

METROPOLITAN REALTOR®

GMARonline.com

SEPTEMBER 2019



GMAR Gives Back!

MORE INFORMATION ON PAGE 7





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 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
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SEPTEMBER 2019

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By AL BLOCK
 2019 GMAR President
 President@gmaronline.com

News About Michigan REALTORS® and the National Association of REALTORS®

Every month it is part of my obligation as President of GMAR to report to all of you some "new information" or "the happenings" at GMAR. My number one job is to be the "spokesperson" for the Association. But this month, right here, I am going to talk about the other Associations you belong to ... Michigan Realtors® and the National Association of Realtors®! More specifically, there are two big events in October and November which will offer you an opportunity to network with Realtors® in our State and all over the world!

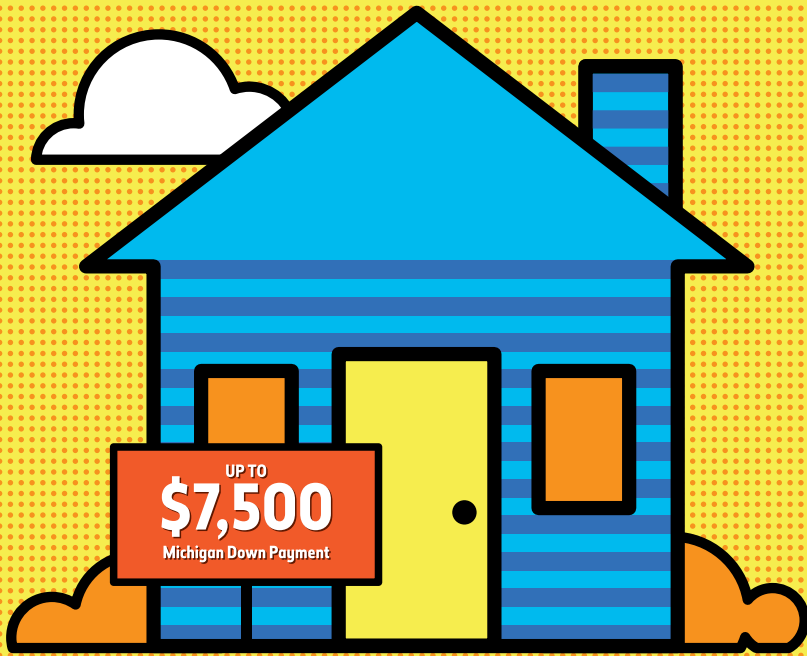
Michigan Realtors® (MR), formerly known as MAR (Michigan Association of Realtors®) comprises almost 33,000 of us with headquarters in Lansing! Your GMAR leadership and staff work with MR in great cooperation, especially when it comes to advocating for property rights and thwarting legislation that goes in the way of our abilities to thrive as Realtors®. THIS YEAR ... you have the unique opportunity to rub elbows with MR members right here in your backyard! October 2-4, 2019, THE CONVENTION will be held at the Detroit Marriott at the Renaissance Center. This is the premier real estate education and trade show event in the State. It offers a full slate of CE Marketplace certified knowledge sessions, legal update, speakers, networking opportunities (yours truly has garnered countless referrals throughout the years), and an Expo with new products & services. All of this happens in an upscale environment. Last, there is plenty of time for the Realtor® Royale party the last night or simply exploring the revived Detroit downtown life! Best of all, I'll be there so please make sure to say hello! Check out Michigan Realtors here www.mirealtors.com and to [REGISTER FOR THE CONVENTION HERE](#).

The National Association of Realtors® (NAR) is America's largest trade association, representing 1.3 million of us, involved in all aspects of the residential and commercial real estate industries. Through it we are identified as a registered collective whose members subscribes to its strict Code of Ethics, enforced by its peers. Headquartered in Chicago and Washington D.C., NAR's leadership, staff, committees, societies, institutes, and affiliated organizations work

tirelessly on our behalf on a much larger scale. Daily they make sure that our government on all levels know WHO WE R! NAR is a large, and sometimes ominous organization. It can often feel daunting to connect with it. There is no better way to get up close and personal with it than The Realtors® Conference & Expo. I say this all the time, "You haven't been to a convention until you've been to a NAR convention!" November 8-11, 2019 the Conference & Expo will be held in San Francisco, California! If you are looking for an absolute awesome opportunity to see real estate from the "top down", this is a must. I have had some of the most amazing experiences seeing this great country while learning, networking, and earning with Realtors from around the world (tax deductibly, is that a word?) The conference experience is about education, networking, motivation and fun! Choose from [over 100 education sessions](#) to learn about strategies and solutions that meet your clients' needs. Then, browse the industry's largest [trade show](#), with over 400 exhibitors, to find products and services that will help you conduct business more efficiently. Make time to attend [special events](#), as they provide a fun way to network with peers in a casual atmosphere. You will return home with the knowledge, tools and contacts to be successful in this competitive business. Visitors come from all 50 U.S. states and several U.S. territories. The event also welcomes 1,500 international real estate professionals from over 60 countries. Approximately one-third of attendees are first-time visitors each year. So if you have never attended a NAR Conference, what are you waiting for?

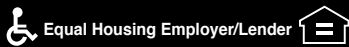
Did you know Realtors® who attend their State and National report making twice as much income from real estate as the typical member? Of course, as GMAR President I would be remiss to not mention the countless opportunities and benefits we offer you on a local basis (9,100 members in the Greater Detroit area). Check out all we have to offer. <https://gmaronline.com>

I'm looking forward to seeing you in Detroit or San Francisco!



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With MSHDA mortgage loans, you can offer potential homebuyers in Michigan many ways to help make their dream come true. From conventional loans up to 97% LTV with discounted PMI (private mortgage insurance), to FHAs, VAs and Rural Development Guaranteed loans, and our statewide Michigan Down Payment loan of up to \$7,500. Find out about our loans, which homes are eligible, and how buyers can qualify at MichDownPayment.com.



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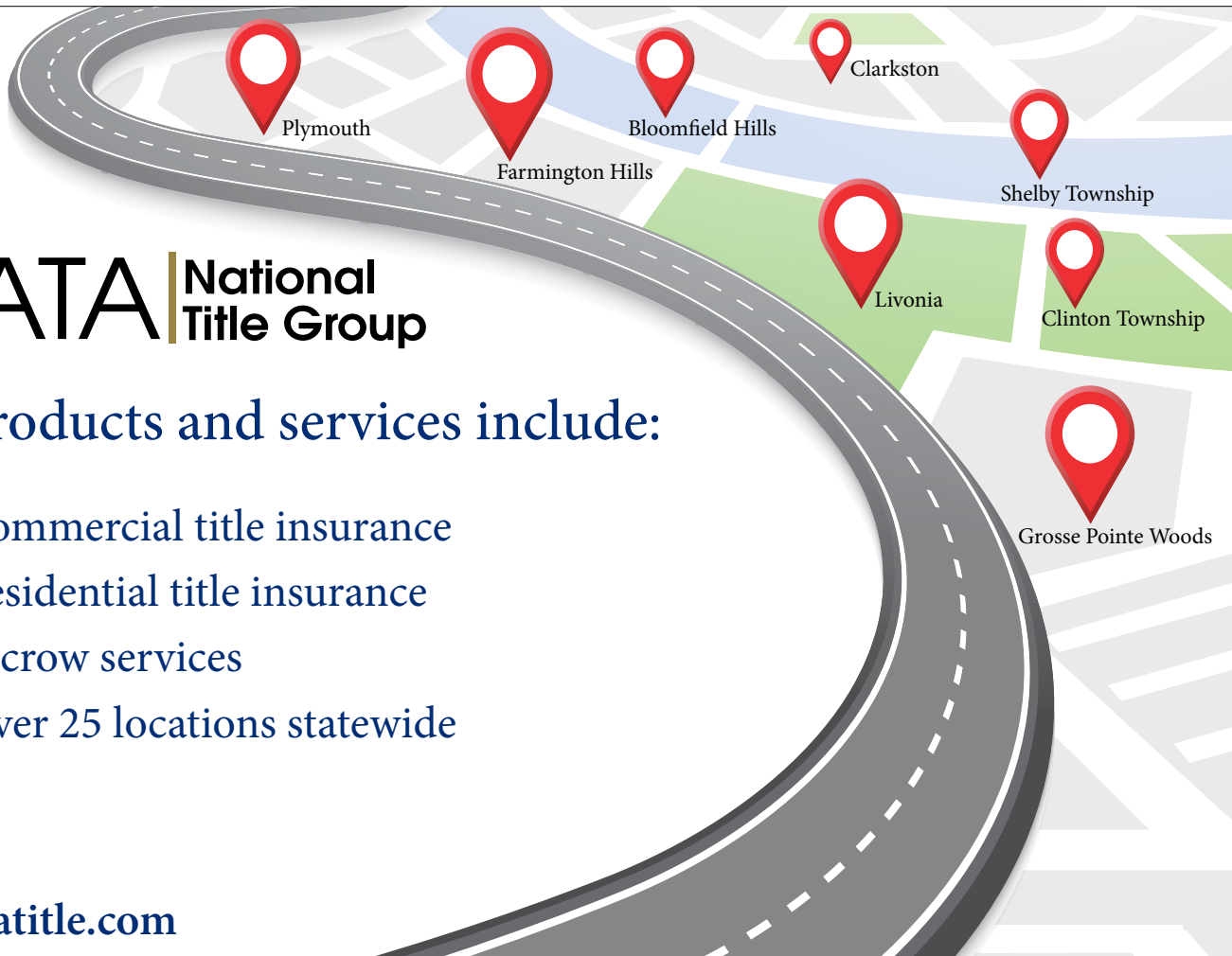
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By VICKY LIVERNOIS
Chief Executive Officer

Not All Associations Are Created Equally

As you read this article, the staff at GMAR are in full “dues season.” This time of the year seems to come quickly and I'm sure those of you who are Premier members harbor similar feelings.

Let me start by confirming that your GMAR membership dues have not increased in YEARS! The Board of Directors believe in and live up to their goal of continuing to provide extraordinary benefits while keeping fees low for our members at \$150 per year. Since GMAR is the local association, we are also tasked with collecting the Michigan Realtors® and National Association of Realtors® annual dues.

While I hope that we have done a good job explaining the various membership benefits such as education, networking and so forth, I want to take a quick moment to highlight what makes GMAR greater.

One of the biggest and most surprising items that many members I speak to are unaware of is the fact that being a Realtor®, you not only abide by the Code of Ethics, but you also have the agreement of cooperation and compensation with other Realtors®. That's right, you can be PAID for the work you do when representing a buyer or seller.

But what about GMAR? What makes us #Greater? Why are we the local association in which you should entrust your industry membership?

With the extraordinary educational opportunities available to members, with some very affordable options as well, we have trained more Realtors® than any other association in the state. We bring our members the latest education you need to be successful and to be able to answer your client's questions on the fly. We also provide the tools and resources that you need to be the key point of contact for your clients.

We are also the best grassroots protection in the industry. GMAR is very involved in ensuring that we continue to protect the industry and homeownership rights. We are out there attending city council meetings and meeting with local legislators to share our viewpoints so you can continue to do business in the different communities, such as placing a for sale sign on the property. Our staff and volunteers work tirelessly to interview candidates running for office, to ensure they are Realtor® friendly and understand the concerns we share. Most recently we worked with local officials to try to avoid a point of

sale septic inspection. While a lot of this work is done behind the scenes, we always ensure we are keeping our members top of mind so you can continue to do business without being restricted by harmful legislation.

GMAR Gives Back! Each year, GMAR gives thousands of dollars to local communities through our placemaking grants and volunteers give their time to clean up public spaces. We also give back not only to our members but to their families too through our Scholarship program which provides funding to further their education or assist with college expenses for their children.

We also help to save a life, each year, through our work with Guardian Angels Medical Service Dogs. Our Board of Directors committed to sponsoring [5 dogs for 5 years to save 5 lives](#). Our veterans see things that some of us couldn't even imagine. They leave their families to help keep ours safe. Their sacrifice is priceless. Unfortunately, when many of these veterans return home after serving our country, their lives just aren't the same. GMAR raises funds throughout the year to pay \$25,000 to train and care for a medical service dog that is ultimately paired with a Michigan Veteran, at no cost to them.

(Warning... shameless plug ahead)

We hope you join us for our fifth annual [GMAR Gives Back event!](#) We invite you to bring your friends, clients, and colleagues as we take over Punch Bowl Social Detroit for a night of celebration and appreciation to our members and volunteers for helping us to thrive in the communities we love and serve! Proceeds from this event help to fund our next service dog through Guardian Angels Medical Service Dogs. We hope you join us as we continue to save lives and improve our communities!

The list does go on. I think if you've had the opportunity to get involved, you see that our staff and leadership are here to make this the Greatest Association and to make everyone feel welcome to our GMAR Family! There are friendships made, some life lessons learned, and knowledge gained that all add to the amazing experience.

So, in closing, I ask you not to be a member because “you have to”, but to get involved. Join a committee, attend some educational courses, take part in our events, stop by our store to pick up some Realtor® gear or to grab a cup of coffee and chat! We are here to help you be a Greater Realtor®!



PRESENTS

GMAR GIVES BACK

2019

NOVEMBER 1st 6-10PM



GIVE BACK WITH GMAR!

You won't want to miss out on our fifth annual GMAR Gives Back event! We invite you to bring your friends, clients, and colleagues as we take over Punch Bowl Social Detroit for a night of celebration and to help raise funds for the Greater Realtors® Foundation (a 501c3 non-profit). The Greater Realtors® Foundation is 100% donation based and allows us to continue to give back to the Guardian Angels Medical Service Dogs, as well as various other organizations and those in need. We hope you join us as we continue to save lives and improve communities!

\$50 Ticket Includes:

Free gameplay, food and 2 drink tickets!

GMAR Hotel Price Block: \$225 at The Atheneum (Limited Rooms Available) - Must Book by October 1st.

Get Tickets Online: www.gmaronline.com

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PUNCH BOWL

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GREATER NEIGHBOR AWARD

The #Greater Neighbor Award recognizes REALTORS® who have made an extraordinary impact on their community through volunteer work.

Nominations must be received by no later than **September 30th** to be considered for the award.

Learn more at gmaronline.com/gmargna





By TRAVIS GREER
GMAR Director
of Realtor® and
Community Affairs

Pay Your Dues and Invest in RPAC!

If you only ever listen to my advice once—listen to this one tidbit of advice: pay your dues early and pay the full \$578!

We are all guilty of letting our hectic lives get in the way of doing those really important things, because we can fool ourselves into thinking that we have time, when we really do not. Pay your dues early—it will save us all!

Part two of my advice is to pay your invoice in full. By doing so, you are investing \$50 in the REALTOR Political Action Committee (RPAC). Investing in RPAC is something that you should never be forced or feel obligated to do. Many who have invested in RPAC for years will tell you, they do it because they've seen some of the ideas that public officials came up with to interfere in your business. I would be willing to bet if you heard about some of these ideas, you would invest double what you've ever invested, right now.

If you've never sat on a candidate endorsement interview panel, I would highly encourage you to do so! You will not have a closer seat to the action. Recently, GMAR members interviewed over 110 candidates who are running for local office. Some of them could be sitting on your city council in a few months, or even serving as Mayor. While I think that they all mean well, some have misguided views of the industry—and those views could seriously hurt your business.

Make a habit of paying the full invoice! By investing those \$50 with your dues, \$33 of those dollars will stay right here in Michigan to help elect candidates who will protect private property rights and keep you at the center of the real estate transaction.

So, take my advice! Pay the full \$578 (online, mail, or by calling the office) as soon as you can!

By the way, if you want to take me up on the offer to sit on an interviewing panel, send me an email at travis@gmaronline.com.

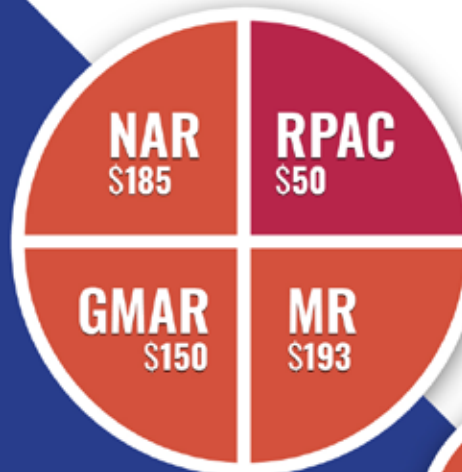


2020 Dues Renewal

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2020 Total Dues



RPAC investments are voluntary and non-deductible
RPAC investments have increased NAR, MR, and GMAR's influence in Washington, Lansing, and local governments across metro Detroit. The new "That's Who We R!" messaging will build on this foundation to establish the REALTOR Party position, the value of homeownership, and the 30-year mortgage to members of Congress and elected officials at every level of government.



Member Benefits

At GMAR, all members receive premier services. Your basic investment in GMAR provides more opportunities to thrive in our profession than any other investment you will make. Monitoring, professional level programming, partnering, advocacy, products, camaraderie and more – GMAR offers it all, and at a price that is competitive. For more information regarding your membership benefits, please visit GMARonline.com.

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By DENNIS KOZAK
GMAR RPAC Chair

Candidate interviews in full swing in preparation for November Election

In preparation for the upcoming local elections in many municipalities in southeast Michigan this November, GMAR developed comprehensive schedule of candidate interviews with individuals who are running for elected office. Each interview is conducted by a panel of members of the Government Relations or the RPAC committees, members of the Board of Directors, or other interested GMAR members.

The sole purpose for interviewing candidates is to determine whether GMAR can endorse them and whether or not to provide PAC funds in support of their campaign efforts. Remember, GMAR will support candidates based on issues and not their political party affiliation. A candidate that supports private property rights, the real estate industry, and has a strong campaign plan to win will usually get GMAR's endorsement.

Shortly after the filing deadline earlier this year, each candidate was sent a questionnaire that covers a range of campaign and policy issues. Once a candidate completes the questionnaire, Travis Greer, GMAR's Director of REALTOR® and Community Affairs compiles all of the information, most candidates are offered an opportunity to interview with a panel of GMAR members. Once the interview is completed, the panel discusses the candidate's responses and makes an endorsement recommendation that is then sent to the GMAR Board of Directors for final approval.

This is one of the most important ways you can see your RPAC dollars at work and how they are allocated. While the process is intense and takes a great deal of time and attention, it is designed to be fair to all candidates and is critical to GMAR's advocacy efforts in support of private property rights.

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

If you haven't made your 2019 investment in RPAC, it is not too late. Please consider investing a minimum of \$50 or more to RPAC in 2019.

For those who just received your invoice, pay the full \$578 and GMAR will send \$50 to RPAC on your behalf!

For MemberMax Members, you can invest \$15 in RPAC with no additional cost to you. Visit www.GMARonline.com/optin/ to have GMAR pay \$15 of your August dues to RPAC on your behalf.

To make a one-time investment to RPAC, visit www.gmaronline.com/invest/.

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Greater Metropolitan Association of REALTORS® **Member Benefits**

Easy Monthly Payments			
Early Access to New Educational Programming			
Multiple Legal Update courses to choose from			
20 options for continuing education courses			
2 Designation Courses (ABR, SFR, SRES, GREEN, MRP, SRS, ePRO, CRB)			
Over \$500 in tailor made education			
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Young Professionals Network			
The largest Real Estate store in Michigan - the GMAR ToolBox			
Online Application for ease of access			
Recurrent networking opportunities throughout the year			
Code of Ethics Training			
Access to MLS (RealComp IQ)			
Local, State, & National Dues			
Gmar Exclusive Member Benefit	Other Associations	GMAR Privilege	GMAR MemberMax

Max out your membership at gmaronline.com/education

Thank You RPAC Investors

GMAR RPAC Investors



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

Below we recognize and applaud GMAR members who invested in RPAC for the months of July 2019.

Abdelnour, Joseph	Clinesmith, Debby	Fazio, Michael	James, Lorraine	Marks, Yvonne	Porter, Morris	Varughese, Mathew
Aiello, Nic	Coleman, Susan	Flaishans, Chris	Jasgur, Ronald	Martin, Diane	Pringle, Aaron	Vermeesch, Eva
Anderson, Joseph	Cook, Auston	Fowler, Cloteal	Jennings, S. Toni	Massey, Cecile	Pylypczak, Natalie	Vesche, Ronald
Arnett, Leihla	Courtney, James	Frazier, Sherry	Johnson, Elizabeth	Mathieu, David	Rammler, Theresa	Walker, Alexander
Ausman, Phillip	Craft, Todd	Freel, Gayle	Johnson, Gordon	Maurice, David	Raymo, Eric	Waquad, Furhad
Bagley, Cynthia	Cunningham, Rebecca	Frink, Ellen	Johnson, Sherri	McDaid, Roger	Rhyme, Heidi	Waring, Christopher
Barker, Kathleen	Curry, Susan	Galloway, T. Scott	Kadi, Meriem	Mika, Hazim	Ruloff, Keith	Warren, Timothy
Betzing, Karen	Daggy, Christopher	Gardner, Jerry	Kerchkof, Tricia	Millard, Alan	Ryckman, Frederick	Waun, Catherine
Bodrie, Heather	Darin, Patricia	Gorguis, Theresa	Kerman, Bonnie	Miller, Patricia	Ryckman, Karen	Waxer, Donald
Boji, Nathan	Davis, Bernadine	Gosselin, John	King, Pam	Moll, Kenneth	Sadler, Franka	Weaver, Katie
Bonner, Sharon	Day, Emily	Gouin, Dianne	Kita, Deborah	Monday, Kristine	Sain, Adrienne	Webster, Roger
Borchardt, Mark	DeAngelo, Debra	Hammons, Adam	Kochan, Elizabeth	Montgomery, Levend	Saleem, Mohammad	Weisenberger, Misty
Borregard, Jason	DeFauw, David	Hannah, Michael	Kokenos, Bill	Morales, Ronald	Schrauben, Carol	Wells, Leslie
Botsford, Melissa	Delange, Colleen	Harlin, Karen	Konefke, Abigail	Morgan, David	Sharpe, Rutha	White, Tonyia
Boyd, Robert	DesJardins, John	Harrell, Anthony	Kosh, Gail	Morici, Jamie	Shepherd, Adam	Whitt, Vicki
Brown, Althea	Dolman, Lori	Harris, Cynthia	Kupras, Lonnie	Munyan, Matthew	Siddiqui, Saif	Williams, Claire
Brown, Gentraia	Dresser, Margaret	Harris, Elizabeth	LaBarge Thomas, Constance	Murphy, Cindy	Smafield, Edward	Williams, Sheila
Brown, Michael	Drew, Courtney	Harrison, Richard	Lemanski, Sheilah	Napolitano, Jean	Smith, Devon	Williams, Wanda
Bynum, James	Duncanson, Nancy	Heilig, Jason	Littlepage, James	Nocera, Marc	Smith, Gloria	Williamson, Rebecca
Cameron, Sarah	Dunn, Michael	Henderson, Santez	Louton, Lynn	Norris, Clara	Smyk, Andrew	Wither, Sharon
Casenave Pappal, Lila	Eckerly, Jon	Henney, Lawrence	Loverde, Peggy	Norris, Dan	Spindura, Linda	WCR-LPC
Caumartin, Donna	Edwards, Alonzo	Holbrook, Angel	Lukity, Carol	O'Malley, Dorothy	Suleyman, Stephanie	Woodard, Carol
Chappell, Gary	Elias, Cathy	Hoover, Jennifer	Maitland, Shana	Owens, Melissa	Szlachta, Brenda	Yaldao, Brian
Chattinger, Lori	Ellman, Harry	Isbell, Connie	Major, Deana	Paton, Kevin	Targanski, Ronnie	Yang, Nhia
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**Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a*

Thank You Offices Who Have 40% or Greater Participation Rate!

We also recognize these offices that have a 40% or greater participation rate amongst their REALTORS®. Congratulations and keep up the great support of the profession!

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

John McArdle of Remerica Hometown One Donates to Help Michigan Veteran



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

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

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

Due to donation efforts starting in 2016 from John McArdle of Remerica Hometown One who graciously donated an incredible \$1000, Independence (Indy) is currently being trained and will find her new home with another Michigan veteran in need.

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

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



John McArdle of Remerica Hometown One & Veteran Matthew with his Guardian Angel Medical Service Dog, Cobalt Realtor® Blue®



Indy, our 2018 dog, at 7 months old.

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With Our Deepest Sympathy



GARY SNARSKI

We are sad to inform you of the August 17th death of Gary Snarski.

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



ROBIN KAY COOKE

We are sad to inform you of the August 7th death of Robin Kay Cooke.

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

If you would like to let your fellow REALTORS® know about the recent passing of another member, please submit the information to stacie@GMARonline.com.

TOOLSHOP

MONTHLY SALE

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Local Market Update – July 2019

A Research Tool Provided by Realcomp



GMAR® Report

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

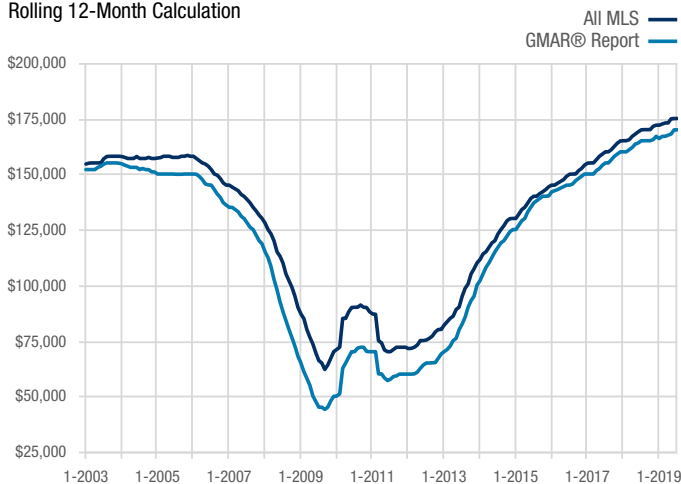
Residential Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	6,984	6,961	- 0.3%	39,440	40,965	+ 3.9%
Pending Sales	4,146	4,522	+ 9.1%	26,444	27,452	+ 3.8%
Closed Sales	4,376	4,519	+ 3.3%	24,332	24,905	+ 2.4%
Days on Market Until Sale	26	28	+ 7.7%	34	37	+ 8.8%
Median Sales Price*	\$185,000	\$189,900	+ 2.6%	\$167,000	\$170,000	+ 1.8%
Average Sales Price*	\$226,322	\$233,651	+ 3.2%	\$210,915	\$215,441	+ 2.1%
Percent of List Price Received*	98.2%	97.7%	- 0.5%	97.7%	97.3%	- 0.4%
Inventory of Homes for Sale	13,013	11,260	- 13.5%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	1,223	1,212	- 0.9%	7,107	7,237	+ 1.8%
Pending Sales	846	846	0.0%	5,171	5,104	- 1.3%
Closed Sales	847	842	- 0.6%	4,677	4,672	- 0.1%
Days on Market Until Sale	24	32	+ 33.3%	29	35	+ 20.7%
Median Sales Price*	\$167,500	\$172,000	+ 2.7%	\$159,500	\$165,000	+ 3.4%
Average Sales Price*	\$196,568	\$201,158	+ 2.3%	\$186,103	\$199,093	+ 7.0%
Percent of List Price Received*	98.2%	97.6%	- 0.6%	98.0%	97.5%	- 0.5%
Inventory of Homes for Sale	1,930	1,843	- 4.5%	—	—	—
Months Supply of Inventory	2.8	2.7	- 3.6%	—	—	—

* 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.

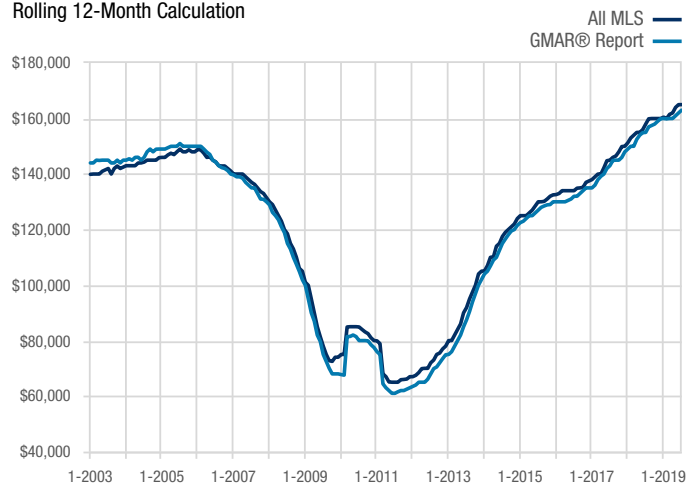
Median Sales Price - Residential

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 August 1, 2019. All data from Realcomp II Ltd. Report © 2019 ShowingTime.

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact:

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

July Residential Home Sales Finish Strong

Median Sale Price at 5-Year High, More than One in Four New Listings in July Goes Pending in the Same Month

Quick Facts

+ 3.2%	+ 2.2%	- 12.5%
Year-Over-Year Change in Closed Sales Residential and Condo	Year-Over-Year Change in Median Sales Price Residential and Condo	Year-Over-Year Change in Homes for Sale Residential and Condo

This research tool provided by Realcomp covers the residential real estate market in Southeast Michigan. Percent changes are calculated using rounded figures.

Real Estate Market Commentary for June 2019:

In July, the U.S. economic expansion that began in June 2009 became the longest in the nation's history, marking 121 straight months of gross domestic product growth and surpassing the 120-month expansion from 1991 to 2001. The average rate of growth during this expansion has been a milder 2.3 percent per year compared to 3.6 percent during the 1990s. Although the economy should continue to perform well for the rest of 2019, most economists see a mild recession on the horizon.

Closed Sales increased 3.9 percent for Residential homes but decreased 1.9 percent for Condo homes. Pending Sales increased 3.8 percent for Residential homes but decreased 2.1 percent for Condo homes. Inventory decreased 13.3 percent for Residential homes and 4.4 percent for Condo homes.

The Median Sales Price increased 1.6 percent to \$190,000 for Residential homes and 1.8 percent to \$171,000 for Condo homes. Days on Market increased 3.1 percent for Residential homes and 25.0 percent for Condo homes. Months Supply of Inventory decreased 15.4 percent for Residential homes and 3.4 percent for Condo homes.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.



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All Residential and Condos Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		13,801	13,723	-0.6%	79,058	81,483	+3.1%
Pending Sales		8,665	8,927	+3.0%	54,408	55,451	+1.9%
Closed Sales		8,999	9,284	+3.2%	49,807	50,681	+1.8%
Days on Market Until Sale		31	33	+6.5%	40	42	+5.0%
Median Sales Price		\$184,000	\$188,000	+2.2%	\$170,000	\$175,000	+2.9%
Average Sales Price		\$221,967	\$226,511	+2.0%	\$207,131	\$213,633	+3.1%
Percent of List Price Received		98.2%	98.0%	-0.2%	97.9%	97.6%	-0.3%
Housing Affordability Index		160	158	-1.3%	174	169	-2.9%
Inventory of Homes for Sale		27,817	24,353	-12.5%	--	--	--
Months Supply of Inventory		3.7	3.3	-10.8%	--	--	--

Listing and Sales Summary Report July 2019



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jul-19	Jul-18	% Change	Jul-19	Jul-18	% Change	Jul-19	Jul-18	% Change	Jul-19	Jul-18	% Change
All MLS (All Inclusive)	9,284	8,999	+3.2%	\$188,000	\$184,000	+2.2%	33	31	+6.5%	24,353	27,817	-12.5%
City of Detroit*	436	412	+5.8%	\$46,000	\$34,738	+32.4%	52	49	+6.1%	2,302	2,244	+2.6%
Dearborn/Dearborn Heights*	237	229	+3.5%	\$138,000	\$135,000	+2.2%	23	20	+15.0%	489	599	-18.4%
Genesee County	584	559	+4.5%	\$155,000	\$155,500	-0.3%	35	32	+9.4%	1,339	2,537	-47.2%
Greater Wayne*	1,631	1,691	-3.5%	\$164,800	\$160,000	+3.0%	23	22	+4.5%	3,362	3,824	-12.1%
Grosse Pointe Areas*	97	95	+2.1%	\$310,000	\$325,000	-4.6%	37	38	-2.6%	259	288	-10.1%
Hillsdale County	60	48	+25.0%	\$129,950	\$132,450	-1.9%	87	75	+16.0%	235	168	+39.9%
Huron County	11	8	+37.5%	\$159,900	\$143,400	+11.5%	88	132	-33.3%	91	87	+4.6%
Jackson County	237	196	+20.9%	\$150,500	\$155,000	-2.9%	64	73	-12.3%	758	628	+20.7%
Lapeer County	122	111	+9.9%	\$191,000	\$188,900	+1.1%	30	35	-14.3%	441	472	-6.6%
Lenawee County	154	118	+30.5%	\$145,000	\$142,000	+2.1%	68	69	-1.4%	479	502	-4.6%
Livingston County	335	323	+3.7%	\$280,000	\$279,900	+0.0%	28	24	+16.7%	854	1,009	-15.4%
Macomb County	1,433	1,317	+8.8%	\$179,950	\$171,000	+5.2%	25	24	+4.2%	2,814	3,136	-10.3%
Metro Detroit Area*	5,863	5,870	-0.1%	\$201,150	\$195,900	+2.7%	28	25	+12.0%	14,716	16,200	-9.2%
Monroe County	186	203	-8.4%	\$187,500	\$166,517	+12.6%	56	66	-15.2%	516	1,163	-55.6%
Montcalm County	17	7	+142.9%	\$120,000	\$155,000	-22.6%	43	47	-8.5%	54	39	+38.5%
Oakland County	2,028	2,127	-4.7%	\$265,000	\$250,000	+6.0%	28	24	+16.7%	5,384	5,987	-10.1%
Saginaw County	206	182	+13.2%	\$110,000	\$107,900	+1.9%	36	61	-41.0%	485	663	-26.8%
Sanilac County	33	51	-35.3%	\$140,000	\$113,000	+23.9%	101	45	+124.4%	231	251	-8.0%
Shiawassee County	101	100	+1.0%	\$127,350	\$135,000	-5.7%	42	26	+61.5%	210	324	-35.2%
St. Clair County	197	245	-19.6%	\$164,000	\$166,450	-1.5%	38	38	0.0%	596	741	-19.6%
Tuscola County	40	30	+33.3%	\$121,500	\$118,500	+2.5%	44	64	-31.3%	112	132	-15.2%
Washtenaw County	547	506	+8.1%	\$291,745	\$295,000	-1.1%	29	24	+20.8%	1,553	1,432	+8.4%
Wayne County	2,067	2,103	-1.7%	\$145,000	\$144,099	+0.6%	29	27	+7.4%	5,664	6,068	-6.7%

* Included in county numbers.

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CE Credits: 3 standard
Tuesday, September 10
9:00 a.m. - 12:30 p.m.
GMAR Classroom

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Wednesday, September 11
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MASTERING THE TRANSACTIONS FROM A-Z

CE Credits: 2 standard, 1 legal
Friday, September 13
9:00 a.m. - 12:30 p.m.
GMAR Classroom

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

CE Credits: 7 standard
Tuesday, September 17
9:00 a.m. - 5:00 p.m.
GMAR Classroom
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\$119, Non-Members

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GMAR Classroom
Instructor: Deanna DuRussel
FREE, Membermax & EduPass
\$350, Members
\$399, Non-Members

NEW MEMBER ORIENTATION

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Tuesday, September 24
9:00 a.m. - 12:30 p.m.
GMAR Classroom

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CE Credits: 3 general/ 3 legal
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9:00 a.m. - 3:00 p.m.
GMAR Classroom
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\$60, Non-Members

DISCOVERING COMMERCIAL REAL ESTATE

CE Credits: 2 standard, 1 legal
Monday, September 30
9:00 a.m. - 12:30 p.m.
GMAR Classroom
Instructor: Anthony Jablonski
FREE, Membermax & EduPass
\$50, Members
\$65, Non-Members



Welcome, New Members!

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 Abdelnour, Joseph—Keller Williams Realty Central
 Abraham, Dayna—RE/MAX First
 Adair, Camille—Arterra Realty LLC
 Addis, Judith—Coldwell Banker Weir Manuel
 Alawan, Zachary—EXP Realty - Trenton
 Allen, Erica—Aress Realty, LLC
 Allison, Matthew—Keller Williams Realty Central
 Alvarez, Paulina—Keller Williams Metro
 Anderson, Dedic—B.U. Realty Services
 Arnett, Leihla—Real Living Kee Realty
 Baker, Michael—Coldwell Banker Preferred, Rea
 Bal, Kanwaljit—Stewart Realty Group LLC
 Banks, Daisha—EXP Realty LLC
 Bethke, Duane—EXP Realty LLC
 Black, Leanne—Key Realty One LLC
 Bondy, Samantha—Quest Realty LLC
 Borowiak, Michael—Reacom Realty Inc.
 Boyd, Robert—EXP Realty LLC
 Brooks, Brandon—Keller Williams Metro
 Brown, Genetraia—Keller Williams Rlty W Blmf MC
 Caldwell, Jamie—Century 21 Town & Country
 Campbell, Loretta—Century 21 Curran & Oberski
 Cartwright, Ingrid—Clients First, Realtors®
 Cical, Izabela—EXP Realty - The Luxe Group
 Cook, Auston—Cook & Associates
 Cooper, Sarah—MI Choice Realty, LLC
 Dalian, Craig—Coldwell Banker Preferred, Rea
 Daly, Linda—Keller Williams Metro
 Davis, Bryan—Team LBR LLC
 Dedic, Danny—Keller Williams Metro
 DeFauw, David—CMS Realty LLC
 Dixon, Bryan—RE/MAX Classic
 Edwards, ZaQuay—Expert Realty Solutions Inc.
 Ellman, Harry—Anchor Team LLC
 Etzel, Kellie—Keller Williams Realty AA Mrkt
 Flaishans, Chris—Downriver Real Estate Group
 Ford, Brittany—Sunbeam Property Management
 Freiwald, Kristian—Astoria Realty
 Genson, Julie—Clients First, Realtors®
 Goe, Erica—Lakeside Property Shop LLC
 Gosselin, John—Mitten Realty Group
 Graham, Adam—RE/MAX Classic
 Grant, Jay—Keller Williams Rlty W Blmf MC
 Guadagni, Melissa—Keller Williams Realty Central
 Gula, Gary—Gula Group LLC
 Hall, Andrew—Express Realty Inc.
 Hammel, Joseph—Keller Williams Somerset
 Harbert, Kishon—Alexander Real Estate Detroit,
 Harrell, Anthony—Century 21 Curran & Oberski

Henderson, Santez—KW Professionals
 Hunt, Brendan—Keller Williams Somerset
 Hurley, Raymond—National Realty Centers, Inc.
 Jackson, Ranotta—Keller Williams Realty Central
 Johnson, Tayla—Keller Williams Realty Brighton
 Jones, Marcus—Exodus Realty Group, PLLC
 Jones-Frierson, Daniel—Keller Williams Metro
 Karapandov, Jovan—Keller Williams Realty Central
 Khami, Kamal—Keller Williams Rlty W Blmf MC
 Khan, Sagor—Woodward Square Realty, LLC
 Kogan, Emil—3DX Real Estate, LLC.
 Kukla, Na-Cole—Brookstone Realtors
 Labadie, Debra—Coldwell Banker Weir Manuel
 Laperre, Andrew—Coldwell Banker Weir Manuel
 Latouf, Carol—Market Street Realtors
 Latshaw, Cheryl—Howard Hanna Real Estate Ser
 Long, Tyeshia—Keller Williams Metro
 Loos, Paul—Keller Williams Paint Creek
 Lucas, Tracy—Century 21 Curran & Oberski
 Major, Deana—Keller Williams Paint Creek
 Maniaci, Marisa—Downriver Real Estate Group
 Martin, Anita—Team LBR LLC
 McCollum, Karie—Moving The Mitten RE Group
 McLellan, Eric—KW Advantage
 Merillat, Marcus—Keller Williams Realty AA Mrkt
 Miller, Sydney—KW Domain
 Monaghan, Danielle—Key Realty One LLC
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 Munyan, Matthew—Keller Williams Somerset
 Naji, Mohammad—Blue Core Realty
 Nicoletti, Sarah—Keller Williams Metro
 Nischan, Marc—Vylla Homes
 Norris, Dan—Ambassador Real Estate Inc.
 Oliver, Nicole—Andrews Realty Group
 Owaid, Samer—Keller Williams Realty Central
 Page, Donald—KW Advantage
 Parsons, Donovan—RE/MAX Partners, Inc.
 Porter, Morris—B.U. Realty Services
 Pratt, Kimberly—Luxury Living Real Estate
 Prince, Troy—Real Living Kee Realty Troy
 Probe, Jacob—Brookstone Realtors
 Pruitt, Demarian—EXP Realty LLC
 Pylypczak, Natalie—Keller Williams Somerset
 Ribiat, Rita—Weichert, Realtors-Select
 Ross, Michael—EXP Realty LLC
 Sadler, Franka—KW Advantage
 Sarti, John—Kingswood Homes Realty
 Scott, Rebecca—Real Estate One, Inc.
 Seestadt, Austin—Robertson Brothers Company

Shafer, Steven—Michael Chudnow Broker
 Shaya, Christopher—EXP Realty LLC
 Simpson, Tommy—Real Estate One, Inc.
 Siryani, Suleiman—Keller Williams Realty Central
 Skarbek, Jacob—RE/MAX Advisors
 Spencer, Jacqueline—Re/Max Cornerstone
 Steidemann, Stephanie—M 1 Realty Inc.
 Taylor, Lauren—EXP Realty
 Thomas, Shaun—RE/MAX Vision
 Thomas, Anthony—Keller Williams Rlty W Blmf MC
 Thomas, Conzella—Keller Williams Rlty W Blmf MC
 Timmon, Leon—Community Choice Realty
 Torok, Jessica—EXP Realty - The Luxe Group
 Van Sickle, Paul—Market Elite Inc.
 Varughese, Mathew—Pro Realty, LLC
 Vasquez, Brian—Alexander Real Estate Detroit,
 Vest, Dean—Keller Williams Realty Central
 Vinson, Kyle—Janis Degreory & Associates
 Waker, Kristy—EXP Realty LLC
 Walker, Alexander—Signature Sotheby's Inter.
 Ward, Deborah—Keller Williams Rlty W Blmf MC
 Warren, Timothy—Keller Williams Rlty W Blmf MC
 Webster, Roger—EXP Realty LLC
 Wells, Leslie—Smart Realty & Investments, Inc
 White, Tonyia—Sumit Realty & Investment
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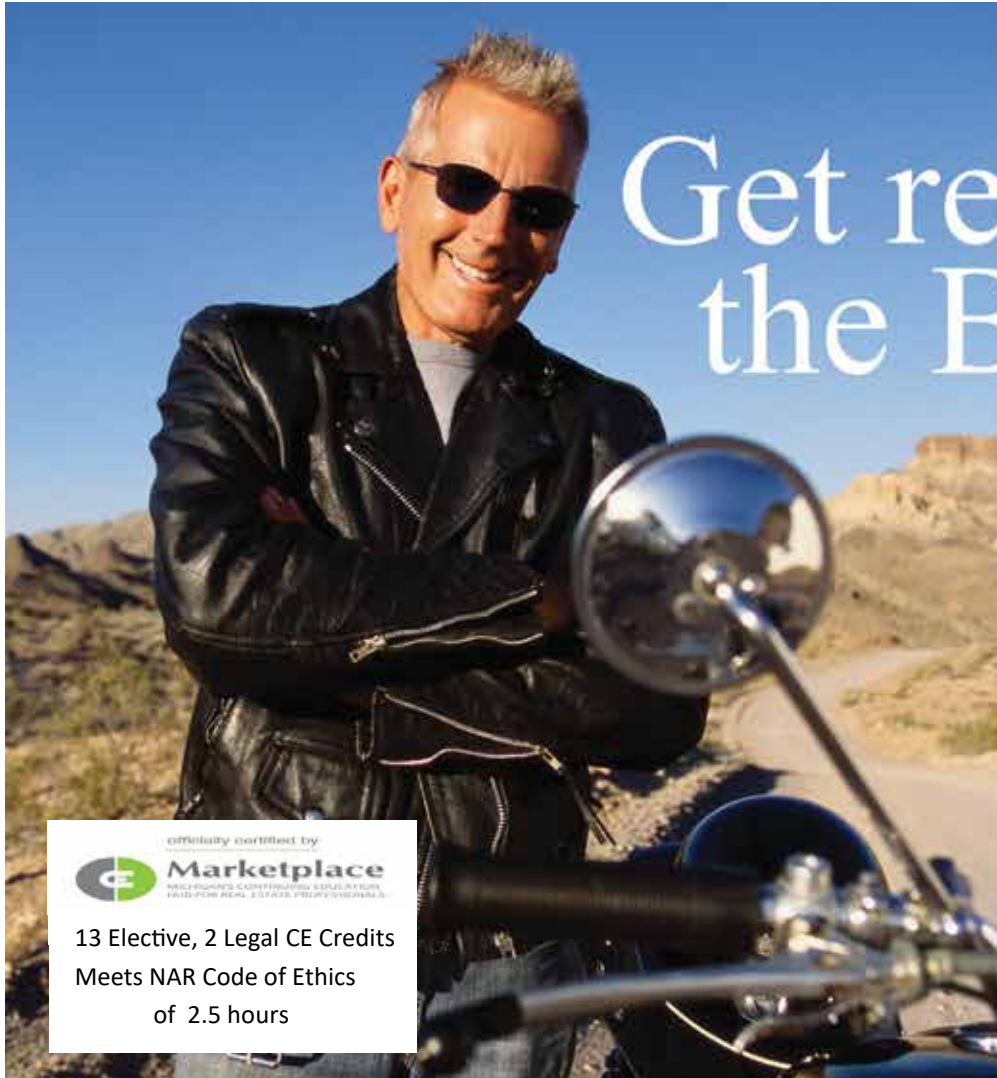


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Diane Kroll

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