

# METROPOLITAN REALTOR®

GMARonline.com

JUNE 2019

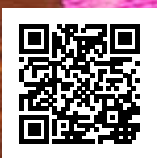


## RPAC

# POOL BARBEQUE SIDE

## JUNE 25<sup>th</sup> 5-8PM

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 Greater Metropolitan  
 Association of REALTORS®  
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JUNE 2019

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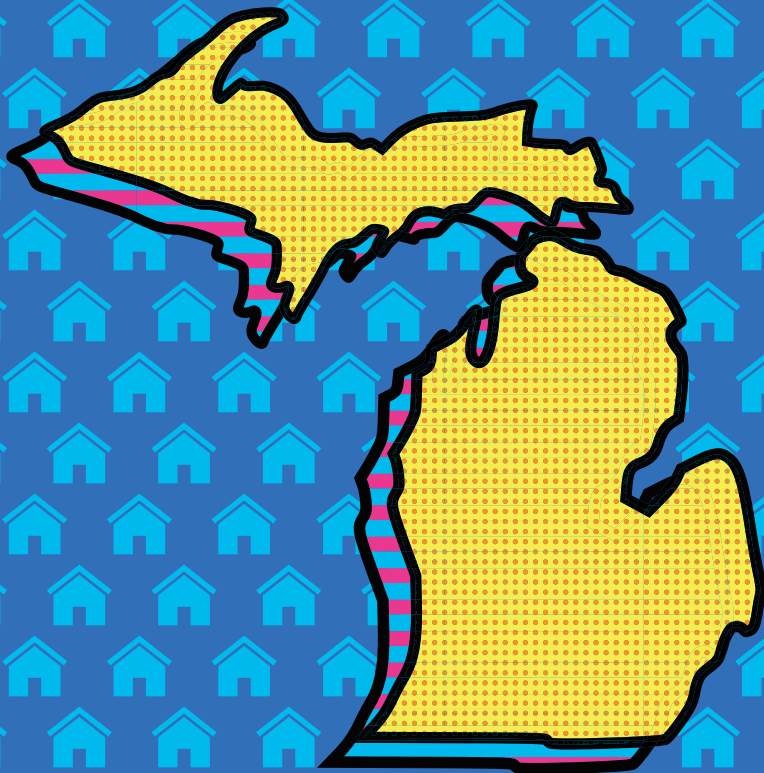
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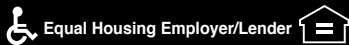


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By AL BLOCK  
 2019 GMAR President  
 President@gmaronline.com

## That's Who We R!

Your GMAR leadership recently attended the NAR Mid-Year Legislative meetings in Washington D.C. and it was a fantastic opportunity to connect with Realtors® and Elected Officials from around our great country! Stay tuned for a video compilation that will be distributed to you later in June taking you through the NAR Mid-Year conference from start to finish. NAR has extended the ad campaign budget and emphasized our 2019 campaign public persona: THAT'S WHO WE R!

The week started off on a high note with the Realtor® Party in full force at the RPAC Hall of Fame awards. It's the 50th Anniversary of RPAC and we are celebrating all the great political accomplishments of Realtors®. If it were not for us, the landscape of home ownership may look very different. Locally, I still need your help for my high-level goal of 50% RPAC participation and all I need from you is a \$15 investment. I sing praises to those in GMAR who understand the importance of funding issues and candidates that go the distance for Realtors® as well as private property rights. Two such members this year have invested \$25,000 or more reaching RPAC Hall of Fame status and beyond. Past President and 2018 Realtor® of the Year Karen Greenwood is Hall of Famer along with Johnna Struck of Changing Places Moving, and GMAR Director, Teri Spiro, who rings in her "triple crown" Hall of Fame status! THAT'S WHO WE R!

There were numerous highlights of the trip, but I will herein mention a few starting with advocacy. The main objective of these meetings is to convene over

10,000 Realtors®, most who are in leadership within their Association. 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. I attest that there is nothing like discussing detailed real estate issues with these folks. They are real people and they do care. However, they are not necessarily real estate experts, so 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. THAT'S WHO WE R!



For several days your GMAR leadership also attended NAR Committee meetings, forums, work groups, task forces, and panel discussions. This is where the work of your National Association takes place and they seek our input. The beauty of all these meetings is the crowdsourcing of information passed around the rooms. I can attest I burn a whole notepad with all the notes and ideas I write down. Spending the hours in these rooms gives us the experience and knowledge to better serve you, our members on the local level. Realtors® from around the country have similar issues and offer fruitful

advice because THAT'S WHO WE R!

We had a last-minute guest show up to speak to us. No big deal, just the President of the United States! That's right! President Trump spoke to over 2,000 of us (the limit allowed in the highly secured auditorium). The speech was live streamed to the entire 1,300,000 members and the President spoke to us for well over an hour! Most know that he built his fortune in real estate and he knows what

Realtors® do. At the same time, the President knows the amazing power of the National Association of Realtors® and what we all do for the American people. He knows real estate and he knows THAT'S WHO WE R!

The end of the week concludes with the meeting of the entire Board of Directors ... all 1,200 of us from around the country. GMAR is proud and privileged to be allocated 3 Directors plus your President (me) giving you a voice at the National level. The funny piece of trivia is every Director votes with a little device reminiscent of an old Blackberry. The Board extended the national ad campaign for 3 years and no dues increase regardless of raising budgetary reserves. Because THAT'S WHO WE R!

My trip concluded with something I do every time I go to Washington DC and it makes Memorial Day even more of a special day for me. I lost my parents when I was a teenager but am honored, they are buried in Arlington National Cemetery. My father, Alfred Block, was in WWII, Korea, and served 26 years in the US Army. My visit with my parents was even more special since I celebrated my 50th Birthday with

them. One cannot go to Arlington and see over 600 acres of graves and be hit with the fact that the freedoms we enjoy as a nation are not free. The fine men and women in uniform pay the price every day and many give the ultimate sacrifice.

In no way do I compare WHO WE R with our Armed Forces and First Responders. BUT ... Realtors® are at the front lines spending countless hours serving our Association, industry, clients, and colleagues for something worth much more than money. We have recently experienced the loss of several GMAR members. Dear and close to me, Jimmy Stevens; 33 years old and District 6 Director on the GMAR Board and YPN Committee. The hearts of your GMAR Leadership are heavy right now and we grieve side by side with Jimmy's wife, 2 young daughters, and parents. Jimmy, in his short time, led his company and served GMAR with honor, dignity, and professionalism. Jimmy was a Realtor®. 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!



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By VICKEY LIVERNOIS  
Chief Executive Officer

# NAR Legislative Meetings Update

Many of us recently returned from the NAR Legislative Meetings in DC this past month where we met with legislators and Realtors® from across the country to share ideas, discuss trends and what the future of the industry has in store.

On Saturday morning in Washington, DC, the NAR Board of Directors met to vote on numerous items, including the popular “That’s Who We R” Campaign, which was approved to be extended for an additional 3 years, until 2020. They also approved the annual budget, without an increase to NAR membership dues.

## Other measures the board approved include:

- Amending Code of Ethics Standards of Practice 1-7, stating that REALTORS® will continue to submit offers on a property to the seller until the transaction closes. The amendment requires listing brokers to notify cooperating brokers “as soon as practically possible” that an offer has been submitted. The change takes effect Jan 1, 2020.

- NAR will develop a national disaster policy that includes emergency financial assistance to affected regions but also emphasizes pre-disaster planning for members and their clients. NAR will also promote the benefits of a private insurance market for flood and other disasters.

If you haven’t had an opportunity to see the “That’s Who We R” Campaign yet, I encourage you to take a look (INSERT VIDEO). NAR has also developed numerous infographics and images that you can use in your own marketing to show That’s Who YOU R.

Also, as we charge full speed ahead into the busy summer market, I would ask that you don’t forget about your goals and continue to accomplish those. GMAR offers a variety of training opportunities for our members looking to increase their professionalism and knowledge and continue to be subject matter experts.

And don’t forget to make time for fun, family and friends! We hope that you will join us on July 22nd at Plum Hollow for the GMAR Golf Outing. This event always sells out quickly, so be sure to sign up your teams early!

Looking forward to a great summer! As always, if you ever need to reach myself or another staff person – we are just a call, click or chat away!





# Don't Miss This Educational Opportunity!



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By DENNIS KOZAK  
GMAR RPAC Chair

## Two GMAR Committees Team up for Fun, Fellowship and Synergy!!

In April, the GMAR Young Professionals Network held an event at Top Golf in Auburn Hills. Those who attended enjoyed some great food, the “state of the art” driving range, and got to learn more about why it is so important to keep REALTORS® at the center of the transaction by investing in RPAC.

If you aren’t familiar, Top Golf allows golfers of any skill level to tee up a few balls and tune their golf swing for the upcoming golf season. You can also compete in various games for points all tabulated by the GPS and computer technology that this unique facility has to offer. This event was a huge success and the RPAC Committee would like to thank YPN for working together on this event!

Later this month, GMAR is hosting its annual Poolside BBQ at a private residence in Bloomfield Hills on June 25th from 5-8pm. If you didn’t attend this event last year, you certainly won’t want to miss it again. Space is limited to the first 100 attendees. Enjoy music, cocktails, and classic summer time barbecue! Tickets are available for \$100 each and we expect to sell out fast!

Visit [www.gmaronline.com/rpacbbq](http://www.gmaronline.com/rpacbbq) for tickets or call 248-522-0337!

If you haven’t made your 2019 investment in RPAC, it is not too late! 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 pay \$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).





## How are Your 2019 Goals Going?

It's hard to believe that the year is almost half over (or we are half way to the finish line.) How are you coming with your goals so far? Would things change if you made a few more calls, changed just one of your processes, or wrote a few cards to your friends and past clients? Have you made the choice to work with clients that better mirror how you prefer to work? Are you balancing your time better than you did in years past or putting out a fire, before it becomes one? It's a great time to "self-check" how things are going for you and your 2019 goals so far.

I am so very proud to share that the affiliate committee was the first committee to meet President Al Block's goal for 100% committee member RPAC investment. I have always felt that as an affiliate we need to truly understand and engage in what Realtors® are battling daily for their clients, as it impacts the business we do too. Major kudos to

the committee for sharing in our industry responsibility to engage and invest in RPAC.

If you have not attended one of the classes that the committee presents, please check the schedule and come see what other Realtors® have been raving about. Impartial presentations with great info for the most seasoned professional, as well as for those just getting started. Stay tuned for a very exciting new program coming up relating to the "business of your business." Topics will include tax planning, investing, structuring your business, marketing, partnerships, and even succession planning to name a few.

The exceptional group of engaged GMAR affiliates are here to help. This group truly "gets it," and is here to make your transactions go smoother for you, your clients, and be an extension of your team.

Hoping you have a great summer!

## *With Our Deepest Sympathy*



### **DOUGLASS JOHNSTON DIGGS**

We are sad to inform you of the May 17th death of Douglass Johnston Diggs of Heritage Realty.

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



### **ROBERT DUNDON**

We are sad to inform you of the May 25th death of Robert Dundon of Coldwell Banker Weir Manuel Birmingham.

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

*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).*

# 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 May 2019.

John North	Lorraine James	Lori Hoover	Kevin Kraft	Pam Bartling
Julie Diaz	Chidi Nyeche	Don Precour	Gloria Lever	Jennifer Bott
Kathleen Coon	Devon Smith	Thomas Rourke	Robert Marzolf	Christina Forrest
Jeffrey Packer	Claire Williams	David Ward	Nicole Matsamakias	Jenna Graham
Gordon McCann	Brian Yaldeo	Robert Zorzan	Melinda McGrath	Richard Harrison
Gary Reggish	Jonathon Zaia	Carla Ayers	Tara Nowaske	Jennifer Jenkins
Katie Weaver	James Littlepage	Amber Barney	Brooke Pietruszka	Dmitry Koublitsky
Nathan Boji	Brenda Szlachta	Harry Berberian	Connie Samuels	Caryn MacDonald
Carol Lukity	Sarah Cameron	Ginger Bott	Stacie Smith	Meghan Monahan
Nissi Pickett	Debra DeAngelo	Rhonda Brashears	Patrick Szuba	Lynn Pazdziora
Eric Raymo	Robbin Barnes	Patrick Catlin	Latrell Taylor	Lynda Sallee
Jerry Yatooma	Michael Fontana	Danyelle Coleman	Brian Traxler	Luke Sasek
Karen Betzing	Amanda Gleason	Anita Emerson	Eva Vermeesch	Nicole Scott
Ronald Jasgur	Carl Manoogian	Megan Farris	Letisha Williams	Jason Seaver
Lori Dolman	Furhad Waquad	Joseph Gentilini	Angie Yaldeo	Melissa Sharnowski-Walton
Shana Maitland	Angel Holbrook	Celeste Goings	Jie Yang	Roberta Socia
James Courtney	Chris Phillips	Milton Jones	Keith Zimmerman	Zarine Torrey
T. Scott Galloway	Suzanne Dean	Christine Kilpatrick	Hiba Zoya	Kevin Tshiamala
Lawrence Henney	Catherine Gothro	Charles Knuth	Cloteal Fowler	

*\*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 Realty	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





# RPAC

# POOL BARBEQUE SIDE

## JUNE 25<sup>th</sup> 5-8PM

Join us this summer at a private residence in Bloomfield Hills. Enjoy music, cocktails, and classic summertime barbeque!

**Tickets: \$100 (Limited Quantity!)**

Visit [www.gmaronline.com/rpacbbq](http://www.gmaronline.com/rpacbbq) for tickets or call 248-522-0337.

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. Nothing herein shall be construed as a solicitation of contributions from non-members. A copy of the federal report, filed by National RPAC with the Federal Election Commission, is available for purchase from the Federal Election Commission, Washington, DC 20463. State reports are filed with the Michigan Secretary of State, Lansing, Michigan.



By TRAVIS GREER  
GMAR Director  
of Realtor® and  
Community Affairs

## Royal Oak Pauses Certificate of Occupancy Proposal

The Royal Oak Building Department recently requested the City Commission adopt a “Re-Occupancy Ordinance,” which would have implemented a mandatory Certificate of Occupancy process. Upon learning of the Building Department’s intention, GMAR immediately contacted the City Commission to express our opposition to the proposal.

GMAR is opposed to Certificates of Occupancy or Point of Sale Inspections because they jeopardize and place an unnecessary burden on the exchange of real property by adding additional barriers that extend an already lengthy and cumbersome process.

Secondly, the Royal Oak Building Department has seriously underestimated the logistical undertaking of adopting a Certificate of Occupancy and Point of Sale Inspection model, which would only complicate matters further by miscalculating the enforcement. For example, in 2018, 1,560 residential properties would have been forced to go through this process, meaning the City would have been responsible for conducting at least 8 inspections on average per day during the height of market activity. This example fails to account for re-inspections, the ebb and flow of the real estate market, and many other parameters.

Lastly, GMAR’s 9,100 REALTORS® who are doing business in communities across the region with this model in place, our members can attest to how poorly these systems are

managed, the undue financial burden they place on buyers and sellers, and how often they can unnecessarily terminate the exchange of property.

At the City Commission meeting, GMAR’s President Al Block outlined why we opposed this proposal during public comment, where he was followed by over 60 members of the public who also opposed the Building Department’s proposal. At nearly 1:00 am, rather than moving the proposed ordinance to the next step, the City Commission passed a motion requesting the Director report back in six months with more accurate information about why the Department believes this is a reasonable proposal.

GMAR will continue to engage the City and members of the City Commission on why a Certificate of Occupancy is unnecessary and does not solve the perceived problem.

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





# Local Market Update – April 2019

This is a research tool provided by Realcomp.



## GMAR® Report

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

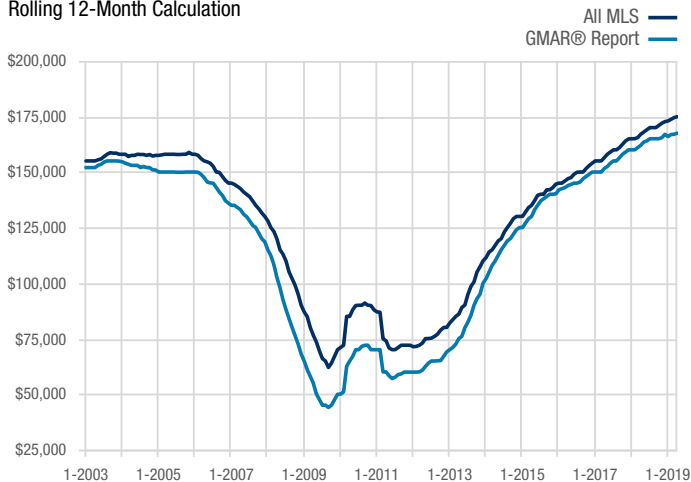
Residential Key Metrics	April			Year to Date		
	2018	2019	% Change	Thru 4-2018	Thru 4-2019	% Change
New Listings	5,834	<b>6,170</b>	+ 5.8%	18,561	<b>19,617</b>	+ 5.7%
Pending Sales	4,041	<b>4,569</b>	+ 13.1%	13,603	<b>14,605</b>	+ 7.4%
Closed Sales	3,259	<b>3,632</b>	+ 11.4%	11,592	<b>12,125</b>	+ 4.6%
Days on Market Until Sale	36	<b>40</b>	+ 11.1%	42	<b>44</b>	+ 4.8%
Median Sales Price*	\$160,500	<b>\$165,000</b>	+ 2.8%	\$154,000	<b>\$155,125</b>	+ 0.7%
Average Sales Price*	\$204,276	<b>\$209,028</b>	+ 2.3%	\$196,858	<b>\$197,909</b>	+ 0.5%
Percent of List Price Received*	97.4%	<b>97.3%</b>	- 0.1%	97.1%	<b>96.7%</b>	- 0.4%
Inventory of Homes for Sale	9,905	<b>8,609</b>	- 13.1%	—	—	—
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	—	—	—

Condo Key Metrics	April			Year to Date		
	2018	2019	% Change	Thru 4-2018	Thru 4-2019	% Change
New Listings	1,097	<b>1,146</b>	+ 4.5%	3,503	<b>3,641</b>	+ 3.9%
Pending Sales	782	<b>881</b>	+ 12.7%	2,637	<b>2,663</b>	+ 1.0%
Closed Sales	696	<b>656</b>	- 5.7%	2,208	<b>2,197</b>	- 0.5%
Days on Market Until Sale	27	<b>40</b>	+ 48.1%	35	<b>40</b>	+ 14.3%
Median Sales Price*	\$159,500	<b>\$162,000</b>	+ 1.6%	\$155,000	<b>\$157,000</b>	+ 1.3%
Average Sales Price*	\$188,966	<b>\$200,450</b>	+ 6.1%	\$183,075	<b>\$193,131</b>	+ 5.5%
Percent of List Price Received*	98.1%	<b>97.8%</b>	- 0.3%	97.8%	<b>97.2%</b>	- 0.6%
Inventory of Homes for Sale	1,490	<b>1,581</b>	+ 6.1%	—	—	—
Months Supply of Inventory	2.2	<b>2.3</b>	+ 4.5%	—	—	—

\* 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.

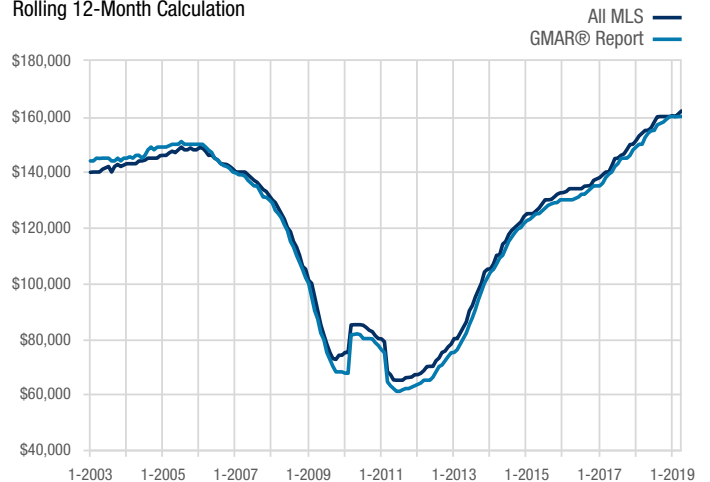
### Median Sales Price - Residential

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 May 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)

## Spring Push: Buyers Return in April, Driving Sales Up 9% Over 2018 Median Sale Price Steadily Rises 1.3% from April 2018

### Quick Facts

**+ 9.0%**

**+ 1.3%**

**- 10.9%**

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 April 2019:

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

Closed Sales increased 10.8 percent for Residential homes but decreased 2.5 percent for Condo homes. Pending Sales increased 7.0 percent for Residential homes and 7.9 percent for Condo homes. Inventory decreased 12.2 percent for Residential homes but remained flat for Condo homes.

The Median Sales Price increased 1.5 percent to \$172,500 for Residential homes and 2.2 percent to \$163,500 for Condo homes. Days on Market increased 4.4 percent for Residential homes and 35.5 percent for Condo homes. Months Supply of Inventory decreased 10.3 percent for Residential homes but remained flat for Condo homes.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.



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# 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		11,635	12,450	+ 7.0%	36,963	38,796	+ 5.0%
Pending Sales		8,276	8,867	+ 7.1%	27,611	28,577	+ 3.5%
Closed Sales		6,730	7,336	+ 9.0%	23,289	24,019	+ 3.1%
Days on Market Until Sale		43	47	+ 9.3%	48	49	+ 2.1%
Median Sales Price		\$167,900	\$170,000	+ 1.3%	\$159,900	\$165,000	+ 3.2%
Average Sales Price		\$203,698	\$207,825	+ 2.0%	\$195,511	\$200,877	+ 2.7%
Percent of List Price Received		97.8%	97.5%	- 0.3%	97.3%	97.0%	- 0.3%
Housing Affordability Index		174	174	0.0%	183	180	- 1.6%
Inventory of Homes for Sale		21,161	18,858	- 10.9%	--	--	--
Months Supply of Inventory		2.8	2.5	- 10.7%	--	--	--

Current as of May 1, 2019. All data from Realcomp 3 Ltd. Report © 2019 ShowingTime. | 15

## Listing and Sales Summary Report April 2019



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change	Apr-19	Apr-18	% Change
<b>All MLS (All Inclusive)</b>	<b>7,336</b>	<b>6,730</b>	<b>+9.0%</b>	<b>\$170,000</b>	<b>\$167,900</b>	<b>+1.3%</b>	<b>47</b>	<b>43</b>	<b>+9.3%</b>	<b>18,858</b>	<b>21,161</b>	<b>-10.9%</b>
City of Detroit*	380	370	+2.7%	\$44,000	\$31,250	+40.8%	58	53	+9.4%	1,999	2,193	-8.8%
Dearborn/Dearborn Heights*	202	153	+32.0%	\$131,250	\$132,000	-0.6%	36	27	+33.3%	358	375	-4.5%
Genesee County	488	383	+27.4%	\$137,000	\$135,000	+1.5%	51	52	-1.9%	1,060	1,926	-45.0%
Greater Wayne*	1,335	1,179	+13.2%	\$145,000	\$145,000	0.0%	38	32	+18.8%	2,427	2,772	-12.4%
Grosse Pointe Areas*	61	76	-19.7%	\$279,000	\$305,000	-8.5%	42	40	+5.0%	206	195	+5.6%
Hillsdale County	27	16	+68.8%	\$108,000	\$150,750	-28.4%	111	108	+2.8%	129	48	+168.8%
Huron County	9	9	0.0%	\$88,000	\$112,000	-21.4%	67	120	-44.2%	81	60	+35.0%
Jackson County	184	146	+26.0%	\$130,000	\$135,000	-3.7%	76	97	-21.6%	663	533	+24.4%
Lapeer County	93	88	+5.7%	\$174,900	\$171,450	+2.0%	53	61	-13.1%	292	387	-24.5%
Lenawee County	110	93	+18.3%	\$153,500	\$146,000	+5.1%	89	85	+4.7%	394	402	-2.0%
Livingston County	247	246	+0.4%	\$270,000	\$262,250	+3.0%	48	43	+11.6%	617	710	-13.1%
Macomb County	1,154	1,086	+6.3%	\$165,000	\$159,900	+3.2%	35	31	+12.9%	2,095	2,318	-9.6%
Metro Detroit Area*	4,654	4,430	+5.1%	\$180,000	\$176,900	+1.8%	40	35	+14.3%	11,124	12,253	-9.2%
Monroe County	172	136	+26.5%	\$183,250	\$169,750	+8.0%	62	101	-38.6%	420	1,112	-62.2%
Montcalm County	9	0	--	\$125,000	\$0	--	65	0	--	25	13	+92.3%
Oakland County	1,538	1,549	-0.7%	\$255,000	\$240,000	+6.3%	39	35	+11.4%	3,986	4,260	-6.4%
Saginaw County	174	170	+2.4%	\$109,500	\$86,000	+27.3%	73	66	+10.6%	353	567	-37.7%
Sanilac County	27	27	0.0%	\$115,000	\$118,000	-2.5%	102	100	+2.0%	171	195	-12.3%
Shiawassee County	82	64	+28.1%	\$132,500	\$112,300	+18.0%	74	44	+68.2%	163	228	-28.5%
St. Clair County	198	176	+12.5%	\$159,950	\$156,000	+2.5%	58	61	-4.9%	477	516	-7.6%
Tuscola County	27	38	-28.9%	\$125,000	\$105,000	+19.0%	86	49	+75.5%	88	107	-17.8%
Washtenaw County	399	358	+11.5%	\$290,000	\$275,000	+5.5%	41	29	+41.4%	1,424	1,130	+26.0%
Wayne County	1,715	1,549	+10.7%	\$127,000	\$126,500	+0.4%	42	37	+13.5%	4,426	4,965	-10.9%

\* Included in county numbers.

# SUMMER SALE

## June GMAR ToolShop Sale

Sale Prices Valid June 1-30, 2019

### 6279—Laser Dimension 130

Member price: \$89.95

**Sale Member Price: \$75.00**



### 5920- Feather Flags

Great for Open houses come in Red, Yellow or Blue and companies we have are C21, Coldwell Banker, Re/Max and Berkshire Hathaway.

Member price: \$62.95

**Sale Member Price: \$58.00**



### 3359– Home Portfolio

Great Closing Gifts for clients to keep all their records . Comes in Black, Blue, Red or Green.

Member price: \$20.00

**Sale Member Price: \$17.00**







# Welcome, New Members!

Adkins, Earl—Coldwell Banker Professionals  
 Ahmed, Afshan—Century 21 Today, Inc.  
 Alcini, Frank—Vyalla Homes  
 Alnaqash, Zaid—Keller Williams Rly W Blmf MC  
 Alston, Shawnta—Skyline Realty Group, LLC  
 Anderson Jr., James—Long Realty Group, LLC  
 Bates, Sommer—EXP Realty LLC  
 Bishop, Mark—Imagine Home Realty  
 Blodgett-Evanoff, Leslie—D & H Property Management, Inc  
 Bocquet-Azimi, Brooke—DOBI Realtors  
 Brennan, Bridgette—Grosse Pointe Realty  
 Burkhalter, Malory—Remerica United Realty  
 Burrows, Norbert—EXP Realty LLC  
 Cairns, Robert—Arterra Realty LLC  
 Carey, Ahnamaria—Real Estate One Farm. Hills  
 Carmichael, Tammie—Frank Real Estate, Inc.  
 Carter, LaShawn—Keller Williams Metro  
 Chapman, Cassandra—Berkshire Hathaway Home Serv  
 Clark, Melissa—Keller Williams Paint Creek  
 Clark, Dominga—KW Advantage  
 Collins, Callie—Keller Williams Metro  
 Conn, Tracie—EXP Realty LLC  
 Crutcher, Xavier—OES REALTORS LLC  
 Danias, Lindsey—Crown Real Estate Group  
 DeMaggio, Joe—KW Professionals  
 Dervishaj, Gazmend—EXP Realty LLC  
 DeSchryver, Philip—Move Realty LLC  
 Dinsmore, Hazley—Keller Williams Rly-Comm  
 Dotan, Harel—Keller Williams Metro  
 Drake-Love, Monica—Retrac Realty, LLC.  
 Duncan, Andrea—Keller Williams Paint Creek  
 Dunleavy, Joyce—Max Brook, Inc. Blmfd Hills  
 Ebert, Ryan—Keller Williams Realty AA Mrkt  
 Edmonds, Stephanie—Ideal Real Estate Advisors, LLC  
 Edwards, Camille—Berkshire Hathaway Home Serv  
 Evans, Pamela—iTech Realty  
 Felder, Jamila—Infinity Global Properties, In  
 Fezollari, Alfred—RK Real Estate  
 Fitzgibbon, Colleen—Coldwell Banker Weir Manuel Bi  
 Fox, Lolita—Patton Hill Property Consultan  
 Frabotta, Nancy—Keller Williams Lakeside  
 Gaskins, Stephanie—Wayne Bolling Realty  
 Glebe, Crystal—National Realty Centers Northv  
 Godek, Dan—National Realty Centers  
 Goedert-Stover, Kerin—Signature Sotheby Internationa  
 Goodrich, Ashley—Crown Real Estate Group  
 Green, Joshua—Keller Williams Metro  
 Grobgnagger, Ashley—RE/MAX Defined-Oakland  
 Guin-Teague, Dominique—Abode Detroit  
 Gupta, Sanjay—Clients First, Realtors®  
 Hamlet, Stephanie—Real Estate One Livonia  
 Hammond, Linda—Community Choice Realty  
 Hammoud, Rabih—Re/Max Leading Edge  
 Hard, Rebecca—KW Advantage  
 Herle, Robert—KW Professionals  
 Hoke, Morgan—Vyalla Homes  
 Ilia, Eva—CB Prime, LLC  
 Jachowicz, Martha—Keller Williams Metro  
 Jebson, Mark—Vision Realty Centers, LLC  
 Jerry, Justin—NERG Real Estate Experts  
 Johnson, Priya—Keller Williams Rly W Blmf MC  
 Jolliff, Melissa—KW Advantage  
 Jonas, Alan—National Realty Centers

Jump, Ruth—Vyalla Homes  
 Kallen, Criag—Craig Kallen  
 Kappeler, Brandon—KW Professionals  
 Kehn, Elizabeth—Keller Williams Realty Central  
 Khorysheva, Olesya—OMG Realty  
 Kinney, Karen—Real Living Kee Realty  
 Kirby, Kathleen—Anthony Djon Luxury Real Estat  
 Konrad, Lindsay—Beka Management  
 Korona, Michael—EXP Realty Plymouth  
 Lamb, Angela—Max Brook Detroit  
 Layne, Joseph—Vision Realty Centers, LLC  
 Mackey, John—Mackey Realty  
 Madison, Lauren—Keller Williams W. Blm. MC  
 Mansour, William—EXP Realty LLC  
 Marku, Viktor—KW Professionals  
 Matthews, Michelle—Alexander Real Estate Detroit,  
 Mavuluri, Neelima—Keller Williams Realty Central  
 McCall, Bethanne—Woodward Square Realty, LLC  
 McCorkle, AnnJanette—EXP Realty LLC  
 McCree, LaVell—Marcus Sanders Realty  
 McLeod, Jeanne—Keller Williams Realty AA Mrkt  
 McRae, Justin—EXP Realty LLC  
 Miecnyjak, Peter—Keller Williams Metro  
 Mihaeasi, Jonathan—KW Advantage  
 Mitchell, Rachel—Max Brook, REALTORS, Brmngm  
 Mo, Richard—1st. Michigan Realty LLC  
 Morgis, Raymond—Coldwell Banker Weir Manuel  
 Moss, Diana—Clients First, Realtors®  
 Motorwala, Arif—Clients First, Realtors®  
 Murashima, Shinya—Relo Redac Inc.  
 Neary, Lisa—National Realty Centers, Inc.  
 Nichol, Alethea—Trust Realty LLC  
 Nobles, Darryl—Clients First, Realtors®  
 Patel, Sanjay—Re/Max Defined  
 Patrick, Johnathan—Max Brook Detroit  
 Patterson, Kornelius—Keller Williams Rly W Blmf MC  
 Pfeil, Renee—Max Brook, REALTORS, Brmngm  
 Pierson, Ashley—RE/MAX New Trend  
 Poindexter III, James—Real Estate One West Blm  
 Polus, Martina—Keller Williams Realty Central  
 Pompei, Renee—EXP Realty  
 Purifoy, Deareon—Keller Williams Metro  
 Quinn, Tara—Keller Williams Paint Creek  
 Rafie, Randi—Pepper Park Realty, LLC  
 Regnier, Edward—River Oaks Realty Company  
 Robbins Mandell, Nancy—Keller Williams Rly W Blmf MC  
 Rockstad, Andrea—RE/MAX Classic  
 Rose, Sara—Keller Williams Metro  
 Ross, Laurinda—Keller Williams Metro  
 Ruiz, Karen—KW Advantage  
 Samarco, Martin—Keller Williams Rly W Blmf MC  
 Sami, Nibras—Magna Realty  
 Samona, Sami—Level Plus  
 Sandiha, Marian—Level Plus Realty  
 Sandiha, Maxwell—Level Plus Realty  
 Sawaf, Omar—Direct From Developer  
 Scholl, Amy—APM Real Estate Group  
 Scott, Tasha—KW Advantage  
 Scott, Lisa—Global Real Estate Consulting  
 Sesi, Johnathon—EXP Realty LLC  
 Shah, Monika—KW Professionals  
 Shannon, Katherine—The AMF Group Inc.  
 Sharma, Mrinal—KW Professionals

Shasteen, Michael—Berkshire Hathaway Northville  
 Shoffner, Sarah—Shain Park, REALTORS  
 Singleton, Katie—KW Professionals  
 Smith, Rebecca—MI Choice Realty, LLC  
 Stanford, Amanda—More Group Michigan, LLC  
 Staub, Christopher—KW Advantage  
 Steinkopf, Hayley—Alexander Real Estate Detroit,  
 Stevoff, David—Lakeside Property Shop LLC  
 Stewart, Taigehanna—KW Professionals  
 Stollsteimer, Jason—Keller Williams Metro  
 Stovall, Allen—Keller Williams Lakeside  
 Styla, Jazz—Century 21 Curran & Oberski  
 Taha, Amir—Keller Williams Somerset  
 Talya, Diven—Crown Properties International  
 Taylor, Caneia—Keller Williams Metro  
 Taylor, Megan—Fortus Realty  
 Taylor, Stacey—Quest Realty LLC  
 Thomas, Yolanda—Smart Realty & Invesments, Inc  
 Thompson, Dawn—New Michigan Realty LLC  
 Thompson, Timothy—Landmark Realty  
 Thompson, Matthew—Lakeside Property Shop LLC  
 Tobey, Chad—Cornerstone Real Estate Co  
 Toepfer, Merridy—Max Brook, REALTORS, Brmngm  
 Tomaszewski, Michael—Keller Williams Paint Creek  
 Troiani, Cristian—RE/MAX Classic  
 Trucano, Anthony—Keller Williams Paint Creek  
 Vulaj, Valbona—Signature Sotheby's Inter.  
 Wallace, Joseph—Keller Williams Metro  
 Weisenstein, Colton—River Oaks Realty Company  
 Wilcox, Scott—Arterra Realty LLC  
 Wilczewski, Leslie—Signature Sotheby's Inter.  
 Williams, Jennifer—Keller Williams Somerset  
 Williams, Cheryl—KW Advantage  
 Williams, Ciara—Real Estate One Plymouth  
 Wilson, Cathy—CRE Development, LLC  
 Woodruff, Russel—Re/Max First Chesterfield A  
 Worth, Darrien—EXP Realty LLC  
 Yee, Jill—Real Living Kee Realty Clinton  
 Yousif, Melissa—Max Brook Realtors  
 Zubaidi, Mustafa—Empire Realty Group  
 Zyniewicz, Avery—Quest Realty LLC

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Without You

THANK YOU  
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*Titlecity, LLC*

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*Galloway & Collens, PLLC*



# RE/MAX Classic Donates to Help Michigan Veteran

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

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

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

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



Indy, our 2018 dog, at 7 months old.



Thor and his new owner, Michigan Veteran Dwayne.



In honor of their donation, GMAR CEO Vickey Livernois (center-right) presents John McArdle of Remerica Hometown One (center-left) with plaque of special recognition.



## **CRB MANAGING MULTI-GEN**

CE Credits: 7 standard

Tuesday, June 4

9:00 a.m. – 4:00 p.m.

GMAR Classroom

Instructor: Adorna Carroll

FREE, [Membermax & EduPass](#)

\$250, Members

\$299, Non-Members

## **CE-NCI 2019 (CLINTON TWP.)**

Real Questions, Practical Answers

CE Credits: 6 legal

Wednesday, June 5

9:00 a.m. – 3:30 p.m.

ConCorde Inn, 44315 Gratiot Ave., Clinton Twp., MI

FREE, [Membermax & EduPass](#)

\$45, Members

## **NEW MEMBER ORIENTATION**

CE Credits: 3 standard

Tuesday, June 11

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

GMAR Classroom

## **FRAUD & SAFETY**

CE Credits: 2 standard

Thursday, June 13

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

GMAR Classroom

## **DISCOVERING COMMERCIAL REAL ESTATE**

CE Credits: 2 standard, 1 legal

Monday, June 17

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

GMAR Classroom

Instructor: Anthony Jablonski

FREE, [Membermax & EduPass](#)

\$50, Members

\$65, Non-Members

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

CE Credits: 13 standard and 2 legal

Wed. & Thurs., June 19 & 20

9:00 a.m. – 5:00 p.m.

GMAR Classroom

Instructor: Bart Patterson

FREE, [Membermax & EduPass](#)

\$195, Members

\$225, Non-Member

## **NEW MEMBER ORIENTATION**

CE Credits: 3 standard

Tuesday, June 25

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

GMAR Classroom







May was National Moving Month; however the entire summer is the moving season! Clients need to be prepared to planning their moves early on in the process.

Moving can be very stressful experience unless you plan for it and hire the right company! Changing Places Moving, member of GMAR is here to help you as well as your client with planning, packing, moving and perhaps temporary storage.

As a Realtor®, you manage the sale/purchase of the largest asset in a person's life. Your client is looking to you as the "trusted advisor"; make sure you have the answers when it comes to the final stage MOVING.

Changing Places Moving is here to help. We work with your client every step of the way beginning with a discovery of their wants and needs, meeting for the quote, reviewing the paperwork, packing, moving and climate controlled storage if necessary.

We invite you to visit our warehouse at 4290 Hatchery Road in Waterford. You do not need to be an expert mover;

however you do need to help your clients. Let us be there as your partner in Moving.

The Gentlemen of Changing Places Moving are ready to make the moving process less stressful exceeding your clients' expectations!

#### OUR SERVICES:

- Local, All points Michigan, Out of State and International moving
- PRIVATELY owned CLIMATE CONTROLLED STORAGE
- FREE in home estimates
- COMMUNICATION with REALTOR referral partner
- Packing, Packing Material, Moving, Storage, Unpacking, and Crating

About Changing Places Moving... We have been a family owned and operated business since 1979, 100% woman owned since 2002. It has become a part of our culture to train our movers to be GENTLEMEN. Changing Places Moving are PROUD members of GMAR, WCR Birmingham Bloomfield, Greater Rochester, 275, and Lakepoint. We proudly support our REALTOR referral partners! We have been voted as one of the best movers in Michigan- PROVIDE your clients with the BEST MOVING SOLUTION, share our information: website at <http://changingplacesmovers.com/>

Contact: Changing Places Moving ~ 248-674-3937

Email: [Changingplaces@cpmoving.com](mailto:Changingplaces@cpmoving.com)





IN LOVING MEMORY



# Jimmy Stevens

1985-2019

A heart of gold and patience to envy

It is with the heaviest of hearts that we inform you of the passing of Jimmy Stevens, Realtor® at Coldwell Banker Preferred and GMAR District 6 Director on Saturday, May 25th. Jimmy was one of the kindest people you could have ever met, he had a heart of gold and patience to envy. He will be deeply missed by his family, friends and the industry. Please keep his wife and daughters, and his parents, Jim and Patsy Stevens, in your thoughts as they grieve this tragic loss.



In lieu of flowers, memorials may be made to MI529 Advisor (College Fund) for his daughters, Brooklyn and Cecily. Checks only, made payable to MI529 Advisor.









# Realcomp Electronic Lockbox Announcement

Over the past few weeks, Realcomp has conducted a brief, one-question survey asking for input from subscribers regarding Electronic Lockboxes default start time settings. Those who responded overwhelmingly agreed to make the change to have the default start time settings set from 8:00 AM to 9:00 PM. This will only impact boxes which weren't already manually updated. You still have the capabilities of updating ELB hours via the settings.



## June WCR Events

# Women's Council of REALTORS®

### 275 CORRIDOR

#### **WCR 275 Corridor 5th Annual Golf Outing**

Thursday, June 13, 2019

7:00 AM – 5:00 PM

Fox Hills Golf Club

8768 N. Territorial Rd

Plymouth, MI 48170

[REGISTER HERE](#)

### BIRMINGHAM-BLOOMFIELD

### GREATER ROCHESTER

# C2EX

COMMITMENT TO EXCELLENCE



## Help GMAR Win the C2EX Challenge!

Earn Your Commitment to Excellence  
Endorsement Today





# GOLF OUTING 2019

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

**REGISTRATION & BREAKFAST**

8:30 A.M.

**TEE OFF**

10:00 A.M.

**REGISTER ONLINE**

[WWW.GMARONLINE.COM](http://WWW.GMARONLINE.COM)



**Plum Hollow Country Club**

21631 Lahser Road  
Soutfield, MI 48033



**\$150** PER PERSON

REGISTER AS A

**FOURSOME, PARTIAL  
OR INDIVIDUAL**

Includes: 18 holes of golf (with cart), continental breakfast, lunch at the turn, 2 drink tickets, plated dinner, and prize drawing

**DINNER ONLY TICKET // \$35**

Includes: plated dinner and prize drawing.

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

All proceeds Benefit



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Medical Service Dogs, Inc.



# Accredited Buyer's Representative Designation



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

June 19 & 20, 2019  
8:45 a.m. Registration  
9:00 a.m. - 5:00 p.m. Class

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

MemberMax/EduPass: FREE!  
GMAR Members: \$195.00  
Non-Members: \$225.00

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



*Presented by:*  
**BART PATTERSON**  
ABR, ACP, CIAS, CRS, CDPE,  
GREEN, e-PRO, GRI SRES,  
REO. RENE, PSA, MCNE

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



# A LEGAL PROSPECTIVE

FROM PURCHASE AGREEMENT  
TO THE TITLE POLICY



3 FREE LEGAL CREDIT HOURS!

REAL ESTATE TRANSACTIONS: INTERMEDIATE  
**THURSDAY, June 13**

Real Estate attorneys discuss the important aspects of a residential transaction and answer your legal questions.

**Presented by:**

T. Scott Galloway of Galloway & Collens, PLLC  
Julie McKee of Parks Title.

**GMAR Classroom**

9 a.m. - 12 p.m. Registration @ 8:45  
24725 W Twelve Mile Rd Suite 100, Southfield MI

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AFFILIATE



THE NATIONAL ASSOCIATION OF REALTORS®

# Discovering Commercial Real Estate

## — COURSE —



This course offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. Students will be able to understand the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education. While it will not equip an agent with the needed tools to practice commercial real estate, it will explain the business and introduce many of the resources needed to pursue a commercial transaction or a career in commercial real estate. This is an ideal introductory course for those who are newly licensed and/or residential agents who want to learn more about commercial real estate.

### ATTEND THE COURSE

**June 17, 2019 | 9:00 a.m. – 12:30 p.m.**

**GMAR | 24725 Twelve Mile, Suite 100, Southfield, MI**

\$50 Premier Members | \$65 Non-Members

Included for MemberMax™ & EduPass

**PLUS RECEIVE 2 ELECTIVE & 1 LEGAL CE CREDITS!**

Visit us online at [GMARonline.com](http://GMARonline.com) or call (248) 478-1700

to make your reservation today!

Presenter:

**Anthony L. Jablonski**  
BS, SRES, CNE, GRI  
A L J Development LLC



**NATIONAL  
ASSOCIATION of  
REALTORS®**

*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.*