

# METROPOLITAN REALTOR®

GMAOnline.com

SEPTEMBER 2020

*Congratulations*  
**to Al Block on  
being named  
the 2020  
GMAR REALTOR®  
of the Year**





**VOLUME 17, NUMBER 9**  
 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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SEPTEMBER 2020

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Michigan State Housing Development Authority ..... 5

## SUBMIT NOMINATION FOR AFFILIATE OF THE YEAR BY SEPTEMBER 3RD

The Affiliate of the Year award is the highest honor an Affiliate Member can receive from GMAR. As a GMAR Member you have the opportunity to nominate an Affiliate partner for the award.

[LEARN MORE](#)



Greater Metropolitan Association of REALTORS

# AFFILIATE<sup>®</sup> OF THE YEAR

The Affiliate of the Year award is the highest honor an Affiliate Member can receive from GMAR. As a GMAR Member you have the opportunity to nominate an Affiliate partner for the award.

Nomination period begins August 3rd. Nominations must be received by no later than **September 3rd 2020** to be considered for the award.

Learn more at [gmaronline.com/aoty](http://gmaronline.com/aoty)

## SUBMIT NOMINATION FOR GREATER NEIGHBOR AWARD BY SEPTEMBER 30TH

The Greater Neighbor Award recognizes REALTORS<sup>®</sup> who have made an extraordinary impact on their community through volunteer work. The winner will be awarded at the GMAR General Membership Meeting on November 8th.

[LEARN MORE](#)



Greater Metropolitan Association of REALTORS

# GREATER NEIGHBOR AWARD

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

Nomination period begins August 3rd. Nominations must be received by no later than **September 30<sup>th</sup> 2020** to be considered for the award.

Learn more at [gmaronline.com/gmargna](http://gmaronline.com/gmargna)

## JOIN REALCOMP BOARD OF GOVERNORS

If you're interested in representing GMAR on the Realcomp Board of Governors for a 3-year term, please submit your nomination to run by sending your name and bio to [Vickey@GMARonline.com](mailto:Vickey@GMARonline.com) no later than September 14th.

**DEADLINE IS SEPTEMBER 14TH**

For questions, contact CEO Vickey Livernois at (248) 522-0339 or at [Vickey@gmaronline.com](mailto:Vickey@gmaronline.com).



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

## First Detroit, Detroit Firsts



As Realtors® we are not only selling homes, we are selling communities, lifestyle, and the American Dream! I am a proud Detroiter and when I talk about the city to my clients, friends, and family I am reminded of how special our city is – where we've been, who we are now, and what lies ahead.

In our almost 320-year history, Detroit has seen and done a lot. Its reputation for innovation and trendsetting is well-deserved. The city and its people have been on the cutting edge of advancements in multiple sectors throughout Detroit's history. From the first paved road to the first tri-colored traffic light, check out what awesome firsts Detroit gave the world.

**The First Paved Road In The United States** - With Detroit's history in the automotive and manufacturing industry, it shouldn't come as a surprise that the city was a leader in the area of transportation. The city boasts the first mile of paved concrete road in the country. In 1909, the first mile of pavement was laid between 6- and 7-Mile roads along M-1. At the time, the project cost \$14,000 (around \$2.17 million today).

**The First Urban Freeway** - Davison Avenue was a vital road for Detroiters in the 1930s and 40s, but because of the road's limited narrow lanes, people would often have to sit in traffic. To fix the problem and speed traffic flow, the Highland Park City Council proposed a six-lane, limited-access highway to replace the current street. Plans were subsequently approved, and by November 1942, Davison Avenue became the first urban freeway in the nation.

**The First Tri-Colored Traffic Light** - Traffic lights had been used for several years in major cities in Europe before they made their way

to Detroit. Shortly after their arrival, Detroit Police Officer William Potts took the design and modified it to better suit the police officer's needs. During the early 1900s, traffic lights were controlled by police officers, who decided when to switch the lights from green to red. Potts realized that the officers couldn't all change their lights from green to red at the same time, so he came up with a third color, the amber that completes the modern traffic light we see today. The first tri-colored traffic light was installed at the intersection of Michigan and Woodward Avenues in 1920.

### **The First Radio Station To Broadcast**

**Regular News** - Originally known as 8MK, it's now WWJ-Radio. The station started broadcasting on August 20, 1920, with a small listening base of 30 homes. The Detroit News owned the station and put Detroit on the map as a radio pioneer.

And there's so much more!

The first international tunnel – The first zoo to feature cageless exhibits – The first American soda pop (Vernors) – The first ice cream float – The first outdoor pedestrian mall in the US – The first moving assembly line for vehicles – The first individual phone numbers – Home to the country's only floating post office (and it has its own zip code)- The largest island park inside of a city – The very first state fair held in 1879 – The DSO performed the first radio broadcast concert. As we say in real estate...and so much more!

I am a proud Detroiter and I hope you are, too.

*Source: Daily Detroit*

# APPLY FOR FINANCIAL ASSISTANCE DUE TO COVID-19

The GRF is proud to announce that the Benevolent Fund program is now available, and applications are open online. Realtor® members who find themselves in troubling times are encouraged to seek assistance.

The Realtors® Helping Realtors® Benevolent Fund is designed to give assistance to any eligible individual, couple,

or family who is in need and fits the eligibility criteria. Economic strain can strike anyone for reasons outside of their control and we hope this fund will help to provide some relief.

[APPLY HERE](#)



Greater Realtors®  
Foundation

## Benevolent Funds Program

Financial Assistance Available  
for Members in Need

THAT'S WHO WE REALTOR

The image features a central graphic of several hands of different skin tones forming a circle. To the left is the Greater Realtors Foundation logo, which includes a stylized house icon with a heart inside. To the right is the Realtor logo, consisting of a stylized 'R' and the text 'THAT'S WHO WE REALTOR'.

## 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](http://Michigan.gov/Homeownership)





By VICKIE LIVERNOIS  
Chief Executive Officer

# Volunteers Needed



While this year has proven to be a time when people must learn to adapt quickly and face challenges many have never experienced before, GMAR leadership was quick to provide what our members needed. We quickly pivoted to a virtual world, allowing our members to remain leaders in the industry, acquire new skills, and network with others... all during a national pandemic!

As we continue to move forward and think about the future of our industry, we encourage our members to consider volunteering. With almost 10,000 members, we know there is some amazing untapped talent.

As an organization, we strive to have inclusion and gain a fresh perspective from those we serve. We encourage you to take that next step, whether volunteering to serve on a committee, running for a leadership position, or just getting more involved in the Association. The experience is unparalleled to any other, the friendships are lifelong, and the opportunities are endless.

This year, being no different from any other year, we have a variety of volunteer opportunities available.

## COMMITTEE VOLUNTEERS NEEDED:



Committees truly are the heart of the association and we have something for everyone's special interest. We also have a full staff available to assist you along the way. Committee application will be open for members interested in applying

from September 1, 2020, to October 30, 2020. Placements are made towards the end of the year, with the commitment beginning on January 1, 2021. You can view a full list of Committees as well as find the application here: <https://www.gmaronline.com/about/Committees.aspx>

## GMAR BOARD OF DIRECTOR ELECTION:

GMAR Board of Directors Election will open for nominations on August 31st and run through September 14th at 5:00 p.m. If you are interested in finding out more information or running for one of these positions you can find out more information at [www.GMARonline.com/election](http://www.GMARonline.com/election).

This year, we are seeking candidates for District 1, District 2, District 5, District 7, At Large and Affiliate Directors.

Voting for eligible members opens on October 5, 2020.

## NAR DIRECTOR OPPORTUNITIES:

The National Association of Realtors® determines annually the number of representatives that each local association is allocated based on membership totals on July 31st.

For every 2000 primary members, that local receives one NAR Director seat. With GMAR's membership close to 10,000 primary members, we are afforded 4 positions for members to lead on the National Association of Realtors® Board of Directors. The deadline to submit your nomination is September 14, 2020, at 5:00 p.m. You can find out more information on the Role of Director [here](#). Interviews for these positions will take place at our upcoming Board of Directors meeting.

As you can see the industry is led by YOU! Realtors® across the country, the state, and within local jurisdictions are those who make the difference, those who step up to volunteer their time and talents on behalf of the industry. We encourage you to take the next step to leadership in the industry and apply for one of these positions – if you have questions, please do not hesitate to reach out!

# GMAR Names 2020 REALTOR® of the Year & REALTOR® Active in Politics



 Greater Metropolitan Association of REALTORS

Congratulations to our  
**2020 Realtor®**  
of the Year

Recognized by his peers for his exemplary dedication to the betterment of the Realtor® Organization, the Real Estate Profession, and the Community.



**AI Block** | RE/MAX FIRST

 Greater Metropolitan Association of REALTORS

Congratulations to our  
**2020 Realtor®**  
Active in Politics

Recognized by her peers for her leadership in the political arena by generously providing her time and resources to further political causes that support the real estate profession.



**Maureen Francis** | COLDWELL BANKER WEIR MANUEL

Congratulations to AI Block on being named the GMAR REALTOR® of the Year and Maureen Francis on being GMAR REALTOR® Active in Politics.

Each year, GMAR members nominate Realtors® whom they believe should be recognized for their contributions to the industry. This year, the selection committee chose AI Block as the GMAR REALTOR® of the Year and Maureen Francis GMAR REALTOR® Active in Politics.

In making its decision, the Selection Committee noted Block's extensive work at the local, state, and national levels. Along with his substantial industry volunteer work, AI has worked diligently in his community and with nonprofit organizations. Block also consistently invests at the Crystal R RPAC Major Investor level; and uses every opportunity to educate REALTORS® on the importance of advocacy and investing in RPAC.

In selecting Francis, the Committee noted her critical work in advocating to state leaders the importance of allowing REALTORS® to safely return to work earlier this year. Francis consistently invests at the Golden R RPAC Major Investor level.

By being recognized as the GMAR Realtor® of the Year and Realtor® Active in Politics, Block and Francis will be considered for the statewide awards.



By TRAVIS GREER  
GMAR Director of Realtor®  
and Community Affairs

## Short Term Rental Regulations on the Rise

In recent months, local governments have become increasingly more interested in learning how to regulate or even ban short term rental activity.

Most recently, the City of Hazel Park passed a city-wide six-month moratorium on short term rentals so that the City's staff could research the issue and report back to Council on potential solutions.

We've also seen communities like the Village of Franklin take an interest in the issue. The Village's Planning Commission has been tasked with studying the topic and making a recommendation on how best the Village can address the subject. We're also anticipating the City of Southfield will begin to take an interest later this year.

In all three cases, GMAR has been directly engaged with community leaders on the good, bad, and ugly impact of regulations. Communities across the country have struggled with how to best approach the use, but no single community seems to have found the silver bullet that many community leaders believe is out there.

Unfortunately, all too often, local leaders are faced with the outcry of a neighborhood who has experienced a bad actor and demands their elected officials do something.

GMAR's approach to this issue remains the same: 1) communities should first look to existing policies to determine if existing ordinances can be used to address concerns or bad actors; 2) communities should determine if the perceived issue is conjecture, an incident, or a problem; 3) understand if the problem taxes existing services and the effect of solutions on community resources.

At GMAR, we'll continue to be #greater and engage community leaders as a trusted resource.







What is RPAC? Why should I invest? 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.

Below are just a couple reasons as to the level of importance of RPAC.

1. RPAC works with REALTOR Champions in government that defend you and your clients from bad policy, including sign ordinances, short term rental bans, and many other things that impact the industry as a whole.
2. RPAC saved the 30-year mortgage and defeated a sales tax on your services as a Realtor®.

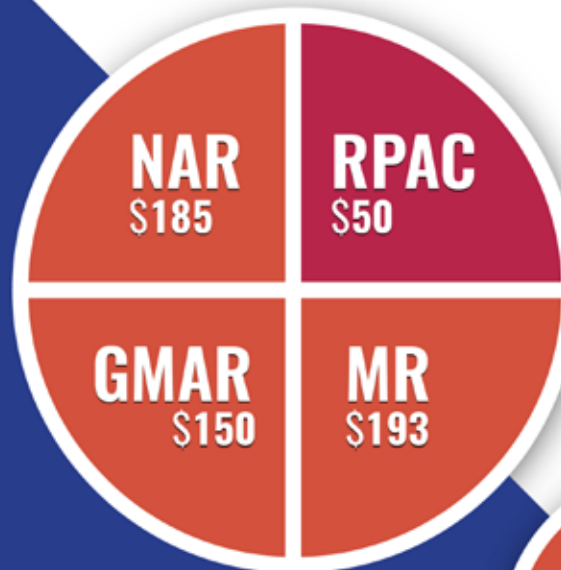
Make a habit of paying the full invoice! By investing those \$50 with your dues, \$33 of those dollars will stay right here in Michigan to help elect candidates who will protect private property rights and keep you at the center of the real estate transaction.

# 2021 Dues Renewal

Choose MemberMax™ for only \$54.83 /month



## 2021 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® 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. Mentoring, 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](http://GMARonline.com).

**Pay Online**  
by Logging into Your Member Account at [GMARonline.com](http://GMARonline.com)

# GMAR'S CLASS OF 2020 SCHOLARSHIP RECIPIENTS



Despite the chaos this year has brought on all of us, the Class of 2020 will likely end up being one of the most resilient high school graduation classes in recent history. GMAR's commitment to its members has never been greater—and the Higher Education Scholarship is just another example of that commitment.

In August, GMAR gave nearly \$25,000 in scholarships to the children of GMAR members! To qualify, graduating seniors applied for the scholarship earlier this year and committed to attending a Michigan college or university.

This year's class of scholarship recipients are attending 17 of Michigan's universities and colleges. 17 are pursuing careers in business or finance, 11 in medicine, 4 in social sciences, and 2 in education.

If your child or dependent will graduate from high school in 2021, mark your calendars for May 3, 2021 when the 2021 GMAR Scholarship Application goes live! Be sure to check out <https://www.gmaronline.com/Scholarships/index.aspx> to learn more.



# Welcome, New Members!

Alawan, Zachary–Dwellings by Rudy & Hall	Islam, Md–Keller Williams Realty Central	Sims, Terrance–Keller Williams Realty Central
Alford, Michelle–Vision Realty Centers, LLC	Jackson, Noah–Keller Williams Realty Central	Snage, Lynda–Berkshire Hathaway HomeService
Areny, Melissa–EXP Realty, LLC	Jackson, Kevin–Great Lakes Real Estate Agency	Sobh, Bilal–Keller Williams Legacy
Armstrong, Deirdre–Real Estate One Farm. Hills	Janbou, Mazin–Home Sweet Home Realty, Inc	Stephens, Latanya–Front Page Properties
Baker, Brandy–EXP Realty, LLC	Jenkins, Carmen–KW Domain	Stillwagon, Jeffery–National Realty Centers Northv
Ballo, Fabrisio–Weichert, Realtors-Select	Johnson, Monica–Real Estate One	Swain, Belinda–Real Estate One, Southgate
Balsamo, Giuseppe–Shannon Vesper Realty Inc.	Johnson, Danielle–Oakland Real Estate Group, Inc	Sweet, Edmond–Century 21 Curran & Oberski
Baresi, Paul–Real Estate One- Chesterfield	Johnson Parsons, Lucille–National Realty Centers Northv	Thomas, Gabriel–Brookstone, Realtors
Bates-Duncan, Tiana–Century 21 Curran & Oberski	Jones, Kennedy–Community Choice Realty	Tolbert, Tehilah–EXP Realty, LLC
Begum, Samia–Keller Williams Central	Jones, Sarah–Quest Realty LLC	Vereb-Hatley, Maxwell–KW Advantage
Bell, Tiffany–Keller Williams Metro	Jones, Anthony–The Ethical Experts	Walls, Tyruse–1st Realty Group LLC
Bickcom, Marian–EXP Realty, LLC	Jones, Matthew–Veronica Todd Realty	Watson, Jayne–NextHome All Pro Realty
Blackburn, Lonette–Key Realty	Jordan, Linda–Move MI Realty	Werner, Michelle–3DX Real Estate, LLC
Blenkhorn, Megan–Real Living Kee Realty	Kada, Ogeen–National Realty Centers	Wesson, Tanecha–Community Choice Realty
Bowie, Jeremy–Keller Williams Metro	Kassab, Van–Kassab Real Estate	Wheeler, Jena–Vision Realty Centers, LLC
Brown, Mia–EXP Realty, LLC	King, Beverly–Real Living Kee Realty SCS	White, Jessica–EXP Realty, LLC
Bye, William–Compo Real Estate Inv & Broker	Kortetz, Ryan–Market Elite Inc.	White, Tonya–Keller Williams Paint Creek
Carolan, Shelby–Woodward Square Realty, LLC	Kozler, Thomas–EXP Realty, LLC	Whitted, Eric–Metro West Real Estate
Caul, Jeffrey–EXP Realty, LLC	Kruk, Vlad–EXP Realty, LLC	Wierzbang, Lisa–Advantage First Realty
Cipkar, Anna–Home One Realty, LLC	Laszczak, Lauryn–Re/Max Defined	Wignal, Casandra–MI Choice Realty, LLC
Cisneros, Eric–Keller Williams Metro	Lenyard, Tyquan–Real Living Kee Realty Troy	Wilks-Walls, Michele–Brookstone, Realtors
Colby, Trevor–EXP Realty, LLC	Lisi, Antonia–EXP Realty, LLC	Williams, Darryl–New Concepts Realty
Cole, Zetta–The Brooks Group Realty, LLC.	Long, Keith–Pretty Homes Realty, LLC	Williams, David–Williams Group Realty
Coleman, Oronde–Slater Signature Homes	Margilaj, Lirija–EXP Realty, LLC	Williams, Durrall–Berkshire Hathaway HomeService
Cotton, Courtnee–EXP Realty, LLC	Marino, Mary Jo–Select R.E. Professionals Inc.	Wilson, Kelly–KW Home Realty
Craig, Elizabeth–Pretty Homes Realty, LLC	McCurry, Paige–Max Broock, Inc. Blmfd Hills	Wilson, Nicole–Great Lakes Real Estate Agency
Crawford III, Willard–National Realty Centers Northv	McDaniel, Richard–Vision Realty Centers, LLC	Wilson, Roy–Remerica United Realty
Dent, Mytia–KW Professionals	McKnight, Dan–Remerica Hometown III	Woodson, Lauren–EXP Realty, LLC
El-Amin, Yvette–Bowers Realty & Investments	Mihtar, Abraham–Re/Max Defined	Yaldo, Rivan–Woodward Square Realty, LLC
Fairtrace, Cynthia–Real Living Kee Realty	Misko, Kelly–Crown Real Estate Group	Zappitell, Molly–MAZ PC
Feldman, Maxwell–Real Estate One Farm. Hills	Montgomery-Crump, Kristin–Real Estate One- Chesterfield	Zetouna, Sawsan–Anthony Djon Luxury Real Estat
Flaugher, Jill–Century 21 Curran & Oberski	Mustafa, Muhammad–Century 21 Premier	
Flood, David–Select R.E. Professionals Inc.	Nelson, Alisa–Front Page Properties	
Forcado-Vega, Brayan–KW Advantage	Novichenko, Kristina–Real Estate One Livonia	
Fox, Ashleigh–KW Home Realty	Oswald, Robert–EXP Realty, LLC	
Galba, James–Keller Williams Somerset	Palms, Stephen–EXP Realty, LLC	
Garretson, Joan–KNE Realty 360	Peacock, Emily–EXP Realty, LLC	
Gjonaj, Nina–Level Plus Realty	Philips, Chad–Great Lakes Real Estate Agency	
Graves, Tonya–Pretty Homes Realty, LLC	Pratt, Rhonda–Harvest Homes Realty, LLC	
Green, Laura–Realty Experts LLC	Rasor, Adam–EXP Realty, LLC	
Hadi, Ghadi–Keller Williams Metro	Richardson, David–RE/MAX Classic	
Halliburton, Tamara–NREMG Realty	Riley, Pamela–Robertson Brothers Company	
Harding, Michael–RE/MAX Suburban	Rodgers, Katherine–KW Advantage	
Harris, DaLawn–Slater Signature Homes	Root, Jasmine–Coldwell Banker Professionals	
Harris, Alexandria–KW Advantage	Ross, Glen–Coldwell Banker Weir Manuel Bi	
Harte, Amber–Keller Williams Metro	Ross, Philip–Real Estate One Royal Oak	
Haskic, Emir–Century 21 Curran & Oberski	Ross, Alvin–Coldwell Banker Preferred, Rea	
Helfant, Michael–Keller Williams Somerset	Salanty, Cheri–RE/MAX First	
Henderson, Christopher–Chana Realty LLC	Saliim, Khalil–EXP Realty, LLC	
Heward, Ryan–Golden Key Real Estate LLC	Sami, Samar–EXP Realty, LLC	
Hurley, James–KW Advantage	Scheffler, Bryan–Keller Williams Paint Creek	
Husain, Yilmaz–Coldwell Banker Weir Manuel	Sehgal, Vikram–Clients First, Realtors®	
Hutcherson, RaShunda–Abode Detroit	Seigle, Collin–Great Lakes Home Inspection	
Ingram, Twanetta–Cosmopolitan Real Estate Servi	Shea, John–Andary Realty	

We Couldn't Do It  
Without You

THANK YOU ORIENTATION  
SPONSORS FOR THE MONTH OF  
AUGUST 2020:

JEFF FLETCHER  
*Fletcher Inspections*

SCOTT GALLOWAY  
*Galloway & Collens*





By MELISSA BOTSFORD  
GMAR RPAC Chair

## GMAR Virtual Auction

While 2020 has been a challenging year in more ways than we're used to, it has also presented us with an opportunity to work collectively and 'think outside of the box'. One such instance, is the very first GMAR Virtual Auction!

The auction spanned over 3 days and offered some special perks to those who purchased VIP tickets. The auction closed on the eve of August 20th with a Finale Event that included special guest speaker Pete Kopf, a mixer with cocktail and mocktail recipes to enjoy, music, an auction countdown, featured items, a VIP giveaway, and more. The event was fun and provided an opportunity to bid on awesome items from a Ninja Foodie to a Kate Spade Handbag. Thank you to those who participated. The RPAC dollars raised are essential for us to protect the industry we love! Big thanks to all those who donated items to make the auction such a success. Also, thank you to all who worked so hard to put this together including GMAR Staff, GMAR Board and Committee members and volunteers.

The REALTORS® Political Action Committee (RPAC) is the best way a REALTOR® can protect their business. Think of it as your insurance policy. RPAC is the only grassroots and issues mobilizing force that exists to protect and promote home ownership and real estate investment. By contributing to RPAC, you are able to support REALTOR®-friendly legislators who believe in our industry and believe in protecting private property rights, preserving the American dream of home ownership, and fighting for tax reforms and regulations on our business.

If you haven't made your 2020 investment in RPAC, it is not too late to do so. Please consider investing a minimum of \$50 or more to RPAC for 2020. For

MemberMax™ Members, you can invest \$15 in RPAC with no additional cost to you. Visit [www.gmaronline.com/optin/](http://www.gmaronline.com/optin/) to have GMAR send \$15 of your August dues to RPAC on your behalf. To make a one-time investment to RPAC, visit [www.gmaronline.com/invest/](http://www.gmaronline.com/invest/).



ELECTIONS  
HELD IN  
OCTOBER

INTERESTED IN BEING A

# GMAR

## DISTRICT DIRECTOR?

Submit your nomination for GMAR District Director Elections today! Director opportunities are available for districts 1, 2, 5, 7, one At Large Director and one Affiliate Director. Submissions must include a headshot and a paragraph referencing what makes you a great candidate for your district.

Locate the Districts by zip code Here:  
<https://gmaronline.com/resources/DistrictsByZip>

Submit Nominations **August 31st-September 14th**



# 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 August 2020.

Rozana Almansour	Todd Craft	Christopher Henderson	Marilyn Mayberry	Collin Seigle
Emmanuel Altine	Willard Crawford III	Lawrence Henney	Paige McCurry	Raven Sharp
Joseph Anderson	Rebecca Cunningham	Jennifer Hoover	Roger McDaid	Rutha Sharpe
Phillip Ausman	Christopher Daggy	Kevin Hultgren	Dan McKnight	John Shea
Brandy Baker	Patricia Darin	RaShunda Hutcherson	Abraham Mihtar	Saif Siddiqui
Kathleen Barker	Bernadine Davis	Connie Isbell	Alan Millard	Rashid Simmons
Robbin Barnes	Emily Day	Ronald Jasgur	Kelly Misko	Carl Small
Tiana Bates-Duncan	Melissa Degen	Elizabeth Johnson	Kristine Monday	Devon Smith
Tiffany Bell	John DesJardins	Gordon Johnson	Kristin Montgomery-Crump	Linda Spindura
Karen Betzing	Margaret Dresser	Sherri Johnson	Jennifer Moore	Ronnie Targanski
Marian Bickcom	Courtney Drew	Lucille Johnson Parsons	David Morgan	Greg Taylor
Austin Black	Michael Dunn	Sarah Jones	Jamie Morici	Michelle Taylor
Lonette Blackburn	Jon Eckerly	Sekena Jones	Muhammad Mustafa	Stephanie Taylor
Nathan Boji	Alonzo Edwards	Brad Jordan	Paula Myhrer	Christopher Waring
Sharon Bonner	Cathy Elias	Linda Jordan	Alisa Nelson	Shelly Warren
Jason Borregard	Robert Embree	Ogeen Kada	Marc Nocera	Jayne Watson
Jeremy Bowie	Jane Evans	Meriem Kadi	Clara Norris	Keith Watson
Brenda Brosnan	Anthony Facione	Bonnie Kerman	Robert Oswald	Catherine Waun
Aaron Brown	Jeffery Fanto	Beverly King	Melissa Owens	Katie Weaver
Althea Brown	Michael Fazio	Pam King	Jeffrey Packer	Angelque Whidby
Mia Brown	Sarah Foster	Bill Kokenos	Stephen Palms	Vicki Whitt
Darrell Bush	Cloteal Fowler	Gail Kosh	Chad Philips	Michele Wilks-Walls
James Bynum	Ashleigh Fox	Lonnie Kupras	Charles Pickering	Claire Williams
Sarah Cameron	Sherry Frazier	Constance LaBarge Thomas	Christopher Plummer	David Williams
Sandra Carland	Ellen Frink	Elissa Laderach	Rhonda Pratt	Sheila Williams
Shelby Carolan	James Galba	Sheilah Lemanski	Aaron Pringle	Wanda Williams
Lila Casenave Pappal	Jerry Gardner	Antonia Lisi	Eric Raymo	Nicole Wilson
Jeffrey Caul	Joan Garretson	James Littlepage	Heidi Rhome	Carol Woodard
Lori Chattinger	Nina Gjonaj	Lynn Louton	David Richardson	Michael Workman
Matthew Cheplicki	Dianne Gouin	Carol Lukity	Elizabeth Rogers	Brian Yaldao
Syed Chowdhury	Adam Hammons	Shana Maitland	Glen Ross	Nhia Yang
Eric Cisneros	Michael Hannah	Magan Malkiewicz Williams	Philip Ross	Jerry Yatooma
Joel Clark	Michael Harding	Yvonne Marks	Keith Ruloff	Jonathan Zaia
Debby Clinesmith	Karen Harlin	Diane Martin	Frederick Ryckman	Michelle Zarghami
William Cloutier	Cynthia Harris	Nicholas Martin	Karen Ryckman	
Trevor Colby	DaLawn Harris	Cecile Massey	Adrienne Sain	
Kathleen Coon	Richard Harrison	David Mathieu	Mohammad Saleem	
Courtnee Cotton	Elaine Hart	Erica Matina	Bryan Scheffler	
James Courtney	Jason Heilig	David Maurice	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*

# Future Guardian Angels Medical Service Dog Named by Michigan Residents Begins Life-Changing Training



## TUEBOR, A FUTURE SERVICE DOG



### Training Fully Sponsored by the Greater Metropolitan Association of REALTORS® and the Michigan State Police

WILLISTON, FLA (July 10, 2020) – This past March, Michigan residents voted to name a future [Guardian Angels Medical Service Dog](#) sponsored by the Greater Metropolitan Association of REALTORS® (GMAR) and the Michigan State Police's 135th Trooper Recruit School. In overwhelming numbers, the public chose the name Tuebor – taken from the Michigan state seal meaning “I will defend.” Tuebor garnered nearly 60 percent of online votes in the naming contest. When the name was chosen, Tuebor was yet to be born, but Guardian Angels is thrilled now to introduce future super service dog Tuebor!

Tuebor will be trained by Guardian Angels Medical Service Dogs in Williston, Florida. 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, and has placed more than 25 dogs with deserving recipients in Michigan alone, with more than 330 paired in 26 states nationally.

Since little Tuebor is only a few months old now, he's learning just the basics – potty training; commands such as “heel, sit, down and come;” as well as an exercise called “paws.” Paws is a very important command for service dogs. They place their front legs up on a chair and stay. This makes it easy for recipients who may have mobility or balance issues to put on their service dog's vest, without having to bend all the way over. Tuebor is also working on audio desensitization, socialization, enrichment exercises and building his confidence. At this point in his training, all of his time in Guardian Angels' exclusively positive reinforcement “school” is without a leash or collar - that training will come later. You can follow his journey to becoming a Service Dog by visiting: <https://www.medicalservicedogs.org/tuebor-journey-to-service/>.

In the future, Tuebor will go on to support his handler by mitigating symptoms of a variety of visible and invisible disabilities. These could include PTSD, traumatic brain

injury, seizure and diabetic disorders, mobility issues, or any number of other disorders. Unfortunately, on average 22 veterans in the United States succumb to suicide each day. After being paired with a Guardian Angels' medical service dog, that rate has dropped to zero amongst recipients. Divorce rates and medication use also dramatically decrease with the pairing of a medical service dog. Among combat veteran families who have received a medical service dog from Guardian Angels the divorce rate is less than two percent.

Fundraising for Tuebor began when recruits from Michigan State Police's 135th Trooper Recruit School 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 a 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, Indy and Tuebor. Cobalt and Thor have since been paired with recipients, while Indy is currently in training at Guardian Angels' headquarters in Florida, but due to be paired with her recipient soon!

Guardian Angels have been previously recognized by the Academy of United States Veterans (AUSV) at its annual VETTYS awards; and the one of the nonprofit's service dogs, Alice, was named the top service dog in the United States as the 2019 American Humane Hero Dog of the Year.

*Guardian Angels Medical Service Dogs is a 501(c)3 nonprofit organization based in Williston, Florida and has grown into a nationwide medical service dog organization. The organization rescues, raises, trains & 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. Over the past 10 years, Guardian Angels has paired more than 325 individually trained medical service dogs with recipients in 24 states and trained the #1 Service Dog in the US and the top American Dog Hero. With your help, that number can continue to grow. Visit our website at: [www.MedicalServiceDogs.org](http://www.MedicalServiceDogs.org) to get involved or learn more.*

# Local Market Update – July 2020

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.

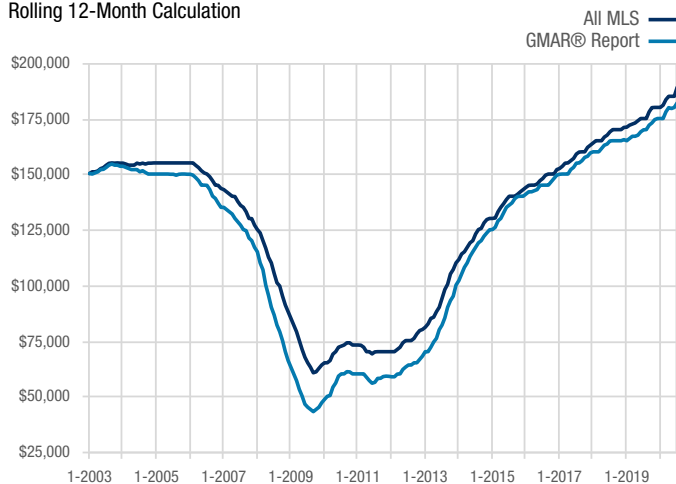
Residential Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	7,061	<b>6,282</b>	- 11.0%	41,030	<b>32,160</b>	- 21.6%
Pending Sales	4,195	<b>5,281</b>	+ 25.9%	26,727	<b>24,360</b>	- 8.9%
Closed Sales	4,396	<b>4,406</b>	+ 0.2%	24,777	<b>20,044</b>	- 19.1%
Days on Market Until Sale	29	<b>35</b>	+ 20.7%	36	<b>42</b>	+ 16.7%
Median Sales Price*	\$190,000	<b>\$217,000</b>	+ 14.2%	\$171,000	<b>\$187,000</b>	+ 9.4%
Average Sales Price*	\$235,050	<b>\$260,116</b>	+ 10.7%	\$216,599	<b>\$228,878</b>	+ 5.7%
Percent of List Price Received*	97.8%	<b>98.7%</b>	+ 0.9%	97.4%	<b>97.5%</b>	+ 0.1%
Inventory of Homes for Sale	12,225	<b>7,649</b>	- 37.4%	—	—	—
Months Supply of Inventory	3.4	<b>2.2</b>	- 35.3%	—	—	—

Condo Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	1,242	<b>1,227</b>	- 1.2%	7,269	<b>6,307</b>	- 13.2%
Pending Sales	784	<b>961</b>	+ 22.6%	4,989	<b>4,509</b>	- 9.6%
Closed Sales	829	<b>824</b>	- 0.6%	4,672	<b>3,832</b>	- 18.0%
Days on Market Until Sale	34	<b>41</b>	+ 20.6%	35	<b>46</b>	+ 31.4%
Median Sales Price*	\$171,000	<b>\$174,000</b>	+ 1.8%	\$165,000	<b>\$170,000</b>	+ 3.0%
Average Sales Price*	\$199,799	<b>\$197,684</b>	- 1.1%	\$199,839	<b>\$198,755</b>	- 0.5%
Percent of List Price Received*	97.7%	<b>97.9%</b>	+ 0.2%	97.6%	<b>97.4%</b>	- 0.2%
Inventory of Homes for Sale	2,036	<b>1,810</b>	- 11.1%	—	—	—
Months Supply of Inventory	3.0	<b>2.8</b>	- 6.7%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

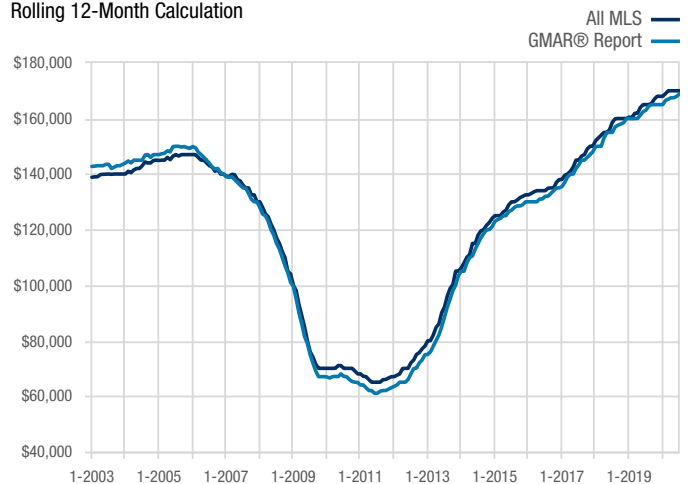
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of August 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)

## July 2020 Numbers Rise: Continued Tale of Real Estate Resilience Despite Current Pandemic

### Quick Facts

**+ 2.1%**

**+ 11.3%**

**+ 16.7%**

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 Pending Sales  
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.

### July Real Estate Market Commentary

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

Closed Sales increased 2.3 percent for Residential homes and 0.7 percent for Condo homes. Pending Sales increased 15.6 percent for Residential homes and 25.3 percent for Condo homes. Inventory decreased 35.6 percent for Residential homes and 11.0 percent for Condo homes.

The Median Sales Price increased 14.8 percent to \$218,750 for Residential homes and 4.1 percent to \$178,000 for Condo homes. Days on Market increased 24.2 percent for Residential homes and 22.9 percent for Condo homes. Months Supply of Inventory decreased 31.4 percent for Residential homes and 6.5 percent for Condo homes.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		13,992	12,540	- 10.4%	81,948	65,276	- 20.3%
Pending Sales		8,876	10,361	+ 16.7%	55,126	50,141	- 9.0%
Closed Sales		9,112	9,301	+ 2.1%	50,667	42,020	- 17.1%
Days on Market Until Sale		33	41	+ 24.2%	42	49	+ 16.7%
Median Sales Price		\$188,700	\$210,000	+ 11.3%	\$175,000	\$189,900	+ 8.5%
Average Sales Price		\$227,251	\$248,232	+ 9.2%	\$214,537	\$225,977	+ 5.3%
Percent of List Price Received		98.1%	98.7%	+ 0.6%	97.6%	97.7%	+ 0.1%
Housing Affordability Index		165	160	- 3.0%	178	177	- 0.6%
Inventory of Homes for Sale		25,780	17,303	- 32.9%	--	--	--
Months Supply of Inventory		3.5	2.4	- 31.4%	--	--	--

## Listing and Sales Summary Report July 2020



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jul-20	Jul-19	% Change	Jul-20	Jul-19	% Change	Jul-20	Jul-19	% Change	Jul-20	Jul-19	% Change
<b>All MLS (All Inclusive)</b>	<b>9,301</b>	<b>9,112</b>	<b>+2.1%</b>	<b>\$210,000</b>	<b>\$188,700</b>	<b>+11.3%</b>	<b>41</b>	<b>33</b>	<b>+24.2%</b>	<b>17,303</b>	<b>25,780</b>	<b>-32.9%</b>
City of Detroit*	321	402	-20.1%	\$51,750	\$46,000	+12.5%	70	49	+42.9%	1,633	2,552	-36.0%
Dearborn/Dearborn Heights*	218	220	-0.9%	\$165,000	\$137,100	+20.4%	29	22	+31.8%	289	561	-48.5%
Downriver Area*	445	444	+0.2%	\$147,500	\$130,000	+13.5%	29	24	+20.8%	546	1,036	-47.3%
Genesee County	568	559	+1.6%	\$169,900	\$155,000	+9.6%	47	33	+42.4%	789	1,506	-47.6%
Greater Wayne*	1,642	1,607	+2.2%	\$185,000	\$164,900	+12.2%	32	23	+39.1%	2,323	3,759	-38.2%
Grosse Pointe Areas*	108	85	+27.1%	\$350,000	\$305,500	+14.6%	49	37	+32.4%	196	266	-26.3%
Hillsdale County	74	55	+34.5%	\$159,900	\$137,500	+16.3%	92	81	+13.6%	176	223	-21.1%
Huron County	19	12	+58.3%	\$122,000	\$145,450	-16.1%	103	83	+24.1%	56	93	-39.8%
Jackson County	211	230	-8.3%	\$173,000	\$147,950	+16.9%	73	62	+17.7%	606	573	+5.8%
Lapeer County	125	128	-2.3%	\$225,730	\$188,700	+19.6%	51	29	+75.9%	250	480	-47.9%
Lenawee County	158	150	+5.3%	\$175,000	\$145,000	+20.7%	77	69	+11.6%	373	419	-11.0%
Livingston County	343	336	+2.1%	\$295,000	\$280,000	+5.4%	33	29	+13.8%	628	904	-30.5%
Macomb County	1,436	1,399	+2.6%	\$199,900	\$179,900	+11.1%	34	26	+30.8%	1,838	3,095	-40.6%
Metro Detroit Area*	5,894	5,766	+2.2%	\$227,000	\$205,000	+10.7%	35	28	+25.0%	10,336	16,191	-36.2%
Monroe County	207	183	+13.1%	\$183,000	\$180,000	+1.7%	48	54	-11.1%	345	542	-36.3%
Montcalm County	23	21	+9.5%	\$123,000	\$125,000	-1.6%	67	38	+76.3%	33	62	-46.8%
Oakland County	2,152	2,022	+6.4%	\$283,250	\$264,000	+7.3%	33	29	+13.8%	3,914	5,881	-33.4%
Saginaw County	181	212	-14.6%	\$130,500	\$110,000	+18.6%	41	36	+13.9%	226	531	-57.4%
Sanilac County	60	32	+87.5%	\$145,000	\$132,000	+9.8%	91	79	+15.2%	135	245	-44.9%
Shiawassee County	95	101	-5.9%	\$138,000	\$130,000	+6.2%	48	38	+26.3%	136	234	-41.9%
St. Clair County	249	196	+27.0%	\$200,000	\$165,750	+20.7%	55	36	+52.8%	407	666	-38.9%
Tuscola County	34	36	-5.6%	\$141,000	\$121,500	+16.0%	19	42	-54.8%	53	119	-55.5%
Washtenaw County	522	521	+0.2%	\$302,500	\$287,450	+5.2%	33	30	+10.0%	1,497	1,586	-5.6%
Wayne County	1,963	2,009	-2.3%	\$169,300	\$145,000	+16.8%	38	28	+35.7%	3,956	6,311	-37.3%

\* Included in county numbers.

# Show Us Your Talent While Helping Fundraise for Guardian Angels Medical Service Dogs



Although we won't be able to get together in person this year at the annual GMAR Gives Back charity event in support of [Guardian Angels Medical Service Dogs](#), we plan on getting together virtually for the first-ever, GMAR's Got Talent!

What's GMAR's Got Talent? Think the national hit television show, America's Got Talent. This virtual talent show will feature a variety of skillful acts that aim to wow the virtual audience in the hopes of winning the 1st, 2nd, or 3rd place prize.

Check out the details below so you can begin planning your submission to ensure you turn it in by the deadline to be considered for the event.

All funds raised for the event will be donated to the Greater Realtors® Foundation to help support their [5 Years, 5 Dogs, 5 Lives Saved](#) campaign with Guardian Angels Medical Service Dogs.

## **Submission link coming soon!**

Here are the guidelines to follow while making your online video submission.

- Keep it short-- a 2-minute video should do the trick! If you exceed 3 minutes, GMAR reserves the right to reject your submission

- Your video submission must be submitted in MP4 format. If your video is submitted in any other format, GMAR reserves the right to reject your submission.

- Your submission must be an "in-person" talent such as, singing, playing an instrument, magic, comedy, circus tricks, acrobatics, live art, archery, live creation, etc.

- Your video may not contain profanity, polarizing topics, political subject matter, nudity, crudeness, or hate speech. GMAR reserves the right to reject your submission if these rules are violated.

## Here are some tips to help you while making your online video submission

- Shoot your video in a bright/well-lit setting. We want to be able to see you!

- If your file size is too big, feel free to use sharing sites such as WeTransfer, Google Drive, and Dropbox.

- Check your video before submitting it and make sure the audio can be heard clearly

- Be original, dress to impress, don't be boring, stand out from the crowd, and be fearless.

# TOOLSHOP MONTHLY SALE

Visit us online!

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

248-478-1700



### 2722- Assorted Riders

Choose from: Sold, Sale Pending, Open Saturday, Open Sunday and may more

REGULAR MEMBER PRICE: \$6.00

September Sale Price: \$4.50



### 6496- Bling REALTOR Mask

Great Marketing Tool to let anyone know what you do

REGULAR MEMBER PRICE: \$15.25

September Sale Price: \$13.25



### 6390- Photo Prop. Signs

Choose for the following Colors: Red, Pink, Blue, Black, Gold, Purple and Orange

REGULAR MEMBER PRICE: \$12.95

September Sale Price: \$10.95

## REALTOR® STORE CURBSIDE PICK-UP AVAILABLE FOR ALL ONLINE ORDERS

Orders can be placed online, by calling or texting 248-478-1700, or email [Pauline@gmaronline.com](mailto:Pauline@gmaronline.com)

We will offer curbside pickup by appointment only on Tuesdays and Thursdays between 9 am and 11am and on Wednesdays and Fridays between 12 pm and 2 pm.

Members will need to select their time slot when placing their order.

[SHOP NOW!](#)



# ACCESS BY APPOINTMENT (ABA) FUNCTIONALITY COMING

## Call Before Showing (CBS) Codes to be Replaced by ABA Feature

In just a few short weeks, SentiLock and ShowingTime will be implementing integration features into their systems that will allow the electronic lockbox and showing appointment systems to talk to each other. Specifically, when agents choose to restrict access on their SentiLock electronic lockboxes to match scheduled and approved showing appointments only, their lockboxes will only be accessible within these parameters (i.e. by the approved agent, on the applicable date, during the specific appointment time). This new functionality has been requested by many MLS subscribers and is being referred to as "Access by Appointment (ABA)".

The ABA functionality is expected to be launched on or around TUESDAY, SEPTEMBER 15, 2020 and will replace the Call Before Showing (CBS) Codes. Additionally, SentiLock will no longer support SentiCard access when ABA is implemented. Realcomp's SentiCard users have already been informed of these developments and advised to make the necessary arrangements to access lockboxes in the

future through either the SentiKey® app or by requesting 1-day code access (if permitted by the listing agent or office). We have also communicated this news to the leaders of our data sharing partners who also use the SentiLock system.

As soon as the Access by Appointment (ABA) functionality is available, we will confirm this through our communications and provide you with a tip sheet on how you can setup your listings as Access By Appointment (ABA) only through SentiLock. Please watch for this tip sheet to be made available closer to our launch date.

If you have any questions about this information, please contact Realcomp's Customer Care Support Department at (866) 553-3430.



## NAR MEMBER SAFETY REPORT – REALTOR® SAFETY MONTH!

More than a decade ago, NAR launched the REALTOR® Safety Program to educate REALTORS® about the potential risks they face on the job. Being aware of potential dangers and empowering themselves with precautions and preparations will help REALTORS® avoid risky situations on the job, and could mean the difference between life and death.

Knowledge. Awareness. Empowerment. These are the core components of REALTOR® Safety. As part of NAR's ongoing efforts to keep our members safe, we continue to grow and strengthen the REALTOR® Safety Program with new resources and tools, like REALTOR® Safety Grants for REALTOR® associations, and the REALTOR® Safety Network, which capitalizes on the nationwide system of REALTOR® organizations to notify members across the country of safety concerns and emergencies.

Each year, NAR dedicates September as REALTOR® Safety Month, though we strongly encourage associations, brokerages and members to keep safety at the forefront of their minds every day of the year.

Recently, NAR released their 2020 Member Safety Report. Check out the highlights below and visit the full report [HERE!](#)

### HIGHLIGHTS

- 23% of REALTORS® experienced a situation that made them fear for their personal safety or safety of their personal information.
- 31% of REALTORS felt unsafe during an open house.
- 5% of REALTORS® said they had been a victim of a crime while working as a real estate professional.
- 38% of REALTORS have participated in a self-defense class
- 49% of members choose to carry self-defense weapons.
- 46% of men and 50% of women carry a self-defense weapon or tool.
- 58% of members use a smartphone safety app to track whereabouts and alert colleagues in case of an emergency.



# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

To review the monthly housing statistical report provided by Realcomp, please visit our [Knowledge Library](#) and click the Tri-County Realcomp Monthly Statistics dropdown.

## JULY REAL ESTATE MARKET COMMENTARY (from Leads Sheet)

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

Month-Over-Month: Positive signs of continued recovery in July 2020 show month-over-month increases across New Listings, Pending Sales, Closed Sales, and Median Sale Price. Overall low inventory theme also continues:

- New Listings: 1% increase M-O-M from June to July 2020 to 12,540
- Pending Sales: 2.9% increase M-O-M from June to July 2020 to 10,361
- Closed Sales: 52.4% increase M-O-M from June to July 2020 to 9,301
- Median Sale Price: 3.7% increase M-O-M from June to July 2020 to \$210,000



Year-Over-Year: Positive signs of continued recovery in July 2020 show increases across Pending Sales, Closed Sales, Median Sale Price, Average Sale Price, and Percent of List Price Received. Low inventory continues to be an issue with decreases in New Listings, Inventory of Homes for Sale, and Months Supply of Inventory:

- Pending Sales: 16.7% increase Y-O-Y from July 2019 to 10,361
- Median Sales Price: 11.3% increase Y-O-Y from July 2019 to \$210,000
- Average Sales Price: 9.2% increase Y-O-Y from July 2019 to \$248,232
- Average Showings per Home: 11.3, 61.4% increase Y-O-Y from July 2019



## OAKLAND, WAYNE & MACOMB JULY 2020 RESIDENTIAL PROPERTY QUICK TAKES

### OAKLAND

**1,821**  
Homes Sold

**\$353,768**  
Average Sales Price

### WAYNE

**1,741**  
Homes Sold

**\$210,074**  
Average Sales Price

### MACOMB

**1,436**  
Homes Sold

**\$199,900**  
Average Sales Price

# Pillar to Post Home Inspectors



Agents know a good home inspector can make the inspection process a positive experience when purchasing a home...if the client hires a good company to start with! Pillar to Post, a GMAR Platinum Sponsor for several years, is such a company. The five teams who are GMAR affiliates have 15 professional inspectors covering the GMAR area and the franchise owners have a combined 67 years of experience inspecting homes. That's experience you can count on.

Pillar to Post believes in supporting the real estate industry and the continuing education of realtors. Dave Dalfino, with The Dalfino Team, is one of the instructors for GMAR's Real Estate Transactions A-Z Mastering the Transaction class and enjoys sharing his knowledge to help realtors. "I like being able to educate. That's one of my passions." Dave said. "Whether it's clients, or realtors...I help them learn about the property or conditions, as well as environmental concerns. They say knowledge is power and our goal is to make sure agents have as much knowledge as possible so they can be true professionals in their field."

Pillar to Post provides industry-leading home inspections and environmental testing and consultations. They recently added PTP360, an interactive 360° virtual tour of the home that includes 360° photos of every room and the exterior and integrates findings from the inspection report. PTP 360 is provided with all three home inspection packages for buyers and for sellers doing a pre-sale inspection. Hot spot navigation and measured floor plans are also included with their Premium and Prestige packages, as well as discounts additional services (i.e., radon testing, indoor air quality, water quality and mold sampling). The inspection report is printed on-site at the conclusion of the inspection, so there's no waiting for results. The report is e-mailed and accessible online 24/7. Contact any of the GMAR Pillar to Post affiliates if you have questions about their home inspection packages, new PTP 360 virtual home tours, or environmental consultations. They are happy to help you and your clients have a positive experience!

# GMAR EDUCATION CALENDAR 2020

## SEPTEMBER 2020 - VIRTUAL!

### HOW TO KEEP IN TOUCH WHEN YOU'RE NOT SUPPOSED TO BE TOUCHING

CE Credits: 1 standard  
September 8  
10:00 a.m. - 11:00 a.m.  
VIRTUAL  
Instructor: Sean Carpenter  
FREE  
\$25, Non-Member

### GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard|3 legal  
September 9  
9:00 a.m. - 3:00 p.m.  
VIRTUAL  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
FREE, Members  
\$35, Non-Members

### NAR SAFETY COURSE

CE Credits: 3 standard  
September 11  
10:00 a.m. - 1:00 p.m.  
VIRTUAL  
Instructor: Furhad Waquad  
FREE, Membermax & EduPass  
\$20, Members

### RESORT & SECOND HOME (RSPS)

CE Credits: 7 standard  
September 14  
9:00 a.m. - 4:00 p.m.  
VIRTUAL  
Instructor: Rick Conley  
FREE, Membermax & EduPass  
\$49, Members  
\$59, Non-Members

### VIDEO: REALTOR® CODE OF ETHICS WITH LEIGH BROWN

CE Credits: 3 general  
September 16, 2020  
1:00 p.m. - 4:00 p.m.  
VIRTUAL  
Instructor: Leigh Brown ( video)  
FREE!

### BROKER SHORTS-AGENCY

CE Credits: 2 legal  
September 15  
1:00 p.m. - 3:00 p.m.  
VIRTUAL  
Instructor: Deanna DuRussel  
\$20, Members  
BROKER, ASSOCIATE BROKER  
MEMBER ONLY

### FEMA & FLOOD ZONE

CE Credits: 2 legal  
September 17  
10:00 a.m. - 12:00 p.m.  
Instructor: Karol Grove  
FREE

### MSHDA

CE Credits: 1 standard  
September 21  
10:00 a.m. - 11:00 a.m.  
Instructor: Darren Montreuil  
FREE  
\$25, Non-Members

### GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard|3 legal  
September 22  
9:00 a.m. - 3:00 p.m.  
VIRTUAL  
Instructor: Debbie Zalewski  
FREE, Membermax & EduPass  
FREE, Members  
\$35, Non-Members

### MILITARY RELOCATION PROFESSIONAL CERTIFICATION (MRP)

CE Credits: 8 standard  
September 24  
9:00 a.m. - 4:00 p.m.  
VIRTUAL  
Instructor: Leslie Ashford  
FREE, Membermax & EduPass  
\$49, Members  
\$59, Non-Members

### GUIDANCE TO COMPLIANCE

CE Credits: 2 legal  
September 25  
1:00 p.m. - 3:00 p.m.  
VIRTUAL  
Instructor: Deanna DuRussel  
FREE: Membermax & Edupass  
\$20, Non-Members

### DISCOVERING COMMERCIAL REAL ESTATE

CE Credits: 2 standard|1 legal  
September 28  
9:00 a.m. - 12:00 p.m.  
VIRTUAL  
Instructor: Anthony Jablonski  
FREE, Membermax & EduPass  
\$25, Members  
\$35, Non-Members

### REAL ESTATE NEGOTIATION EXPERT- 2 DAYS

Must attend both days  
CE Credits: 16 standard  
Must attend both days  
September 29 & 30  
9:00 a.m. - 4:00 p.m.  
VIRTUAL  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
\$125, Members  
\$200 Non- Members

# HOW TO KEEP IN TOUCH WHEN YOU'RE NOT SUPPOSED TO BE TOUCHING

*"Just because you are stuck at home doesn't mean you can't be getting out in front of your clients."*



**1 ELECTIVE CON ED CREDIT!**

**TUESDAY, SEPTEMBER 8<sup>th</sup>**

**📍 VIRTUAL MEETING 10:00am EST**

Free for **ALL GMAR** members, **\$25** non members

GMAR invites you to join speaker Sean Carpenter for an engaging, fast-paced discussion about our current real estate landscape. Sean will share some simple systems for you to keep in touch with your clients, sphere of influence, and database during the Covid19 Pandemic and help make sure you can implement Operation R-E-A-C-H - O-U-T in your local communities. Sean will remind you how you can still be building relationships, solving problems, and having a bit of fun...even if you're being forced to do it virtually.

**Presented by:**  
**Sean Carpenter**

Originally licensed as a REALTOR® in 1998, Sean Carpenter is the former Agent Development Director for the Ohio NRT companies. He jumped back into a sales role with Coldwell Banker serving buyers and sellers throughout Central Ohio. He founded Sean Speaks in 2018 to expand his speaking, consulting, and facilitation opportunities.

Brought to you by

  
**Greater** Metropolitan  
Association of **REALTORS**®

**REGISTER TODAY!**

[www.gmaronline.com](http://www.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.



# Ready to protect your business from real estate safety risks?

Working in real estate means working with a lot of people in a variety of locations and online. While focusing on finding the best real estate opportunities for your clients, you need to keep an eye on the risks of doing business.

*Real Estate Safety Matters: Safe Business = Smart Business*, is a three-hour course brought to you by Realtor® University. Learn how you can easily keep business risks low while increasing opportunities for growth by:

- Developing safety protocols for client meetings, open houses, showings and online interactions
- Understanding responses to threats or attacks
- Maintaining data security
- Protecting personal and electronic information

September 11, 2020  
10:00 a.m. - 1:00 p.m.  
VIRTUAL: ZOOM

MemberMax/EduPass: FREE!  
GMAR Members: FREE!  
Non-Members: \$20.00

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



**Presented by:**  
**FURHAD WAQUOD**  
CIPS, ABR, CRS, GRI, SFR  
BPOR, TRC, AHWD

Register today to learn how.



# MSHDA Homeownership Programs

September 21, 2020 10:00 a.m. - 11:00 a.m.  
VIRTUAL: ZOOM

**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 \_\_\_\_\_

**LIMITED SEATING AVAILABLE!**

# RENE

Real Estate  
NEGOTIATION EXPERT

LIMITED SEATING

## 2-DAY CLASSROOM COURSE



16 Elective CE credits  
Meets NAR Code of Ethics  
requirement of 2.5 hours

# ELEVATE YOUR GAME

## SKILLS. TECHNIQUES. TOOLS.

The RENE certification is designed to elevate and enhance negotiating skills so that today's real estate professionals can play the game to win.

Bonus! ABR®, CRB, and SRS Elective



Craft a strategy and learn when and how to negotiate



Adjust your communication style to achieve optimum results



Negotiate effectively through all communication mediums



Play out and interact in real-world scenarios



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



September 29 & 30, 2020

9:00 a.m. - 4:00 p.m.

VIRTUAL: ZOOM

Call: 248-478-1700

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

MemberMax/EduPass: FREE!

GMAR Members: \$125.00

Non-Members: \$200.00

THE FIRST AND ONLY NEGOTIATION CERTIFICATION RECOGNIZED  
BY THE NATIONAL ASSOCIATION OF REALTORS®.



Visit [REBIstitute.com](http://REBIstitute.com) for a full course description and to learn how to earn the RENE certification!



# STANDARD CON-ED

## STAY A MINUTE, LEARN A LOT!

Presented by the Greater Metropolitan Association of Realtors®

This is GMAR'S standard continuing education class. The course will consist of Disclosures & Risk Management, Service Animals, Grievance & Arbitration, Legal Updates 2020 and Realtors of Michigan: a Marijuana Update. This course will count as 3 legal and 3 general education credits.



For questions, contact:  
Traci Dean | Education Coordinator  
248-522-0341

**NEXT CLASS:**

**FREE FOR ALL MEMBERS**

**Wednesday, September 9<sup>th</sup>**

9:00am – 3:00 p.m

Presented online via



**REGISTER ONLINE!** [www.gmaronline.com](http://www.gmaronline.com)



**MORNING CHAT**  
WITH  
**YOUR AFFILIATES**



A monthly virtual series featuring open conversation with GMAR Affiliates. Casual conversation with industry experts to find out the latest industry specific information!

**SEPTEMBER 15<sup>TH</sup>**  
9:00am – 10:00am

Register Online:  
**GMARONLINE.COM/CALENDAR**





# Resort & Second Home Property Specialist Certification

**A 2-PART ONLINE ZOOM CLASS!**

September 14<sup>th</sup> | 9am – 4pm

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**



# BROKER SHORTS

**AGENCY**

Presented by the Greater Metropolitan Association of Realtors®

Broker short classes will help you hone your skills as a broker in the industry. Topics covered include safety procedures, policies, marketing, management & more!



**For questions, contact:**  
Traci Dean | Education Coordinator  
**248-522-0341**

**NEXT CLASS:**

**Tuesday, September 15<sup>th</sup>**

1:00pm – 3:00pm

Presented online via



**REGISTER ONLINE!** [www.gmaronline.com](http://www.gmaronline.com)



Greater Metropolitan  
Association of REALTORS®

NATIONAL REAL ESTATE  
**ETHICS DAY®**  
#NationalEthicsDay

to benefit:

REALTORS®  
Relief Foundation

SEPTEMBER 16 | BROADCAST LIVE!

1PM-4PM EST (10AM-1PM PST)

*Certified Participant Viewing Location*

**REGISTER FOR FREE**

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

3 GENERAL CE CREDITS



Greater Metropolitan  
Association of REALTORS®

# FEMA & Flood Zone

**AN ONLINE ZOOM CLASS!**

September 17<sup>th</sup> – 10:00am – 12:00pm

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

**Free for all members!**

[GMARonline.com/calendar](http://GMARonline.com/calendar)  
or call **248-478-1700**



**GMAR VIRTUAL EDUCATION**



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For questions, contact:  
Traci Dean | Education Coordinator  
248-522-0341

**NEXT CLASS:**

**FREE FOR ALL MEMBERS**

**Tuesday, September 22<sup>nd</sup>**

9:00am – 3:00 p.m

Presented online via



**REGISTER ONLINE!** [www.gmaronline.com](http://www.gmaronline.com)



## Military Relocation

# Professional Certification

**AN ONLINE 2-DAY ZOOM CLASS!**

September 24<sup>th</sup> – 9:00am – 4:00pm

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

**Special Member Pricing!**

[GMARonline.com/calendar](http://GMARonline.com/calendar)  
or call **248-478-1700**



**GMAR VIRTUAL EDUCATION**



# Guidance to Compliance



**AN ONLINE ZOOM CLASS!**

September 25th | 1:00pm – 3:00pm

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

**Free for all members!**

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



**GMAR VIRTUAL EDUCATION**



# Discovering Commercial Real Estate

**AN ONLINE ZOOM CLASS!**

September 28th | 9am – 12pm

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**