

# METROPOLITAN REALTOR®

GMARonline.com

JULY 2019

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## GOLF OUTING 2019

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MORE INFORMATION ON PAGE 9





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 Association of REALTORS®  
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JULY 2019

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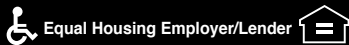
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By AL BLOCK  
2019 GMAR President  
President@gmaronline.com

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

## July is Here!



July is here, which means it's time to celebrate the freedom we enjoy as Americans and the Summer weather we've been wanting! We as Realtors protect and promote the American Dream of homeownership. Why, because THAT'S WHO WE R! In May, your GMAR leadership attended the NAR Mid-Year Legislative meetings in Washington D.C. It was a fantastic opportunity to connect with Realtors® and Elected Officials from around our great country. As your GMAR President, I would like as many of our members to attend, but for most, that is not possible; therefore, I thought about bringing the event to you. I shot hours of video which was condensed into a great 5-minute overview. Watch the video compilation taking you through the NAR Mid-Year conference from start to finish!

There were numerous highlights of the trip starting with advocacy. GMAR has a big impact when we visit Capitol Hill and sit one-on-one with Senators and Representatives from our local areas and State. There is nothing like discussing detailed real estate issues with our elected officials but it's important to remember that they are not real estate experts; therefore, it is our job to remind them of the Realtor® point of

view on topics like Opportunity Zones, Flood Insurance, Vacation Rental regulations, and various private property rights. Realtors® are in the politics of real estate whether we like it or not. #ThatsWhoWeR

For several days your GMAR leadership also attended NAR Committee meetings, forums, work groups, task forces, and panel discussions. Spending hours in these rooms provided us with the experience and knowledge to better serve you, our members on the local level.

The end of the week concluded with a meeting of the entire Board of Directors where we voted to extend the national ad campaign for 3 years along with zero increases on dues despite the raising of budgetary reserves.

Realtors® are at the front lines spending countless hours serving our Association, industry, clients, and colleagues for something worth much more than money. You are a Realtor®. I am a Realtor®. AND we do more than just sell real estate. We are fathers, mothers, sons, daughters, and simply neighbors who foster and promote the American Dream. THAT'S WHO WE R!

Happy  
Fourth of July







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By VICKEY LIVERNOIS  
Chief Executive Officer

## It's hard to believe that its already July!

This year seems to be flying by. I wanted to provide a brief update on some of the items that GMAR Committees and staff have been working on this year.

In case you missed it, GMAR's Diversity and Inclusion Committee hosted an amazing event at The Mint in April. This event featured outstanding speakers, a beautiful venue and hosted over 150 of our members to hear stories and learn insights on some of the top issues. They didn't stop there though; the Committee is also hosting a free At Home with Diversity Certification program on July 19th that is available to ANYONE at no charge. This NAR Certification has been well received for many years, and we are certain that this course won't disappoint. Seating is limited to the GMAR classroom, so register early if you are interested.

Our RPAC Committee has been hard at work increasing our fundraising efforts to aid in protecting private property rights and encouraging the Realtor® party. To bring light to the efforts and successes of this Committee's hard work so far this year, it may be helpful to tell you that the Michigan Realtors® establishes goals for each local association annually, based on the number of active members. Our 2019 goal has been set at over \$300,000. As of last month, through the various fundraising efforts of our RPAC Committee members, we have raised over 25% of our goal, or just about \$76,000 dollars with only 322 investors. As part of President Al Block's goal this year (50% participation) we are still in need of your support of the Realtor® Political Action Committee. The Board of Directors issued a challenge to all of our Committees to complete 100% participation and I am proud to say that our Affiliate Committee

won that challenge. They were the first GMAR Committee to achieve 100% participation! That shows how passionate they are about this industry and they are helping to support our members who support them. So, congratulations and thank you to our Affiliate Committee!

Are you joining us for the Golf Outing in a few weeks? The Member Engagement Committee has selected Plum Hollow's private golf course as our venue this year. We are hopeful for beautiful weather, a great day of golf and a delicious dinner afterwards. Again, this year all proceeds from this event will go to benefit Guardian Angels Medical Service Dogs. Our 2017 sponsored dog, Cobalt Realtor® Blue (Cobalt for short) will be our special guest, along with Matthew (his person) and the CEO of GAMSD. We certainly hope that you will join us for this fun filled day – and support this amazing organization.

While we are still enjoying the start of the Summer season, our Member Engagement Committee is also hard at work planning our Gives Back event for this November, which also supports the Guardian Angels Medical Service Dogs. More details coming soon, but for now, mark your calendar for November 1st at Punch Bowl Social in Detroit.

Our Technology Committee is hosting the NAR Tech Edge on August 27th at VistaTech Center in Livonia. This event is to highlight some amazing technologies that can be used in the real estate business, there will be speakers, food, networking and more! GMAR members who catch the early bird special pricing pay only \$49 (regularly \$89) so be sure to secure your tickets on or before August 20th!


Who doesn't love a night at the ballpark? Our Young Professionals Network is planning an evening at Comerica Park on September 26th! GMAR members, friends and family will enjoy tickets to the game, food and drink for a very reasonable price! More details coming soon!

While all of these "fun" events are planned, we don't lose sight of important Realtor® issues and the upcoming election. Members from both our Government Affairs and RPAC Committees have put in many hours interviewing candidates running in this year's local elections, these include members of City Councils in the areas that you live and work. We ensure that those candidates that receive our endorsement are supporting private property rights and the Realtor® Party.

Speaking of our communities, we have received numerous applications for Placemaking Grants. The submissions all feature amazing opportunities to improve areas within these communities. Our Placemaking Committee will be meeting later this month to determine who will receive grant funding this year from GMAR.

We also have our Scholarship Task Force who is scheduled to meet this month as well to review the numerous applications received by GMAR Realtors® who have a child that will be attending a Michigan college in the Fall, or a member who is looking to further their own education and knowledge in the real estate industry. Each year, GMAR awards \$25,000 in scholarships to our members and their families! It is such an amazing opportunity to be able to present a check in the coming months! Watch for more information on the Scholarship recipients in just a few more weeks!

So, as you can see, we are keeping our staff and volunteers very busy! If you are interested in finding out how you can get involved, give us a call! Committee applications will be open in the coming months for 2020 appointments. We encourage you to get involved and help us continue to be #Greater Realtors!

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RPAC POOLSIDE BBQ PHOTOS







# GOLF OUTING 2019

**MONDAY JULY 22<sup>nd</sup>**

**REGISTRATION & BREAKFAST**

8:30 A.M.

**TEE OFF**

10:00 A.M.

**REGISTER ONLINE**

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Includes: plated dinner and prize drawing.

Cash only for 50/50 tickets, raffle tickets, and skill contests.

All proceeds Benefit



**Guardian Angels**  
Medical Service Dogs, Inc.



By DENNIS KOZAK  
GMAR RPAC Chair

# RPAC & YPN had a BLAST at REALTOR® Park Grand Re-Opening!

Thank you to those who joined us at the Realtor® Park Grand Re-Opening in June! This GMAR sponsored event had an excellent turn out and was successfully executed and ended just before the heavy rains came later in the day. The Mayor of Royal Oak spoke during the ribbon cutting ceremony and dedication of the new playground equipment donated in 2018 by the Greater Realtors®!

We started the day with volunteers who put the finishing touches on the park by weeding and spreading new mulch. This was followed by arts and crafts for the kids and a delicious barbecue for all. In addition to Realtors® and their families, we had many guests and families from the surrounding neighborhood.

The day was capped off with a very successful and fun Water Gun Challenge. The size of your water gun was in direct proportion to your RPAC investment that day. Al Block, 2019 President of GMAR, won the auction and for his bid of \$900 got the biggest water gun. This event was a blast because everyone got wet—and we raised over \$2,000 for RPAC. Not bad for a lot of fun!!

The REALTORS® Political Action Committee (RPAC) is the best way a REALTOR® can protect their business. Think of it as your insurance policy. RPAC is the only grassroots and issues

mobilizing force that exists to protect and promote home ownership and real estate investment.

By contributing to RPAC, you are able to support REALTOR®-friendly legislators who believe in our industry and believe in protecting private property rights, preserving the American dream of home ownership, and fighting for tax reforms and regulations on our business.

If you haven't made your 2019 investment in RPAC, it is not too late to do so.

Please consider investing a minimum of \$50 or more to RPAC in 2019. For MemberMax™ Members, you can invest \$15 in RPAC with no additional cost to you. Visit [www.gmaronline.com/optin/](http://www.gmaronline.com/optin/) to have GMAR send \$15 of your August dues to RPAC on your behalf.

To make a one-time investment to RPAC, visit [www.gmaronline.com/invest/](http://www.gmaronline.com/invest/).



# 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 June 2019.

Allen, Ed	Dart, Julie	Hannah, Michael	Kosh, Gail	O'Brien, Edward	Spindura, Linda
Alston, Shawnta	Davis, Bernadine	Harding, Angela	Kupras, Lonnie	O'Malley, Dorothy	Styla, Jazz
Anderson, Joseph	Day, Emily	Harlin, Karen	LaBarge-Thomas, Constance	Packer, Jeffrey	Swanberg, Michael
Ausman, Phillip	DeAngelo, Debra	Harman, Christina	LaFrance, Sharon	Parker, Horace	Szlachta, Brenda
Barber, Janel	Deason, Patricia	Harris, Cynthia	Layne, Joseph	Pickering, Charles	Talya, Diven
Barker, Kathleen	DeSchryver, Philip	Harris, Elizabeth	Lemanski, Sheilah	Pickett, Nissi	Targanski, Ronnie
Barratt, Anita	DesJardins, John	Harrison, Richard	Littlepage, James	Plummer, Christopher	Taylor, Greg
Bartos, Patricia	Dolman, Lori	Henney, Lawrence	Louton, Lynn	Pompi, Renee	Taylor, Stephanie
Bates, Sommer	Dresser, Margaret	Hicks, Autumn	Lukity, Carol	Pringle, Aaron	Thomas, Cheryl
Beazley, Daniel	Drew, Courtney	Hoke, Eric	Maitland, Shana	Rammler, Theresa	Trombley, Nikki
Belesky, Brent	Drongowski, Debra	Holbrook, Angel	Malone, Deborah	Raymo, Eric	Urbanczyk, Georgetown
Betzling, Karen	Duncanson, Nancy	Hoover, Jennifer	Mangiapane, Lana	Reyes, Maria	VanDam, Crystal
Bitto, Louis	Dunn, Michael	Houghton, Laura	Marks, Yvonne	Rhyme, Heidi	Vermeesch, Eva
Bloom, Terri	Earl, Jon	Ili, Eva	Marku, Viktor	Richardson, Edith	Wade, Derica
Bodrie, Heather	Eash, Krista	Isbell, Connie	Martin, Diane	Ruloff, Keith	Waun, Catherine
Boji, Nathan	Eckerly, Jon	Iwankowski, Karen	Massey, Cecile	Russo, Mary Anne	Waxer, Donald
Bonner, Sharon	Edwards, Alonzo	Jackson, Darlene	Mathieu, David	Ryckman, Frederick	Wayne, Mark
Borregard, Jason	Elias, Cathy	James, Lorraine	Matthews, Michelle	Ryckman, Karen	Weaver, Katie
Boushelle, Lori	Emelianov, Natalia	Jardine, Kathleen	Matthews-Schumacher, Ruth	Sain, Adrienne	Weberly, Mark
Brazile, Ayana	Facione, Anthony	Jasgur, Ronald	Maurice, David	Salamy, Andre	Weisenberger, Misty
Brown, Althea	Fanto, Jeffery	Jennings, S. Toni	Mayberry, Marilyn	Saleem, Mohammad	Weinstein, Colton
Bruner, Graziella	Fazio, Michael	Johnson, Elizabeth	McBride, Joyce	Sam, Lianna	Whitt, Vicki
Bryant, Adrienne	Ferdon, Cathie	Johnson, Gordon	McCall, Bethanne	Sandridge, Demetrius	Williams, Claire
Bynum, James	Finneran, Kimberly	Johnson, Sherri	McDaid, Roger	Sarkissian-Donigian, Tina	Williams, Sheila
Cameron, Sarah	Fowler, Cloteal	Jonas, Alan	Millard, Alan	Schippa, Anthony	Williams, Wanda
Carey, Zeola	Frazier, Sherry	Jump, Ruth	Miller, Patricia	Scholl, Amy	Wingert, Patricia
Carland, Sandra	Freel, Gayle	Kadi, Meriem	Minor, William	Schrauben, Carol	Woodard, Carol
Casenave Pappal, Lila	Frink, Ellen	Kallen, Criag	Mitchell, Gwendolyn	Scott, Lisa	Wygall, Grace
Chowdhury, Syed	Galloway, T. Scott	Kappeler, Brandon	Mitchell, Rachel	Shannon, Katherine	Yaladoo, Brian
Clark, Joel	Gardner, Jerry	Kekich, Brandon	Monahan, Meghan	Sharpe, Rutha	Yang, Nhia
Clinesmith, Debby	Garrick, Sigrid	Khorysheva, Olesya	Monday, Kristine	Shurmur, Kristin	Yatooma, Jerry
Cobleigh, Sharon	Gilleran, Jeanne	Kilpatrick, Christine	Morgan, David	Siddiqui, Saif	Yee, Jill
Cooke, Rhonda	Golchuk, Jean	King, Pam	Motowski, Mary	Simmons, Cathey	Zaia, Jonathon
Courtney, James	Gouin, Dianne	King, Sean	Murphy, Cindy	Smith, Alva	Zarghami, Michelle
Craft, Todd	Gray, Marnie	Kirkland, Gerald	Napolitano, Jean	Smith, Devon	
Cunningham, Rebecca	Haggerty, Richard	Kita, Deborah	Nobles, Darryl	Smith, Kellie	
Daggy, Christopher	Hamlet, Stephanie	Kokenos, Bill	Nocera, Marc	Smith, Renee	
Darin, Patricia	Hammons, Adam	Konefke, Abigail	Norris, Clara	Solomon, Garland	

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



# THANK YOU!

to GMAR Members & Staff Who've Earned their  
**Commitment to Excellence** Endorsement!

**Traci Dean**  
**Karen Greenwood**  
**Porsha Hall**  
**James Iodice**  
**Vickey Livernois**

**John O'Brien**  
**Pauline Olszewski**  
**Bart Patterson**  
**Katie Weaver**

## *With Our Deepest Sympathy*



**JAMES R. JONES**

We are sad to inform you of the May 31st death of James R. Jones of Lynx CIR.

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



**MARGE GJERNES**

We are sad to inform you of the June 29th death of Marge Gjernes of Century 21 Row.

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

*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.

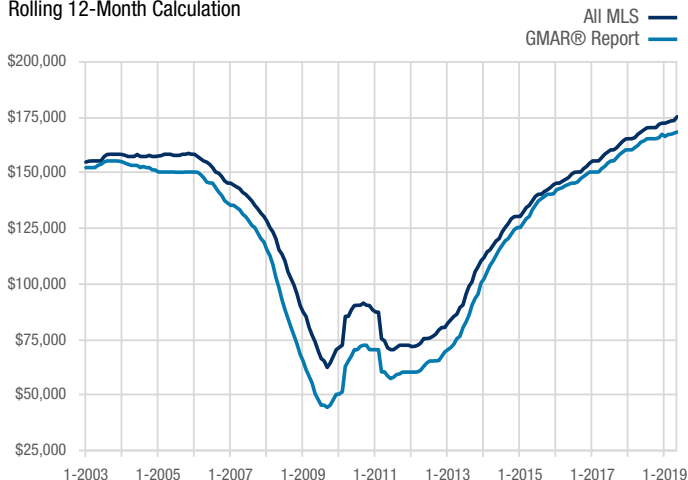
Residential Key Metrics	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
New Listings	6,898	<b>7,132</b>	+ 3.4%	25,457	<b>26,835</b>	+ 5.4%
Pending Sales	4,319	<b>4,704</b>	+ 8.9%	17,922	<b>18,979</b>	+ 5.9%
Closed Sales	4,128	<b>4,170</b>	+ 1.0%	15,721	<b>16,292</b>	+ 3.6%
Days on Market Until Sale	30	<b>33</b>	+ 10.0%	38	<b>41</b>	+ 7.9%
Median Sales Price*	\$178,000	<b>\$180,000</b>	+ 1.1%	\$159,900	<b>\$162,000</b>	+ 1.3%
Average Sales Price*	\$221,246	<b>\$225,611</b>	+ 2.0%	\$203,261	<b>\$204,997</b>	+ 0.9%
Percent of List Price Received*	98.3%	<b>98.1%</b>	- 0.2%	97.4%	<b>97.0%</b>	- 0.4%
Inventory of Homes for Sale	11,042	<b>9,793</b>	- 11.3%	—	—	—
Months Supply of Inventory	3.0	<b>2.6</b>	- 13.3%	—	—	—

Condo Key Metrics	May			Year to Date		
	2018	2019	% Change	Thru 5-2018	Thru 5-2019	% Change
New Listings	1,205	<b>1,210</b>	+ 0.4%	4,708	<b>4,859</b>	+ 3.2%
Pending Sales	871	<b>881</b>	+ 1.1%	3,508	<b>3,502</b>	- 0.2%
Closed Sales	800	<b>825</b>	+ 3.1%	3,008	<b>3,021</b>	+ 0.4%
Days on Market Until Sale	27	<b>32</b>	+ 18.5%	33	<b>38</b>	+ 15.2%
Median Sales Price*	\$160,000	<b>\$171,750</b>	+ 7.3%	\$156,125	<b>\$162,000</b>	+ 3.8%
Average Sales Price*	\$186,753	<b>\$202,587</b>	+ 8.5%	\$184,053	<b>\$195,771</b>	+ 6.4%
Percent of List Price Received*	98.0%	<b>98.1%</b>	+ 0.1%	97.8%	<b>97.4%</b>	- 0.4%
Inventory of Homes for Sale	1,630	<b>1,708</b>	+ 4.8%	—	—	—
Months Supply of Inventory	2.3	<b>2.5</b>	+ 8.7%	—	—	—

\* 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.

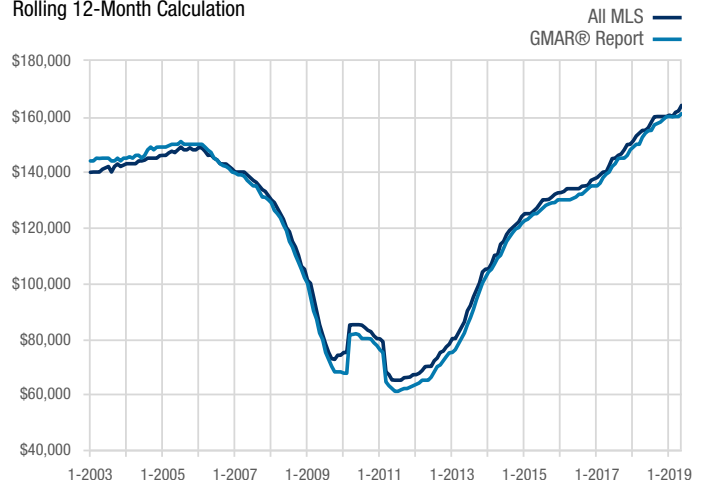
### Median Sales Price - Residential

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 June 3, 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)

## Spring Sales: Median Home Sale Prices Rise in May, Up 5.7% Prices Continue Climb, Sales Slow by 9.8% Y-O-Y

### Quick Facts

- 0.1%

+ 5.7%

- 9.8%

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 May 2019:

At this point in the year, we are getting a good sense for how the housing - 9.8% market is likely to perform for the foreseeable future. And although it is not a particularly exciting forecast, it is a desirable one. Markets across the country are regulating toward a middle ground between buyers and sellers. While it remains true that sales prices are running higher and that inventory options are relatively low, buyers are beginning to find wiggle room at some price points and geographies.

Closed Sales increased 0.2 percent for Residential homes but decreased 2.2 percent for Condo homes. Pending Sales increased 2.5 percent for Residential homes but decreased 2.7 percent for Condo homes. Inventory decreased 11.0 percent for Residential homes but increased 1.4 percent for Condo homes.

The Median Sales Price increased 3.9 percent to \$187,000 for Residential homes and 8.3 percent to \$174,900 for Condo homes. Days on Market increased 8.1 percent for Residential homes and 9.7 percent for Condo homes. Months Supply of Inventory decreased 12.1 percent for Residential homes but increased 4.0 percent for Condo homes.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.



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	5-2018	5-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		14,053	14,314	+ 1.9%	51,192	53,474	+ 4.5%
Pending Sales		8,956	9,113	+ 1.8%	36,639	37,730	+ 3.0%
Closed Sales		8,612	8,603	- 0.1%	31,904	32,781	+ 2.7%
Days on Market Until Sale		36	39	+ 8.3%	45	47	+ 4.4%
Median Sales Price		\$175,000	\$185,000	+ 5.7%	\$164,000	\$169,900	+ 3.6%
Average Sales Price		\$213,914	\$222,693	+ 4.1%	\$200,471	\$206,246	+ 2.9%
Percent of List Price Received		98.4%	98.1%	- 0.3%	97.6%	97.3%	- 0.3%
Housing Affordability Index		167	160	- 4.2%	179	175	- 2.2%
Inventory of Homes for Sale		23,893	21,561	- 9.8%	--	--	--
Months Supply of Inventory		3.2	2.9	- 9.4%	--	--	--

97.6% Current as of June 3, 2019. All data from Realcomp II LLC. Report © 2019 ShowingTime. | 15

## Listing and Sales Summary Report May 2019



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	May-19	May-18	% Change	May-19	May-18	% Change	May-19	May-18	% Change	May-19	May-18	% Change
<b>All MLS (All Inclusive)</b>	<b>8,603</b>	<b>8,612</b>	<b>-0.1%</b>	<b>\$185,000</b>	<b>\$175,000</b>	<b>+5.7%</b>	<b>39</b>	<b>36</b>	<b>+8.3%</b>	<b>21,561</b>	<b>23,893</b>	<b>-9.8%</b>
City of Detroit*	396	370	+7.0%	\$42,000	\$36,750	+14.3%	51	48	+6.3%	2,056	2,299	-10.6%
Dearborn/Dearborn Heights*	211	204	+3.4%	\$152,000	\$139,950	+8.6%	29	22	+31.8%	390	437	-10.8%
Genesee County	572	502	+13.9%	\$146,500	\$137,000	+6.9%	45	43	+4.7%	1,160	2,189	-47.0%
Greater Wayne*	1,547	1,524	+1.5%	\$160,000	\$150,000	+6.7%	30	26	+15.4%	2,805	3,066	-8.5%
Grosse Pointe Areas*	90	90	0.0%	\$326,950	\$289,700	+12.9%	43	28	+53.6%	242	230	+5.2%
Hillsdale County	56	39	+43.6%	\$129,000	\$125,000	+3.2%	105	81	+29.6%	204	132	+54.5%
Huron County	16	7	+128.6%	\$107,250	\$125,000	-14.2%	156	146	+6.8%	82	65	+26.2%
Jackson County	220	209	+5.3%	\$135,850	\$137,000	-0.8%	77	69	+11.6%	734	569	+29.0%
Lapeer County	127	96	+32.3%	\$189,000	\$175,000	+8.0%	49	45	+8.9%	368	442	-16.7%
Lenawee County	121	140	-13.6%	\$175,000	\$151,250	+15.7%	76	76	0.0%	457	446	+2.5%
Livingston County	350	311	+12.5%	\$290,000	\$259,110	+11.9%	40	27	+48.1%	762	817	-6.7%
Macomb County	1,323	1,332	-0.7%	\$176,000	\$170,000	+3.5%	29	27	+7.4%	2,403	2,503	-4.0%
Metro Detroit Area*	5,514	5,507	+0.1%	\$200,000	\$190,000	+5.3%	32	28	+14.3%	12,765	13,722	-7.0%
Monroe County	179	188	-4.8%	\$184,500	\$178,450	+3.4%	66	77	-14.3%	458	1,143	-59.9%
Montcalm County	19	7	+171.4%	\$142,000	\$140,000	+1.4%	68	70	-2.9%	38	33	+15.2%
Oakland County	1,898	1,970	-3.7%	\$260,000	\$260,000	0.0%	31	28	+10.7%	4,739	5,037	-5.9%
Saginaw County	176	216	-18.5%	\$107,001	\$88,750	+20.6%	41	60	-31.7%	436	588	-25.9%
Sanilac County	32	29	+10.3%	\$127,225	\$99,000	+28.5%	85	59	+44.1%	196	221	-11.3%
Shiawassee County	83	93	-10.8%	\$129,500	\$117,000	+10.7%	58	60	-3.3%	171	270	-36.7%
St. Clair County	180	208	-13.5%	\$169,500	\$152,000	+11.5%	55	46	+19.6%	509	583	-12.7%
Tuscola County	39	40	-2.5%	\$128,000	\$110,550	+15.8%	51	91	-44.0%	93	111	-16.2%
Washtenaw County	473	477	-0.8%	\$290,000	\$280,000	+3.6%	30	26	+15.4%	1,579	1,319	+19.7%
Wayne County	1,943	1,894	+2.6%	\$142,000	\$136,500	+4.0%	34	30	+13.3%	4,861	5,365	-9.4%

\* Included in county numbers.

# TOOLSHOP







# NEW PRODUCTS

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**248-478-1700**

	<p><b>Solid Plastic</b></p> 	
<p><b>6052- Baseball Cap</b> New Pink REALTOR baseball cap <b>GMAR Member Price: \$10.95</b></p>	<p><b>6128- Plastic A Frame</b> New Pink A-Frame can't drive past this Bright Pink sign. <b>GMAR Member Price: \$36.40</b></p>	<p><b>6390- Photo Prop Sign</b> 12"x30" Key shaped Sign. Perfect for photo ops with new owners. <b>GMAR Member Price: \$9.95</b></p>
		
<p><b>6386- Women's Baseball Jersey</b> Great Pink and Grey Three Quarter Sleeve Jersey Shirt with Realtor Logo. <b>GMAR Member Price: \$15.00</b></p>	<p><b>6052- Baseball Cap</b> New Black and Pink Cap with REALTOR logo. <b>GMAR Member Price: \$10.95</b></p>	<p><b>6410- Large Corr. Signs</b> These are double the size are sure to grab attention. 22"x31" <b>GMAR Member Price: \$7.99</b></p>



# Welcome, New Members!

Agemy, Kimberly—Arterra Realty LLC  
 Ahmed, Jubel—Keller Williams Realty Central  
 Allen, Kim—Keller Williams Metro  
 Amstutz, Wendy—Remerica United Realty  
 Anderson, Geri—Majestic Homes & Investments  
 Anderson, Chanta—Keller Williams Rly W Blmf MC  
 Anthony, Jessica—Woodward Square Realty, LLC  
 Baker, Crystal—KNE Realty 360  
 Balutanski, Kim—Vanguard Realty Group LLC  
 Banks, Samantha—Pearl Real Estate  
 Bares-Kahler, Nicole—EXP Realty LLC  
 Beer, Stephanie—HM Homes - Signature Collectio  
 Benedetto, Anthony—Coldwell Banker Weir Manuel Bi  
 Blaszyk, Anthony—Keller Williams Realty Central  
 Boone, Tarita—EXP Realty LLC  
 Brown, Cooper—EXP Realty  
 Bryant, Cheryl—C Miles Realty LLC  
 Carmona, Chrissy—Landmark Realty - Southgate  
 Cartwright, Karla—EXP Realty LLC  
 Chandoo, Krishshona—Keller Williams Metro  
 Clippert, III, George—Vision Realty Centers, LLC  
 Clore, Siegel—IPS Management LLC  
 Cobaj, Damiano—Arterra Realty LLC  
 Cobler, Rebecca—More Group Michigan, LLC  
 Coppage, Nancy—Realty Executives Home Towne  
 Couvreur, Joshua—Willow Realty Grove  
 Craig, Robert—BPO Pros LLC  
 Daschke, Stephanie—Visible Homes, LLC  
 Davis, Olivia—Next Level Realty Investments  
 Davis, Dawn—Keller Williams Rly W Blmf MC  
 DeAnda, Margaret—Berkshire Hathaway HomeService  
 DeEulis, Larry—Coldwell Banker Weir Manuel  
 Detweiler, Jeffrey—Stonewater Real Estate Inc.  
 Domanski, Marie—Keller Williams Metro  
 Downey, Matthew—Clients First, Realtors®  
 Elia, Edward—Home Sweet Home Realty, Inc  
 English, Simone—Urban Ridge Realty, LLC  
 Evans, Rene—Keller Williams Lakeside  
 Fenwick, Justin—Real Estate One Farm. Hills  
 France, Raven—Bittinger Team, REALTORS  
 Fuhrman, David—RE/MAX First - Clinton Twp  
 Gaskin, Sara—Keller Williams Realty Central  
 Gibbs, Kimberly—Exit Realty 1st LLC  
 Gilbert, Michael—Keller Williams Rly W Blmf MC  
 Green, Dana—Keller Williams Metro  
 Grenier, Sherrie—Keller Williams Metro  
 Gumbus, Sally-Ann—Woodward Square Realty, LLC  
 Haddad, Marleen—KW Professionals  
 Hampton, Jewel—Keller Williams Somerset  
 Henderson, Sydney—Keller Williams Rly W Blmf MC  
 Henry, Chevetta—Michigan Premiere Realty Group  
 Hildebrandt, Mitch—Berkshire Hathaway HomeService  
 Hill, Danielle—Keller Williams Metro  
 Hohenstern, John—Keller Williams Central

Holland, Meghan—Pellow Realty Group  
 Hopson, Stephanie—Reach Realty Group LLC  
 Jaafar, Nabil—Aress Realty, LLC  
 Jablonski, Gary—Home Realty Partners  
 James, Jalen—Front Page Properties  
 Janosik, McKenzie—Berkshire Hathaway HomeService  
 Jessop, Kristina—NextHome the Boulevard  
 Joachim, Harry—Premier Properties Real Estate  
 Johnson, Christopher—Keller Williams Metro  
 Johnson, Katherine—Sine & Monaghan Real Living RO  
 Joseph, Scott—Keller Williams Metro  
 Kaczmarek, Lena—Key Realty One LLC  
 Kalpin, Judith—Luxury Living Real Estate  
 KasKorkis, Fadi—1st. Choice Realty Inc.  
 Kassab, Heather—Vylla Homes  
 Kendrick, Claude—KW Professionals  
 Kesler, Joshua—Lasco Real Estate Group  
 Key, Jennifer—Jennifer Key  
 Knight, Stephanie—Metropolitan Real Estate Group  
 Krefman, Benjamin—M 1 Realty Inc..  
 Lahab, Regina—Real Estate One, Inc.  
 Lamarand, David—EXP Realty - The Luxe Group  
 Lamghari, Reda—Trust Realty LLC  
 Larsen, Michael—Michael Larsen  
 Leblanc, Louise—Remerica Hometown III  
 Leffert, Vanessa—RE/MAX Home Sale Service  
 Lindberg, Kristina—National Realty Centers  
 Lindsay, Elma—Century 21 Affiliated  
 Lintecum, Jessica—Coldwell Banker Professionals  
 Lockwood, Samantha—Keller Williams Metro  
 Longordo, Amanda—KW Professionals  
 Lukas, Sarah—KW Advantage  
 Lyons, Carissa—Century 21 AAA North  
 Mamlouk, Jin—Encore Real Estate Group  
 Matheny, Lauren—Metropolitan Real Estate Group  
 Mayros, Amanda—EXP Realty LLC  
 McEntire, Patrick—Keller Williams Somerset  
 McGrier, Salamatu—Reach Realty Group LLC  
 Miller, Breanne—Keller Williams Metro  
 Moninger, Jill—Real Estate One, Southgate  
 Moss, Jeffrey—Key Realty One LLC  
 Okogeri, David—KW Advantage  
 Parcha, Sharon—EXP Realty - Trenton  
 Patel, Kamini—Clients First, Realtors®  
 Patto, Luma—EXP Realty LLC  
 Petersen, Teresa—Real Living Great Lakes W.Blm  
 Pietruszka, Susan—National Realty Centers Northy  
 Poirier, Amanda—EXP Realty LLC  
 Raab, Jennifer—Hall & Hunter  
 Rajasekaran, Sathish—Keller Williams Realty Central  
 Reymond, Juanita—Great Lakes Real Estate Agency  
 Richardson, Daniel—Berkshire Hathaway Home Serv  
 Robinson, Alexa—Real Estate One, Inc.  
 Runyon, Rebecca—KW Professionals

Safiedine, Ashley—Max Broock, REALTORS, Brmngm  
 Sanfilippo, Nichiole—Key Realty One LLC  
 Schattler, Hunter—Real Living Kee Realty Roch.  
 Schneider, Trevor—Keller Williams Paint Creek  
 Scott, Paul—Downtown Realty  
 Shamoieal, Zaya—Keller Williams Central  
 Shekoski, Amber—Real Living Kee Realty  
 Siu, Amy—HOA Professional Group, LLC  
 Smith-Bey, Monique—Keller Williams Rly W Blmf MC  
 Smolarz, Jayme—Real Living Kee Realty SCS  
 Souresho, Ninos—Keller Williams Realty Central  
 Stachel, Brandon—Solo Commerical Real Estate  
 Tatum, Priscilla—KW Advantage  
 Taylor, Robert—Keller Williams Rly W Blmf MC  
 Taylor, Brian—EXP Realty LLC  
 Tomlin-Cave, Helen—Century 21 Premier  
 Trapp, Brandi—Keller Williams Somerset  
 Truvillon, Calvin—Next Level Realty Investments  
 Tubbs, Laura—Premier Properties Real Estate  
 Tucker, Wendy—Downtown Realty  
 Tutor, Steven—Signature Sotheby Internationa  
 Vanderwiel, Daniel—RE/MAX Classic  
 Vivian, Tina—Keller Williams Somerset  
 Ward, Carole—Keller Williams Paint Creek  
 Wells, Gregory—KW Professionals  
 West II, Lawrence—B.U. Realty Services  
 Williams, Jean—DOBI Realtors  
 Wilson, Jainessa—BellaBay Realty Tri-Counties  
 Woodson, Tim—Great Lakes Real Estate Agency  
 Worsham, Conley—New Michigan Realty LLC  
 Young, Darius—Keller Williams Metro  
 Yugovich, James—Keller Williams Rly W Blmf MC  
 Zachary, Jennifer—KW Domain  
 Zakharchushyn, Olha—Real Living Great Lakes Roch

## We Couldn't Do It Without You

**THANK YOU  
 ORIENTATION  
 SPONSORS FOR THE  
 MONTH OF JUNE 2019:**

**DAVID DALFINO**  
*Pillar to Post*

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# Maureen Francis & Dmitry Koublitsky of Coldwell Banker Weir Manuel 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. Due to last year's donation efforts from people such as Maureen Francis & Dmitry Koublitsky of Coldwell Banker Weir Manuel who graciously donated \$2000, Independence (Indy) is currently being trained and will find her new home with another Michigan veteran in need.

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.



Maureen Francis & Dmitry Koublitsky of Coldwell Banker Weir Manuel & Veteran Matthew with his Guardian Angel Medical Service Dog, Cobalt Realtor® Blue®

**INDEPENDENCE DAY  
THURSDAY, JULY 4TH  
GMAR OFFICE CLOSED**

**NEW MEMBER ORIENTATION**

CE Credits: 3 standard  
Tuesday, July 9  
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, July 10  
10:00 a.m. - 2:00 p.m.  
GMAR Classroom  
Instructor: Deanna DuRussel  
FREE, Membermax & EduPass  
\$10, Members  
\$40, Non-Members

**REAL ESTATE STANDARD CONTINUING EDUCATION**

CE Credits: 6 standard  
Wednesday, July 16th  
9:00 a.m. - 3:00 p.m.  
GMAR Classroom  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
\$60, Non-Members

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

CE Credits: 7 standard  
Wednesday, July 17  
9:00 a.m. - 5:00 p.m.  
GMAR Classroom  
Instructor: Deanna DuRussel  
FREE, Membermax & EduPass  
\$99, Members  
\$119, Non-Members

**SUCCESSFULLY SELLING HUD HOMES**

CE Credits: 3 standard  
Thursday, July 18  
10:00 a.m. - 1:00 p.m.  
GMAR Classroom  
Instructor: Steve Katsaros  
FREE, Membermax & EduPass  
\$25, Non-Members

**NEW MEMBER ORIENTATION**

CE Credits: 3 standard  
Tuesday, July 23  
9:00 a.m. - 12:30 p.m.  
GMAR Classroom

**SENIOR REAL ESTATE SPECIALIST DESIGNATION (SRES)**

CE Credits: 11 standard, 2 legal  
Wed. & Thurs., July 24 & 25  
9:00 a.m. - 5:00 p.m.  
GMAR Classroom  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
\$350, Members  
\$399, Non-Members

**MSHDA HOME OWNERSHIP PROGRAM**

CE Credit: 1 standard  
Monday, July 29  
10:00 a.m. - 11:00 a.m.  
GMAR Classroom  
Instructor: Darren Montreuil  
FREE, Membermax & EduPass  
\$25, Non-Members

**SELLER REPRESENTATIVE SPECIALIST DESIGNATION (SRS)**

CE Credits: 13 standard and 2 legal  
Tue. & Wed., July 30 & 31  
9:00 a.m. - 5:00 p.m.  
GMAR Classroom  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
\$195, Members  
\$225, Non-Members



# Who is American Home Shield?



American Home Shield® is America's most preferred home warranty and the largest home warranty company in the nation. In fact, AHS® founded the home warranty industry in 1971 and has been committed to delivering customer service excellence and developing innovative products ever since. For more than 45 years, the company has strived to make home ownership easier by protecting customers' budgets from inevitable, unexpected repair costs on covered items.

Today, American Home Shield services over 1.8 million customers, employs more than 2,000 team members, and together with its wholly-owned subsidiaries has five call centers. Providing a valuable resource for homeowners, AHS has a nationwide network of over 15,000 independent professional contractors ready to diagnose and repair covered problems. Customers can submit service requests online or by phone 24/7.

While budget protection and repair access are the foundation of American Home Shield, service excellence has been and always will be the company's cornerstone. The

company dispatched more than 4 million service requests in 2018, and an independent professional contractor is assigned to a job within 15 minutes or less 93% of the time. As the largest home warranty company, American Home Shield is known for standing behind its promises, accepting and paying more service requests than any other home warranty company in the nation for a total of \$2 billion over the last five years.

The affordable, flexible Real Estate Home Warranty Plans offered by American Home Shield were designed with input from real estate professionals and homeowners alike. The plans cover many common home system components and appliances that often break down due to normal wear and tear over time. In addition to the advantages for homeowners, AHS Home Warranty Plans can be helpful in streamlining real estate transactions.

For questions or more information about American Home Shield Home Warranty Plans, contact your dedicated AHS Account Executive, visit [ahs.com/realestate](https://www.ahs.com/realestate), or call 800.735.4663.







## Bart Patterson

**VP & Gen Mgr, Realtor**  
RE/MAX Classic

“ The greatest joy is to help families create a new home. I'm proud to be a Realtor®. I am committed to excellence in my professional services to my clients. I make sure I have all of the knowledge to educate and help guide my clients to make the best decisions possible for their new home.”

THAT'S  
WHO  
WE  
  
REALTOR®

 Greater Metropolitan  
Association of REALTORS®

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## Dee Dee Ohara Blizzard

Managing Broker, CRS®, GRI®, CIPS®, AHWD®

95% of my business is now international--only a very small portion of my business is local/MLS work!

”

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**GLOBAL BUSINESS NETWORK**

Brought to you by the  Greater Metropolitan  
Association of REALTORS®

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



**July 10, 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



# For Realcomp REALTORS® and Recipricol SentiLock Users:

If you haven't done this already – take these  
3 important steps:

1. Download the SentiSmart app! You'll need this app on your Smart device to access Realcomp's Bluetooth-compatible lockboxes.

2. Activate your Realcomp/SentiSmart account. If you no longer have any of the original emails from SentiLock that contained your personal activation link, call Realcomp at (866) 553-3430 or send an email to [support@realcomp.com](mailto:support@realcomp.com)

3. Once you have requested a showing and it has been confirmed by the listing office or agent, login to the SentiSmart app using your Smart device and your Realcomp-issued SentiSmart credentials, your ID and PIN. Hint: Your ID begins with the letters "RC".

4. Then, use the following steps to access the Lockbox key compartment (from either your Android or iOS device):

- a) Press ENT on the lockbox to wake it up.
- b) Tap the listing/lockbox serial number you wish to access from the app.
- c) Enter your PIN and tap on Open Key Compartment from the app.







# STANDARD CON-ED

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



Presented by the Greater Metropolitan Association of Realtors®

## Real Estate Standard Con-Ed

The GMAR Real Estate Standard Con-Ed 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 **6 continuing education credits**.

**Tuesday, July 16th 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)

# MSHDA Homeownership Programs

July 29, 2019 10:00 a.m. - 11:00 a.m.

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

## GMAR®

Presented by:



**Eric Dusenbury**

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

### MSHDA Course Fees:

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

**GMAR Members:  
FREE**

**Non-Members:  
\$25.00**

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



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

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

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

### Mortgage Credit Certificate Program

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

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

### Questions?

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



Approved for 1 Elective  
Continuing Education Credits

### REGISTRATION INFORMATION:

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

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

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

Visa  MasterCard  Discover  American Express:

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

**EduPass™ / MemberMax™**

Expiration Date: \_\_\_\_\_

Signature \_\_\_\_\_

## LIMITED SEATING AVAILABLE!

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

# Start Pricing Homes with Confidence.



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



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

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

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

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

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

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



July 17, 2019

8:45 a.m. Registration

9:00 a.m. – 5:00 p.m. Class

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

MemberMax/EduPass: FREE!

GMAR Members: \$99.00

Non-Members: \$119.00

Call (248) 478-1700

Online at [GMARonline.com](http://GMARonline.com)



*Presented by:*

**DEANNA DURUSSEL**

ABR, SRS, RENE, PSA, SFR





# Successfully Selling HUD Homes in Michigan

July 18, 2019

10:00 a.m. - 1:00 p.m.

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



Presented by:



Steve Katsaros

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

Answer HUD-related questions, such as:

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

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

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

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



## Course Cost

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

**GMAR Members:**  
No Charge

**Non-Members:**  
\$25.00

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

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

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

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

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

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

Signature \_\_\_\_\_

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

**13 elective and 2 legal credits**  
Meets NAR Code of Ethics  
requirement of 2.5 hours

# Your Secret Weapon!

**Earn your Seller Representative Specialist (SRS) Designation.**  
Now recognized by the National Association of REALTORS®

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your 'normal' and reinvent the way you represent sellers. Come learn tips and tools that will equip you to list in today's marketplace.

- Increase listings and grow your business
- Demonstrate and communicate your value package
- Understand and apply the Code of Ethics & Standards of Practice
- Understand and comply with state license laws
- Understand and apply methods, tools and techniques to provide support and services that sellers want and need

**New agents and top producers from all over the US and Canada say this course exceeded expectations and provided them with cutting edge tools that leave their competition in the dust!**



**July 30 & 31, 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: **\$195.00**  
Non-Members: **\$225.00**

Call (248) 478-1700  
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*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:**  
**BART PATTERSON**  
ABR, ACP, CIAS, CRS,  
CDPE, GREEN, e-PRO,  
GRI, SRES, REO. RENE,  
PSA, MCNE