

Official Publication of the Greater Metropolitan Association of REALTORS®



# METROPOLITAN REALTOR®

GMARonline.com

AUGUST 2019

Take a Break to Prioritize!

MORE INFORMATION ON PAGE 6





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AUGUST 2019

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



By AL BLOCK  
2019 GMAR President  
President@gmaronline.com

## GMAR President Golfs with a Medical Service Dog



Recently GMAR held our annual Charity Golf Outing and my foursome included a four-legged golfer! Cobalt REALTOR® Blue® joined me along with former Army Staff Sergeant/Veteran Matt McMurray and Realcomp Governor, Bart Patterson. We were graced with the most wonderful, mild summer day and the venue at Plum Hollow Country Club (Southfield) could not have been more pristine. Cobalt by far was the best golfer in our foursome and I was the worst – Bart and Matt are very good – The pictures say a thousand words.



Having attended many of our past outings, this one will remain extremely special to me. Typically, I do not know who I will be paired with which means that at each outing I get to meet some amazing new people. This year, I was able to personally get to know Matt and the service dog GMAR was able to pay for through its [5 Years, 5 Dogs, 5 Lives Saved Campaign](#). Matt and Cobalt have the most fantastic relationship and Cobalt is the best-behaved animal I have ever seen. With great certainty, Matt told me Cobalt has changed his life for the better. Matt suffers from PTSD from

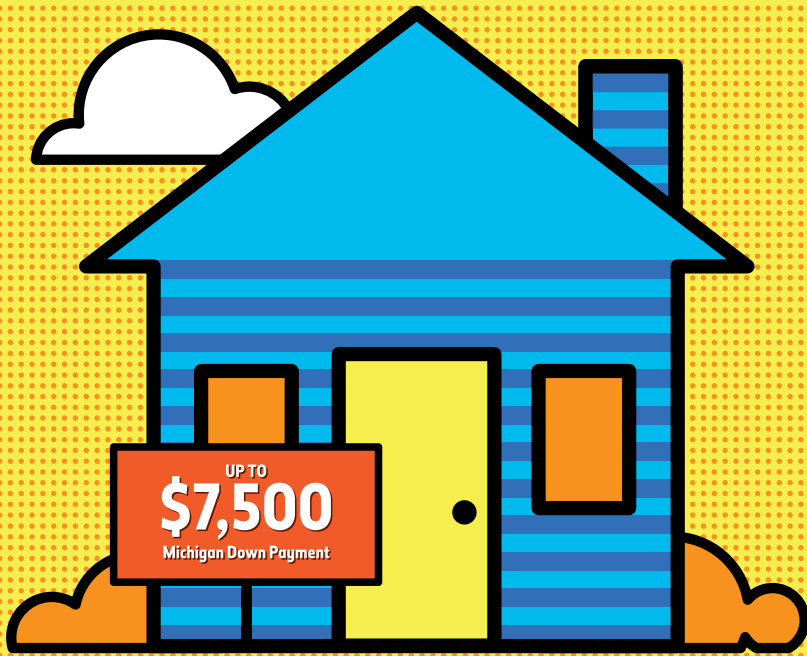
his military service. Daily life, crowded places, and even employment was a struggle. But Cobalt has truly changed his life and Matt is now an IT Auditor for a major company here in Metro Detroit.

The day of the outing I posted a picture of Matt and I golfing on Facebook. A friend of mine commented that she met Matt and Cobalt when he was at her company conducting an audit. So, when GMAR raises the \$25,000 needed to train and sponsor one of these service dogs, the benefits go well beyond just helping the veteran or first responder. It changes and benefits numerous people in our communities.



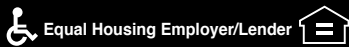
The funds raised through the golf outing will be used to sponsor another service dog for a veteran in need. GMAR partnered with Guardian Angels Medical Service Dogs a few years back. Our commitment is [5 Years, 5 Dogs, 5 Lives Saved!](#) We are still far from this year's goal. However, you will have another opportunity to help GMAR fulfill its commitment this fall at our annual GMAR Gives Back event at Punch Bowl Social in Detroit. Join me for a fantastic, fun evening. Sponsorship opportunities will also be available.

Thank you to all that attended the golf outing and all the companies/people who sponsored various portions of the day! Special thanks to our Member Engagement Committee for all they do to make sure our events are well done!



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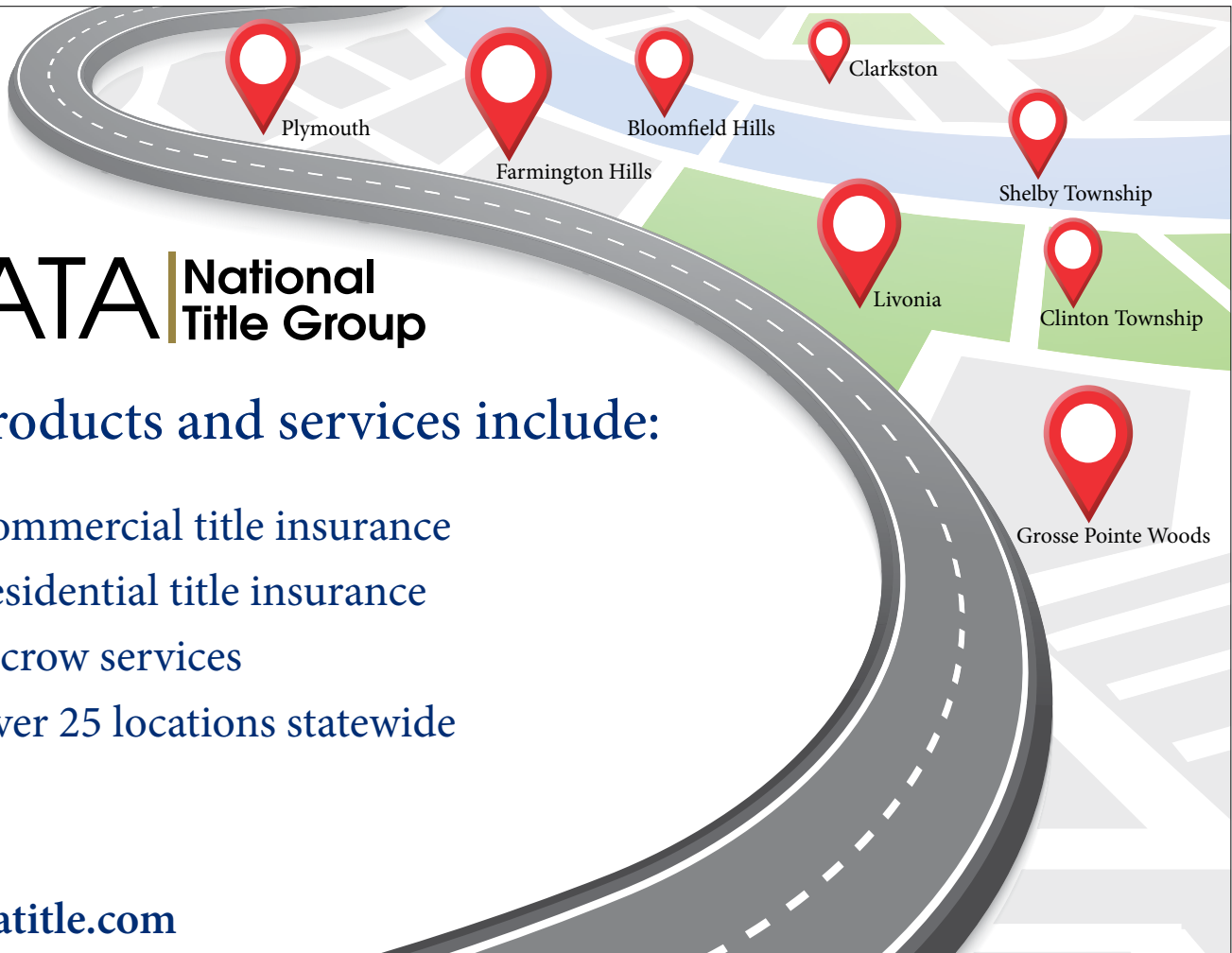
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By VICKEY LIVERNOIS  
Chief Executive Officer

## Take a Break to Prioritize!

With the busy summer selling season in full swing, along with the other items that fill our calendars, sometimes we lose track of time and before we know it...we are scraping ice off our windows and preparing for the holidays. We pack our calendars full of items that, at one point in time, we had to complete, and we forget to take time for ourselves, our families, and to prioritize what time we have for our careers.

Since having my two boys, who are now 7 and 4 years old, it seems that I am more aware of time. We overpack our schedules, running through our days, and before you know it, we are off to bed to recharge for tomorrow. Often, I find myself wondering, "what did I even do today?" Of course, I accomplished plenty, but was there a purpose, a bigger picture? It's important to make sure that what we are spending our days doing is something that will add to the bigger picture.

I try to make time to review and prioritize my "to-do" list to ensure I am only spending time on items that need my attention and that are truly important. I have even gone as far as to schedule blocks of time to review my

priorities or to just spend time with my family. Although this is probably easier for me to do with my schedule, everyone has a calendar. An appointment is an appointment, regardless of what you are doing, so try to stick to it!

I recently read an article from John Smaby, 2019 NAR President, who has a schedule, that I would venture to say, is WAY more packed than most. Though this is, he is still able to be a successful Broker, run the largest trade association in the country, while also being able to spend time in the middle of North Star Lake in Minnesota on his pontoon boat. His article highlights that he maintains his healthy and happy life by making time to enjoy the things he loves to do. He stresses that as Realtors®, the technologies that are available to allow you to work and serve your clients remotely are endless. The opportunity is also there to partner and work with a colleague to help ensure your client's needs are taken care of while you are away. But the point is, make sure you have an opportunity to "get away," whether emotionally or physically, to help recharge and reenergize.

Scheduling your day, weeks, a month might





sound like a big chore, but once you get started, you will find that it will help simplify your life and your schedule. For example, if you plan on increasing your social media presence, schedule some time at the end of the month, get your ideas together for posts, and schedule them out. If you maintain multiple social media accounts such as Facebook, Twitter, LinkedIn, etc., you can sign up to post to one platform and it will automatically post, based on the schedule you choose, to all your accounts. This helps to maintain your online presence, even if you don't have the time to go online.

There are a lot of different technologies available to help you plan your days, weeks, months and year to ensure you are making the most of your time. The key is to find the right tools to help you become more productive and ensure you aren't spending time on tasks that aren't increasing your

bottom line and adding unnecessary stress to your life.

The GMAR Technology Committee is hosting the [NAR Tech Edge Event](#) this August at VisTaTech Center at Schoolcraft College in Livonia. This event has national speakers who will touch on items like productivity, data security, increasing leads, and social media marketing. These items could be what you have been waiting for to help better plan your time. All GMAR members can attend for a discounted price, but seating is limited, so make sure you make your [reservation](#) soon!

As always, the staff and leadership of GMAR are here to help make you a Greater Realtor®! If you need assistance or ideas, attend a [class](#) or one of our [networking events](#). It's very helpful to hear what others are doing to plan and prioritize. Hope you enjoy the rest of your summer and that we will see you soon!

## GMAR - REALTOR® Scholarship Awardees 2019



The GMAR Realtor® Scholarship is a great membership benefit. The graduating high school seniors of GMAR members are capable of earning up to \$1000 to assist in their pursuit of higher education through seeking to attend a Michigan university or school. Congratulations to the 2019 GMAR Realtor® Scholarship Awardees.

2019

ROTY



# Congratulations to our **2019 Realtor®** of the Year

Recognized by his peers for his exemplary dedication to the betterment of the Realtor® Organization, the Real Estate Profession, and the Community.



# James Iodice



WEIR MANUEL

## Named GMAR REALTOR® of the YEAR

Congratulations to James Iodice on being named the GMAR REALTOR® of the Year.

Each year, GMAR members nominate Realtors® whom they believe should be recognized for their contributions to the industry. This year, the selection committee chose James Iodice as the GMAR REALTOR® of the Year.

In making the selection, the ROTY Committee noted James' extensive work at the local, state, and national levels. Along with his substantial industry volunteer work, James has worked diligently in his community and with nonprofit organizations.

James also consistently invests at the Crystal R, Presidents Circle RPAC Major Investor level; and uses every opportunity to educate REALTORS® on the importance of advocacy and investing in RPAC. He was also recently elected by his peers to serve as Treasurer-Elect of Michigan REALTORS®, where he will assume the presidency in 2022.

By being recognized as the GMAR Realtor® of the Year, James will be considered for the statewide REALTOR® of the Year Award.



# 2019 REALTOR



## Congratulations to our **2019 Realtor®** Active in **Politics**

Recognized by her peers for her leadership in the political arena by generously providing her time and resources to further political causes that support the real estate profession.



# Shelley Schoenherr



## Named GMAR REALTOR® Active in Politics

Please join us in congratulating Shelley Schoenherr on being named the GMAR REALTOR® Active in Politics for her years of service and advocacy for Realtors®.

In making the selection, the RAP Committee noted Shelley's long-standing dedication on matters of public policy at the local, state, and federal levels of government. Her commitment to promoting the industry has never wavered.

Shelley has been actively involved on various government affairs and RPAC Committees for the last 20 years. She has

also traveled to Washington, D.C. to participate in the NAR Midyear Conferences and met with members of Congress to advocate on behalf of the industry.

For the last 23 years, Shelley has invested in the REALTORS® Political Action Committee and is currently a Sterling R Major Investor.

By being recognized as the GMAR Realtor® Active in Politics, Shelley will be considered for the statewide REALTOR® Active in Politics Award.



# GMAR ANNUAL CHARITY GOLF OUTING to Support Guardian Angels Medical Service Dogs











By DENNIS KOZAK  
GMAR RPAC Chair

# Pay Your Dues Monthly? Read on...

The benefits of being on GMAR's MemberMax™ Dues Program are endless and make you a **Greater Realtor!**

But did you know that you can invest in the REALTOR® Political Action Committee (RPAC)—at no additional cost to you?! Yes, you read that right. **By texting the word "RPAC" to (844)-787-7391, GMAR will send \$15 from your monthly payment in August to RPAC.**

Why should you "opt-in"? Aside from participation doesn't raise your payment; investing in RPAC is about protecting your wallet and private property rights.

There is a lot of government in this industry, and you must invest in RPAC to help elect candidates for public office that will consider our perspective when developing policies that affect our families, our business, and our clients.

**Did you know Royal Oak tried implementing an unnecessary and daunting Certificate of Occupancy process? RPAC helped candidates run for the Royal Oak Commission that defeated the proposal.**

Did you know that Troy tried prohibiting For Sale/Lease Signs from being up longer than 30 days? RPAC helped candidates run for the City Council that defeated the proposal.

Your investments in RPAC are critical to protecting your business. Take action today by texting the word **"RPAC" to (844)-787-7391** or by visiting [www.gmaronline.com/optin/](http://www.gmaronline.com/optin/).

If you want to make an additional investment in RPAC out of pocket, please visit [www.gmaronline.com/invest/](http://www.gmaronline.com/invest/) to make a one-time or monthly investment in RPAC.

The Benefits of Going **MemberMax™**

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Max out your membership at [gmaronline.com/education](http://gmaronline.com/education)

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- Over \$500 in Tailor-made Education
- Multiple Options for Legal Update Courses
- Early Access to New Educational Programming
- 2 Designation / Certification Courses (ABR, SRS, SRES, RENE, GREEN, e-PRO, RSPS, CRS, CRB, MRP, PSA, SFR, AHWD, GRI)

Easy Monthly Payments	Other Associations	GMAR Premier	GMAR MemberMax
Early Access to New Educational Programming			
Multiple Legal Update courses to choose from			
30 options for continuing education courses			
2 Designation Courses (ABR, SFR, SRES, GREEN, MRP, SRS, ePRO, REO)			
Over \$500 in tailor-made education.			
Scholarships for Realtors and their children.			
Placemaking grant opportunities to strengthen communities.			
Hundreds of courses to choose from including designations and certifications.			
Full-time Certified Professional Standards Administrator on staff.			
Guest access to the Commercial Board of Realtors.			
Full-time Director of Realtor and Community Affairs on staff.			
Young Professionals Network			
The largest Real Estate store in Michigan - the GMAR ToolShop			
Online Application for ease of access.			
Numerous networking opportunities throughout the year.			
Code of Ethics Training			
Access to MLS (RealKeep II)			
Local, State, & National Dues			
<b>Gmar Exclusive Member Benefit</b>			

# 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 months of July 2019.

Abdelnour, Joseph	DeAngelo, Debra	Holbrook, Angel	Rehfield, Kelly
Adkins, Earl	Delange, Colleen	Holt, Christopher	Richards, Neil
Ayers, Christopher	Dishop, Christine	James, Lorraine	Roach, Jr, Richard
Bahoura, Ed	Dolman, Lori	Jasgur, Ronald	Showalter, Kale
Bankston, Ron	Epstein, Bryan	Kadi, Meriem	Smafield, Edward
Betzing, Karen	Fischer, Heather	Kallabat, Nicholas	Smith, Devon
Bluth, Richard	Foster, TaQuan	Khachatryan, Gevork	Szlachta, Brenda
Boji, Nathan	Freels, Robert	Lattuca, Martha	Szydlowski, Angela
Brown, Michael	Galloway, T. Scott	Lewis, Ottilie	Thompson, Dawn
Cameron, Sarah	Gorguis, Theresa	Littlepage, James	Tong, Nicholas
Capizzi, Thomas	Harrison, Richard	Luff, Mary	Ulrich, Brittnie
Caumartin, Donna	Hawthorne, John	Lukity, Carol	Vagnini, Adriano
Chen, Yu	Heilig, Jason	Maitland, Shana	Weaver, Katie
Cobler, Rebecca	Henney, Lawrence	Nowaske, Tara	Williams, Claire
Courtney, James	Hewlett, Edward	Preston, Christopher	Yatooma, Jerry
Curry, Susan	Hibbs, Roy	Raymo, Eric	Zaia, Jonathon

*\*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!

ALJ Development LLC	Mature Real Estate Services	Real Living Kee Realty	Shain Park, REALTORS
Changing Places Moving	McCann Realty LLC	Remerica Hometown One	GMAR
Chirco Title Agency Inc.	Michigan First Mortgage	Royal Realty	American Home Shield
Cross Country Mortgage	Mortgage 1, Inc.	Starlite Properties	Galloway & Collens, PLLC
Elizabeth Ross- State Farm	Mortgage One	Suburban Home Inspections LLS	James Curtis Realty, LLC
Epiphany Reality	Mortgage Resource Plus, Inc	Talmer Bank and Trust	Jim Hess & Associates
Fidelity National Title	Nextpointe Real Estate Service	Tammy Deane Insurance Agency	Nation Wide Realty
Guaranteed Rate Inc.	Owners Choice Realty Inc.	The Luxe Agency	Pillar to Post
Home Builders Association	Parks Title	Titlecity, LLC	Primary Title Agency, LLC
Kemp Klein Law Firm	Proliant Settlement Systems	US Bank Home Mortgage	Residential Real Estate
Linnell & Associates, LLC	Real Estate One Blm.Hills	Valle Realty	US Bank Home Mortgage



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## *With Our Deepest Sympathy*



### ROBERT GAVEY

We are sad to inform you of the July 4th death of Robert Gavey of Howard Hanna Birmingham.

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



### RAY PATRICK TAYLOR

We are sad to inform you of the July 8th death of Ray Patrick Taylor.

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

*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).*



## GMAR® Report

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

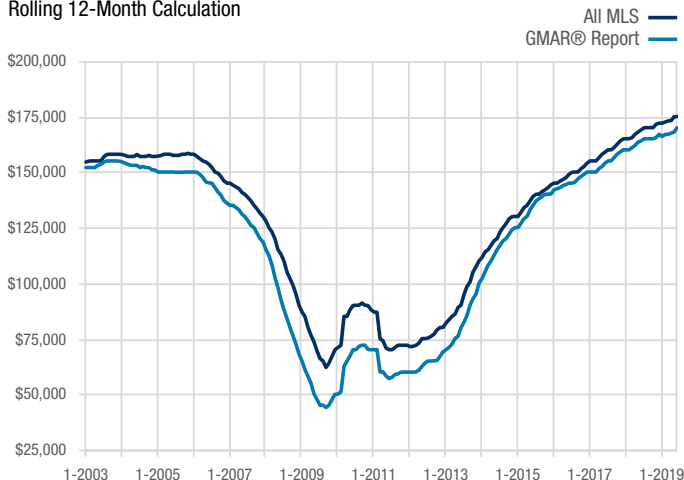
Residential Key Metrics	June			Year to Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	6,997	<b>6,979</b>	- 0.3%	32,458	<b>33,919</b>	+ 4.5%
Pending Sales	4,378	<b>4,523</b>	+ 3.3%	22,300	<b>23,222</b>	+ 4.1%
Closed Sales	4,235	<b>4,106</b>	- 3.0%	19,956	<b>20,392</b>	+ 2.2%
Days on Market Until Sale	26	<b>30</b>	+ 15.4%	36	<b>39</b>	+ 8.3%
Median Sales Price*	\$180,000	<b>\$190,000</b>	+ 5.6%	\$164,000	<b>\$167,000</b>	+ 1.8%
Average Sales Price*	\$223,381	<b>\$236,917</b>	+ 6.1%	\$207,534	<b>\$211,416</b>	+ 1.9%
Percent of List Price Received*	98.5%	<b>98.0%</b>	- 0.5%	97.6%	<b>97.2%</b>	- 0.4%
Inventory of Homes for Sale	12,015	<b>10,679</b>	- 11.1%	—	—	—
Months Supply of Inventory	3.3	<b>2.9</b>	- 12.1%	—	—	—

Condo Key Metrics	June			Year to Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	1,176	<b>1,144</b>	- 2.7%	5,884	<b>6,018</b>	+ 2.3%
Pending Sales	817	<b>837</b>	+ 2.4%	4,325	<b>4,308</b>	- 0.4%
Closed Sales	822	<b>810</b>	- 1.5%	3,830	<b>3,831</b>	+ 0.0%
Days on Market Until Sale	22	<b>28</b>	+ 27.3%	31	<b>36</b>	+ 16.1%
Median Sales Price*	\$160,000	<b>\$170,000</b>	+ 6.3%	\$157,600	<b>\$164,839</b>	+ 4.6%
Average Sales Price*	\$182,822	<b>\$209,198</b>	+ 14.4%	\$183,789	<b>\$198,605</b>	+ 8.1%
Percent of List Price Received*	98.3%	<b>98.0%</b>	- 0.3%	97.9%	<b>97.5%</b>	- 0.4%
Inventory of Homes for Sale	1,778	<b>1,749</b>	- 1.6%	—	—	—
Months Supply of Inventory	2.6	<b>2.5</b>	- 3.8%	—	—	—

\* 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.

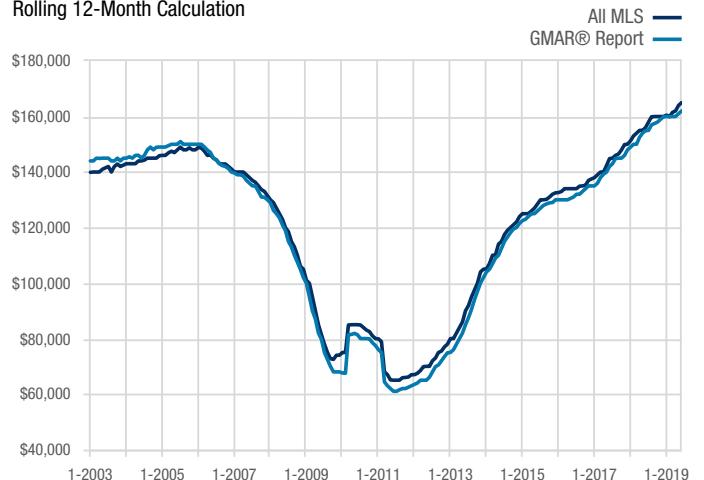
### Median Sales Price - Residential

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 July 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)

## **Summer in the City: Median Home Sale Prices Up 5.6% in June**

Sales down 2.9% with 10.2% reduction in inventory (Y-O-Y)

### **Quick Facts**

**- 2.9%**

**+ 5.6%**

**- 10.2%**

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 June 2019:**

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

Closed Sales decreased 3.0 percent for Residential homes and 1.9 percent for Condo homes. Pending Sales decreased 3.4 percent for Residential homes and 0.9 percent for Condo homes. Inventory decreased 11.1 percent for Residential homes and 2.0 percent for Condo homes.

The Median Sales Price increased 4.3 percent to \$193,000 for Residential homes and 3.7 percent to \$173,000 for Condo homes. Days on Market increased 9.1 percent for Residential homes and 23.1 percent for Condo homes. Months Supply of Inventory decreased 11.1 percent for Residential homes but remained flat for Condo homes.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year.

The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.



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.

# 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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
		<b>New Listings</b>		14,054	13,816	-1.7%	65,253
<b>Pending Sales</b>		9,106	8,826	-3.1%	45,745	46,539	+1.7%
<b>Closed Sales</b>		8,903	8,645	-2.9%	40,809	41,415	+1.5%
<b>Days on Market Until Sale</b>		33	36	+9.1%	42	45	+7.1%
<b>Median Sales Price</b>		\$180,000	\$190,000	+5.6%	\$167,000	\$173,000	+3.6%
<b>Average Sales Price</b>		\$215,977	\$227,885	+5.5%	\$203,857	\$210,750	+3.4%
<b>Percent of List Price Received</b>		98.5%	98.2%	-0.3%	97.8%	97.5%	-0.3%
<b>Housing Affordability Index</b>		164	156	-4.9%	177	171	-3.4%
<b>Inventory of Homes for Sale</b>		25,911	23,274	-10.2%	--	--	--
<b>Months Supply of Inventory</b>		3.5	3.1	-11.4%	--	--	--

Current as of July 1, 2019. All data from Realcomp II Ltd. Report © 2019 ShowingTime. | 15

## Listing and Sales Summary Report June 2019



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change	Jun-19	Jun-18	% Change
<b>All MLS (All Inclusive)</b>	8,645	8,903	-2.9%	\$190,000	\$180,000	+5.6%	36	33	+9.1%	23,274	25,911	-10.2%
City of Detroit*	377	401	-6.0%	\$48,750	\$38,500	+26.6%	56	38	+47.4%	2,110	2,240	-5.8%
Dearborn/Dearborn Heights*	200	212	-5.7%	\$143,500	\$138,200	+3.8%	27	19	+42.1%	450	529	-14.9%
Genesee County	545	574	-5.1%	\$150,000	\$153,700	-2.4%	43	34	+26.5%	1,327	2,311	-42.6%
Greater Wayne*	1,500	1,574	-4.7%	\$165,000	\$155,000	+6.5%	26	24	+8.3%	3,126	3,496	-10.6%
Grosse Pointe Areas*	93	86	+8.1%	\$296,000	\$340,000	-12.9%	33	31	+6.5%	289	256	+12.9%
Hillsdale County	54	58	-6.9%	\$137,450	\$124,900	+10.0%	77	80	-3.8%	220	146	+50.7%
Huron County	13	7	+85.7%	\$92,500	\$220,000	-58.0%	155	156	-0.6%	95	76	+25.0%
Jackson County	214	251	-14.7%	\$158,500	\$155,000	+2.3%	62	65	-4.6%	760	594	+27.9%
Lapeer County	119	112	+6.3%	\$192,000	\$180,000	+6.7%	36	38	-5.3%	393	449	-12.5%
Lenawee County	153	139	+10.1%	\$157,000	\$147,000	+6.8%	66	72	-8.3%	457	475	-3.8%
Livingston County	299	335	-10.7%	\$265,000	\$270,000	-1.9%	31	33	-6.1%	783	929	-15.7%
Macomb County	1,293	1,371	-5.7%	\$182,000	\$169,000	+7.7%	26	25	+4.0%	2,599	2,777	-6.4%
Metro Detroit Area*	5,441	5,689	-4.4%	\$207,000	\$194,250	+6.6%	29	25	+16.0%	13,895	15,010	-7.4%
Monroe County	198	194	+2.1%	\$171,250	\$169,000	+1.3%	53	74	-28.4%	513	1,180	-56.5%
Montcalm County	14	10	+40.0%	\$112,500	\$105,775	+6.4%	38	65	-41.5%	49	33	+48.5%
Oakland County	1,972	2,008	-1.8%	\$263,750	\$258,000	+2.2%	28	24	+16.7%	5,277	5,568	-5.2%
Saginaw County	203	188	+8.0%	\$128,500	\$104,500	+23.0%	51	44	+15.9%	445	614	-27.5%
Sanilac County	39	42	-7.1%	\$135,450	\$125,000	+8.4%	97	79	+22.8%	226	243	-7.0%
Shiawassee County	77	94	-18.1%	\$125,000	\$108,900	+14.8%	43	31	+38.7%	200	313	-36.1%
St. Clair County	200	224	-10.7%	\$161,500	\$155,500	+3.9%	46	47	-2.1%	579	667	-13.2%
Tuscola County	29	27	+7.4%	\$123,750	\$138,000	-10.3%	26	37	-29.7%	114	109	+4.6%
Washtenaw County	517	517	0.0%	\$300,000	\$286,200	+4.8%	35	26	+34.6%	1,557	1,407	+10.7%
Wayne County	1,877	1,975	-5.0%	\$147,250	\$139,900	+5.3%	32	26	+23.1%	5,236	5,736	-8.7%

\* Included in county numbers.



# TOOLSHOP MONTHLY SALE

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 248-478-1700



## 6279- LASER DIM. 130

REGULAR MEMBER PRICE: \$89.95

AUGUST SALE PRICE: \$79.95



## 6121- PADFOLIO

CHOOSE FROM: Grey stripe, Red stripe or Blue Stripe.

REGULAR MEMBER PRICE: \$18.95

AUGUST SALE PRICE: \$14.95



## 3359- HOME PORTFOLIO

CHOOSE FROM: BLACK, BLUE, BURGUNDY, AND RED  
REGULAR MEMBER PRICE: \$20.00

AUGUST SALE PRICE: \$17.00



# Welcome, New Members!

Abraham, Katelin—NextHome Suburan Realty  
 Adams, Susan—Elite Realty  
 Aiello, Antonio—Keller Williams Realty Central  
 Arab, Maki—Franklin Addison  
 Bahoura, Ed—LighthouseReal Estate Group  
 Bakshi, Krishan—Remerica Hometown III  
 Bankston, Ron—National Realty Centers, Inc.  
 Basford, Michelle—Coldwell Banker Weir Manuel  
 Beaubien, Jacob—Century 21 Riverpointe  
 Bedogne, Giachinno—Janis Degreory & Associates  
 Berro, Jamal—Mitten Realty Group  
 Blache, Jamie—Rondo Investments LLC  
 Blade, Dwayne—Keller Williams Metro  
 Blakeney, Caharri—Remerica United Realty  
 Bluth, Richard—Dwellings by Rudy & Hall  
 Bokani, Behzad—RE/MAX Dream Properties  
 Borgen, Kasey—NERG Real Estate Experts  
 Boumaroun, Matthew—Advanced Realty Professionals  
 Bowers, Dustin—Remerica Integrity II  
 Bowman, Qionna—Vylla Homes  
 Brock, Latonya—Landmark Realty  
 Cade, Sarneshia—Real Estate One, Inc Central  
 Capizzi, Thomas—Real Estate One Clinton Branch  
 Chen, Yu—Keller Williams Rly W Blmf MC  
 Chidiac, Joseph—Keller Williams Metro  
 Clark, Carmen—Keller Williams Metro  
 Cooper, April—Coldwell Banker Weir Manuel  
 D'Aiuto, Joseph—Metro Investments Realty, INC  
 Daly, Jill—EXP Realty LLC  
 Davis, Jessica—Keller Williams Somerset  
 Dawes, Samuel—Real Living Kee Realty  
 Dishop, Christine—Realty IQ  
 Dobronski, Kelly—X1 Realty  
 Dukarski-French, Ronald—KW Professionals  
 Epstein, Bryan—National Realty Centers, Inc.  
 Fischer, Heather—Moving The Mitten RE Group  
 Fleming, Elenor—Keller Williams Rly W Blmf MC  
 Foster, TaQuan—Front Page Properties  
 Fowler, Edgar—Jason Pruitt  
 Fox, Devin—Woodward Square Realty, LLC  
 Fusik, Christian—KW Professionals  
 Glover, Marina—Brookstone Realtors  
 Golden, Tara—Remerica Integrity II  
 Goodlow, Josie—Woodward Square Realty, LLC  
 Grice, Diana—Mitten Realty Group  
 Gryspeerd, Kevin—EXP Realty LLC  
 Habash, Ali—Mitten Realty Group  
 Hahn, Mary Jo—Keller Williams Realty AA Mrkt  
 Haidar, Eman—Keller Williams Paint Creek  
 Hanna, Christina—Max Brook

Hanna, Stevan—Keller Williams Realty Central  
 Hawthorne, John—Woodward Square Realty, LLC  
 Hibbs, Roy—Remerica Hometown One  
 Hogan, Dominic—Real Living Kee Realty Roch.  
 Holt, Christopher—Coldwell Banker Preferred, Red  
 Hummel, Karin—Real Living Kee Realty Clinton  
 Iqbal, Adil—National Realty Centers Northv  
 Isbell, Phillip—Remerica United Realty  
 Jaafar, Hussein—Devonshire Realty LLC  
 Jaafar-Chami, Zainab—RE/MAX Classic  
 Johnson, Tamar—Front Page Properties  
 Jones, Susan—iTech Realty  
 Jones-Chance, Brian—Hinton Real Estate Group  
 Kallabat, Nicholas—KW Advantage  
 Kelly, Jeanette—Ralph R. Roberts Realty  
 Khachatrian, Gevork—Hall & Hunter  
 Kurzyniec, Britney—EXP Realty LLC  
 Kutek, Jordan—Pepper Park Realty, LLC  
 Lacey, Leanisa—Keller Williams Metro  
 LaLonde, Michael—Millennium III Realty, Inc.  
 Landon, Shanice—Hale Realty  
 Lattuca, Martha—Keller Williams Central  
 Lewis, Peter—Keller Williams Paint Creek  
 Luff, Mary—Vylla Homes  
 MacKenzie, Stephen—KW Professionals  
 Magni, Allison—Keller Williams Realty Central  
 Malczynski, Kathleen—Real Living Kee Realty Roch.  
 Manuel, Tabatha—KW Advantage  
 Martinelli, Alicia—Howard Hanna Birmingham  
 McDonald, Linda—Keller Williams Metro  
 Meadows, Holly—Real Living Kee Realty Roch.  
 Mechigian, Drake—Signature Sotheby Internationa  
 Meeks, Markita—Keller Williams Rly W Blmf MC  
 Miller, Kristina—Century 21 Riverpointe  
 Millinder, Curtis—WeichertRealtors-BHM Preferred  
 Morrison, James—Remerica Hometown One  
 Murphy, Samira—Keller Williams Metro  
 Nehasil, Richard—KW Professionals  
 Paquette, Clinton—Paquette Realty  
 Pardo, Gal—Taubman Residential, LLC  
 Paul, Jeremy—Metro Realty Group, Inc.  
 Petersen, Steven—Alexander Real Estate Services  
 Powell, Jim—Powell Real Estate  
 Pruitt, Jason—Jason Pruitt  
 Rasmussen, Gretchen—KW Advantage  
 Rehfield, Kelly—Mutual Realty, LLC  
 Reis, Ricardo—Great Lakes Real Estate Agency  
 Richards, Chynita—EXP Realty LLC  
 Richards, Neil—Real Estate One Farm. Hills  
 Roach, Jr, Richard—Market Street Realtors

Robert, Wayne—EXP Realty  
 Rosochacki, Melissa—Pepper Park Realty, LLC  
 Rushe, Kallie—Soaring Eagle Realty, LLC  
 Rustile, Robbie—RE/MAX Eclipse  
 Schuerman, Katherine—Max Brook, REALTORS, Brmngm  
 Schultz, Shelley—CMS Realty LLC  
 Scott, Trevor—Berkshire Hathaway Northville  
 Shi, Laura—Alexander Real Estate Detroit,  
 Shore, Michael—Coldwell Banker Weir Manuel  
 Showalter, Kale—Keller Williams Paint Creek  
 Smith, Tiffany—EXP Realty LLC  
 Smith, Jeffrey—Island Realty Inc.  
 Smith, Jacqueline—McCaskill Realty Inc  
 Stylianou, Andrew—EXP Realty  
 Szydlowski, Angela—EXP Realty LLC  
 Taubman, Alison—Taubman Residential, LLC  
 Taubman, Richard—Taubman Residential, LLC  
 Theisen, Marcie—HM Homes - Signature Collectio  
 Tomlanovich, Jonathan—St. Aubin Real Estate  
 Tong, Nicholas—Coldwell Banker Preferred, Red  
 Truss, Stephanie—Pearl Real Estate  
 Ulrich, Brittne—Real Living Kee Realty Roch.  
 Urban, Alyse—Keller Williams Realty Central  
 Warren, Natasha—Family Housing Realty, LLC  
 Whaley, Nathan—KW Professionals  
 White, Tracie—KW Professionals  
 White, Aziza—Keller Williams Realty Central  
 Williams, Lamar—KW Advantage  
 Wilson, Tommy—Shain Park, REALTORS  
 Wojtowicz, Jonathan—National Realty Centers Northv  
 Wymer, Mitchell—KW Professionals  
 Yousif, John—Great Lakes Real Estate Agency

## We Couldn't Do It Without You

**THANK YOU  
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*Commission Express of MI*

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*Addison Title Services*



# James, Kevin, & Aidan Cristbrook, Christopher Ayers, and Jason Helig of Shain Park Realtors® Donate to Help Michigan Veteran



The Greater Metropolitan Association of REALTORS® (GMAR), the largest local association of Realtors® in the state of Michigan, is currently on the fourth year of its [5 years, 5 dogs, 5 lives saved](#) campaign in partnership with [Guardian Angels Medical Service Dogs, Inc.](#) Over the past three years, the GMAR community has raised nearly \$100,000 which has gone towards the training of three medical service dogs that were paired with three Michigan veterans.

Guardian Angels Medical Service Dogs, Inc. trains medical service dogs to mitigate the challenges associated with several disabilities, including PTSD (Post Traumatic Stress Disorder), Traumatic Brain Injury, seizure disorders, glucose imbalance, mobility issues, and more. At Guardian Angels, no recipient is ever charged for their service dog. Since 2010, Guardian Angels is proud to have paired more than 200 individually trained medical service dogs with deserving recipients.

Over the last three years, with donations from our local Realtors® and Brokers, GMAR has been able to provide the necessary funds to adequately train three medical service dogs for placement with a veteran in need. In the campaign's first year, Matthew was able to welcome into his family Guardian Angel Medical Service Dog, Cobalt Realtor® Blue®. Year two, thanks to the kind donations totaling \$53,715, Dwayne welcomed Guardian Angel Medical Service Dog, Thor, to the family.

Continuing GMAR's mission in its fourth year, CEO of Greater Metropolitan Association of Realtors®, Vickey Livernois, together with members of our Board of Directors, has been visiting various companies, brokers, and community members who have donated to [5 years, 5 dogs, 5 lives saved](#) campaign to present them with a life-size cut out of the medical service dog they helped to sponsor as well as a plaque to show our appreciation for their commitment to their communities.

GMAR CEO, Vickey Livernois, stated, *"We are extremely grateful for the generosity of our members, the Realtor® community, and all of the donors. We're pleased with the results of the campaign and look forward to continuing to create positive change in the lives of veterans."*



*Indy, our 2018 dog, at 7 months old.*



*Due to donation efforts starting in 2016 from Shain Park Realtors® such as James, Kevin, & Aidan Cristbrook as well as Christopher Ayers and Jason Helig who together have graciously donated an incredible \$8400, Independence (Indy) is currently being trained and will find her new home with another Michigan veteran in need.*



## **ACCREDITED BUYER'S REPRESENTATIVE DESIGNATION (ABR)**

CE Credits: 13 standard and 2 legal

Tue. & Wed., August 6 & 7

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Furhad Waquid

FREE, Membermax & EduPass

\$195, Members

\$225, Non-Member

## **NEW MEMBER ORIENTATION**

CE Credits: 3 standard

Tuesday, August 13

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

GMAR Classroom

## **AGENT 101 YOU DON'T KNOW WHAT YOU DON'T KNOW**

CE Credits: 4 legal

Wednesday, August 14

10:00 a.m. – 2:00 p.m.

GMAR Classroom

Instructor: Deanna DuRussel

FREE, Membermax & EduPass

\$10, Members

\$40, Non-Members

## **MILITARY RELOCATION PROFESSIONAL CERTIFICATION (MRP)**

CE Credits: 8 standard

Tuesday, August 20

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Leslie L. Ashford

FREE, Membermax & EduPass

\$99, Members

\$119, Non-Members

## **SHORT SALE & FORECLOSURE RESOURCE CERTIFICATION (SFR)**

CE Credits: 6 standard, 2 legal

Thursday, August 22

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Brent Belesky

FREE, Membermax & EduPass

\$79, Members

\$99, Non-Members

## **NEW MEMBER ORIENTATION**

CE Credits: 3 standard

Tuesday, August 27

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

GMAR Classroom

## **REAL ESTATE NEGOTIATION EXPERT (RENE) CERTIFICATION**

CE Credits: 16 standard

Wed. & Thurs., August 28 & 29

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Rick Conley

FREE, Membermax & EduPass

\$249, Members

\$299, Non-Members



By TRAVIS GREER  
GMAR Director  
of Realtor® and  
Community Affairs

## Are You Registered to Vote?

While Michigan Realtors® continue to cultivate excellent working relationships with elected officials on the state and federal levels, it is equally important to foster relationships with local elected officials. Although there are not any state and federal elections in 2019, local elections are still taking place in several communities. It is vital to the real estate industry to elect and retain those who support Realtor® efforts, and the first step in doing that is to be registered to vote! The link below provides all the necessary information on how to register to vote in your area! <http://www.michigan.gov/sos>.

The Secretary of State's website contains a wealth of information regarding registering to vote, polling sites, candidates running in your area, and absentee ballots. Please visit them at <http://www.michigan.gov/sos>. You can also register to vote by simply visiting any Secretary of State branch in Michigan. It is an easy and pain-free process!

So, you've recently moved and can't recall if you registered to vote in your new neighborhood? To find out, visit the Michigan Voter Information Center at [www.michigan.gov/vote](http://www.michigan.gov/vote). This website will tell you if you are registered, and where to go to cast your ballot. It is also a very helpful website of which to inform homebuyers, especially if they are new to the area.

Statewide, 90% of Realtors® are registered to vote. Let's continue to make our voice heard at the local level, Lansing and in Washington D.C.! Remember to vote Realtor® Party!

### GMAR Endorses Candidates in Livonia, Rochester Hills, and Inkster

The GMAR Board of Directors announced its endorsements in three primary elections.

"Realtors® have a long history of working diligently at all levels of government to protect the American Dream of homeownership and private property rights," said Al Block, President of the GMAR Board of Directors. "These candidates have all displayed their support and commitment to protecting those rights from excessive government regulation and overreach."

Livonia Mayor: Maureen Miller Brosnan

Livonia City Council: Scott Bahr, Robert Donovic

Rochester Hills At-Large: Theresa Mungiola

Inkster City Council District 4: Rebecca Daniels



By SHANA MAITLAND  
WCR Treasurer



## #LeadersMadeHere

Every year our local networks take a summer hiatus from hosting mixers, community events and meetings and in turn switch to a season of amazing and successful golf outings. As our local networks wrap up all the outings, and begin to ramp up for the fall, we're reminded of what an amazing network of support, strength and fun the Women's Council of Realtors is.

While our five (5) local networks prepare for their awesome events to kick off our fall there's still time for you to come see what it's all about. Women's Council of REALTORS® - #LeadersMadeHere. Come and see why. We look forward to seeing you soon.

A promotional banner for a Detroit Tigers outing. The background features a large stone tiger statue on the right and a blue wall with the Detroit Tigers logo on the left. The banner includes logos for the Greater Metropolitan Association of REALTORS and gmar ypn Young Professionals Network. The main text reads "TIGERS OUTING" in large blue letters, followed by "Enjoy a night out at Comerica Park while building your professional network!" and "SEP 26th \$45/Person @ Comerica" in white text on a red background.

Greater Metropolitan Association of REALTORS®

gmar ypn | Young Professionals Network

# TIGERS OUTING

Enjoy a night out at Comerica Park while building your professional network!

**SEP 26<sup>th</sup> \$45/Person @ Comerica**



# Opportunity Zones - A Tax Benefit for Real Estate Professionals?

The far-reaching new tax law passed at the end of 2017 included a concept called Opportunity Zones. These have garnered little fanfare and like many areas of tax law are very complicated. However, we briefly present highlights here as this may be a significant tax savings opportunity for you or your clients.

## Benefits

- Temporary deferral of inclusion in gross income for capital gains reinvested in a Qualified Opportunity Fund (QOF)
- 10% original capital gains tax reduction if investment in the QOF is held for five years
- Additional 5% original capital gains tax reduction if investment in the QOF is held for seven years
- Permanent exclusion of future capital gains tax on the sale of the investment in the QOF, if held for ten years

## A Few Details

- Almost anyone is eligible to invest in a QOF
- Any property that is sold and generates a capital gain in the current year qualifies, as long as the gain is invested in the QOF within 180 days of sale
- The capital gain must be invested in a QOF, which is an entity specifically defined by the new law
- Currently, there are thousands of QOF's that have been organized around the country
- The tax on the original capital gain is deferred until the investment in the QOF is sold or December 31, 2026, whichever occurs first

- The permanent tax exclusion is available for the capital gain accruing after the date of the investment in the QOF

## Example

To show you how this works, let's take an individual that (a) invests a \$1 million capital gain in a QOF in 2019, (b) holds the investment at the end of 2026, and (c) sells the investment in 2029. Assuming a 20% capital gains tax rate and 5% annual appreciation on the investment, the total tax savings is a whopping \$130,000 over ten years! This individual's tax returns would report the above as follows-

- 2019 - capital gains tax of \$200,000 is deferred
- 2026 - capital gains tax of \$170,000 is due (original deferred capital gains tax reduced by 15% benefit for holding the QOF investment seven years)
- 2029 - capital gains tax of \$0 is due on the \$500,000 in appreciation of the QOF investment

Finally, please note that while most of the tax benefits of an Opportunity Zone relies on an increase in the value of the investment, we find few other tax incentives that could result in comparable substantial savings!

*Tedder Whitlock Consulting is a full-service CPA firm with over 30 years of experience helping people with their tax and accounting needs. We provide general accounting, auditing, tax and consulting services to a broad range of businesses. We have a significant practice in the real estate industry, where we represent brokerage firms, agents, professional managers, investors, and landlords. Our experience also includes many industries such as manufacturing/distribution, health care, law, information technology, nonprofit, and specialized services.*





## Michelle D Morris Mays

**Real Estate Agent**  
Keller Williams

“ I found my purpose in my own community by becoming a Realtor®. Because I love transforming renters into homeowners. It's that moment when they get the keys to their dream home and they glance at me with tears...that's my reason why!”



# NAR TECH EDGE

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...and MORE!



# AUGUST 27<sup>th</sup>

9:00am-3:30pm **VISTATECH CENTER**  
18600 Haggerty Rd., Livonia, MI 48152

TICKETS:  
NARTECHEDE.COM

### MEMBER PRICING

\$49 early bird on/before August 20, 2019, \$59 regular

### NON MEMBERS

\$79 early bird on/before August 20, 2019, \$89 regular



# STANDARD CON-ED

Exclusive, On-Site. **Only at GMAR**



Presented by the Greater Metropolitan Association of Realtors®

## **Real Estate Standard Con-Ed**

Description of the class goes here. The GMAR Real Estate Quick Takes course is a combination of our standard continuing education class and code of ethics training. The course will consist of Goal Setting; Social Media touch points, NAR Realtor® Trademark Law, Advertising Rules, Fair Housing Act, Real Estate Safety Tips, Legal Updates, Disclosures and Risk Management as well as NAR Code of Ethics training. This course will count as **3 legal and 3 general education credits.**

**Wednesday, August 21, 2019** 9:00am-3:00pm  
GMAR | 24725 W Twelve Mile Rd Suite 100,  
Southfield MI 48034



**For questions, contact:**  
Traci Dean | Education Director  
**248-522-0341**

**REGISTER ONLINE!**

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



# Accredited Buyer's Representative Designation



officially certified by



**Marketplace**  
MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS.

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



**August 6 & 7, 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: \$195.00**  
**Non-Members: \$225.00**

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



***Presented by:***  
**FURHAD WAQUAD**

CIPS, ABR, CRS, GRI, SFR  
BPOR, TRC, AHWD

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

# Agent 101: You Don't Know What You Don't Know



**August 14, 2019**  
**9:45 a.m. Registration**  
**10:00 a.m. - 2:00 p.m.**

**24725 W. 12 Mile Road #100**  
**Southfield, MI 48034**

**MemberMax/EduPass: FREE!**  
**GMAR Members: \$10.00**  
**Non-Members: \$40.00**

**Call (248) 478-1700**  
**Online at 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.*



**Presented by:**  
**DEANNA DURUSSEL**  
**ABR, SRS, RENE, PSA, SFR**

## Agent Topics:

- Agent Referrals
- Car Insurance
- Checklists
- Commercial Property
- E & O Insurance
- Grievances
- Personalized Marketing Materials
- Presentations buyers/sellers
- Title Insurance & Title Companies
- Forms

## Seller Focus:

- Certificate of Occupancy
- Listing Package Paperwork
- Mortgage Payoff
- Open House
- Sellers Disclosure Stmt
- Transfer Taxes

## Both Parties of the Transaction:

- Appraisals
- Closing
- Traditional vs. Designated
- Escrow Accounts
- Final Walk-Through
- Home Warranties
- Closing Document
- Mutual Release
- Purchase Agreements
- Transaction Coordinator

## Buyer Focus:

- Bill of Sale
- Buyer Broker Agreements
- Closing Costs, Pre Pairs & Escrow
- EMD
- Home Inspection
- HUD Homes/Bank Owned
- New Construction
- Pre-Approval
- Preview Appointments
- PMI





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**8 elective credits**

Meets NAR Code of Ethics  
requirement of 2.5 hours



**SERVE THOSE  
WHO SERVE OUR COUNTRY**

*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.*

## Sign up for NAR's Military Relocation Professional (MRP) Certification Course.

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful.

The Military Relocation Professional Certification Course educates REALTORS® about working with U.S. service members and their families and veterans to find the housing solutions that best suit their needs and to take full advantage of available benefits and support.

To earn the MRP certification, REALTORS® must complete a few basic requirements:

1. Be in good standing with NAR;
2. Complete pre-class readings to learn military background information and better understand military culture;
3. Complete the one-day MRP certification course;
4. Complete two one-hour webinars, and;
5. Submit certification application and one-time fee of \$195.

### TAKE THE COURSE!

**August 20, 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**



*Presented by:*

**LESLIE ASHFORD**

**ARB, MRP, SRS**

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August 28 & 29, 2019  
8:45 a.m. registration  
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The RENE Certification is designed to elevate and enhance negotiating skills so that today's real estate professionals can play the game to win.

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Craft a strategy for negotiation and learn when and how to negotiate



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Negotiate effectively face-to-face, on the phone or through e-mail and other media

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## CERTIFICATION REQUIREMENTS:

- Be a member in good standing of the NAR.
- Complete this qualifying core course.
- View three 1-hour Webinars available free of charge.
- Submit application\* to REBAC

\*\$175 application fee payable to REBAC must be submitted with application. You may return the application to the SFR department via email, fax or direct mail. Please see the application for the contact information.



**August 22, 2019**

**8:45 a.m. Registration**

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*Presented by:*

**BRENT BELESKY**

**MRP, SRES, SFR**

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*This one-day course is an approved elective for the Accredited Buyer's Representative (ABR®) designation and the Short Sales and Foreclosure Resource (SFR) certification.*





# IMAGINE

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