

# METROPOLITAN REALTOR®

GMARonline.com

MARCH 2020

Is **YOUR** Realtor® a  
**GREATER**  
Realtor®?

MORE INFORMATION ON PAGE 4





**VOLUME 17, NUMBER 3**  
 the official publication of the  
 Greater Metropolitan  
 Association of REALTORS®  
 24725 W Twelve Mile Rd, Ste 100,  
 Southfield, MI 48034  
 248-478-1700  
 www.GMARonline.com

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MARCH 2020

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## SPONSORS

### SUPPORT THOSE WHO SUPPORT YOU

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

Michigan State Housing Development Authority ..... 5



The GMAR Diversity & Inclusion Committee presents:

# Diversity Shop & Learn

**Thursday, April 2, 2020**

Time: 11:00 a.m. - 2:00 p.m.

GMAR Classroom

24725 W Twelve Mile Rd, Ste 100 | Southfield, MI 48034

GMAR's Diversity & Inclusion Committee is proud to welcome you to the **DIVERSITY SHOP & LEARN!** Join us as we kick off Fair Housing Month at GMAR with great food, a panel of industry experts, and a special shopping experience.

## Guest Speakers

**Jay Kaplan**  
ACLU of Michigan, LGBT Project Attorney

**Kim Page**  
Owner of Front Page Properties, Detroit

**Steve Tomkowiak**  
Executive Director, Fair Housing Center Detroit

## Tickets

**\$10 (includes lunch) SPACE IS LIMITED.** Register today.  
[www.GMARonline.com/calendar](http://www.GMARonline.com/calendar)





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

# Did you know that GMAR works on YOUR behalf?

The Greater Realtors® Foundation relies entirely on donations to exist and help members. The Greater Realtors® Foundation is a 501(c)(3) nonprofit, so contributions from all sources are tax-deductible.

The Greater Realtors® Foundation, established in 2018, provides financial assistance through various grant programs for property disaster relief and disability-adaption projects to individuals, families, and non-profit agencies. Benevolent funding assistance is also available to help with various costs associated with extreme financial hardships, due to prolonged illness, a catastrophic event or accident, or similar occurrence beyond the control of the party receiving the assistance.

## Placemaking Grants

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

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

## Scholarships

The Higher Education Scholarship is available to graduating high school senior children of GMAR Realtor® members, for any and all career choices, looking to attend a Michigan school. The purpose of this fund is to encourage local high school seniors to continue their formal education at Michigan colleges, universities and other institutions of higher learning.

GMAR also offers a scholarship program for

members looking to enhance and expand their Realtor® knowledge with a variety of classes and designations.

## Local and State Legislative Advocacy

When Congress is considering legislation that affects the real estate industry, NAR calls on its members to act. Simply by contacting your Member of Congress through an e-mail or a phone call, you can ensure that your business remains strong. NAR members join together and speak with one loud, powerful voice.

When it comes to standing up for both REALTORS® and private property owners, the REALTORS® Political Action Committee (RPAC) is a valuable partner.

Each year, communities across the country look to both groups for additional taxes and fees. These can come in the form of a tax on services, unnecessary home inspection requirements or some other burdensome measure.

That's why it's so important for REALTORS® to support RPAC and its work locally, in Lansing and in Washington, DC. There's a lot riding on the industry's continued success, from the way you do business to the protection of your current and future clients.

## Publicity, Marketing & Advertising

GMAR continues to be a resource for local media and press from print to television and beyond. We have also initiated an advertising plan that engages the general public and your future clients. We received rave reviews when recently secured advertising at the Renaissance Center People Mover Station celebrating you our GMAR member!

We're asking the question **"Is your Realtor® a Greater Realtor®?"** And you should, too!

Greater Realtors®  
 Foundation





# ELECTED OFFICIALS Breakfast

Come discuss the importance of elected officials and REALTORS® working together to build a stronger Michigan economy!

## RSVP Online:

[gmaronline.com/breakfast](http://gmaronline.com/breakfast)  
or e-mail [august@GMARonline.com](mailto:august@GMARonline.com)

## Wayne

Thur, March 19, 2020  
8:30-10:30 am  
Schoolcraft College

## Oakland

Tue, March 24, 2020  
8:30-10:30 am  
GMAR

## Macomb

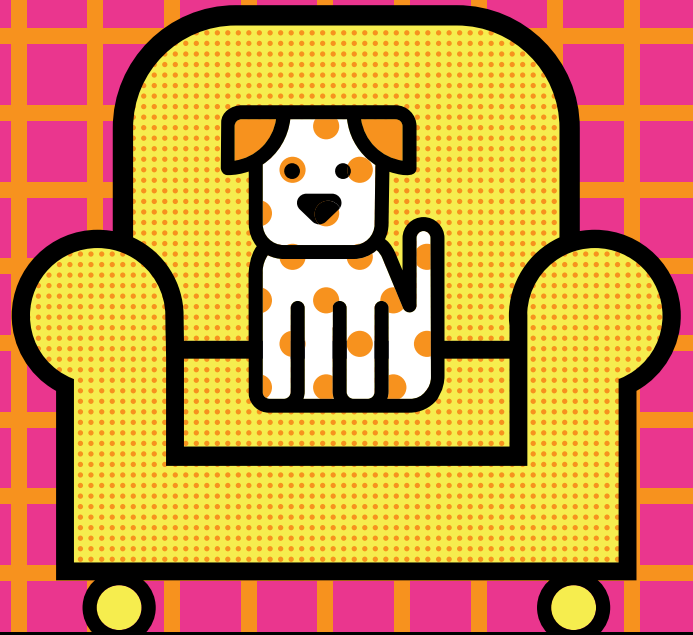
Thur, March 26, 2020  
8:30-10:30 am  
The Gazebo

This meet-and-greet style event was designed so that REALTORS® and elected or appointed government officials could interact and talk about the market and its challenges.

*By building stronger relationships, we can work together to build a stronger Michigan economy!*

**You've got clients.  
We've got  
home loans.**

Our \$7,500 Down Payment Assistance loan makes our Conventional, Rural Development, or FHA home loans, well, \$7,500 better. More at [Michigan.gov/MSHDA](http://Michigan.gov/MSHDA).





By VICKEY LIVERNOIS  
Chief Executive Officer

# Forward Momentum

## ***“Don't Let Yesterday Take Up Too Much of Today.” – Will Rogers***

As we are all gearing up for the busy Spring season, do you ever feel like you are just spinning your wheels trying to get through the day and get everything done only to wake up the next day and start over again?

I can certainly relate. With keeping up with the constant changes in the industry and maintaining a balanced home life all while trying to find a few spare moments for self-improvement, sometimes you feel overwhelmed or even question what you accomplished that day.

Recently, I read an article about forward momentum that had a quote by Will Rogers that seemed to stick with me, *“Don't let yesterday take up too much of today.”* When you are rolling with good momentum, you are consistently better than you were yesterday, and you accomplish a lot. Momentum creates motivation. While you may not see it now as you are busily running from a meeting, to review some documents, and then off to pick up your kids from school, you ARE moving forward and creating that motivation.

All this momentum is to move you to bigger things. While you are juggling a crazy schedule, perhaps you are learning to delegate more or how to say no to those unnecessary things in your life.

I am sure many can relate to having a closing scheduled and just in the final hours leading up to it, something is missing from the paperwork, only to delay the closing. While I can understand how this could put a damper on your day (and your clients day!), if you just reevaluate how you look at this situation and take it as a moment to learn from, and potentially educate your clients on, rather than a bump in the road, you are continuing to grow with your forward momentum.

So while we all have those days that seem like we are trying to push Jell-O up a steep hill, just take a step back, take a deep breath and figure out how to make the best of this situation and remember to keep your momentum going.

All days aren't easy, but if you try to make the best of them and go to bed each night knowing you did your best, then tomorrow will be a little bit better as you continue to learn and grow from your experiences today! Just keep up your momentum and don't let yesterday take up too much of your today!

# With Our Deepest Sympathy



## JIM PRESTON

We are sad to inform you of the passing of Jim Preston of Remerica Hometown.

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

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



## DAVID GUTOW

We are sad to inform you of the passing of David Gutow of Howard Hanna Birmingham

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

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

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



# MEMBERS

## AFLAC is now available to you!

Greater Metropolitan Association of REALTORS® is now making the following Aflac insurance plans available to its active members:

Coverage for **Accident, Hospital, Cancer, Critical Illness and Life!!!**

**OPEN  
ENROLLMENT!**

For more information about applying, plan benefits, limitations and exclusions contact your Aflac insurance agent!

**Scott Davidson**

313.720.9540 | [sj\\_benefits\\_inc@aflac.com](mailto:sj_benefits_inc@aflac.com)



# SPONSORSHIP PACKAGES



By TRAVIS GREER  
GMAR Director  
of Realtor® and  
Community Affairs

## Familiar with the phrase: All Politics Are Local?

There is a phrase you might have heard before: all politics are local. Despite our nation seeming incredibly divided in recent years, elected officials do want to hear what you have to say.

In all fairness, many elected officials realize the importance of being accessible to the connected society we now live in. In my previous life, I worked in the Michigan House of Representatives and the executive branch. From personal experience, I can say with certainty that elected officials pay attention when their voters are sitting across from them providing real-life examples of the impact of their decisions.

Your energy, time, and money might be limited, but it is still vitally important for you to have a voice. Lots of single voices equal a loud voice—and politicians listen. So, how can you help?

GMAR is hosting a series of free breakfast events with local and state elected officials from Wayne, Oakland, and Macomb Counties on March 19th, 24th, and 26th. You're invited! Come talk with the officials from your community on what's on the horizon. Go to [www.gmaronline.com/breakfast](http://www.gmaronline.com/breakfast) to RSVP today!

*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).*

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

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

For Ala Carte Menu or other sponsorship options please email: [August@GMARonline.com](mailto:August@GMARonline.com)

To find out more information and secure your sponsorship package, go to: [gmaronline.com/events](http://gmaronline.com/events)

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

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

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

### Disclaimer

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



# Thank You RPAC Investors

## GMAR RPAC Investors



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

Below we recognize and applaud GMAR members who invested in RPAC for the month of February 2020.

|                      |                  |                          |                        |                     |
|----------------------|------------------|--------------------------|------------------------|---------------------|
| Joseph Abdelnour     | Traci Dean       | Gail Hodge               | Henry McClendon Jr.    | Gwen Schultz-Ofiara |
| Ken Abdul-Kareem     | Debra DeAngelo   | Jennifer Hoover          | Roger McDaid           | Lisa Schwartz       |
| Don Amalfitano       | Deshawn Dennard  | Kevin Hultgren           | India McKenzie         | Rutha Sharpe        |
| Stacie Andrew        | John DesJardins  | Andrew Huska             | John Meesseman         | Theresa Shrader     |
| Phillip Ausman       | Laura DeVries    | James Iodice             | Alan Millard           | Hassan Shukr        |
| Christopher Ayers    | Jonathan Dewindt | Connie Isbell            | Gerald Miller          | Saif Siddiqui       |
| Cynthia Bagley       | Margaret Dresser | Ronald Jasgur            | Vanessa Miller         | Devon Smith         |
| Kathleen Barker      | Courtney Drew    | Elizabeth Johnson        | Matthew Mills          | Kellie Smith        |
| Robbin Barnes        | Michael Dunn     | Gordon Johnson           | Kristine Monday        | Linda Spindura      |
| Justin Barton        | Jon Eckerly      | Liola Johnson            | David Morgan           | Theresa Spiro       |
| Keith Belevender     | Ted Edginton     | Sherri Johnson           | Lee Ann Murray         | Johnna Struck       |
| Alfred Block         | Alonzo Edwards   | Megan Judge              | Joseph Nannini         | Ronnie Targanski    |
| Nathan Boji          | Cathy Elias      | Meriem Kadi              | Jean Napolitano        | Stephanie Taylor    |
| Sharon Bonner        | Leigh Emmett     | Chris Kemp               | Justine Navarre        | Bre'Anna Tinsley    |
| Jason Borregard      | Jane Evans       | Mary Anne Kennedy        | Marilyn Newman         | Roberta Torres      |
| Melissa Botsford     | Anthony Facione  | Rolanda Kennedy          | Marc Nocera            | Kevin Tshiamala     |
| Carl Braggs          | Jeffery Fanto    | Pam King                 | Rochelle Nolin         | Joseph Wagener      |
| Katherine Broock     | Michael Fazio    | Marquetta Knott          | Clara Norris           | Catherine Waun      |
| Brenda Brosnan       | Sarah Fisher     | Bill Kokenos             | John O'Brien           | Katie Weaver        |
| Althea Brown         | Michael Fontaine | Maria Kopicki            | Justin Oliver          | Mark Webberly       |
| Loretta Brown        | Cloteal Fowler   | Gail Kosh                | E'toile O'Rear-Libbett | Kelly White         |
| Keith Burton         | Sherry Frazier   | Shelly Kovach            | Jeffrey Packer         | Tamica White        |
| James Bynum          | Ellen Frink      | Dennis Kozak             | Gina Patchell          | Vicki Whitt         |
| Sarah Cameron        | Jerry Gardner    | Lonnie Kupras            | Heaven Pennymon        | Russell Wilcox      |
| Jessica Carter       | Audra Genova     | Constance LaBarge Thomas | Charles Pickering      | Claire Williams     |
| Lila Casenave Pappal | Dianne Gouin     | Vincent Lee              | Christopher Plummer    | Richard Williams    |
| Jeff Childs          | Warren Greenwood | Sheilah Lemanski         | Aaron Pringle          | Sheila Williams     |
| Syed Chowdhury       | Travis Greer     | Gwendolyn Lewis          | Sajjad Qureshi         | Wanda Williams      |
| Ronna Christman      | Susan Guastella  | James Littlepage         | Amy Raupp              | Lanea Williamson    |
| Joel Clark           | August Gunderson | Vickey Livernois         | Gary Reggish           | Mary Willingham     |
| Debby Clinesmith     | Brandon Guoan    | Allante Loper            | Zaire Reid             | Kathleen Wilson     |
| Kathleen Coon        | Leonard Hall     | Carol Lukity             | Heidi Rhome            | Carol Woodard       |
| James Courtney       | Adam Hammons     | Shana Maitland           | Keith Ruloff           | Michael Workman     |
| Todd Craft           | Michael Hannah   | Brian Maliszewski        | Frederick Ryckman      | Brian Yaldeo        |
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| David Dalfino        | Cody Harvey      | Cecile Massey            | Abdus Samad            | Jonathan Zaia       |
| Kathleen Dalton      | Holly Heeringa   | David Mathieu            | Laura Sanchez          | Debbie Zalewski     |
| Bernadine Davis      | Jason Heilig     | David Maurice            | Jaye Sanders           |                     |
| Kimberly Davis       | Lawrence Henney  | John McArdle             | Michelle Saward        |                     |
| Emily Day            | Allison Henning  | Gordon McCann            | Carol Schrauben        |                     |

*\*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*



By MELISSA BOTSFORD  
GMAR RPAC Chair

## We're Going to Maui in 2021 for the Presidents Circle Conference!

Are you passionate about protecting our industry and currently a Major Investor in RPAC? If so, consider stepping up to include President's Circle!

The President's Circle is a group of REALTORS® who contribute directly to REALTOR®-friendly candidates at the federal level. RPAC President's Circle Conference is intended to provide President's Circle investors with the opportunity to learn & discuss policy concerns affecting the REALTOR® community. Additionally, this conference translates into valuable networking opportunities with REALTOR® Champions across the country!

I just got back from the 2020 RPAC President's Circle Conference at the fabulous Fontainebleau Miami Beach Hotel, Miami, FL! There was a great line up of prestigious speakers including Caroline Kennedy, an Author, Attorney, and Diplomat, Claire McCaskill, a former Prosecutor and former US Senator, Colin Quinn a Stand-up comedian and actor, Rachel Campos-Duffy, former Fox Nation Host and TV personality, and US Senator Kelly Ayotte.

This is my 3rd President's Circle Conference and I'm really excited about the new connections I made with some amazing REALTORS® and Affiliates who share my passion for the right to homeownership!

If you are not an investor in RPAC, please invest today! Investments are collected through MemberMax Opt-in, Dues, and Major Investor Luncheons and fun events. Please consider investing \$50 or more in RPAC in 2020. For Member Max Members, you can invest \$15 in RPAC at no additional cost to you! Visit [GMARonline.com/optin](https://GMARonline.com/optin).

GMAR's RPAC Committee is made up of REALTOR® members and business affiliate members passionate about protecting the rights of home ownership. It is the only grassroots and issues mobilizing force that exists to protect and promote the tradition of home ownership and real estate investment. The committee continuously strives to raise funds in order to support candidates that support home ownership and property rights.



# Welcome, New Members!

Abdul-Kareem, Ken--Community Choice Realty  
 Agemy, Kimberly--Arterra Realty Clinton Twp  
 Alfaro, Alex--Clients First, Realtors®  
 Arington, Valarie--Century 21 Curran & Oberski  
 Arroyo, Katie--Real Estate One Livonia  
 Arzi, Ehud--Keystone Realty LLC  
 Austin, Kimberly--EXP Realty LLC  
 Baydoun, Fayzeh--Real Living Kee Realty  
 Bean, Patricia--Coldwell Banker Town & Country  
 Belevender, Keith--Elite Realty  
 Bell, Antonio--Elite Realty Executives  
 Benjamin, Shelley--Real Estate One, Inc.  
 Berkiw-Scenna, Natalie--Woodward Square Realty, LLC  
 Bonds, Nathaniel--Front Page Properties  
 Bonner, Celena--Keller Williams Metro  
 Bowling, Zachary--EXP Realty  
 Bradley, Annessa--Robinson Realty & Mngmnt Grp  
 Bragadin, Anthony--Jason Mitchell  
 Braggs, Carl--Keller Williams Metro  
 Brann, Kinsley--Keller Williams Lakeside  
 Brown, Donald--Wozniak Realty Associates LLC  
 Brown, Jason--Keller Williams Metro  
 Brown, Milton--Coldwell Banker Weir Manuel  
 Buehrle, Nicolas--Horizon Real Estate Group, Inc  
 Cade, Wendy--Red Door Realty Inc.  
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 Casella, Matthew--Signature Sotheby's Inter.  
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 Childs, Jeff--Howard Hanna Real Estate Ser  
 Cholagh, Asten--EXP Realty LLC  
 Christian, Samantha--RK Real Estate  
 Christman, Ronna--Arterra Realty LLC  
 Cochran, Denise--Keller Williams Metro  
 Comilla, Erica--Century 21 Curran & Oberski  
 Corder, Sara--Real Estate One, Southgate  
 Cornthwaite, Jason--RE/MAX First - Clinton Twp  
 Damon, Lisa--Wozniak Realty Associates LLC  
 Dane, Tasha--Dwellings by Rudy & Hall  
 Davis, Kimberly--Slater Signature Homes  
 Davis, LaTrice--Berkshire Hathaway HomeService  
 DeFour, Valerie--Real Living Kee Realty  
 DeGregory, Taylor--Janis Degreory & Associates  
 Dennard, Deshawn--EXP Realty LLC  
 Derisley, Justin--EXP Realty LLC  
 DeVries, Laura--FRE Homes, LLC  
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 DiClaudio, Stephanie--Island Realty Inc.  
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 Dykstra, Andrew--Keller Williams Somerset  
 Dzurko, Edward--Vanguard Realty Group LLC  
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 Esparza, Kristina--Coldwell Banker Preferred, Real  
 Evans, Jane--Real Living Great Lakes Roch.  
 Everett, Melanie--KW Advantage  
 Fane, Frank--National Realty Centers, Inc.  
 Fisher, Sarah--Home Realty Partners  
 Fleming, Lisa--Howard Hanna Birmingham  
 Fulks, Tamika--Stonewater Real Estate Inc.  
 Gamblin, Sharon--Better Living Real Estate LLC  
 Garcia, Carlos--Real Estate One Livonia  
 Garrisi, Julie--Brookstone, Realtors  
 Gaudino, Nicolas--National Realty Centers  
 Gaulden, Letisha--Coldwell Banker Weir Manuel Bi  
 Genova, Audra--Real Living Kee Realty Clinton  
 George, Dominic--Arterra Realty LLC  
 Germane, Laura--Re/Max Platinum  
 Geron, Thompson--Keller Williams Realty AA Mrkt  
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 Gross, Joseph--Long Realty Group, LLC  
 Guoan, Brandon--Real Estate One Blm.Hills  
 Haase, Matthew--JCS Realty LLC  
 Hall, Edward--3DX Real Estate, LLC  
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 Handelsman, Benjamin--Max Broock, REALTORS, Brmngmh  
 Harms, Ethan--Woodward Square Realty, LLC  
 Harris, Tahesha--Keller Williams Somerset  
 Harris, Zoe--Real Living Kee Realty Roch.

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 Heeringa, Holly--KW Professionals  
 Henrich, Rebecca--Metro Realty Group, Inc.  
 Herrmann, Mae--Keller Williams Paint Creek  
 Hertzog, Erin--KW Domain  
 Hodges, Jordan--Jason Mitchell  
 Horton, Patricia--KW Advantage  
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 Jameel, Chavon--5th Avenue Realty, Inc.  
 Jamil, James--New Michigan Realty LLC  
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 Moore, LaTisha--Powell Real Estate  
 Moore, Shanice--Front Page Properties  
 Moroni, Mark--Real Living Kee Realty Clinton  
 Morrow, Miranda--National Realty Centers  
 Muazzem, Syed--Real Living Kee Realty SCS  
 Muhtarevic, Alen--Realty Executives Home Towne  
 Musaraj, Adush--EXP Realty LLC  
 Nani, Rob--KW Home Realty  
 Navarre, Justine--RE/MAX Dream Properties  
 Ndoka, Erjon--Expert Realty Solutions Inc.  
 Nouhan, Kristin--Re/Max Platinum  
 Nowell, Nicole--Keller Williams Somerset  
 Oliver, Sammy--MI Choice Realty, LLC  
 Oscar, Anna--I Heart Real Estate, LLC  
 Palmer, Julie--NextHome the Boulevard  
 Palmer, Renee--Real Estate One Livonia  
 Palmeri, Paul--Re/Max Diamond  
 Patchell, Gina--Max Brook, REALTORS, Brmngmh  
 Paulson, Ellen--3DX Real Estate, LLC.  
 Pennyman, Heaven--Keller Williams Lakeside  
 Pepin, Toni--WeichertRealtors-BHM Preferred  
 Pessina, James--Real Living Kee Realty  
 Petway, Lance--EXP Realty LLC  
 Pirkola, Phillip--Michigan House Hunter.com  
 Pope, Janee--EXP Realty LLC

Powell, Vivian--Powell Real Estate  
 Pruitt, Penny--KW Advantage  
 Przekop, Cooper--Berkshire Hathaway HomeService  
 Quail, Samantha--Woodward Square Realty, LLC  
 Qureshi, Sajjad--New Michigan Realty LLC  
 Rad, Vitora--The Real Estate Organization  
 Rahman, Nazveen--RE/MAX Leading Edge  
 Randolph, Courtney--Abode Detroit  
 Raupp, Amy--EXP Realty  
 Rayner, Daighna--Re/Max Platinum  
 Reid, Zaire--EXP Realty LLC  
 Rogers, Carson--EXP Realty LLC  
 Salim, Munira--Infinity Global Properties, In  
 Salloumi, Maxine--Woodward Square Realty, LLC  
 Samad, Abdus--Real Living Great Lakes Roch.  
 Sammoe, Rafid--Keller Williams Central  
 Sanchez, Laura--D & H Property Management, Inc  
 Schmidt, Crystal--RE/MAX Suburban  
 Schneider, Richard--Keller Williams Metro  
 Schumacher, Stephen--WeichertRealtors-BHM Preferred  
 Schwartz, Lisa--Jason Mitchell  
 Skaug, Lily--Brookview Realty  
 Smith, Rachel--Quest Realty LLC  
 Smyk, Andrew--Coldwell Banker Weir Manuel  
 Smyk, Sonia--Coldwell Banker Weir Manuel  
 Snyder, Linda--Berkshire Hathaway Home Serv  
 Solomon, India--Robinson Realty & Mngmnt Grp  
 Sprankle, Alexis--Elite Realty  
 Stafa, Rigers--Real Living Kee Realty Troy  
 Straky, Craig--National Real Estate Affinity  
 Taylor, Danielle--Coldwell Banker Professionals  
 Tervo, Katja--Coldwell Banker Preferred, Real  
 Truax, Jaclyn--Social House Group  
 Van Hoven, David--KW Advantage  
 Verissimo, Kirsten--KNE Realty 360  
 Wagener, Joseph--Mutual Realty, LLC  
 Washington, Jonne--Elite Realty  
 Watkins, Lisa--EXP Realty LLC  
 Weaver, Antoinette--Real Estate One, Southgate  
 White, Kelly--Realty Executives Home Towne  
 White, Tamica--Sun Wave Realty  
 Wilcox, Russell--Century 21 Curran & Oberski  
 Williams, Etoya--National Realty Centers  
 Williams, Richard--Keller Williams Somerset  
 Williams, Robert--Front Page Properties  
 Williamson, Lanea--KW Professionals  
 Willingham, Mary--Willingham Real Estate  
 Wilson, Ernest--Keller Williams Metro  
 Wilson, Tracy--EXP Realty LLC  
 Wolan, Daniel--Expert Realty Solutions Inc.  
 Woods, Leigh--Keller Williams Central  
 Yarbrough, Danielle--Re/Max First  
 Yasso, Patrick--KW Home Realty  
 Yehia, Hassan--Realty Direct LLC  
 Yenna, Stephanie--The Boardwalk Team LLC  
 Yoder, Theresa--RE/MAX Classic  
 Zein, Rania--KW Home Realty

## We Couldn't Do It Without You

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

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RICK LINNELL  
*Linnell & Associates*



# Cast Your Vote for America's Next Canine Hero



WILLISTON, FLA (FEB. 6, 2020) – Guardian Angels Medical Service Dogs is seeking the public's help to name its next canine hero. Guardian Angels is a national 501(c)3 nonprofit organization that exists to rescue, raise, train and donate medical service dogs to veterans, first responders and individuals with both visible and invisible disabilities.

The service dog, which will go to a disabled veteran, was co-sponsored by the Greater Metropolitan Association of REALTORS® (GMAR) and the Michigan State Police's 135th Trooper Recruit School.

GMAR and the Michigan State Police have narrowed in on three Michigan-centric names, and now they're asking for the public's help to decide what the next hero pup will be called. You can cast your vote at <http://bit.ly/GMAR-MSPnamingcontest> now through March 4.

- Lansing, honoring Michigan's state capital
- Bobby, the English word for policeman
- Tuebor, a name taken from the Michigan state seal meaning "I will defend"

Fundraising began when recruits met a Guardian Angels' recipient at a local gym and decided to dedicate their "Workout of the Day" to raise funds for a service dog to support another disabled veteran. In total, the recruits raised more than \$9,200 with GMAR stepping in to donate the remaining balance for a total of \$25,000, the full cost of training one dog.

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

"We chose to support Michigan State Police in this fundraising venture because we saw a need. It has been said that Realtors don't just sell homes, but they sell

communities, so when the opportunity arose to help those who protect our communities, it was a perfect match," said James Cristbrook, 2020 GMAR President. "We are Greater Realtors because we truly care about our communities and those people who protect and serve every day."

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

"We are so thankful for the partnership of two amazing organizations who came together to sponsor a service dog for a veteran in need," said Carol Borden, founder and CEO of Guardian Angels. "Twenty-two veterans in our country succumb to suicide each day. After being paired with a Guardian Angels' medical service dog, that rate has dropped to zero among our recipients. It is our mission to continue to support those with both visible and invisible disabilities, including PTSD, Traumatic Brain Injury and other medical conditions, with the support of our service dogs."

## ABOUT

Guardian Angels Medical Service Dogs is a 501(c)3 nonprofit organization based in Williston, Florida and has grown into a nation-wide medical service dog organization. The organization rescues, raises, trains and then donates individually trained medical service dogs to veterans, first responders and others who suffer from disabilities including PTSD, Traumatic Brain Injury, diabetic and seizure disorders, mobility issues and more. Since their inception in 2010, Guardian Angels has paired more than 325 individually trained medical service dogs with those in need. For more information, visit: [www.MedicalServiceDogs.org](http://www.MedicalServiceDogs.org)

# TOOLSHOP

# MONTHLY SALE

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



248-478-1700



3324- Small Guest Register

CHOOSE FROM: Blue, Black, Red, Grey, Green, Burgundy.

REGULAR MEMBER PRICE: \$29.95

March SALE PRICE: \$24.95



5373- Shoe Covers 50 Pack

REGULAR MEMBER PRICE: \$28.95

March SALE PRICE: \$20.95



5962- Shoecover Basket

CHOOSE FROM: Blue, Black, Red, Pink and Green.

REGULAR MEMBER PRICE: \$12.25

March SALE PRICE: \$10.00



By KELLIE SMITH



## Upcoming Events with WCR

Hello from the Women's Council of Realtors. I can't believe that it is March already, time sure flies. How are those goals that you set for yourself at the beginning of the year coming along? Have you implemented anything new? Set a workout routine in motion? Organized your CRM? Started a CRM? Set your educational goals for the year? If you haven't it is never too late to start, every day is a new day and brings the opportunity for new beginnings.

That is where the Women's Council comes in, we are here to help you better yourself. We are a network of successful Realtors, advancing women as business leaders in the industry and communities we serve. That is not just our mission statement, that is our mission and you are part of that community - we are here to help you grow in all aspects of your life - in your leadership skills, businesses and personally as well. Below are a few of the upcoming programs that 4 of our local networks will be held soon and the contact information for each of them.

**Birmingham Bloomfield Network** - Thursday, March 19th, 8:30-10:30 Find Your Secret Sauce: An insightful, motivating and educational event on brand awareness and set yourself apart from the competition to help you maximize your income. Contact President, Chelsea Cain 248-245-8191 for more information.

**Lake Pointe Network** - Wednesday, April 22nd Don't miss Johnny Fowler as he demonstrates how to take your Social Media to the next level. Johnny is the SVP @ Hancock Mortgage Partners,

LLC, Industry Leader, Professional Speaker, and Social Media Specialist. You don't want to miss his dynamic, entertaining and engaging presentation and you will walk away with more social media knowledge than you thought possible. Contact President, Cindy Manciero 586-212-1517 for more information.

**Greater Rochester Network** - Thursday, April 16th Past, Present & Future at Van Hoosen Farm. Come hear all about the past, present, and future of the Rochester area from the Deputy City Mgr. of Rochester, the Van Hoosen Farm Museum Mgr., and the Exec. Dir. of the Rochester DDA. This is sure to be a very informative event. Contact President, Megan Wood 248-930-0908 for more information.

**275 Corridor Network** - Thursday, April 2nd - Member only event: Let's Play Family Feud (come and join the fun, but you must be a 275 Network member to attend). Thursday, May 7th - The Zillow Killer w/James Rembert, founder of Digital Natives Inc... James teaches real estate professionals' step by step how to generate their real estate leads as well as how to start their real estate-focused marketing agency from the ground up. Contact President, Melissa Botsford 248-835-4860 for more information.

Don't miss these events and many more to come throughout the year. Hope to see you there.

## GMAR® Report

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

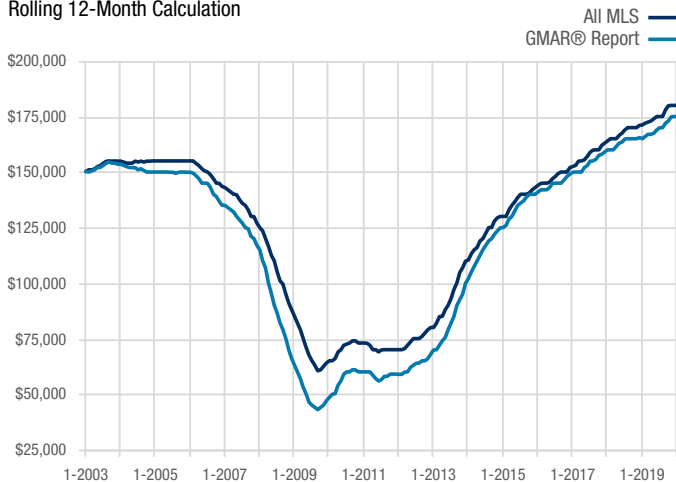
| Residential<br>Key Metrics      | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 1-2019  | Thru 1-2020      | % Change |
| New Listings                    | 4,256     | <b>4,060</b>     | - 4.6%   | 4,256        | <b>4,060</b>     | - 4.6%   |
| Pending Sales                   | 2,944     | <b>3,202</b>     | + 8.8%   | 2,944        | <b>3,202</b>     | + 8.8%   |
| Closed Sales                    | 2,489     | <b>2,288</b>     | - 8.1%   | 2,489        | <b>2,288</b>     | - 8.1%   |
| Days on Market Until Sale       | 44        | <b>48</b>        | + 9.1%   | 44           | <b>48</b>        | + 9.1%   |
| Median Sales Price*             | \$145,000 | <b>\$164,950</b> | + 13.8%  | \$145,000    | <b>\$164,950</b> | + 13.8%  |
| Average Sales Price*            | \$187,180 | <b>\$211,262</b> | + 12.9%  | \$187,180    | <b>\$211,262</b> | + 12.9%  |
| Percent of List Price Received* | 96.3%     | <b>96.2%</b>     | - 0.1%   | 96.3%        | <b>96.2%</b>     | - 0.1%   |
| Inventory of Homes for Sale     | 9,309     | <b>8,257</b>     | - 11.3%  | —            | —                | —        |
| Months Supply of Inventory      | 2.6       | <b>2.3</b>       | - 11.5%  | —            | —                | —        |

| Condo<br>Key Metrics            | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 1-2019  | Thru 1-2020      | % Change |
| New Listings                    | 797       | <b>842</b>       | + 5.6%   | 797          | <b>842</b>       | + 5.6%   |
| Pending Sales                   | 531       | <b>658</b>       | + 23.9%  | 531          | <b>658</b>       | + 23.9%  |
| Closed Sales                    | 478       | <b>479</b>       | + 0.2%   | 478          | <b>479</b>       | + 0.2%   |
| Days on Market Until Sale       | 44        | <b>47</b>        | + 6.8%   | 44           | <b>47</b>        | + 6.8%   |
| Median Sales Price*             | \$154,500 | <b>\$155,000</b> | + 0.3%   | \$154,500    | <b>\$155,000</b> | + 0.3%   |
| Average Sales Price*            | \$198,235 | <b>\$182,886</b> | - 7.7%   | \$198,235    | <b>\$182,886</b> | - 7.7%   |
| Percent of List Price Received* | 96.9%     | <b>96.7%</b>     | - 0.2%   | 96.9%        | <b>96.7%</b>     | - 0.2%   |
| Inventory of Homes for Sale     | 1,505     | <b>1,637</b>     | + 8.8%   | —            | —                | —        |
| Months Supply of Inventory      | 2.2       | <b>2.4</b>       | + 9.1%   | —            | —                | —        |

\* 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.

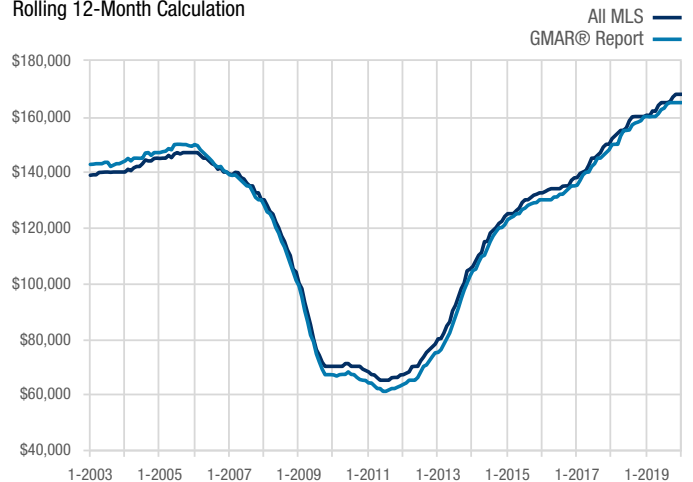
### Median Sales Price - Residential

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 February 3, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime.

# Single-Family Real Estate Market Statistics

## **FOR IMMEDIATE RELEASE**

### **Statistics Contact:**

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

## **Roaring 20's Kick-Off with 9.6% Increase in Median Sale Price Overall** *January Inventory Decreases by 7.1%*

### **Quick Facts**

**- 3.7%**

**+ 9.6%**

**- 7.1%**

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.

### **January Real Estate Market Commentary**

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. "National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%," the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

Closed Sales decreased 4.1 percent for Residential homes and 1.3 percent for Condo homes. Pending Sales increased 3.2 percent for Residential homes and 13.4 percent for Condo homes. Inventory decreased 9.2 percent for Residential homes but increased 9.7 percent for Condo homes.

The Median Sales Price increased 9.7 percent to \$170,000 for Residential homes and 4.0 percent to \$162,800 for Condo homes. Days on Market increased 7.8 percent for Residential homes and 6.4 percent for Condo homes. Months Supply of Inventory decreased 11.1 percent for Residential homes but increased 13.6 percent for Condo homes.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.



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 | 1-2019              | 1-2020    | Percent Change | YTD 2019  | YTD 2020  | Percent Change |
|---------------------------------------|----------------------|---------------------|-----------|----------------|-----------|-----------|----------------|
|                                       |                      | <b>New Listings</b> |           | 8,434          | 8,031     | - 4.8%    | 8,434          |
| <b>Pending Sales</b>                  |                      | 5,919               | 6,185     | + 4.5%         | 5,919     | 6,185     | + 4.5%         |
| <b>Closed Sales</b>                   |                      | 4,837               | 4,656     | - 3.7%         | 4,837     | 4,656     | - 3.7%         |
| <b>Days on Market Until Sale</b>      |                      | 51                  | 55        | + 7.8%         | 51        | 55        | + 7.8%         |
| <b>Median Sales Price</b>             |                      | \$155,100           | \$170,000 | + 9.6%         | \$155,100 | \$170,000 | + 9.6%         |
| <b>Average Sales Price</b>            |                      | \$194,630           | \$209,069 | + 7.4%         | \$194,630 | \$209,069 | + 7.4%         |
| <b>Percent of List Price Received</b> |                      | 96.5%               | 96.5%     | 0.0%           | 96.5%     | 96.5%     | 0.0%           |
| <b>Housing Affordability Index</b>    |                      | 191                 | 187       | - 2.1%         | 191       | 187       | - 2.1%         |
| <b>Inventory of Homes for Sale</b>    |                      | 19,561              | 18,170    | - 7.1%         | --        | --        | --             |
| <b>Months Supply of Inventory</b>     |                      | 2.6                 | 2.4       | - 7.7%         | --        | --        | --             |

Current as of February 3, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime, | 15

## Listing and Sales Summary Report January 2020



|                                | Total Sales (Units) |        |          | Median Sales Prices |           |          | Average DOM |        |          | On-Market Listings (Ending Inventory) |        |          |
|--------------------------------|---------------------|--------|----------|---------------------|-----------|----------|-------------|--------|----------|---------------------------------------|--------|----------|
|                                | Jan-20              | Jan-19 | % Change | Jan-20              | Jan-19    | % Change | Jan-20      | Jan-19 | % Change | Jan-20                                | Jan-19 | % Change |
| <b>All MLS (All Inclusive)</b> | 4,656               | 4,837  | -3.7%    | \$170,000           | \$155,100 | +9.6%    | 55          | 51     | +7.8%    | 18,170                                | 19,561 | -7.1%    |
| City of Detroit*               | 247                 | 335    | -26.3%   | \$40,000            | \$36,000  | +11.1%   | 57          | 61     | -6.6%    | 2,211                                 | 2,172  | +1.8%    |
| Dearborn/Dearborn Heights*     | 123                 | 148    | -16.9%   | \$158,500           | \$125,000 | +26.8%   | 36          | 39     | -7.7%    | 371                                   | 435    | -14.7%   |
| Genesee County                 | 285                 | 314    | -9.2%    | \$136,000           | \$125,000 | +8.8%    | 60          | 57     | +5.3%    | 1,124                                 | 1,317  | -14.7%   |
| Greater Wayne*                 | 840                 | 908    | -7.5%    | \$147,900           | \$140,000 | +5.6%    | 42          | 38     | +10.5%   | 2,486                                 | 2,810  | -11.5%   |
| Grosse Pointe Areas*           | 33                  | 51     | -35.3%   | \$325,000           | \$295,000 | +10.2%   | 58          | 47     | +23.4%   | 174                                   | 183    | -4.9%    |
| Hillsdale County               | 21                  | 36     | -41.7%   | \$148,000           | \$120,300 | +23.0%   | 104         | 80     | +30.0%   | 154                                   | 164    | -6.1%    |
| Huron County                   | 6                   | 6      | 0.0%     | \$112,250           | \$94,950  | +18.2%   | 161         | 93     | +73.1%   | 60                                    | 62     | -3.2%    |
| Jackson County                 | 122                 | 159    | -23.3%   | \$127,750           | \$136,335 | -6.3%    | 79          | 89     | -11.2%   | 587                                   | 545    | +7.7%    |
| Lapeer County                  | 52                  | 49     | +6.1%    | \$185,000           | \$165,000 | +12.1%   | 64          | 47     | +36.2%   | 310                                   | 301    | +3.0%    |
| Lenawee County                 | 76                  | 61     | +24.6%   | \$125,000           | \$135,000 | -7.4%    | 101         | 91     | +11.0%   | 345                                   | 328    | +5.2%    |
| Livingston County              | 176                 | 175    | +0.6%    | \$282,450           | \$275,000 | +2.7%    | 55          | 53     | +3.8%    | 574                                   | 615    | -6.7%    |
| Macomb County                  | 779                 | 777    | +0.3%    | \$165,000           | \$157,500 | +4.8%    | 48          | 42     | +14.3%   | 2,143                                 | 2,357  | -9.1%    |
| Metro Detroit Area*            | 3,031               | 3,184  | -4.8%    | \$180,500           | \$162,900 | +10.8%   | 49          | 44     | +11.4%   | 10,804                                | 11,963 | -9.7%    |
| Monroe County                  | 103                 | 100    | +3.0%    | \$174,950           | \$182,750 | -4.3%    | 68          | 78     | -12.8%   | 442                                   | 489    | -9.6%    |
| Montcalm County                | 9                   | 4      | +125.0%  | \$90,000            | \$58,800  | +53.1%   | 59          | 53     | +11.3%   | 55                                    | 55     | 0.0%     |
| Oakland County                 | 989                 | 989    | 0.0%     | \$239,000           | \$220,000 | +8.6%    | 53          | 43     | +23.3%   | 3,390                                 | 4,009  | -15.4%   |
| Saginaw County                 | 118                 | 110    | +7.3%    | \$116,000           | \$96,750  | +19.9%   | 51          | 67     | -23.9%   | 383                                   | 467    | -18.0%   |
| Sanilac County                 | 14                  | 17     | -17.6%   | \$101,250           | \$152,400 | -33.6%   | 87          | 136    | -36.0%   | 138                                   | 176    | -21.6%   |
| Shiawassee County              | 65                  | 41     | +58.5%   | \$127,500           | \$104,900 | +21.5%   | 47          | 55     | -14.5%   | 178                                   | 210    | -15.2%   |
| St. Clair County               | 117                 | 91     | +28.6%   | \$158,000           | \$144,000 | +9.7%    | 61          | 48     | +27.1%   | 495                                   | 526    | -5.9%    |
| Tuscola County                 | 18                  | 18     | 0.0%     | \$110,750           | \$97,451  | +13.6%   | 58          | 78     | -25.6%   | 91                                    | 107    | -15.0%   |
| Washtenaw County               | 209                 | 221    | -5.4%    | \$294,000           | \$261,500 | +12.4%   | 59          | 52     | +13.5%   | 1,010                                 | 987    | +2.3%    |
| Wayne County                   | 1,087               | 1,243  | -12.6%   | \$131,000           | \$120,250 | +8.9%    | 45          | 44     | +2.3%    | 4,697                                 | 4,982  | -5.7%    |

\* Included in county numbers.

## **MSHDA HOME OWNERSHIP PROGRAM [SOLD OUT]**

CE Credit: 1 standard  
Monday, March 9  
10:00 a.m. - 11:00 p.m.  
GMAR Classroom  
Instructor: Darren Montreuil  
FREE, Membermax & EduPass  
\$25, Non- Members

## **NEW MEMBER ORIENTATION**

CE Credits: 3 standard  
Tuesday, March 10  
9:00 a.m. - 12:30 p.m.  
GMAR Classroom  
No Charge

## **AGENT 101 YOU DON'T KNOW WHAT YOU DON'T KNOW [SOLD OUT]**

CE Credits: 4 legal  
Wednesday, March 11  
10:00 a.m. - 2:00 p.m.  
GMAR Classroom

## **MASTERING THE TRANSACTIONS FROM A-Z**

CE Credits: 2 standard, 1 legal  
Thursday, March 12  
9:00 a.m. - 12:30 p.m.  
GMAR Classroom  
No Charge

## **SELLER REPRESENTATIVE SPECIALIST DESIGNATION (SRS) [SOLD OUT]**

CE Credits: 13 standard and 2 legal  
Tue. & Wed., March 17 & 18  
8:30 a.m. - 5:00 p.m.  
GMAR Classroom  
Instructor: Rick Conley  
FREE, Membermax & EduPass  
\$195, Members  
\$225, Non- Members

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

CE Credits: 8 standard  
Thursday, March 19  
9:00 a.m. - 5:00 p.m.  
GMAR Classroom  
Instructor: Leslie Ashford  
FREE, Membermax & EduPass  
\$99, Members  
\$119, Non-Members

## **FEMA & FLOOD ZONES [SOLD OUT]**

CE Credits: 2 legal  
Wednesday, March 25  
10:00 a.m. - 12:00 p.m.  
GMAR Classroom  
Instructor: Karol Grove  
No Charge  
Instructor: Deanna DuRussel  
FREE, Membermax & EduPass  
\$10, Members  
\$40, Non-Members

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“

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**Rick Conley**  
GMAR Instructor

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



**March 11, 2020**  
**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



## FEMA & FLOOD ZONES

CONTINUING EDUCATION 2 LEGAL CREDITS!

### SPEAKER

KAROL L. GROVE, PS, CFM

LICENSED PROFESSIONAL SURVEYOR      CERTIFIED FLOODPLAIN MANAGER

**Wednesday, March 25th | CON ED | PROGRAM @ 10:00 AM**

Sponsored by Greater Metropolitan Association of REALTORS

LOCATION: 24725 W Twelve Mile Rd #100, Southfield, MI 48034

2 LEGAL CON ED CREDITS    RSVP BY: Tuesday, March 24th

Contact Traci Dean @ (248) 522-0341 or [traci@gmronline.com](mailto:traci@gmronline.com)

**\*Must be on time to qualify for Con Ed | Please bring Real Estate License ID**



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# Discover the Details of Green Living

**Gain the knowledge that distinguishes you as a source for resource-efficient homes with NAR's Green Designation courses.**

Through the two-course experience, you'll learn the best approaches to:

- ⊞ Make a home more resource-efficient
- ⊞ Connect clients with green DIY resources
- ⊞ Use smart home technologies
- ⊞ Retrofit and replace systems
- ⊞ Advise clients through effective remodels
- ⊞ Build green from the ground up

**Sign up for NAR's Green Designation courses today.**



**April 7 & 8, 2020**

**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: \$250.00**

**Non-Members: \$295.00**

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*Presented by:*

**BART PATTERSON**

**ABR, ACP, CIAS, CRS, CDPE, GREEN, e-PRO, GRI SRES, REO. RENE, PSA, MCNE**



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WHO SERVE OUR COUNTRY**

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

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

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

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

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

### TAKE THE COURSE!

**March 19, 2020**

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

**9:00 a.m. – 5:00 p.m. Class**

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

**MemberMax/EduPass: FREE!**

**GMAR Members: \$99.00**



*Presented by:*

**LESLIE ASHFORD**

**ARB, MRP, SRS**

LEARN MORE AT

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NATIONAL  
ASSOCIATION of  
REALTORS®  
Official Certification



# MSHDA Homeownership Programs

March 9, 2020 10:00 a.m. - 11:00 a.m.

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

## GMAR®

Presented by:



**Darren Montreuil**

Darren is a Business Development Specialist for MSHDA's Homeownership Division. He provides homeownership program information, technical assistance, and educational seminars to our customers in the SE Michigan



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

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

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

### Mortgage Credit Certificate Program

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

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

### Questions?

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

### MSHDA Course Fees:

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

**GMAR Members:  
FREE**

**Non-Members:  
\$25.00**

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



Approved for 1 Elective  
Continuing Education Credits

### REGISTRATION INFORMATION:

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

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

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

Visa  MasterCard  Discover  American Express:

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

**EduPass™ / MemberMax™**

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

Signature \_\_\_\_\_

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requirement of 2.5 hours

# SELLER REPRESENTATIVE SPECIALIST

DESIGNATION ELECTIVE COURSE



March 17 & 18, 2020  
8:30 a.m. registration  
9:00 a.m. - 5:00 p.m.

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

MemberMax/EduPass: FREE!  
GMAR Members: \$249.00  
Non-Members: \$299.00

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



**Presented by:**  
**RICK CONLEY**  
SRES, ePRO, ABR, GREEN,  
SFR, GRI, SRS  
President, Real Estate Education  
Svcs.  
2014 REBAC Hall of Fame Inductee

## WHAT TO EXPECT

The SRS designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance.



Increase your listings and grow your business



Demonstrate and communicate your value package



Understand and apply the Code of Ethics & Standards of Practice



Comprehend and comply with state license laws



Learn tools and techniques to provide services that sellers want and need



Visit REBINstitute.com for a full course description and to learn how to earn the SRS designation!