Metro  
 Lewis, Neil—Brandt Real Estate  
 Lippert, Janet—Robertson Brothers Company  
 Little, Melissa—Coldwell Banker Preferred, Rea  
 Loggins, Kenneth—Keller Williams Metro  
 MacDonald, Rita—Red Door Realty Inc.  
 Metzger, Kathleen—Keller Williams Metro  
 Meyers, David—Keck Real Estate Co.  
 Mihaltan, Sorin—MKT Homes, LLC  
 Mikon, Bradley—Keller Williams Metro  
 Miller, Pamela—KW Advantage  
 Moore, Toriano—Woodward Square Realty, LLC  
 Moxham, Shawn—ERA Reardon Realty  
 Murphy, Kathy—Coldwell Banker Weir Manuel Bi  
 Murphy, Christopher—RE/MAX Leading Edge  
 Nasir, Brittney—New Michigan Realty LLC  
 Nemecek, Faith—National Realty Centers Northv  
 Nierzwick, Janice—Dwellings by Rudy & Hall  
 Noonan, Krystle—EXP Realty Plymouth  
 O'Donnell, Erin—Keller Williams Somerset  
 Ofiara, Gary—Coldwell Banker Weir Manuel Bi  
 Overley, Stace—Crown Real Estate Group  
 Palms, Stephen—KW Professionals  
 Patel, Purvi—KW Professionals  
 Pendleton, Reginald—World Class Realty  
 Phimsavanh, Chansamone—iTech Realty  
 Pierce, Nicole—KW Advantage

Polcyn, Mark—True Realty LLC  
 Polk, LoRon—Carrington Real Estate Service  
 Ponder, Sakiross—Help-U-Sell of Metro Detroit  
 Puryear, Janelle—Michigan Premiere Realty Group  
 Rai, Jaspreet—Keller Williams Lakeside  
 Reed, Bianca—Woodward Square Realty, LLC  
 Roumanis, Dimiti—Max Broock Detroit  
 Schmidt, Angela—RichRealty  
 Sharrieff, Kimberly—Keller Williams Rlty W Blmf MC  
 Shohatee, Shaikah—Abode Detroit  
 Singletary, Jeremi—Keller Williams Realty Central  
 Sinkevics, Jennifer—RE/MAX Classic  
 Skarb, Misty—Kingdom Key Real Estate LLC  
 Smith, Michael—Maxine Smith Realty  
 Stark, Lynn—Century 21 Hartford  
 Stewart, Ryan—Keller Williams Metro  
 Tait, Paul—Keller Williams Metro  
 Thomas, Emily—Forward Realty Group, LLC  
 Toma, Bianca—KW Advantage  
 Vagnini, Adriano—3DX Real Estate, LLC.  
 Vasconcelos, Guilherme—Shain Park, REALTORS  
 Victor, Marlo—Metropolitan Real Estate Group  
 Vidovic, Brenda—Dwellings by Rudy & Hall  
 Wachlarz, Shelby—Real Estate One Royal Oak  
 Watts, Asia—EXP Realty LLC  
 Webb, Lauren—KNE Realty 360  
 Weeden, Nathan—Coldwell Banker Weir Manuel  
 Westwood, Xander—Coldwell Banker Professionals  
 Whelan, Kathleen—Coldwell Banker Weir Manuel  
 White, Anita—KW Professionals  
 Willis, James—RE/MAX Home Sale Service  
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AFFILIATE

# Shain Park, REALTORS Donates to Help Michigan Veteran

As part of GMAR's [5 years, 5 dogs, 5 lives](#) saved initiative, James Cristbrook of Shain Park, REALTORS donated to Guardian Angels Medical Service Dogs. With his generous contribution GMAR raised \$53,715 - more than enough to fully fund the training of a medical service dog. The dog, named Thor, was trained and paired with a Michigan Veteran in early 2018.

In 2018, GMAR raised \$30,000 to fully fund the training of Indy. Indy is 8 months old and learning basic skills right now. She just started working with her leash and collar on and is moving along swiftly!

GMAR President Al Block said "It is because of our members that we are able to cause positive change in the lives of veterans. GMAR Realtors not only transact real estate, but we are also your neighbors in the communities we serve."

[Guardian Angels Medical Service Dogs](#) trains medical service dogs to mitigate the challenges associated with several disabilities, including: PTS (Post Traumatic Stress), traumatic brain injury, seizure disorders, glucose imbalance, mobility issues, hearing impairment, and more. 22 vets suffering from PTSD succeed in taking their life each day, and 90% of married vets suffering from PTSD divorce. When paired with a Guardian Angels Medical Service Dog, both of those rates drop to ZERO.



Indy, our 2018 dog, at 7 months old.



Thor and his new owner, Michigan Veteran Dwayne.



In honor of their donation, GMAR presents plaque of special recognition to James Cristbrook (center) of Shain Park, REALTORS.

## ACCREDITED BUYER'S REPRESENTATIVE DESIGNATION (ABR)

CE Credits: 13 standard and 2 legal

Tue. & Wed., April 2 & 3

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Deanna DuRussel

FREE, [Membermax & EduPass](#)

\$195, Members

\$225, Non-Member

## NEW MEMBER ORIENTATION

CE Credits: 3 standard

Tuesday, April 9

9:00 a.m. - 12:30 p.m.

GMAR Classroom

## FRAUD & SAFETY

CE Credits: 3 standard

Thursday, April 11

9:00 a.m. - 12:00 p.m.

GMAR Classroom

## MASTERING THE TRANSACTIONS FROM A-Z

CE Credits: 2 standard, 1 legal

Friday, April 12

9:00 a.m. – 12:30 p.m.

GMAR Classroom

## E-PRO® CERTIFICATION

CE Credits: 8 standard

Tue. & Wed., April 16 & 17

9:00 a.m. – 5:00 p.m.

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Instructor: Furhad Waquad

FREE, [Membermax & EduPass](#)

\$195, Members

\$225, Non-Members

## NEW MEMBER ORIENTATION

CE Credits: 3 standard

Tuesday, April 23

9:00 a.m. - 12:30 p.m.

GMAR Classroom

## PRICING STRATEGY: MASTERING THE CMA (PSA) (CERTIFICATION CLASS)

CE Credits: 7 standard

Wednesday, April 24

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Deanna DuRussel

FREE, [Membermax & EduPass](#)

\$99, Members

\$119, Non-Members

## SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 standard

Thursday, April 25

10:00 a.m. – 1:00 p.m.

GMAR Classroom

Instructor: Steve Katsaros

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\$25, Non-Members

## LEGAL UPDATE SEMINAR

CE Credits: 2 legal

Monday, April 29

10:00 a.m. – 12:00 p.m. (9:30 a.m. registration)

Livonia Library

32777 Five Mile Road, Livonia, MI

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\$25 Non-Members

## SENIOR REAL ESTATE SPECIALIST DESIGNATION (SRES)

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Tue. & Wed., April 30 & May 1

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The U.S. Bank Loan Portal<sup>SM</sup>, is an innovative mortgage loan process that makes it easier for customers to gather the information they need to apply for a mortgage, while staying connected with a trusted loan officer throughout the process. With our secure online loan application, customers can:

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- Find information about loan status and communicate with the loan officer and their support team all along the way, reducing time to close.

"Innovation has always been part of our culture at U.S. Bank," said Tom Wind, president of U.S. Bank Home Mortgage. "The U.S. Bank Loan Portal combines the best of personal service offered by our mortgage loan officers with the latest technology to provide a seamless experience for our mortgage customers. It's good news for buyers and realtors alike, especially when housing inventories are tight and buyers need to move quickly to secure the home they want. The new portal makes that process faster and easier."

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U.S. Bank salutes its mortgage loan officers who place customer values first. We proudly recognize Ted Edginton and Mark Webberly for receiving the Legends of Possible Award, our highest recognition for U.S. Bank employees. Ted and Mark's dedication to turning homeownership dreams into reality – driven by a constant focus on customer care and ethical practices – shows that how we achieve is as important as what we achieve.

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By SHANA MAITLAND  
WCR Treasurer



## Protecting Our Investments

Let's talk money and politics. We all know how those two topics go over in conversation, and typically should be avoided at all cost. However, as we approach NAR's midyear conference in Washington DC and with this being REALTORS® Political Action Committee's 50th anniversary it's going to be today's topic of conversation.

I think we can all agree that ensuring the protection of our homeowners and our industry is one of the most important things we can do. There are over 8,000 REALTORS® that are members of GMAR, yet less than half contribute to RPAC. The

Women's Council of Realtors not only leads the industry with being the largest and most successful network system in the REALTOR® family, we also lead in RPAC contributions.

Make 2019 the year of taking chances and reach out to us. Not sure where to begin? Call me! As the Women's Council of REALTORS® 2019 State Treasurer, I look forward to sharing my insights and enthusiasm for the Women's Council with you.

Women's Council of REALTORS® - #leadersmadehere. Come and see why. We look forward to seeing you soon.



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**DEANNA DURUSSEL**

**ABR, SRS, RENE, PSA, SFR**

The Accredited Buyer's Representative (ABR®) designation is the benchmark of excellence in buyer representation.

The overall goals of the ABR® Designation Course are to:

- Prepare real estate professionals to thoroughly represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed.
- Offer ideas and methods for building a buyer representation business.
- Develop a self-customized tool for conducting a buyer counseling session.

#### DESIGNATION REQUIREMENTS:

- Successful completion of the two-day ABR Course, including an 80% passing grade on the exam.

After you complete this course you will have three (3) years in which to complete the other requirements.

- Successful completion of one of the ABR® elective courses, Documentation verifying five (5) completed transactions in which you acted solely as a buyer representative (no dual agency). Any transactions closed prior or closed within three years after completing the ABR Course are eligible for credit.
- Maintain active membership with REBAC (\$110.00/year) and NAR.

Newly licensed members are not eligible to attend designation courses included with the MemberMax® program during the first 6-months of membership



# MSHDA Homeownership Programs

April 10, 2019

10:00 a.m. - 11:00 a.m.

GMAR: 24725 W. 12 Mile, Suite 100, Southfield, MI 48034

## GMAR®

Presented by:



**Eric Dusenbury**

Eric is a business development representative with MSHDA Homeownership Division and has been covering Southeast Michigan since January 2009.

### Down Payment Assistance Program: MI First Home & MI Next Home

In order to help more buyers, and help you sell more homes, MSHDA enhanced our Down Payment Assistance (DPA) program by increasing the asset limitation. This will help even more buyers purchase the home of their dreams.

For more information visit: <http://michigan.gov/mshda>



### Mortgage Credit Certificate Program

The MCC program is another tool to spur the sale of homes and enhance homeownership in the State of Michigan. MCC's operate as a **federal income tax credit** to assist low to moderate income homebuyers.

Homebuyers taking advantage of the MCC Program may qualify for 20% of their annual mortgage interest paid to be credited against their year-end tax liability. This is not a one-time tax credit, but continues each year until the original mortgage is paid in full. Borrowers must intend to occupy the property as their primary residence, and sales price/income limits apply.

### Questions?

Contact Eric Dusenbury at (517) 242-8169 or email [dusenburye@michigan.gov](mailto:dusenburye@michigan.gov)

### MSHDA Course Fees:

Please fax completed form to:  
(248) 478-3150

**GMAR Members:  
FREE**

**Non-Members:  
\$25.00**

Call or text: (248) 478-1700  
[www.GMARonline.com](http://www.GMARonline.com)  
Fax to (248) 478-3150



Approved for 1 Elective  
Continuing Education Credits

### REGISTRATION INFORMATION:

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover  American Express:

CID: \_\_\_\_\_

**EduPass™ / MemberMax™** Expiration Date: \_\_\_\_\_

Signature \_\_\_\_\_

## LIMITED SEATING AVAILABLE!



Ever Think of Running  
for Public Office?

**THINK  
NO MORE.**



**CANDIDATE TRAINING  
ACADEMY**

**2019**

## START LAYING THE **GROUNDWORK.**

**Who should consider running?** REALTORS® and affiliates, local business people, affiliate and sister organizations, business people in real estate related fields, and others who have considered running for local office, and want to protect private property rights and support home ownership.

**Open to all Realtors® & Affiliates!**

**APRIL 15, 2019 | 9:00a – 4:00p**

GMAR | 24725 W. Twelve Mile, Ste. 100, Southfield, MI 48034

**Lunch will be provided. RSVP by April 8, 2019.**  
RSVP online at [gmaronline.com](http://gmaronline.com) or call 248-478-1700.

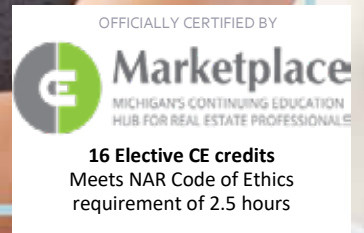
## WHAT YOU WILL **LEARN:**

**The Candidate Training Academy covers 7 strengths and skills important for successful campaigns:**

- How to articulate reasons for running
- How to plan and budget for a race
- What research is helpful for a campaign and how to get it done
- The need to leverage social media
- How to raise money and what rules are in place governing what you can collect and how you can collect it
- How to ensure you have sufficient time and opportunity to make contact with voters
- How to get out the vote on election day



# Better Strategy. Better Impact.



Stay ahead of the digital curve with NAR's e-PRO® certification course.

This two-day program helps you:

- Master advanced digital marketing techniques
- Increase your ability to reach and convert customers
- Create an online marketing strategy that drives business
- Protect your business and safeguard client information

## Register today!

After you've completed the coursework, simply submit your certification application online with a one time application fee (\$149). For information on earning NAR's e-PRO® certification, visit [epronar.com](http://epronar.com).

*GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.*

April 16 & 17, 2019  
8:45 a.m. Registration  
9:00 a.m. – 5:00 p.m. Class

24725 W.12 Mile Rd. Suite 100, Southfield, MI

**MemberMax/EduPass: FREE!**  
**GMAR Members: \$99.00**  
**Non-Members: \$119.00**  
Call (248) 478-1700  
Online at [GMARonline.com](http://GMARonline.com)



*Presented by:*

**FURHAD WAQUAD**  
CIPS, ABR, CRS, GRI, SFR  
BPOR, TRC, AHWD





officially certified by



**Marketplace**

MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS.

# THE FUTURE OF EQUALITY

Join us for lunch, camaraderie and networking while achieving your required 2019-2020 NAR Code of Ethics certificate and 3 standard hours of Michigan continuing education.

## FEATURED SPEAKERS



### **James Cristbrook**

Code of Ethics and Continuing Education  
Instructor & President Elect at GMAR



### **Marc C. Landau, PLLC**

Attorney & Counsellor at Law

## THE MINT

AT MICHIGAN FIRST CONFERENCE CENTER  
27000 Evergreen Rd, Lathrup Village, MI 48076

**April 18, 2019**

Time: 10:00a-2:00p, Check in: 9:30a

**\$15 per person**

Register Online: [www.gmaronline.com](http://www.gmaronline.com)

GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.

GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.

# Start Pricing Homes with Confidence.



7 elective credits  
Meets NAR Code of Ethics  
requirement of 2.5 hours



## Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs). In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

**As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:**

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

Visit [PricingStrategyAdvisor.org](http://PricingStrategyAdvisor.org) to learn how to earn the PSA certification.



April 24, 2019  
8:45 a.m. Registration  
9:00 a.m. – 5:00 p.m. Class

24725 W.12 Mile, Suite 100, Southfield, MI

MemberMax/EduPass: FREE!  
GMAR Members: \$99.00  
Non-Members: \$119.00

Call (248) 478-1700  
Online at [GMARonline.com](http://GMARonline.com)



*Presented by:*

**DEANNA DURUSSEL**  
ABR, SRS, RENE, PSA, SFR





# TOPGOLF



# Thursday, April 25<sup>th</sup>

Come build your professional network  
and have some fun doing it!

Even if you're not a golfer, Topgolf is an inclusive, high-tech golf game that everyone can enjoy. Their food and drink are tops and the hitting bays are climate-controlled. If you've never been, this will be a new experience like no other!

The Greater Metropolitan Association of Realtors (GMAR) Young Professionals Network (YPN) is a group that helps real estate professionals of all ages excel in their careers by giving them the tools and encouragement needed to grow in areas of leadership, networking, community, advocacy, and policy.

**4:00 PM – 6:00 PM**

Registration on-location begins at 3:30pm!

**REGISTER  
ONLINE TODAY!**

**\$50 Per Person**

2 Hours of Game Play  
2 Drinks and Appetizers

[www.gmarypntopgolf.eventbrite.com](http://www.gmarypntopgolf.eventbrite.com)

# Successfully Selling HUD Homes in Michigan

April 25, 2019 10:00 a.m. - 1:00 p.m.

GMAR: 24725 Twelve Mile, Suite 100, Southfield, MI 48034



Presented by:



Steve Katsaros

Help your buyers take advantage of affordable HUD homes by attending this seminar.

Answer HUD-related questions, such as:

- What basic guidelines do you need to know?
- Who can buy and sell HUD homes?
- Where can you find HUD homes for sale?
- What documents are required to complete the sale?
- Get the latest contact information for the newest HUD Asst. Management Co Sage Acquisitions
- Find out how to handle HUD Private Home inspections , EMD's , and Title Companies in HUD Transactions

You will also learn about the new HUD website and Marketing and Management Asset Managers.

Presenter Steve Katsaros will walk you through the process from start to finish!

**Approved for 3 elective credits of Michigan Continuing Credits.**



## Course Cost

Please fax completed form to:  
(248) 478-3150

**GMAR Members:**  
No Charge

**Non-Members:**  
\$25.00

Please call (248) 478-1700  
Online at GMARonline.com

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover  American Express: \_\_\_\_\_ CID: \_\_\_\_\_

**Edu-Pass™ / Member-Max™** Expiration Date: \_\_\_\_\_

Signature \_\_\_\_\_

**LIMITED SEATING AVAILABLE!**

# Legal Update Seminar

REAL ESTATE LAW

officially certified by



**Marketplace**

MICHIGAN'S CONTINUING EDUCATION HUB FOR REAL ESTATE PROFESSIONALS.  
2 Legal CE Credits



April 29, 2019

9:30 a.m. Registration

10:00 a.m.- 12:00 p.m. Class

Livonia Civic Center Library

32777 Five Mile Road, Livonia , Michigan

MemberMax/EduPass: FREE!  
GMAR Members: \$20.00  
Non-Members: \$25.00

Call (248) 478-1700  
Online at GMARonline.com



Presented by:

**Brian Westrin, Esq.**  
Michigan REALTORS  
Public Policy & Legal Affairs  
Director



**Brad Ward, Esq.**  
Michigan REALTORS  
VP of Public Policy &  
Legal Affairs

## 2018 Legal Updates:

- Advertising Rules – Before and After
- Promotional Incentives
- Marihuana and Real Estate
- Maintaining Your Corporate Shield
- Escalation Clauses
  - a. Limit the financial exposure by adding a “not to exceed” amount;
  - b. Eliminate “fake” offers by adding the words “bona fide” and “good faith;”
  - c. Make increase of offer contingent upon being provided a preapproval letter from the lender of the second buyer;
  - d. Make increase of offer contingent upon concessions and other separate consideration.
- Working with FSBOs

**GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24-hours prior or to those who do not attend the event.**



# Get ready for the Boomers

GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.

Get up to speed with an SRES® designation



13 Elective, 2 Legal CE Credits  
Meets NAR Code of Ethics  
of 2.5 hours



April 30, & May 1, 2019  
8:45 a.m. Registration  
9:00 a.m. – 5:00 p.m. Class

24725 Twelve Mile, Suite 100,  
Southfield, MI

MemberMax/EduPass: FREE!  
GMAR Members: \$350.00  
Non-Members: \$399.00

Call (248) 478-1700  
Online at GMARonline.com

## They're not your average grandparents.

The largest and wealthiest buyer's group in the country is made up of Baby Boomers. Understand what motivates this mature demographic and make your business boom with an SRES® designation.

### The Seniors Real Estate Specialist Designation: Where the future takes shape

#### DESIGNATION REQUIREMENTS

Successful completion of the two-day SRES® Designation course.

Maintain active membership in the National Association of REALTORS®.

Maintain an active membership in the SRES® Council. New Designees receive one-year membership in the Seniors Real Estate Council FREE. Annual dues are \$99 each year thereafter.



Presented by:

**BRENT BELESKY**  
SRES, MRP





CONFIDENTIAL  
CONFIDENTIAL  
CLASSIFIED  
TOP SECRET

# SHRED DAY

**MAY 3rd** 10a-3p



## GMAR

24725W Twelve Mile Rd, Ste 100  
Southfield, MI 48034  
(248)478-1700  
info@gmaronline.com

Shred up to **4** paper boxes **FREE!**

Look for the GMAR tent in the South East corner of our office parking lot. Volunteers will be available to help unload boxes from your vehicle.

## ACCEPTABLE ITEMS:

Spiral Bound Books	Paper Clips	File Hanging Folders
Staples	Manilla Folders	White Ledger Paper
Envelopes	Carbon Copies	ACO Folders
Binder Clips	Colored Paper	

## UNACCEPTABLE ITEMS:

Plastics	Magazine
Cardboard	Newspaper
Computer Parts	
Large 3 Ring Binders	