

METROPOLITAN REALTOR®

GMAOnline.com

MAY 2020

GMAR Donates \$40,000 to Help Local Realtors®

MORE INFORMATION ON PAGE 4





VOLUME 17, NUMBER 5
 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

OFFICERS

President: James Cristbrook
 President Elect: Katie Weaver
 Treasurer: Teri Spiro
 Past President: Al Block

DIRECTORS

Gerry Miller, District 1
 Steven Gottlieb, District 4
 John O'Brien, District 5
 Devon Smith, District 6
 Toni Jennings, District 7
 Nathan Boji, District 8
 Pam Bartling, At Large
 Michael Brown, At Large
 Ted Edginton, Affiliate

STAFF

Vickey Livernois, Chief Executive Officer
 Stacie Andrew, Member Outreach Coordinator
 Traci Dean, Education Coordinator
 Marnie Gray, Accountant
 Travis Greer, Director of Realtor® and Community Affairs
 Porsha Hall, Membership Director
 Caryn MacDonald, Executive Assistant
 Pauline Olszewski, Professional Standards Administrator
 & Toolshop™ Manager
 Corey Segnitz, Graphic Designer
 August Spree, Event Coordinator
 Shondalyn Vesey, Member Support Administrator
 Kevin Tshiamala, Marketing & Communications Director

MAY 2020

Table of Contents

- 3 **NAR Code of Ethics During COVID-19**
- 4 **GMAR Donates \$40,000 to Help Local Realtors®**
- 5 **GMAR Cares**
- 6 **CEO's letter**
- 7 **GMAR Exclusive Scholarship**
- 8 **Legislative Update**
- 9 **Welcome New Members**
- 10 **RPAC Report**
- 11 **Thank You RPAC Investors**
- 12 **Submit Nominations for GMAR's ROTY and RAP**
- 13 **May ToolShop Sale**
- 14 **WCR Report**
- 15 **GMAR Market Update - March 2020**
- 16-17 **March 2020 Sales Summary**
- 19 **GMAR Education Courses**
- 20 **5 Years, 5 Dogs, 5 Lives Saved**
- 21 **GMAR Education Calendar 2020**

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

NAR Code of Ethics During COVID-19



The Covid-19 pandemic has changed REALTORS® lives both personally and professionally. GMAR, together with the state and National Associations, have provided many great [resources](#) to support REALTORS® in their businesses during this time. One particular area with the potential for confusion is understanding how the layers of regulations and stay-at-home orders intersect—or don't—with Code of Ethics.

The Code of Ethics is a specific set of real estate principles and is not designed to address every aspect of our business conduct or our lives. Some of us may think another's conduct is "unethical," "offensive," or "immoral." Each of us has personal moral values that we adhere to but that our friends, neighbors, or fellow REALTORS® may not. Our personal ethical principles extend to actions outside the Articles and Standards of Practice in the Code, and when an action violates our personal moral code, that doesn't mean it violates the Code of Ethics.

To determine if a violation of a stay-at-home order is a violation of the Code, a hearing panel would look at the actual conduct that occurred and determine if a specific Article or Standard of Practice applied.

Articles that might apply to conduct in the COVID-19 environment include:

- Article 1: fiduciary duty and honesty
- Article 2: disclosure of property conditions
- Article 3: cooperation and access
- Article 10: discrimination
- Article 12: truthful communications
- Article 16: respecting exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with their clients,

To clear up the confusion, focus on the conduct and consider which source of guidance applies.

If you think someone has violated this order you could file a complaint online at https://www.michigan.gov/documents/lara/Non-MiPLUS_Occ_Code_Packet_5-2019_656921_7.pdf. If you believe a violation to the Code of Ethics has occurred, an Ethics complaint may be filed at the local Association that the Realtor® is a primary member at.

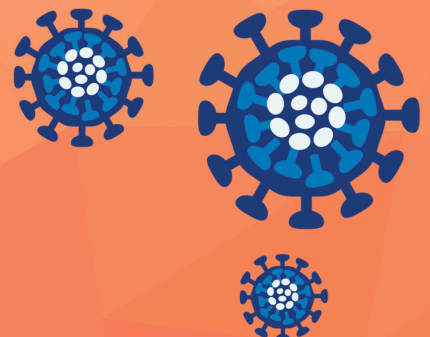
Please reach out to Pauline Olszewski, our Professional Standards Administrator, via email at Pauline@gmaronline.com. You can also view more information online at GMARonline.com.

New Resources Added to the COVID-19 Page

COVID-19

Resources for
Members

[Learn More](#)



In efforts to keep our members informed, we've created this dedicated page to serve as an easy knowledge library and point of reference for resources you may need to assist you in these times as a result of the COVID-19 pandemic. Please reference some of the recent additions to the resource page below.

- [Protect Your Investment: A Guide for At-Risk Homeowners](#)
- [Economic Pulse March 2020 - Flash Survey Results](#)
- [Michigan Realtors® COVID-19 Addendum to Purchase Agreement](#)

- [Pandemic Unemployment Assistance Flowchart](#)
- [Paycheck Protection Program FAQs for Small Businesses](#)
- [Realcomp COVID-19 FAQ](#)
- [Michigan UIA Unemployment Benefits Claim Guide](#)
- [The Small Business Owner's Guide to COVID-19 Relief Funding](#)

[LEARN MORE](#)



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

“All our dreams can come true,
if we have the **COURAGE**
to pursue them.”

Walt Disney

As Realtors® we believe in the dream of homeownership.

We know that it takes courage to begin the journey towards our dreams and it takes courage to see the journey through.

Together we will shape a better future with hope, **kindness, empathy and love.**

THAT'S WHO WE 

GMAR Donates \$40,000 to Help Local Realtors®

(Southfield, Michigan) – The Greater Metropolitan Association of Realtors® (GMAR) donates \$40,000 to assist Realtors® who have been impacted by the COVID-19 Pandemic leaving many in the real estate industry looking for ways to make ends meet.

James Cristbrook, GMAR President, together with Karen Greenwood, President of the [Greater Realtors® Foundation](#), acknowledged the need and immediately began discussing

ways we could help. Although various programs are available through the SBA Loan Programs as well as the additional assistance provided by the expansion of Unemployment Insurance, many have not seen the funding come to fruition from these programs.

“We understand the immediate need for relief or assistance for a lot of Realtors®, our members,” said GMAR President James Cristbrook, “we worked quickly to provide an opportunity within the Greater Realtors® Foundation, after all, that is what real estate is about, sticking together as a Realtor® Family and helping when we can to those who need it”.

GMAR’s donation will be made immediately to the Foundation, who has already begun work on how to distribute these funds in a way that will have the most impact on the Realtor® community.

“The Greater Realtors® Foundation had always planned to create a benevolent fund to help strengthen our communities,” said Karen Greenwood, President, “but we found that need to be even greater now as we find ourselves in the middle of a worldwide pandemic that has impacted everyone in one way or another. If we can help the Realtor® family, we want to.”



GMAR CARES

Striving
to Make a
Difference
#GreaterRealtors



As we strive to make a difference, we are now accepting donations of the items below in a donation box placed in front of our office. Donations will be divided and go to an Oakland County Shelter for women and children as well as local hospitals. Together, we will shape a better future with hope, kindness, empathy, and love. #GreaterRealtors #GivingTuesdayNow

ITEMS ACCEPTED:

- Boxed Macaroni and Cheese
- Canned Fruit and Veggies
- Canned Soup, Chili and Stews
- Canned Meat (tuna, chicken, etc.)
- Rice (All Varieties)
- Granola Bars
- Baby Wipes
- Formula

PPE TO INCLUDE:

- Disposable Boot/Shoe Covers
- Masks (N95, or cloth masks)
- Goggles or Safety Glasses
- Disposable gloves (latex or non-latex)

We're the key to homeownership.

We've got home loans + \$7,500 more to go with them. Qualified buyers can combine our \$7,500 Down Payment with our Conventional, Rural Development, or FHA loan.

Complete info at Michigan.gov/homeownership





By VICKIE LIVERNOIS
Chief Executive Officer

We know you are being challenged, and at GMAR we get it

Your Board of Directors have met numerous times over the last few months to discuss ideas on how GMAR can help our Realtor® family. I am excited to share that on April 30th, they voted unanimously to approve a donation of \$40,000 to the Greater Realtors® Foundation, which is currently working on the details of a benevolent fund that our members can apply to for assistance.

While there are numerous programs available in the various municipalities, counties, State programs and even Federal assistance, sometimes we find that we still need help. We hope to extend that help to our members through this donation. In the coming days, you will see more information on what this program is and how to apply. We realize that even after the Stay Home Order is lifted, there will be some period of time that will be necessary for your business to get back to "normal".

state and local organizations. These include items like food assistance, agencies providing rent assistance, who to contact for the other programs.

There are quite a few opportunities in one easy to find spot that you or your clients may benefit from. The direct link to that information can be found here: https://gmaronline.com/documents/covid19/gmar_localGovernmentResources.pdf

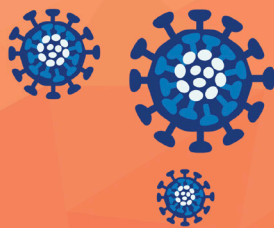
Lastly, but certainly not least, GMAR is hosting GMAR Cares, a donation drive that will support our front line workers as well as a local shelter for women and children. Our GMAR Cares program will launch on May 4th, and we encourage members to donate items to a drop box located outside of our office suite in Southfield. We are looking for a variety of items such as non-perishable food items, diapers, toiletries, as well as booties and masks. Our staff has coordinated the delivery of these items with local agencies to help do our part to help our communities as well as those on the front line.

We are here for you, just call, text, chat or email any of our staff. We hope you and your families are all staying healthy. We are stronger together as #GreaterRealtors.

COVID-19

Resources for
Members

[Learn More](#)



GMAR staff has been working around the clock to update our Covid-19 Resource Page, where we have included links and information to every resource we have been able to find from various

GMAR Exclusive Scholarship

GMAR is proud to continue to offer the GMAR Exclusive Scholarship. Receive up to \$1000 to assist in your pursuit of furthering your real estate career or towards your graduating high school senior looking to attend a Michigan school. Applications are open until May 29th.

APPLY NOW: GMARONLINE.COM/SCHOLARSHIPS



Scholarships

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

Applications Open May 1st - May 29th



Young Professionals Network

GMAR's YPN is hosting a casual **FIRESIDE CHAT**

on Tuesday, May 12th, from 7:00 pm - 8:30 pm

An open discussion about returning to business in a post-quarantine world and other topics.

[REGISTER HERE >>](#)





By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

Working to Protect the Industry We All Love

A whirlwind of activity has happened in the last 2 weeks. Normally, what we just experienced would have taken months. However, the only thing that's certain about these times is that nothing is certain!

Nevertheless, we have hardly stopped working every hour of every day since this started; working to protect the industry that we all love.

While we received much welcomed news in the last days of April from Governor Whitmer, that REALTORS® could return to work, GMAR has been working since April 15th on protecting the real estate industry once the state restrictions were lifted. Why might you ask? Remember, all politics is local.

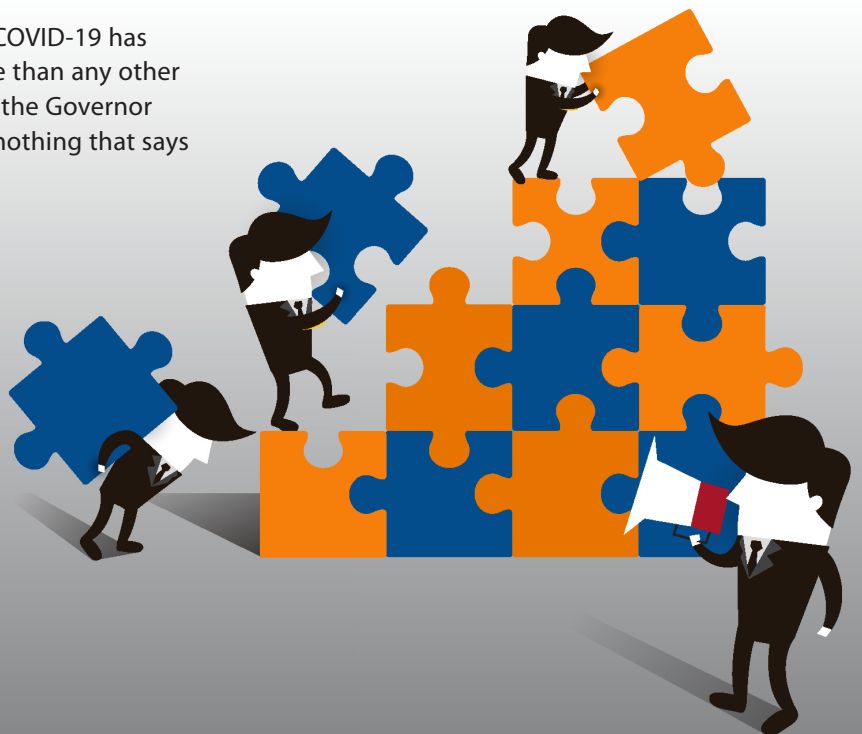
Michigan law allows local governments to declare local state of emergencies and gives similar authority to county, city, and township governments to enact similar restrictions like Governor Whitmer used to help slow the spread of COVID-19.

Why were we concerned? COVID-19 has impacted Metro Detroit more than any other area in the state—and when the Governor lifts her restrictions, there is nothing that says

Oakland, Wayne, or Macomb Counties cannot adopt their own restrictions—throwing us right back into neutral (especially after all of the work that went into getting you back on the beat!) That also goes without mentioning that cities and townships have that same authority.

So, we've been working diligently with all three county executives (Coulter, Evans, and Hackel) and mayors/supervisors from across GMAR's jurisdiction about our plans to safely re-engage in-person activity. The jury is still out on whether our efforts thus far have been successful but rest assured that we are doing everything in our power to keep you safely on the job.

When it comes to protecting the real estate transaction locally—you can count on GMAR to have your back. We're committed to making you a #GreaterRealtor. Stay strong. Stay safe.





Welcome, New Members!

Anderson, Dedric –B.U. Realty Services
 Austin, Aaron –KW Home Realty
 Bardoni, Michael –Downriver Real Estate Group
 Bartle, John –Remerica Hometown One
 Begin, Randy –RE/MAX Dream Properties
 Belkasri, Ali –Century 21 Curran & Oberski
 Brewart, Robert –EXP Realty LLC
 Brockmiller, Kirsten –River Oaks Realty Company
 Brown, Deanna –Real Estate One Livonia
 Burns, Nathan –EXP Realty LLC
 Burrell, Nastasha –Smart Realty & Investments, Inc
 Campeau, Stephen –Real Estate One Royal Oak
 Carnahan, Collen –Colleen Carnahan
 Cheaib, Hisham –Own It Realty
 Chhen, Alex –Red Star Equities, LLC
 Chiapparo, Janis –II Elite Real Estate Services
 Choate, Kelly –EXP Realty LLC
 Church, Jenny –MI Choice Realty, LLC
 Cleaver, Andre –James Curtis Realty, LLC
 Coffin, Donna –Century 21 Dynamic
 Cook, Ruth –Keller Williams Metro
 Cramton, Scott –Home Direct Realty
 Culver, Alex –Keller Williams Somerset
 Del Toro, Cristina –KW Advantage
 Delzo, Renzo –EXP Realty LLC
 Dennis, Carolyn –Front Page Properties
 Derderian, Ashley –RE/MAX Eclipse
 Duncan, Bethanie –Century 21 Row
 Eaton, June –Luxury Homes Properties
 Edel, Kristopher –Max Broock, REALTORS, Brmngmgh
 El-masri, Hawraa –Blueprint Realty
 Faulman-Baldwin, Devon –National Realty Centers
 Ficorelli, Darin –Darin Ficorelli
 Foley, Kelcie –Keller Williams Metro
 Gaudard, Jacob –RE/MAX Suburban
 Gavey, Andrea –Birmingham NextHome City Rlty
 Genitti, Andy –EXP Realty LLC
 Gilliam, Jordan –Keller Williams Metro
 Gingell, Jessica –RE/MAX Eclipse
 Griffin, Deonta –Front Page Properties
 Hakim, Rebecca –Weichert, Realtors-Select
 Hana, Vanessa –Keller Williams Somerset
 Hayes, Ericka –Hinton Real Estate Group
 Herman, Jean –KW Advantage
 Hubbard, Ceeon –Good Company Realty
 Ismael, Abdulla –EXP Realty LLC
 Jamoua, Khalil –Level Plus Realty
 Jarvis, Elizabeth –Elite Real Estate One
 Johnson, Selina –Real Estate One, Inc.
 Kacy, Marlene –Keller Williams Metro
 Kennedy-Torgerson, Joyce –Century 21 Row-West Bloomfield
 Ketz-Munoz, Brandon –National Realty Centers, Inc.
 Khaddor, Brandon –Keller Williams Somerset
 Laperriere, Brian –Keystone Group Realty LLC
 Laskey, Jill –Hall & Hunter

Lawton, Jhalisha –EXP Realty LLC
 Ledgerwood, Tara –Keller Williams Metro
 Little, Charlene –Charlene Little
 Malow, Nicole –Blackacre Realty, LLC
 McCauley, David –Select R.E. Professionals Inc.
 McDermott, Savannah –KW Professionals
 McNamara, Ryan –National Realty Centers Northv
 Mendez, Sharmaine –KNE Realty 360
 Mincy, Rachel –EXP Realty LLC
 Mosa, Marino –3DX Real Estate, LLC.
 Nutile, Harry –EXP Realty LLC
 Opara, Kenisha –Tyraa Nicole Properties, LLC
 Page, Anika –Team LBR LLC
 Perry, David –ESL & Assoc. Realty LLC
 Peter, Surur –Brookstone, Realtors
 Reed-Gibson, Lauren –Keller Williams Central
 Ritter, Kenneth –National Realty Centers, Inc.
 Roskelly, Ken –Red Star Equities, LLC
 Russell, Katherine –RE/MAX Eclipse
 Sakowski, Suzanne –3DX Real Estate, LLC.
 Schaf, Collette –Real Estate One Livonia
 Schatz-Ruppert, Silke –Keller & Associates R.E. LLC
 Schmitt, Michael –MI Choice Realty, LLC
 Slappey, Nathaniel –KW Domain
 Smith, Tiana –KW Domain
 Smith, Tara –Right House Realty Company
 Smith, LaKeisha –EXP Realty LLC
 Steenbergh, Robert –Keller Williams Metro
 Steward, Paul –Keller Williams Macomb Ste. A
 Thedford, Lavern –Max Broock, Inc. Blmfld Hills
 Thurman, Lorenzo –Real Estate One
 Villet, Guy –RichRealty
 Vitatoo, Jessica –KW Professionals
 Watkins Cobb, Marnette –Brookstone, Realtors
 White, Tonderlearie –KW Home Realty
 Wiacek, Tara –EXP Realty
 Williams, Erik –Pearl Real Estate
 Williams, Hope –Clients First, Realtors®
 Wood, Joel –Keller Williams Metro
 Zayto, Fadi –Signature Realtors LLC
 Zemmer, Kiley –Re/Max Defined

We Couldn't Do It Without You

THANK YOU ORIENTATION SPONSORS FOR THE MONTH OF APRIL 2020:

PETER CHIRCO
Chirco Title Agency Inc

MICHAEL DAVIS
Cranbrook Loans





By MELISSA BOTSFORD
GMAR RPAC Chair

Join us for Choosing REALTOR® Champions

Great news! Like you, I was excited and slightly overwhelmed by the thought of getting back to our “new” normal. The coming weeks and months will certainly produce their own set of new norms and challenges for us to overcome, but I am confident that, together, we can overcome the uncertainty that’s before us.

As an industry, we are strongest when we are united. Despite how chaotic politics may seem this year, you have a chance to do your part to help protect our industry.

Each year, GMAR’s Board of Directors endorse candidates across Metro Detroit for public office—because it’s important that we are doing our part to elect candidates to public office who are interested in protecting private property rights, home ownership, and the real estate transaction itself.

But making those endorsements is not possible without your help! Will you volunteer

a few hours to interview candidates about why they are running for office and how we can work together?

As chair of the RPAC Committee, I get to help oversee the endorsement process and I was shocked to learn that in 2020 over 600 candidates are running for township and county office in Metro Detroit—and GMAR is setting out to consider all of them for an endorsement. Never have we set out to consider every candidate for office, until 2020, but accomplishing that goal won’t be possible without your help.

Join GMAR for a training on May 13th from 3pm to 4:30pm via Zoom on Choosing REALTOR® Champions—a training to prepare GMAR REALTORS® on how to interview candidates and what to consider when making a recommendation to the Board of Directors.

To register, [CLICK HERE](#)



Thank You GMAR RPAC Investors



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

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

Alex Alfaro	Carolyn Dennis	Tahesha Harris	Yvonne Marks	Rutha Sharpe
Katie Arroyo	John DesJardins	Jason Heilig	Diane Martin	Saif Siddiqui
Phillip Ausman	Margaret Dresser	Mae Herrmann	Cecile Massey	Mary Skwiera
Aaron Austin	Courtney Drew	Damian Hickman	David Mathieu	Devon Smith
Kathleen Barker	Nancy Duncanson	David Hicks	David Maurice	LaKeisha Smith
Robbin Barnes	Michael Dunn	John Higgins	Roger McDaid	Renee Smith
Pam Bartling	Deanna DuRussel	Jennifer Hoover	Savannah McDermott	Tiana Smith
Stacy Bazman	Andrew Dykstra	Kevin Hultgren	Julie McKee	Sonia Smyk
Natalie Berkiw-Scenna	Jon Eckerly	Connie Isbell	Sharmaine Mendez	Linda Snyder
Karen Betzing	Alonzo Edwards	Anthony Jablonski	Ann Michael	Gretchen Solai
Austin Black	Cathy Elias	Khalil Jamoua	Alan Millard	Linda Spindura
Richard Bluth	Chelsea Elzerman	Ronald Jasgur	Kristine Monday	Maria Starkey
Nathan Boji	Andrea Esse	Elizabeth Johnson	David Morgan	Patricia Straub
Sharon Bonner	Jane Evans	Gordon Johnson	Cheryl Nahas	Ronnie Targanski
Jason Borregard	Anthony Facione	Liola Johnson	Ayad Najor	Stephanie Taylor
Christin Bracken	Jeffery Fanto	Selina Johnson	Joseph Nannini	Lavern Thedford
Kecia Brady	Michael Fazio	Sherri Johnson	Marc Nocera	Rene Thomas
Brenda Brosnan	Diane Fenech	Talya Johnson	Clara Norris	Tanya Thornton
Althea Brown	Darin Ficorelli	Darniecia Jones	Anna Oscar	Connie Tiberia
Nicolas Buehrle	Kelcie Foley	Marlene Kacy	David Palmer	Nikki Trombley
Nathan Burns	Cloteal Fowler	Meriem Kadi	Renee Palmer	Eva Vermeesch
James Bynum	Sherry Frazier	Steph Kaye	Charles Pickering	Catherine Waun
Sarah Cameron	Ellen Frink	Brandon Khaddor	Christopher Plummer	Katie Weaver
Lila Casenave Pappal	Jerry Gardner	Pam King	Nicole Porter	Misty Weisenberger
Lori Chattinger	Nicolas Gaudino	Deborah Kita	Aaron Pringle	Vicki Whitt
Hisham Cheaib	Thompson Geron	Bill Kokenos	Joyce Reedy	Claire Williams
Syed Chowdhury	Sarah Gilleran	Gail Kosh	Heidi Rhome	Sheila Williams
Jenny Church	Erica Goe	Dmitry Koublitsky	Lauren Rivers	Wanda Williams
Joel Clark	Dianne Gouin	Lonnie Kupras	Ken Roskelly	Lanea Williamson
Debby Clinesmith	Georgia Gould	Constance LaBarge Thomas	Keith Ruloff	Carol Woodard
James Courtney	Travis Greer	Stela Lajthia	Mary Anne Russo	Michael Workman
Todd Craft	Deonta Griffin	Brian Laperriere	Frederick Ryckman	Cynthia Wright
Rebecca Cunningham	Rebecca Hakim	Jhalisha Lawton	Karen Ryckman	Brian Yaldoo
Christopher Daggy	Edward Hall	Sheilah Lemanski	Adrienne Sain	Nhia Yang
Karen Dantes	Adam Hammons	Yunhua Li	Suzanne Sakowski	Jerry Yatooma
Patricia Darin	Benjamin Handelsman	James Littlepage	Mohammad Saleem	Joanne Yousif
Bernadine Davis	Michael Hannah	Carol Lukity	Maxine Salloumi	Jonathan Zaia
Michael Davis	Karen Harlin	Shana Maitland	Michael Schmitt	
Emily Day	Cynthia Harris	Nathan Malinowski	Carol Schrauben	
Melissa Degen	Elizabeth Harris	Matthew Marietta	Jason Seaver	

**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*

Submit Your Nominations for GMAR's Realtor® of the Year and Realtor® Active in Politics



REALTOR® OF THE YEAR

The REALTOR® of the Year award honors a member REALTOR® for civic and association activity at the local, state and national levels, business and educational experience and REALTOR® spirit.

Nomination period begins April 1st. Nominations must be received by no later than **May 29th, 2020** for current GMAR members to be considered for the award.

gmaronline.com/roty



GMAR's REALTOR® of the Year award honors a member REALTOR® for civic and association activity at the local, state, & national levels, business & educational experience, and REALTOR® spirit.

Submit your nominations for GMAR's Realtor® of the Year here: GMARonline.com/roty

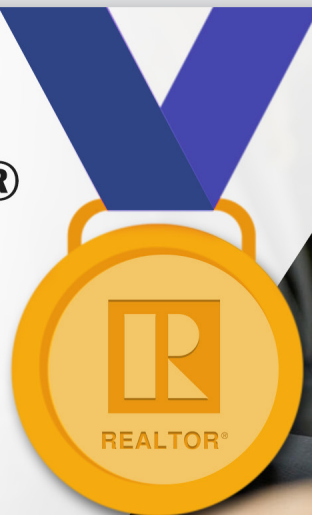


REALTOR® ACTIVE IN POLITICS

The REALTOR® Active in Politics award honors a member REALTOR® who has contributed substantially to the REALTOR® party.

Nomination period begins April 1st, must be received by no later than **May 29th, 2020** for current GMAR members to be considered for the award.

gmaronline.com/rap



GMAR's Realtor® Active in Politics recipients are leaders in the political arena who generously provide their time & resources to further political causes that support the real estate profession.

Nominations must be received by no later than May 29th: GMARonline.com/rap

TOOLSHOP MONTHLY SALE

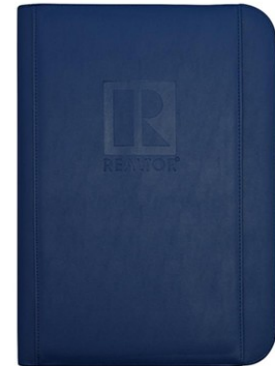
Visit us online!

 gmaronline.com/toolshop

 248-478-1700

SOLD

**SALE
PENDING**



2722- Assorted Riders

Riders are 6"x24" come in Red/White some are Blue/White.

REGULAR MEMBER PRICE: \$6.00

MAY SALE PRICE: \$4.50

3134- Burst Signs Corrugated

REGULAR MEMBER PRICE: \$6.00

MAY SALE PRICE: \$4.50

6195- Deluxe CD Padfolio

CHOOSE FROM: Blue, Black, burgundy or Tan.

REGULAR MEMBER PRICE: \$18.95

MAY SALE PRICE: \$16.00

We are still taking orders! They can be placed by calling our office, emailing Pauline@gmaronline.com, or visiting our online store at gmaronline.com/toolshop. All orders placed will be shipped out on Wednesdays using UPS Ground Service, which typically takes one to two days for delivery, depending on location.

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



By KELLIE SMITH



Knowing How to Pivot: Women's Council of Realtors®

The only thing constant in life is change, and boy have we been experiencing a lot of it lately! It seemed like last year the tag word at Women's Council of Realtors was "pivot". Sometimes things don't go the way we have planned and we have to "pivot", change things up and go in a different direction.

We are no strangers to change in Women's Council. We have been in some sort of transition for the past several years from restructuring our National level, our local networks and now how our State level is run. Change can be scary, frustrating, challenging and good all at the same time. We can choose to either fight it or be leaders in our industry and embrace it or as we say "pivot".

Just like all other organizations our events have either been cancelled or postponed however, we continue to engage, educate and lead our members. Our State and local networks have embraced the virtual world and become somewhat techie; we are always learning something new! We have temporarily switched our platform to offer our members some amazing, educational and fun classes virtually all month from financial updates with Kevin Briel of Chemical Bank, learning how to use Canva

w/Chelsea Cain, ideas & tips to get us through these tough times with Vikki Plagens of Cross Country Mtg, our National President Brenda Lee Szlachta on mindset and determination to the best practices of creating a farm for our business by Debbie Z and so much more.

If you are interested in finding out more about how Women's Council of Realtors can help you "pivot" during these challenging times you can reach out to one of our local Network Presidents:

- Birmingham Bloomfield Network - Chelsea Cain 248-245-8191
- Lake Pointe Network - Cindy Manciero 586-212-1517
- Greater Rochester Network - Megan Wood 248-930-0908
- 275 Corridor Network - Melissa Botsford 248-835-4860 or myself Kellie Smith, State President-Elect 623-261-7475.

We are always here to help and encourage you to reach out.

GMAR® Report

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

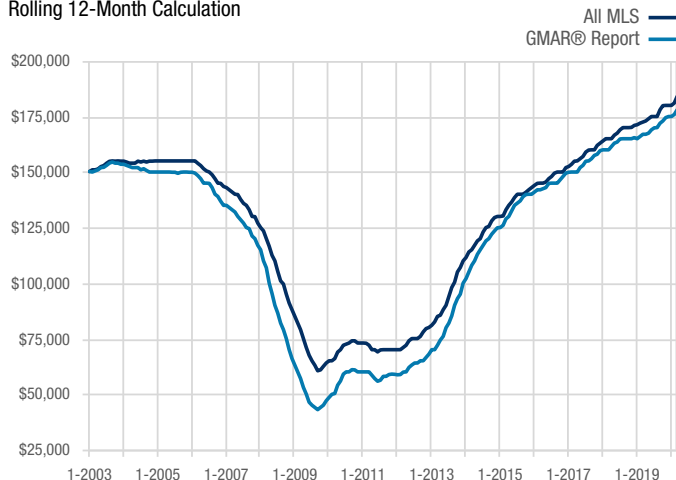
Residential Key Metrics	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	5,331	4,172	- 21.7%	13,464	12,273	- 8.8%
Pending Sales	3,853	3,063	- 20.5%	9,754	9,508	- 2.5%
Closed Sales	3,202	2,606	- 18.6%	8,256	7,759	- 6.0%
Days on Market Until Sale	45	45	0.0%	45	48	+ 6.7%
Median Sales Price*	\$159,900	\$180,000	+ 12.6%	\$155,000	\$168,000	+ 8.4%
Average Sales Price*	\$201,109	\$219,341	+ 9.1%	\$194,913	\$210,255	+ 7.9%
Percent of List Price Received*	96.7%	97.2%	+ 0.5%	96.5%	96.6%	+ 0.1%
Inventory of Homes for Sale	8,792	7,577	- 13.8%	—	—	—
Months Supply of Inventory	2.4	2.1	- 12.5%	—	—	—

Condo Key Metrics	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	1,006	833	- 17.2%	2,493	2,505	+ 0.5%
Pending Sales	699	560	- 19.9%	1,760	1,849	+ 5.1%
Closed Sales	562	553	- 1.6%	1,511	1,621	+ 7.3%
Days on Market Until Sale	40	52	+ 30.0%	41	49	+ 19.5%
Median Sales Price*	\$160,000	\$170,000	+ 6.3%	\$156,000	\$165,000	+ 5.8%
Average Sales Price*	\$199,894	\$209,203	+ 4.7%	\$193,661	\$196,232	+ 1.3%
Percent of List Price Received*	96.9%	97.6%	+ 0.7%	97.0%	97.3%	+ 0.3%
Inventory of Homes for Sale	1,585	1,642	+ 3.6%	—	—	—
Months Supply of Inventory	2.3	2.4	+ 4.3%	—	—	—

* 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.

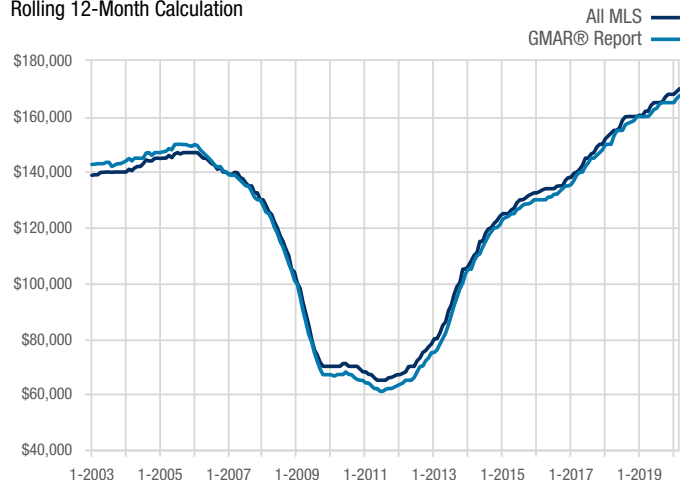
Median Sales Price - Residential

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 April 1, 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

Market Reacts to Temporary Realities

Quick Facts

- 13.3%

+ 10.6%

- 9.7%

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

March Real Estate Market Commentary

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

Closed Sales decreased 14.7 percent for Residential homes and 3.1 percent for Condo homes. Pending Sales decreased 21.2 percent for Residential homes and 21.2 percent for Condo homes. Inventory decreased 11.9 percent for Residential homes but increased 6.6 percent for Condo homes.

The Median Sales Price increased 12.1 percent to \$185,000 for Residential homes and 9.4 percent to \$175,000 for Condo homes. Days on Market increased 1.9 percent for Residential homes and 12.8 percent for Condo homes. Months Supply of Inventory decreased 15.4 percent for Residential homes but increased 8.7 percent for Condo homes.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,000 valued broker, agent, and appraiser customers in over 2,500 offices across Michigan. Realcomp II Ltd. is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		10,628	8,501	-20.0%	26,605	24,745	-7.0%
Pending Sales		7,738	6,096	-21.2%	19,660	19,155	-2.6%
Closed Sales		6,448	5,592	-13.3%	16,516	16,050	-2.8%
Days on Market Until Sale		51	53	+3.9%	51	55	+7.8%
Median Sales Price		\$165,000	\$182,500	+10.6%	\$161,000	\$175,000	+8.7%
Average Sales Price		\$202,527	\$220,743	+9.0%	\$198,203	\$211,697	+6.8%
Percent of List Price Received		97.0%	97.5%	+0.5%	96.8%	97.0%	+0.2%
Housing Affordability Index		183	174	-4.9%	188	182	-3.2%
Inventory of Homes for Sale		18,758	16,939	-9.7%	--	--	--
Months Supply of Inventory		2.5	2.3	-8.0%	--	--	--

Current as of April 1, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime. | 15

Listing and Sales Summary Report March 2020



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change	Mar-20	Mar-19	% Change
All MLS (All Inclusive)	5,592	6,448	-13.3%	\$182,500	\$165,000	+10.6%	53	51	+3.9%	16,939	18,758	-9.7%
City of Detroit*	274	382	-28.3%	\$48,900	\$40,000	+22.3%	68	55	+23.6%	2,094	2,135	-1.9%
Dearborn/Dearborn Heights*	112	161	-30.4%	\$153,000	\$130,000	+17.7%	31	40	-22.5%	306	372	-17.7%
Genesee County	350	475	-26.3%	\$152,000	\$134,450	+13.1%	59	53	+11.3%	985	1,168	-15.7%
Greater Wayne*	924	1,141	-19.0%	\$161,000	\$146,000	+10.3%	41	40	+2.5%	2,216	2,599	-14.7%
Grosse Pointe Areas*	53	59	-10.2%	\$295,000	\$254,000	+16.1%	50	48	+4.2%	161	189	-14.8%
Hillsdale County	34	39	-12.8%	\$127,500	\$113,000	+12.8%	101	101	0.0%	173	143	+21.0%
Huron County	5	5	0.0%	\$68,900	\$83,500	-17.5%	206	120	+71.7%	63	71	-11.3%
Jackson County	155	161	-3.7%	\$131,500	\$127,750	+2.9%	77	89	-13.5%	577	464	+24.4%
Lapeer County	63	71	-11.3%	\$200,000	\$179,000	+11.7%	63	62	+1.6%	279	296	-5.7%
Lenawee County	108	104	+3.8%	\$146,000	\$144,000	+1.4%	76	94	-19.1%	362	332	+9.0%
Livingston County	195	206	-5.3%	\$280,000	\$280,750	-0.3%	47	56	-16.1%	554	620	-10.6%
Macomb County	869	1,041	-16.5%	\$172,000	\$165,000	+4.2%	44	43	+2.3%	1,871	2,196	-14.8%
Metro Detroit Area*	3,533	4,154	-14.9%	\$199,000	\$175,000	+13.7%	46	44	+4.5%	9,941	11,501	-13.6%
Monroe County	134	142	-5.6%	\$186,500	\$160,950	+15.9%	71	71	0.0%	331	418	-20.8%
Montcalm County	14	17	-17.6%	\$139,500	\$129,000	+8.1%	88	112	-21.4%	45	41	+9.8%
Oakland County	1,271	1,384	-8.2%	\$260,500	\$245,000	+6.3%	46	42	+9.5%	3,206	3,951	-18.9%
Saginaw County	124	160	-22.5%	\$107,318	\$100,950	+6.3%	75	66	+13.6%	297	402	-26.1%
Sanilac County	22	21	+4.8%	\$130,950	\$130,000	+0.7%	71	131	-45.8%	146	164	-11.0%
Shiawassee County	56	76	-26.3%	\$156,250	\$121,100	+29.0%	50	51	-2.0%	166	187	-11.2%
St. Clair County	146	154	-5.2%	\$162,000	\$160,000	+1.3%	51	57	-10.5%	478	472	+1.3%
Tuscola County	26	29	-10.3%	\$124,250	\$118,000	+5.3%	82	66	+24.2%	60	78	-23.1%
Washtenaw County	273	266	+2.6%	\$295,900	\$288,000	+2.7%	54	45	+20.0%	1,197	1,294	-7.5%
Wayne County	1,198	1,523	-21.3%	\$140,000	\$128,000	+9.4%	48	44	+9.1%	4,310	4,734	-9.0%

* Included in county numbers.

Support the
Greater Realtors® foundation
with your

Everyday Shopping.

Visit www.kroger.com/account/communityrewards

To get started, sign up with your digital account, and select the GRF as your organization. Once you're enrolled, you'll earn rewards for your chosen organization every time you shop and use your Loyalty Card!



The Greater® Realtors Foundation is on a mission to help improve lives by offering financial support to those in need.
Support the GRF with your everyday shopping

You can also make a donation by visiting greaterrealtorsfoundation.com

Support the
Greater Realtors® foundation
with your

Everyday Shopping.

1. Visit smile.amazon.com
2. Sign in with your Amazon.com credentials
3. Choose the Greater Realtors Foundation® as your charity
4. Start shopping! **It's that easy!**



Make the most of your Membership

Register for upcoming Education Courses

gmaronline.com/education

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

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

Code of Ethics Training is available online at no cost!

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

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

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

Continuing Education available online!

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

[Click here](#)

Been thinking about getting your Broker License?

Now it the perfect time to start completing the educational requirements online. Click here for more information:

[Click here](#)

NAR Online Designation Courses Available

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

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

Have you earned your C2EX Yet?

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

This online training platform is also available at no cost to Realtors®

[Click here to get started today](#)



C2EX
COMMITMENT TO EXCELLENCE

Proud to be
C2EX
endorsed!

Help GMAR Win the **C2EX Challenge!**
Earn Your Commitment to Excellence
Endorsement Today



Remerica Hometown One Donates to Help Michigan Veteran



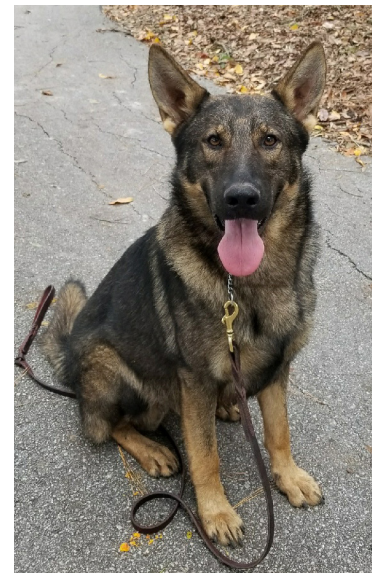
As part of GMAR’s [5 years, 5 dogs, 5 lives](#) saved initiative, John McArdle of Remerica Hometown One donated to Guardian Angels Medical Service Dogs. With his generous contribution GMAR raised \$53,715 - more than enough to fully fund the training of a medical service dog. The dog, named Thor, was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

2019 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.



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.

GMAR EDUCATION CALENDAR 2020

MAY 2020 – WE'RE GOING VIRTUAL!



Greater Metropolitan Association of REALTORS®
Military Relocation Professional Certification
AN ONLINE 2-DAY ZOOM CLASS!
May 26th & 27th | 9am-12:30pm

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

Special Member Pricing!

GMARonline.com/calendar
or call 248-478-1700

GMAR VIRTUAL EDUCATION

MILITARY RELOCATION PROFESSIONAL CERTIFICATION

May 26 & 27, 2020
MUST ATTEND BOTH DAYS!
9am-12:30pm
Brent Belesky
CE: Credits: 8 standard/ COE requirement
MemberMax Edupass: FREE
Members: \$49
Non: Members \$59



Greater Metropolitan Association of REALTORS®
At Home with Diversity
AN ONLINE 2-PART ZOOM CLASS!
May 28th & 29th | 10am - 2pm

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

Special Member Pricing!

GMARonline.com/calendar
or call 248-478-1700

GMAR VIRTUAL EDUCATION

AT HOME WITH DIVERSITY CERTIFICATION

May 28 & May 29, 2020
MUST ATTEND BOTH DAYS!
10am-2:00pm
Furhad Waquad
CE: Credits: 6 standard, 2 legal/ COE requirement
MemberMax Edupass: FREE
Members: \$39
Non: Members \$49

RPR mobile™

Empowering REALTORS®
anytime, anyplace™

Download the app.
Exclusively for REALTORS®

