

METROPOLITAN REALTOR®

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APRIL 2020

REALTORS® RISE UP

April is Fair Housing Month

MORE INFORMATION ON PAGE 4





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 Greater Metropolitan
 Association of REALTORS®
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APRIL 2020

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This edition of the Metropolitan REALTOR® is made possible by the following industry partners:

Michigan State Housing Development Authority 5

GMAR COVID-19 Public Service Announcement



Stay Home, Stay Safe Executive Order

On March 24, 2020, the Governor's office issued guidance on real estate services under Executive Order 2020-21. The FAQ makes clear that real estate brokers and salespersons are not "critical infrastructure workers" and therefore may not leave their homes for work. The only narrow exception to the order is the instance where work is absolutely necessary to assist those with a genuine and emergent need, such as an immediate lack of shelter.

The State of Michigan Department of Insurance and Financial Insurance issued guidance on March 30th which provides additional information regarding the term "financial services" from the Executive Order. You can read the bulletin in full [here](#).

Stay Home Stay Safe Executive Order Frequently Asked Questions

Stay Home. Stay Safe. Be a #GreaterRealtor

New information was released regarding the Governor's, "Stay Home, Stay Safe Executive Order", which has now gone into full effect. GMAR believes it's important to provide our members with additional information on what this means for the industry. Provided in this document is a list of the most frequently asked questions GMAR has received from members through the duration of this crisis.

[Download FAQ](#)

Michigan Realtors® Amendment to Purchase Agreement

If you have a purchase agreement in place and the parties wish to agree to an extension, this can be accomplished by utilizing the Michigan Realtors® Amendment to Purchase Agreement. As with any contract, please make sure that you are consulting with legal counsel.

[Amendment to Purchase Agreement](#)

Tax Filing Deadline extended for State and Federal

The new tax filing deadline, without penalty, is July 15, 2020. The IRS has also established a special section focused on steps to help taxpayers, businesses and others affected by the coronavirus. <https://www.irs.gov/coronavirus>

Coronavirus Aid, Relief, and Economic Security Act

Important take-aways from the Coronavirus Aid, Relief, and Economic Security Act introduced on March 25, 2020 with overwhelming bipartisan support.

[Quick Takes: Coronavirus Aid, Relief, and Economic Security Act](#)

SBA 7A Business Loans Available

After working with Congress, the President signed legislation last Friday enabling a new Small Business Administration (SBA) Loan program. It promotes cash flow needs during this critical time as a direct response to COVID-19. Businesses with no more than 500 employees, including sole proprietors and independent contractors, should review this information with your accountant.



[SBA 7A Loans Impactful for Real Estate Industry](#)

Michigan Unemployment Insurance Agency provides assistance to Independent Contractors

The Coronavirus Aid, Relief, and Economic Security (CARES) Act expands Michigan's benefits to self-employed, 1099-independent contractors, and low wage workers as well as an increase in weekly pay to all who receive benefits.

UNEMPLOYMENT INSURANCE

File Your Claim By **Last Name**

ONLINE SCHEDULE:  michigan.gov/uia WEBSITE IS 24/7	CALL CENTER SCHEDULE:  1-866-500-0017 8AM-5PM MON-FRI, 7AM-2PM SAT		
A-L FILE CLAIMS Monday Wednesday Friday	M-Z FILE CLAIMS Sunday Tuesday Thursday	A-L CALL ON Monday & Wednesday	M-Z CALL ON Tuesday & Thursday
Saturday if you missed your days		Friday and Saturday if you missed your days	

The day or time of day in which a claim is filed will not impact whether you receive benefits or your benefit amount. Additionally, your claim can be backdated to reflect the date you were laid off or let go due to COVID-19.



By JAMES CRISTBROOK - 2020 GMAR President
 President@gmaronline.com

April is Fair Housing Month

April is Fair Housing Month celebrating the signing into law of the Federal Fair Housing Act on April 11, 1968, by President Johnson. The passing of the act was a response to the riots that followed the assassination of Dr. Martin Luther King, Jr. a week earlier. At the root of the act, it is a federal offense to discriminate based on federally protected classes with regard to access to housing. Although the law was enacted 52 years ago we are still experiencing discriminatory acts that limit the ability to purchase or rent a home as a qualified buyer simply because of the color of my skin, my religion or my sexual orientation, among other things.

We find ourselves today in the throws of a pandemic the likes of which we have never seen. COVID-19 has emerged in countries literally all over the world affecting millions of people. And the sad truth is the coronavirus does not discriminate. It is in a sense the great equalizer. It sees no race, no color, no religion, no gender identity. It doesn't pick and choose based on income, socio-economic circumstances, celebrity or fame. It does not discern between old and young, male or female. It recognizes no borders or political allegiance. It doesn't care about

ones' ancestry or lineage. This virus sees just one human race and challenges us to act as such.

At a time when we would find strength in joining together, we are forced to find strength in ourselves alone. We are isolated in order to live – separated in order to survive. We must stand with a distance between us while craving closeness and a human embrace. Perhaps we are learning to stand stronger alone without judgment or prejudice with the hope that someday we can reach out with compassion and lift up those around us regardless of who they are.

Now, more than ever, we need to stand alone together as one Realtor® family. We must continue to support and defend Fair Housing not just during the month of April but all throughout the year.

One day you will ask me which is more important – my life or yours? I will say mine and you will walk away not knowing that you are my life. – Khalil Gibran



GMAR Can Help Your Community!

Four years ago, GMAR's Board of Directors introduced the GMAR Placemaking Grant—and it's back again in 2020! GMAR has invested over \$80,000 in placemaking projects like a community garden, a dog park, 50+ little libraries, an alley-activation, a fitness park, and countless others.

Placemaking is a multi-faceted approach to the planning, design, and management of public spaces. It capitalizes on a local community's assets, inspiration, and potential, with the intention of creating public spaces that promote people's health, happiness, and well-being.

The GMAR Placemaking Grant is available to communities and GMAR Realtors® who are working together to make their communities a better place to live, work, and play.

Applications can be submitted between April 1st, 2020 through April 30th, 2020. Applications received thereafter are subject available to funds.

Grants have been awarded in amounts between \$100 and \$5,000.

To get more information or to apply for a GMAR Placemaking Grant, visit www.gmaronline.com/placemaking.



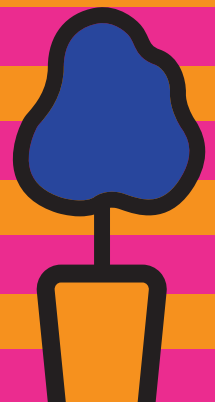
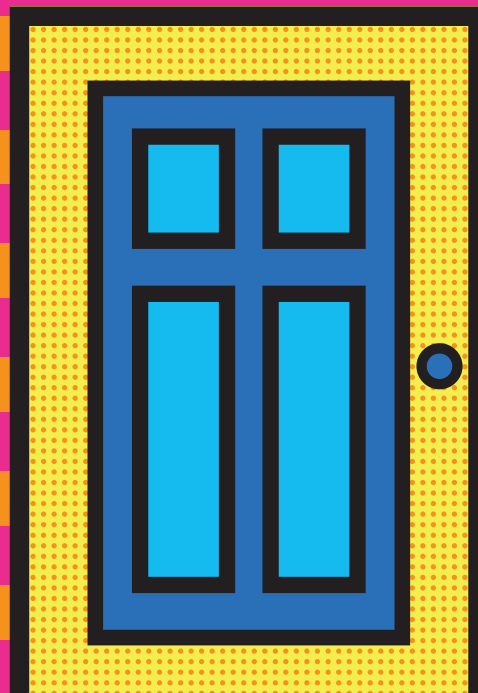
**Placemaking**
Grant

www.gmaronline.com/placemaking



**Help your clients
into a home?
We have our ways.**

Combine our \$7,500 Down Payment Assistance loan with one of our popular MSHDA home loans – Conventional, Rural Development, or FHA – and your clients can realize their homebuying dreams. Learn all about our home loan options at Michigan.gov/MSHDA.





By VICKIE LIVERNOIS
Chief Executive Officer

We've Got Your Back



I want to start by saying that I hope everyone is staying healthy and remaining to be proactive as the information changes daily, maybe even hourly, on the current COVID-19 pandemic and how it's impacting our personal and business lives.

These are uncharted territories for all of us and I hope we can return to our "normal" soon, as I am sure all of us do! I have personally been overwhelmed with warm feelings to see so many coming together as a community to revamp their plants to help, or to volunteer in these scary times to deliver food for those in need, to adjust on the fly to working remotely, to those who continue to post the positives in this uncertain time.

As we too have had to make numerous adjustments to our daily lives at GMAR, I wanted to just take a moment to share some of the services we continue to provide for our members.

While our physical office may be closed, we are all still working full speed ahead, remotely. Our staff continues to be innovative in ways to continue to provide services and value to our membership.

We have created a COVID-19 Resource Page, which can be found on the homepage of GMARonline.com. This resource page includes a host of information and the latest updates as they become available, including a FAQ regarding the Governors Executive Order 2020-21 and how it pertains to the industry; information on the various Register of Deeds Offices for Oakland, Wayne and Macomb Counties; Final Water Reading information; Certificate of Occupancy information; plus a direct link to outside sources, such as the NAR,

Michigan Realtors®, HUD, etc. I encourage you to take a peek and check back often as new information is constantly being added.

We continue to provide access to online courses as well, including Broker License Training, Continuing Education and more. We are close to (if we haven't already by the time you read this!) launching a variety of our classroom courses via Zoom meetings! The staff has been working diligently with CE-Marketplace to ensure we have all of our boxes checked so we can not only provide a learning opportunity for our members but also provide credits towards your required hours with the State of Michigan.

Michigan Realtors® provided two addendums relating to the COVID-19 pandemic that have been uploaded to our library of forms for members to use via Transaction Desk. Keep in mind that you should discuss these forms with your broker, who should seek approval from their legal counsel as well before implementing it.

Our staff has been working tirelessly through the wee hours of the night to ensure that as information breaks, we are getting it out to you! If you haven't already, we encourage you to add us to your social media platforms, including our "members-only" Greater Minds group on Facebook.

Again, I just wanted to let you know that we are here! We can be reached by calling our office main phone number or staff direct dial numbers, email or chat during normal business hours. Please don't hesitate to reach out to us!

Please stay safe, stay proactive, stay positive – we will get through this!

Flash Survey:
Economic Pulse
March 2020



TAKE THE GMAR
FLASH SURVEY:
ECONOMIC PULSE -
MARCH 2020

Thank you for participating in this survey! Recently, you may have seen a similar survey from NAR that will provide a pulse on what is happening nationwide.

GMAR has created a similar survey to get a local feel of what is happening in our market area. Your feedback is appreciated!

[CLICK HERE](#)

Scholarships

Earn up to a **\$1000** to assist in your pursuit of furthering your real estate career or towards your graduating high school senior looking to attend a Michigan school.

Applications Open May 1st - May 29th



With Our Deepest Sympathy



KHALIL SARDY

We are sad to inform you of the passing of Khalil Sardy of National Realty Centers.

[Click here to read Khalil's obituary online.](#)

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

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.



By TRAVIS GREER
 GMAR Director of Realtor®
 and Community Affairs

Nominate Now for Realtor® Active in Politics and Realtor® of the Year

NOMINATE FOR REALTOR ACTIVE IN POLITICS AWARD

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 29th

Past Recipients:
 2019 – Shelley Schoenherr
 2018 – James Iodice
 2017 – Gordon McCann
 2016 – E'toile Libbett

NOMINATE FOR GMAR REALTOR® OF THE YEAR

The GMAR 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 29th

Past Recipients:
 2019 – James Iodice
 2018 – Karen Greenwood
 2017 – Gary Reggish
 2016 – Debbie Zalewski



SPONSORSHIP PACKAGES

Thank You 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 March 2020.

Jacob Andary
 Robbin Barnes
 Nathan Boji
 Brenda Brosnan
 Michael Brown
 Sarah Cameron
 Peter Chirco
 Ponce Clay
 James Courtney
 David Dalfino
 Emily Day
 Melissa Degen
 Julie Diaz
 Andrea Esse
 Jill Gleba
 Kristee Golan
 Marnie Gray
 Travis Greer
 Jason Heilig
 Lawrence Henney
 Claudia Hernandez
 Kevin Hultgren
 Darlene Jackson
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 Carol Lukity
 Shana Maitland
 Jibrán Manna
 Marilyn Mayberry
 Joseph Nannini
 Pauline Olszewski
 Luke Sasek
 Shelley Schoenherr
 Corey Segnitz
 Alex Shozda
 Devon Smith
 Grant Spencer
 Karen Thomas
 Renee Unger
 Shondalyn Vesey
 Katie Weaver
 Claire Williams
 Michael Workman
 Brian Yaldao
 Jerry Yatooma
 Jonathan Zaia
 Debbie Zalewski

**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*

MAIN EVENTS
Topgolf Fundraiser
Diversity Fun Run 5k
Summer in the Park
GMAR Gives Back

SMALL EVENTS
Winter Mingle
New Member Taco Tuesday
Diversity Shop & Learn
Dueling Pianos
City Scavenger Hunt
Trivia Night

For Ala Carte Menu or other sponsorship options please email: August@GMARonline.com

To find out more information and secure your sponsorship package, go to: gmaronline.com/events

PREMIER SPONSORSHIP PACKAGE \$3,500 *Choose 3 Main Events			
Digital	Social Media	Pre-Event	• Logo FB Featured Post + Tag Featured in Event Description TW & LI Featured Post
Digital	Newsletter	Pre-Event	• Logo Placement in Event Specific Newsletter Communications
Digital	MLS Notification (Realcomp)	Pre-Event	• Featured in Event Description
Digital	Flyer	Pre-Event	• Logo Placement on Flyer
Digital	Sponsored Content	Pre-Event	• Featured Sponsored Content Post to SM (content must be provided by sponsor)
Print	Flyer	Pre-Event	• Logo Placement on Flyer
Print	Signage	Event	• Large Logo Placement
Other	Event Specific Opportunities	Event	• Marketing Sponsorship Opportunities Specific to Event
Other	GMAR Placement	Pre-Event	• Placement Opportunities at GMAR HQ (limited availability)

PARTNER SPONSORSHIP PACKAGE \$1,500 *Choose 1 Main Event & 2 Small Events			
Digital	Social Media	Pre-Event	• Logo FB Post + Tag Featured in Event Description
Digital	Flyer	Pre-Event	• Medium to Small Logo Placement on Flyer
Digital	Newsletter	Pre-Event	• Medium to Small Logo Placement in Event Specific Newsletter Communications
Print	Flyer	Pre-Event	• Medium to Small Logo Placement on Flyer
Print	Signage	Event	• Medium to Small Logo Placement

SUPPORTER SPONSORSHIP PACKAGE \$1,100 *Choose Any 3 Small Events			
Digital	Social Media	Pre-Event	• Featured in Event Description
Digital	Flyer	Pre-Event	• Medium to Small Logo Placement on Flyer (limited availability)
Print	Flyer	Pre-Event	• Medium to Small Logo Placement Logo Placement on Flyer
Print	Signage	Event	• Small Logo Placement

Disclaimer

All promised sponsorships need to be paid within 30 days of invoice, or 60 days prior to the event (whichever comes first) or the sponsorship will be released and offered to other supporters. Sponsor benefits will only begin once the sponsorship is secured with payment.



By MELISSA BOTSFORD
GMAR RPAC Chair

We're All in this Together

There is no question this is an incredibly challenging and uncertain time. When I started this article a couple weeks ago, I planned to write about the great experience we had in Miami at the 2020 RPAC President's Circle Conference, which already feels like it was a lifetime ago and so much has changed.

We now live in a world with terms like 'social distancing,' 'coronavirus' and 'pandemic.' The one thing I know for certain is we are a community of professionals who value human life above all else. We are in this together and will come out of this stronger than ever. "That's Who We R"

The Coronavirus pandemic is a public health and economic crisis on a scale we have not seen before. The advocacy work we do is more important than ever—and the legislative victories that we're seeing in Washington, DC in recent weeks is a testament of our strength as an industry and profession. None would be possible

without our investments in the REALTOR Political Action Committee.

In a time when we have all cut-back, make sure you continue to do your part to invest in RPAC. We need a collective voice locally, regionally and nationally to navigate through this time of crisis.

Michigan Realtors® and The National Association of REALTORS® along with our local association, Greater Metropolitan Association of REALTORS®, have been working with local, state and national government to keep us informed on various mandates and executive orders and giving us tools in this new environment. They are also helping us to do our part on slowing the spread of the virus while advocating on behalf of our clients to close on existing transactions.

Remember that we're all in this together. We are strong. We will get through this. "That's Who We R".

Stay safe and healthy!





Welcome, New Members!

Akins, Stephan–KW Advantage
 Akkam, Fadi–National Realty Centers
 Allen, Erica–National Realty Centers
 Anderson, Taleesa–National Realty Centers
 Andrews, Denise–Peerless Properties
 Anthony, Jessika–Lasco Real Estate Group
 Ashoor, Leyon–Level Plus
 Baker, Tyaira–All About Real Estate
 Balasubramanian, Sobana–KW Professionals
 Batchelor, Sarah–Max Brook, REALTORS, Brmngm
 Beaver, Anjanette–Keller Williams Macomb Ste. A
 Behrendt III, Richard–National Realty Centers, Inc.
 Bertrang, Shaina–Woodward Square Realty, LLC
 Bigelow, James–Warren James Realty
 Blair, Garrett–Berkshire Hathaway HomeService
 Bockmann, Steve–EXP Realty LLC
 Bueti, Steve–Keller Williams Lakeside
 Byars, Joshua–Coldwell Banker Preferred, Rea
 Card, Neal–Alexander Real Estate Detroit,
 Carlton, Larrissa–EXP Realty LLC
 Cheesbro, Josephine–Howard Hanna Real Estate Servi
 Cindrak, Adela–Keller Williams Rlty
 Clarke, Dortha–Palladium Realty
 Clay, Tramar–NextHome All Pro Realty
 Clayton, Christina–Real Estate One Royal Oak
 Cooper, Gwendolyn–The Urban Realty Group
 Cornyn, Brian–KW Advantage
 Crutcher, Stefanee–Red Barn Realty LLC
 Dean, Julie–KW Domain
 DeGarmo, Valarie–Century 21 Curran & Oberski
 Delikta, Hillery–Keller Williams Metro
 Dial, Sherrie–Landmark Realty
 Douglas, Brittany–EXP Realty LLC
 Drake, Ashley–EXP Realty LLC
 Dwyer, Ronald–3DX Real Estate, LLC.
 Edwards, Lasteve–Michigan Management & Prop.
 Egan, Jennifer–RE/MAX Classic
 Esser, Brian–Woodward Square Realty, LLC
 Faransi, Christina–EXP Realty LLC
 Fencyk, Marnie–New Michigan Realty LLC
 Fox, Anthony–The Strathmore Group, Inc.
 Gellasch, Charles–EXP Realty LLC
 Gojcay, Nikolla–RK Real Estate
 Goro, Wissam–National Realty Centers
 Gotcher, Larry–Horizon Real Estate Group, Inc
 Gould, Michael–RE/MAX Eclipse
 Green, Colleen–Landmark Realty - Southgate
 Grossman, Traci–RE/MAX Classic
 Gulla, Zina–EXP Realty LLC
 Hannish, Christine–Keller Williams Paint Creek
 Hardy, Alan–Woodward Square Realty, LLC
 Hart, William–National Realty Centers
 Haun, Zachary–Re/Max First-Chesterfield
 Hayes, Lance–Keller Williams Metro
 Helbling, John–EXP Realty LLC
 Hershey, Deborah–Century 21 Affiliated
 Hickling, David–3DX Real Estate, LLC.
 Hickman, Damian–EXP Realty LLC
 Hindo, Sam–Keller Williams Realty Central
 Hunter, Cynthia–Powell Real Estate
 Hunter, Karriem–Good Company Realty
 Jackson, Romani–EXP Realty LLC
 James, Michelle–MI Choice Realty, LLC
 Jordan, Jonathan–KW Professionals
 Jordan, Briyana–KW Advantage
 Karana, Basil–Weichert, Realtors-Select
 Kaye, Steph–Real Living Kee Realty Troy
 Kempkens, Richard–Re/Max First
 Kollin, Lian–Hall & Hunter
 Korkis, Randy–EXP Realty LLC
 Kostoff, Kenneth–Help-U-Sell of Metro Detroit
 Kroll, Kenneth–Remerica Hometown
 Land, Jeanell–Woodward Square Realty, LLC
 Lewis, Lawrence–Real Estate One Royal Oak
 Lewis, Sundus–Real Estate Market Center, LLC
 Limon, Md–Max Realty LLC
 Loos, Patrick–Keller Williams Paint Creek
 Losiowski, Steven–EXP Realty LLC
 Mancina, Frank–Century 21 Row
 Marshall-Williams, Kai–Mutual Realty, LLC
 Martin, Roger–Real Living Kee Realty
 Matti, Nicholas–Woodward Square Realty, LLC
 Maya, John–EXP Realty, LLC
 McClafferty, Michael–Brookstone, Realtors
 Micallef, Kimberly–Real Estate One, Inc.
 Miller, Miaka–Slater Signature Homes
 Miller, Linda–EXP Realty LLC
 Mills, Brett–Brookstone, Realtors
 Mitchell, Lori–Jason Mitchell
 Mocerri, Mark–Re/Max Platinum
 Mocerri, Mariano–Mocerri Custom Homes, LLC
 Mohammed-Qaimari, Ronza–Real Estate One, Inc.
 Moon, Jennifer–KW Advantage
 Moore, Lisa–Premier Associates
 Moorer, Wanda–Sovereign Villa Realty, LLC
 Mykolaitis, Sheri–Mitten Realty Group
 Najor, Ayad–Edge Realty LLC
 Nichols, Patrick–Re/Max First
 Nixon, Justyn–KW Advantage
 Oikarinen, Joshua–M 1 Realty Inc.
 Olojo, Olukayode–Berkshire Hathaway HomeService
 O'Neill, Karissa–Century 21 Curran & Oberski
 Orsey, John–Great Lakes Real Estate Agency
 Patel, Neha–Powell Real Estate
 Paulin, James–Sun Wave Realty
 Pilarski, Abigail–Woodward Square Realty, LLC
 Polce, Nicole–KW Professionals
 Powell, Brittany–Hinton Real Estate Group
 Raines, Devin–EXP Realty LLC
 Rashid, Kristin–Keller Williams Realty AA Mrkt

Rivers, D'Arcy–Ascend Real Estate, LLC
 Rusnak, Michael–KW Professionals
 Saad, Malek–Empire Realty Group
 Salman, James–Level Plus Realty
 Schlump, Jonathan–National Realty Centers, Inc.
 Searcy, Sherry–Clients First, Realtors®
 Shahid, Mussab–KW Professionals
 Shelby, Monieshia–KW Home Realty
 Shields, Susan–EXP Realty LLC
 Simkins, Amy–Red Barn Realty LLC
 Slowik, Mary–RE/MAX Dream Properties
 Snyder, Jeffery–Expert Realty Solutions Inc.
 Spence, Iris–KW Advantage
 Stevens, Veranique–Great Lakes Real Estate Agency
 Stoian, Cornelia–EXP Realty LLC
 Storing, Andrew–Keller Williams Rlty
 Sweeney, Cynthia–Keller Williams Somerset
 Tadros, Faris–EXP Realty, LLC
 Taylor, Jamil–Jones Chance & Co
 Thomas, Rene–Berkshire Hathaway HomeService
 Thomas, Lilia–Home Sweet Home Realty, Inc
 Thompson, Trisha–Keller Williams Somerset
 Thompson, Leroy–National Realty Centers, Inc.
 Topolski, Rebecca–Re/Max Platinum
 Turner, Carlos–Real Living Kee Realty Troy
 Turner, Christian–Front Page Properties
 Valderrama, David–Vylla Homes
 Van Ittersum, Kira–Keystone Group Realty LLC
 Vergona, John–Re/Max Platinum
 Vines-Selley, Pamela–Visionary Financial Services
 Vogel, Kaleigh–EXP Realty LLC
 Vroom, Rikki–Century 21 Curran & Oberski
 Waters, Robert–KW Professionals
 Watson, Justin–RE/MAX New Trend
 Williams, Emarae–Downtown Realty
 Yaldo, Julian–EXP Realty, LLC
 Youngs, Martha–3DX Real Estate, LLC

We Couldn't Do It Without You

**THANK YOU ORIENTATION
 SPONSORS FOR THE MONTH
 OF MARCH 2020:**

JOHNNA STRUCK
Changing Places Moving



Medical Service Dog for Local Disabled Veteran Named Honoring the State of Michigan



Southfield, MI (MARCH 10, 2020) – The public has spoken, and the next Guardian Angels Medical Service Dog has been named Tuebor (pronounced tù-ā-bòr)! The name, taken from the Michigan state seal meaning “I will defend,” garnered nearly 60 percent of online votes in the naming contest. This future medical service dog was co-sponsored by the Greater Metropolitan Association of REALTORS® (GMAR) and the Michigan State Police’s 135th Trooper Recruit School. Tuebor, who is yet to be born, will be trained to benefit a disabled veteran from Michigan. Updates on the dog’s training progress will be shared on medicalservedogs.org following its birth.

Guardian Angels is a national 501(c)3 nonprofit organization that exists to rescue, raise, train and donate medical service dogs to veterans, first responders and individuals with both visible and invisible disabilities. The naming contest ran from late February through March 4 with votes coming in from across the state of Michigan and as far as the UK and Australia. Other name options included Lansing, honoring Michigan state’s capital, and Bobby, the British term for a police officer.

In 2015, GMAR started its ongoing “[5 Years, 5 Dogs, 5 Lives Saved](#)” campaign, in which they will donate funds for five service dogs. Since starting the campaign, the Association has sponsored the training for Cobalt REALTOR® Blue, Thor, and Indy. Cobalt and Thor have since been paired with recipients in Michigan, while Indy is currently in training at Guardian Angels’ headquarters in Florida.

“Over the past few years GMARs’ members have been honored to work with Guardian Angels Medical Service Dogs as we provide service dogs to veterans and first responders right here in Michigan. We are especially proud to be able to partner with the Michigan State Police in their effort to bring a medical service dog to a Michigan veteran or first responder in need! At GMAR we truly care about and support the communities that we serve through outreach efforts such as this important initiative.”

Fundraising for the medical service dog began when recruits from Michigan State Police’s 135th Trooper Recruit School met a Guardian Angels’ recipient at a local gym and decided to dedicate their “Workout of the Day” to raise funds for a service dog to support a disabled veteran. In total, the recruits raised more than \$9,200 with GMAR stepping in to donate the remaining balance for a total of \$25,000, the full cost of training one dog.

Medical service dogs support their handlers in mitigating symptoms of a variety of visible and invisible disabilities, including PTSD, Traumatic Brain Injury, seizure & diabetic disorders and mobility issues, along with other medical conditions. Twenty-two veterans in the United States succumb to suicide each day. After being paired with a Guardian Angels’ medical service dog, that rate has dropped to zero among their recipients. Divorce rates and medication use also dramatically decrease with the pairing of a medical service dog. Among combat veteran families who have received a medical service dog from Guardian Angels the divorce rate is less than two percent.

Of the more than 325 medical service dogs trained and donated by Guardian Angels nearly 30 have gone to recipients in Michigan. The organization has placed dogs with deserving recipients in 24 states across the nation. Guardian Angels have been previously recognized by the Academy of United States Veterans (AUSV) at their annual VETTYS awards; and had their dog Alice named the top service dog in the United States as the 2019 American Humane Hero Dog of the Year.

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If you have questions regarding the online store please contact Pauline at Pauline@gmaronline.com or call our office at (248) 478-1700.



By CHRISTOPHER AYERS / Shain Park, REALTORS®
 ABR, AHWD REALTOR® | Ayers/Heilig Team
 At Home with Diversity - Certified Specialist
 2020 Committee Chair, GMAR Young Professionals Network
 2020 Chapter President - NAGLREP Greater Detroit, Founding Member
 2020 YPN Advisory Board Member - National Association of REALTORS®

Hello Friends & Colleagues

I'd like to start this piece by thanking you for your patience, diligence and fortitude during these unprecedented times. We've experienced many challenges in our industry over the years that we have continued to overcome. This challenge, however, takes us into uncharted territory. Realtors® have always been quick to learn and adapt to changes in the market with passion, integrity and ethical protection of our clients' needs and private property rights.

I would suggest that during this time of shift in our daily schedules we can continue to work to improve and enhance our business models. Think about updating your mailing lists; reaching out to past and present clients with wishes of health and safety; re-visiting your marketing and business plans and re-adjust your budget for the balance of the year.

We're all guilty of getting into a rhythm and staying our current course without taking notice to the changes around us. I to am guilty of that industry sin!!! Right after this pandemic and lockdown took over my daily life my gut told me that it was time for me to take a deep breath, step back for a few days, rest and start fresh with a new approach to my business. Myself, my team and my core peeps brainstormed and realized we'd be going about our tasks in a whole new light, we urge you during this time of uncertainty to take a moment for yourself, your family, your clients, and re-open your eyes to your daily routine, your approach to your

business and see how the new and necessary steps will fit within your "new normal". This is a great time to enhance yourself, your brand and your outlook on how our industry should look with your professional touch.

During this lockdown, we're taking all of our in-person meetings to zoom and/or Facebook Messenger and for the safety of our members and general public. All upcoming events are on hold and/or canceled until the lockdown is lifted. Please visit gmaronline.com for up-to-date information.

As your 2020 Chairperson and 2020 NAR-YPN Advisory Board Member. I'm staying in the loop with what NAR is saying and doing my best to keep everyone up-to-date and virtually connected. I strongly encourage you to stay connected through GMAR, MR and also informed on a national level as well.

These site: <https://www.nar.realtor> and <https://www.nar.realtor/coronavirus> are loaded with a wealth of knowledge and resources to help navigate through these unique times.

Stay home, stay safe and stay informed on the status of the virus and how it's effecting everyone around the globe. Remember to wash your hands constantly, cough in your cough cave (dad of a 3 year old) and stay home at the slightest sign of sickness.

Local Market Update – February 2020

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.

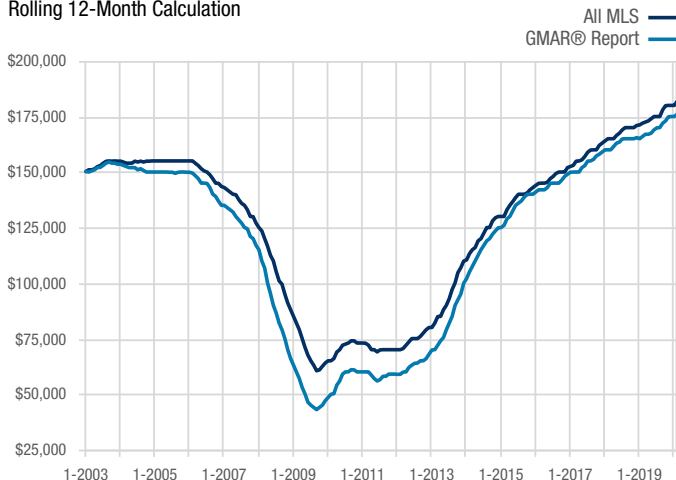
Residential Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	3,877	3,980	+ 2.7%	8,133	8,056	- 0.9%
Pending Sales	2,959	3,574	+ 20.8%	5,902	6,660	+ 12.8%
Closed Sales	2,565	2,250	- 12.3%	5,054	4,785	- 5.3%
Days on Market Until Sale	47	50	+ 6.4%	46	49	+ 6.5%
Median Sales Price*	\$158,000	\$167,450	+ 6.0%	\$150,000	\$165,000	+ 10.0%
Average Sales Price*	\$194,682	\$205,752	+ 5.7%	\$190,988	\$206,276	+ 8.0%
Percent of List Price Received*	96.4%	96.3%	- 0.1%	96.3%	96.3%	0.0%
Inventory of Homes for Sale	8,804	7,621	- 13.4%	—	—	—
Months Supply of Inventory	2.4	2.1	- 12.5%	—	—	—

Condo Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	691	811	+ 17.4%	1,488	1,663	+ 11.8%
Pending Sales	530	694	+ 30.9%	1,061	1,332	+ 25.5%
Closed Sales	471	485	+ 3.0%	949	1,004	+ 5.8%
Days on Market Until Sale	39	47	+ 20.5%	42	47	+ 11.9%
Median Sales Price*	\$155,000	\$165,000	+ 6.5%	\$155,000	\$162,000	+ 4.5%
Average Sales Price*	\$181,581	\$197,186	+ 8.6%	\$189,969	\$188,895	- 0.6%
Percent of List Price Received*	97.1%	97.2%	+ 0.1%	97.0%	97.0%	0.0%
Inventory of Homes for Sale	1,489	1,575	+ 5.8%	—	—	—
Months Supply of Inventory	2.1	2.2	+ 4.8%	—	—	—

* 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.

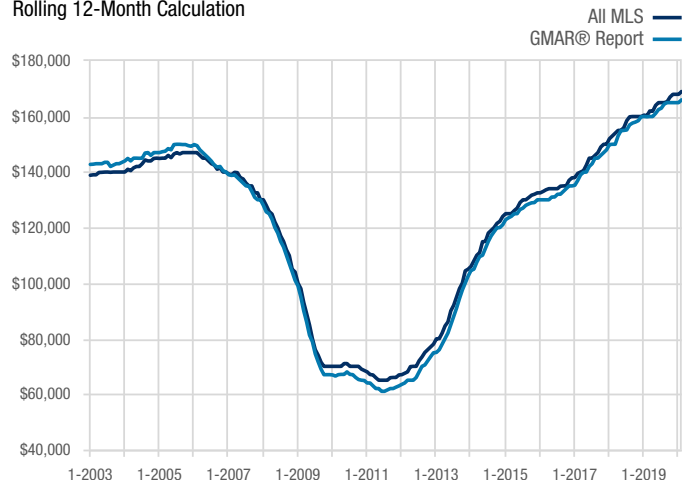
Median Sales Price - Residential

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 2, 2020. All data from Realcomp II Ltd. Report © 2020 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

February Statistical Highlights

Quick Facts

- 11.8%

+ 5.4%

- 7.6%

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

February Real Estate Market Commentary

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

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Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,000 valued broker, agent, and appraiser customers in over 2,500 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.

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		7,542	7,962	+ 5.6%	15,975	16,155	+ 1.1%
Pending Sales		6,004	6,872	+ 14.5%	11,923	13,109	+ 9.9%
Closed Sales		5,230	4,614	- 11.8%	10,067	9,756	- 3.1%
Days on Market Until Sale		52	56	+ 7.7%	52	56	+ 7.7%
Median Sales Price		\$164,200	\$173,000	+ 5.4%	\$160,000	\$170,000	+ 6.3%
Average Sales Price		\$196,186	\$207,021	+ 5.5%	\$195,438	\$206,963	+ 5.9%
Percent of List Price Received		96.9%	96.8%	- 0.1%	96.7%	96.7%	0.0%
Housing Affordability Index		183	184	+ 0.5%	188	187	- 0.5%
Inventory of Homes for Sale		18,505	17,097	- 7.6%	--	--	--
Months Supply of Inventory		2.5	2.2	- 12.0%	--	--	--

Listing and Sales Summary Report February 2020



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change	Feb-20	Feb-19	% Change
All MLS (All Inclusive)	4,614	5,230	-11.8%	\$173,000	\$164,200	+5.4%	56	52	+7.7%	17,097	18,505	-7.6%
City of Detroit*	266	279	-4.7%	\$45,000	\$37,000	+21.6%	56	56	0.0%	2,104	2,196	-4.2%
Dearborn/Dearborn Heights*	125	129	-3.1%	\$144,900	\$130,000	+11.5%	36	40	-10.0%	327	409	-20.0%
Genesee County	255	383	-33.4%	\$145,000	\$135,600	+6.9%	58	56	+3.6%	1,024	1,182	-13.4%
Greater Wayne*	864	959	-9.9%	\$150,000	\$145,000	+3.4%	46	43	+7.0%	2,253	2,692	-16.3%
Grosse Pointe Areas*	49	57	-14.0%	\$270,000	\$259,000	+4.2%	61	42	+45.2%	160	180	-11.1%
Hillsdale County	36	28	+28.6%	\$145,500	\$112,950	+28.8%	111	114	-2.6%	168	142	+18.3%
Huron County	6	5	+20.0%	\$128,450	\$250,000	-48.6%	141	82	+72.0%	64	61	+4.9%
Jackson County	124	139	-10.8%	\$151,000	\$125,000	+20.8%	88	93	-5.4%	592	512	+15.6%
Lapeer County	66	64	+3.1%	\$214,950	\$190,950	+12.6%	60	66	-9.1%	279	284	-1.8%
Lenawee County	74	68	+8.8%	\$145,000	\$147,000	-1.4%	116	89	+30.3%	372	312	+19.2%
Livingston County	153	178	-14.0%	\$260,000	\$245,000	+6.1%	62	54	+14.8%	558	589	-5.3%
Macomb County	745	772	-3.5%	\$170,000	\$160,000	+6.3%	50	42	+19.0%	1,930	2,137	-9.7%
Metro Detroit Area*	3,037	3,323	-8.6%	\$182,200	\$173,000	+5.3%	50	46	+8.7%	9,943	11,357	-12.5%
Monroe County	107	87	+23.0%	\$175,000	\$157,000	+11.5%	74	69	+7.2%	386	444	-13.1%
Montcalm County	5	11	-54.5%	\$133,000	\$110,000	+20.9%	118	62	+90.3%	42	45	-6.7%
Oakland County	1,009	1,135	-11.1%	\$241,000	\$228,000	+5.7%	50	46	+8.7%	3,098	3,743	-17.2%
Saginaw County	109	117	-6.8%	\$117,000	\$100,000	+17.0%	47	64	-26.6%	349	418	-16.5%
Sanilac County	25	27	-7.4%	\$99,000	\$90,000	+10.0%	120	90	+33.3%	144	165	-12.7%
Shiawassee County	45	61	-26.2%	\$117,000	\$105,000	+11.4%	45	48	-6.3%	159	199	-20.1%
St. Clair County	110	155	-29.0%	\$156,250	\$149,950	+4.2%	60	58	+3.4%	478	499	-4.2%
Tuscola County	19	29	-34.5%	\$138,000	\$90,000	+53.3%	74	96	-22.9%	65	84	-22.6%
Washtenaw County	223	231	-3.5%	\$257,500	\$270,000	-4.6%	59	53	+11.3%	1,071	1,048	+2.2%
Wayne County	1,130	1,238	-8.7%	\$135,000	\$126,000	+7.1%	48	46	+4.3%	4,357	4,888	-10.9%

* Included in county numbers.

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Make the most of your Membership

Register for upcoming Education Courses

gmaronline.com/education

Please don't hesitate to contact us with any of your education questions or concerns. We thank you for your patience and understanding!

GMAR will continue to provide as many alternative educational options for members over the coming weeks. We have partnered with various organizations to provide an opportunity for online learning and encourage you to take advantage and get a jumpstart on your educational requirements.

Code of Ethics Training is available online at no cost!

NAR requires 2.5 hours by all Realtors® be completed by December 31, 2021. You will need your NRDS number to access the online training. Please reach out to our office if you need assistance with your NRDS #.

<https://www.gmaronline.com/COE-Webinar/index.aspx>

<https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training/code-of-ethics-training-for-existing-members>

Continuing Education available online!

All licensees are required to complete 18 hours of required CE between November 1, 2018, and October 31, 2021, that are relevant to the management, operation, and the practice of real estate. Within the 18 hours, 2 hours of real estate legal CE is required each year. Legal CE must involve laws, rules, and court cases regarding real estate and have been approved as such through CEMarketplace.net

[Click here](#)

Been thinking about getting your Broker License?

Now it's the perfect time to start completing the educational requirements online. [Click here](#) for more information:

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NAR hosts a variety of online Designation and Certification courses for members, many at discounted prices! We encourage you, if you've been waiting to get certified, now is the time!

<https://www.onlinelearning.realtor/A/Category/Index/73/designation-courses>

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If you haven't taken your Commitment to Excellence (C2EX) this is the perfect opportunity! This is a program that empowers REALTORS® to demonstrate their professionalism! This platform creates custom learning paths, recommended experiences and provides tools and resources to increase your skillset. I personally completed this and found it extremely rewarding while learning so much valuable information to add to my professional toolbox!

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The GMAR Diversity & Inclusion Committee presents:

Fair Housing Town Hall

A GMAR VIRTUAL EVENT

Thursday, April 23, 2020

11:00 a.m. - 12:00 p.m.

Join us for this free virtual event to discuss the current social climate's impact on Michigan real estate professionals as it relates to fair housing practices in today's changing society

The panel will be held through Zoom. Link to join will be provided to all who register. Limited space available.

Guest Speakers

Jay Kaplan
ACLU of Michigan, LGBT Project Attorney

Kim Page
Owner of Front Page Properties, Detroit

Steve Tomkowiak
Executive Director, Fair Housing Center Detroit

Registration

Registration is free!
www.gmarfairhousingevent.eventbrite.com





SUMMER in the Park

Saturday, July 18th

A community fun fair for the whole family with food, games, art, activities, music, and more! Free to everyone. All ages welcome.

11:00 a.m. – 3:00 p.m.

Maybury State Park, Northville, MI @ the Walnut Grove

Sponsorships

Event sponsorships available and going fast! Email august@gmaronline.com or call (248) 522-0337 for more info!

APRIL 2020 – WE'RE GOING VIRTUAL!

FEMA & FLOOD ZONE

April 14th
11am-1pm
Karol Groves
CE Credits: 2 Legal
Free
MAX students 30

MILITARY RELOCATION PROFESSIONAL CERTIFICATION

April 15 & April 17
MUST ATTEND BOTH DAYS!
9am-12:30pm
Brent Belesky
CE: Credits: 8 standard/ COE requirement
MemberMax Edupass: FREE
Members: \$49
Non: Members \$59
MAX students: 30

SUCCESSFULLY SELLING HUD HOMES

April 20th
Steve Katsaros
10am-1pm
CE: Credits: 3 standard
MemberMax Edupass: Free
Members: FREE
Non: Members \$20
MAX students: 30

ACCREDITED BUYER'S REPRESENTATIVE DESIGNATION (ABR)

April 28, 29 & 30
MUST ATTEND ALL THREE DAYS!
12:00pm-4:00pm
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MAX students: 40



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