

Official Publication of the Greater Metropolitan Association of REALTORS®



# METROPOLITAN REALTOR®

GMAOnline.com

APRIL 2021



**Join Us as We Commemorate  
Fair Housing Month**

**MORE INFORMATION ON PAGE 6**



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 the official publication of the  
 Greater Metropolitan  
 Association of REALTORS®  
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APRIL 2021

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Michigan State Housing Development Authority ..... 5



# PLACEMAKING GRANT APPLICATION OPEN



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

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

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



## GMAR Realtors® Make a Difference!

**APPLY NOW**

Applications can be submitted between April 1st, 2021 through April 30th, 2021. Applications received thereafter are subject available to funds.



## PLACEMAKING PROJECTS

### FARMINGTON

**Downtown Art Mural:** This awesome mural in the heart of Downtown Farmington offers visitors a warm welcome to its cozy downtown.

### LEONARD

**Village Streetscape:** With the addition of some inviting new seating and permanent pottery, Downtown Leonard is blooming again!

### TAYLOR

**Taylor Conservatory Nature Walk:** This gem in the Downriver community created a walking path through a previously untouched part of the conservatory grounds.

### SOUTHFIELD

**Habitat for Humanity Women Build:** Helping our neighbors build and realize the dream of homeownership is worth every cent!

**Pegasus Art Project:** While this project hasn't officially launched, we're committed to restoring beautiful art from the former Northland Mall!

### ALGONAC

**GMAR's efforts helped install a drinking fountain for pups and their humans at the brand new Lion's Dog Park in Downtown Algonac.**

### ALLEN PARK

**Little Libraries:** By partnering with the local high school, city, and GMAR, The Allen Park Citizens Action Fund installed a Free Little Library and park bench in all 29 city parks.

### DETROIT

**Brightmore Community Garden:** Sometimes, helping passionate leaders see their vision come to reality is all we really need. A GMAR member had a vision to build an orchard house and storage shed from an abandoned property near this community garden.

**In Memory of Community Garden:** A few dollars and sweat equity really added some curb appeal to this local community garden aimed at helping loved ones grieve.

**NW Goldberg Park:** By partnering with NW Goldberg Caries, GMAR helped provide new park benches, trash receptacles, and storage for its awesome pocket park, in Detroit.

### FERRDALE

**Good Neighbors Garden:** After finding a new home in Ferrdale, the Good Neighbors Garden used funding from GMAR to install a perimeter fence to protect the garden from little critters looking to share in the garden's spoils!

### GARDEN CITY

**Fitness Court:** Garden City raised over \$50,000 from community partners, including GMAR, to win a \$30,000 match from the MEDC to install a fitness court in the City's largest park.

### HIGHLAND PARK

**The Avalon Village:** By partnering with The Avalon Village, GMAR helped local entrepreneurs band their businesses from storage containers, turned store-fronts!

### HUNTINGTON WOODS

**A GMAR Realtor, passionate about parks in Huntington Woods, helped restore a pocket park to its former glory.**

### MELVINDALE

**Veteran's Memorial Pool:** Community Leaders raised \$50,000 to re-open the Melvindale Veteran's Memorial Pool after it was shuttered during the Great Recession.

### ROYAL OAK

**Reator Parks:** As the namesake of this community gem, GMAR transformed this entire park with new park equipment, benches, flowers, signage, and free little libraries.

### WATERFORD

**After being inspired by a project in Traverse City, GMAR and Waterford worked together to install signage and an information booth along the Clinton Riverwalk.**

### WAYNE

**Derby Alley Activation:** GMAR and Michigan REALTORS partnered to double its efforts to help transform Downtown Wayne.





By KATIE WEAVER - 2021 GMAR President  
President@gmaronline.com

## Spring is Here!!!

Spring is here!!! The sun is out, and the days are longer, so you know what that means that we can squeeze in a few more houses to show our clients! Ah, the life of a Realtor.

As you know, April is Fair Housing Month! We have teamed up with our Women's Council Networks to bring you a fantastic event. Join us as we have an open discussion and learn about Equity and Inclusion- you can't have Fair Housing without them.

The Equity and Inclusion Conference will help take you from awareness to action. Diversity and inclusion are not optional in the real estate industry. This conference features a collection of speakers who will share varying perspectives to help you develop ways to be more inclusive in your day-to-day business practice.

Locate the schedule, how to register, and the insightful panel of speakers [HERE!](#)

We have giveaways and an open discussion Q&A session; this is a free conference you will want to be sure to attend. Please support your local Women's Council Networks and share this event with your fellow Members!

As we continue to reinforce our commitment to fair housing, diversity, and inclusion in the real estate industry, I am challenging you to

participate in this Fair Housing Challenge. NAR President Charlie Oppler recently issued this same challenge to all of the NAR elected and appointed leaders, and I know we can do it too!

- [Fairhaven. realtor online simulation course](#)
- [Implicit Bias Training](#)
- At Home with Diversity Certification

As an added benefit, NAR has reduced the one-time AHWD certification fee to just \$40 (usually \$75) upon completion. *(This discount only runs through May 31st.)*

Once you complete all three components – please be sure to visit this link ([click here](#)) to fill out the confirmation form and indicate the completion of each task. GMAR would like to highlight our leaders and Members for completing the Fair Housing Challenge in our upcoming Metropolitan Realtor electronic publication! (By the way – if you've already earned your AHWD Certification through NAR, you can indicate that on the form.)

Thank you again for all you do to continue to make us greater!





# With Our Deepest Sympathy

## DAVID COMPO

We are sad to inform you of the passing of David Compo.  
Of Compo Real Estate Inv. & Broker

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

## MAURICE L. RICHARDS JR.

We are sad to inform you of the passing of Maurice L.  
Richards Jr.

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

## SAM MESSINA

We are sad to inform you of the passing of Sam Messina.

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

## MARIO GOMEZ

We are sad to inform you of the passing of Mario Gomez.

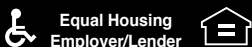
GMAR staff, leadership, and membership extend warm  
condolences to the family and friends of Mario.

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

## \$10,000 down could really help your clients.

# 10K

Helping make new homeowners in Michigan is always important to us. With our  
new MI 10K DPA, your clients could qualify for a down payment assistance loan  
of up to \$10,000 to cover down payment, closing costs, and prepaids. For details,  
go to [Michigan.gov/Homeownership](http://Michigan.gov/Homeownership).



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Terms and conditions apply. Find out more at [Michigan.gov/Homeownership](http://Michigan.gov/Homeownership).





By VICKEY LIVERNOIS  
Chief Executive Officer

## Join Us as We Commemorate Fair Housing Month

Every April, Realtors® commemorate Fair Housing month to reaffirm their continued commitment to fair and equitable treatment. April also marks the anniversary of the passing of the Fair Housing Act of 1968. Many organizations across the country plan events, educational opportunities and share articles and information designed to educate about housing discrimination and to recommit to expanding equal access to all.

I encourage you to check out some of the available resources from NAR – whether a new book added to your digital library, taking a moment to watch a short video or documentary, listen to a podcast – they have something for everyone here.

I would also like to invite you to join GMAR personally and your fellow Realtors® on April 13th for our Realtor Equity and Inclusion Conference – A Fair Housing Event. We have some fantastic speakers scheduled, including Robert Morris, Jamie Zapata, Bill Dedman, and many more. This event will be online utilizing Zoom so that you can join from anywhere! While there is no charge, we do ask that you pre-register (click here).

Lastly, I wanted to touch on something that makes me wince when I hear it - Buyer Love Letters. While many brokerages have policies not to encourage, use or distribute Love Letters, it is still very prevalent.

Recently an acquaintance of mine listed their home, as is in today's market – they had received multiple offers and numerous letters from buyers. While they were talking with me, they indicated it was hard to choose between the presented offers, but they ended up picking the perfect family, with a few children of their own.

Their daughter even looked a little bit like their own daughter. You can imagine how I was

cringing on the inside. I couldn't resist telling them how they should not have even been presented those letters and certainly should not have used the information contained in them as a determining factor on which offer they chose.

After explaining, they understood and were concerned and asked why they would have been presented? They didn't even know such a thing had existed until their Realtor® provided them with some of the offers.

Countless meetings, articles, conversations over the past few years have all said these should be avoided at all costs – and here is why:

Seemingly a harmless attempt to stand out to a seller, especially in a hot market with low inventory and bidding wars, these letters raise fair housing concerns. They could open Realtors® and their clients to fair housing violations.

These letters will often contain personal information that reveals the characteristics of the buyer. Consider this example, as presented by NAR: A potential buyer writes to the seller that they can picture their children running down the stairs on Christmas morning for years to come in the house.

This statement reveals the potential buyer's familial status and their religion, both of which are protected characteristics under fair housing laws. Using protected characteristics as a basis to accept or reject an offer, as opposed to price and terms, would violate the Fair Housing Act.

To that end, there are some best practices that I wanted to share for your consideration to help protect you and your clients from fair housing liability:

- Educate your clients about fair housing laws and the pitfalls of buyer love letters.
- Inform your clients that you will not deliver buyer love letters and advise others that no

*continued on page 7*

buyer love letters will be accepted as part of the MLS listing.

- Remind your clients that their decision to accept or reject an offer should only be based on objective criteria.
- If your client insists on drafting a buyer love letter, do not help your client draft or deliver it.

- Avoid reading any love letter drafted or received by your client.
- Document all offers received and the seller's objective reason for accepting an offer.

As always, thank you for being a Greater Realtor! I hope to see you on April 13th – this is going to be a fantastic event! Please don't forget to register in advance.

## GMAR Leadership Met the Challenge... Will You?

Earlier this year, Katie Weaver, our 2021 President, challenged the entire volunteer leadership at GMAR to take the Fair Housing Challenge. Her challenge to each of our Committee Chairs, Vice Chairs, Committee Members, and the Board of Directors was to complete three tasks related to Fair Housing, Diversity, Equity, and Inclusion.

Our goal is to continue to raise awareness and strengthen our commitment to fair housing in the real estate industry as we plan for the future of our Association and for a strong role in our communities. The challenge included completed the online Fairhaven Simulator, watching the Implicit Bias Video, and completing the At Home with Diversity course.

While our leaders already work tirelessly on behalf of the 10,300 members in GMAR – we had many who stepped up and met this challenge:

- Katie Weaver, President, Real Living Kee Realty
- Dee Dee Ohara Blizzard, District 5 Director, Global Real Estate Consulting LLC
- Nikki Trombley, Grievance Committee, Arterra Realty
- Jaye Sanders, Diversity and Inclusion Committee Chair, Nextpointe Real Estate
- Stephen Smith, Technology Committee Vice-Chair, Internet Real Estate, Inc.
- Alton Williams II, Diversity and Inclusion Committee, EXP Realty
- Dennis F. Kozak, RPAC Committee, Coldwell Banker Weir Manuel
- Melissa Degen, Member Engagement Committee Co-Chair, Remerica United Realty
- James Cristbrook, Financial Planning Committee & 2020 Past President, Shain Park, Realtors®
- S. Toni Jennings, District 7 Director, Adobe Detroit
- Michael J. Fontana, Affiliate Committee, Guaranteed Rate
- James Iodice, Placemaking Committee, Coldwell Banker Weir Manuel

- John McArdle, Government Relations Committee, Remerica Hometown One
- Michael Procissi, Grievance Committee, Power House Group Realty
- Kathleen Coon, Placemaking Committee, Real Living Great Lakes Real Estate
- Anthony Schippa, RPAC Committee, Remerica United Realty
- John O'Brien, Financial Planning Committee, Real Estate One
- Debbie DeAngelo, Financial Planning Committee, Remerica United Realty
- Katherine Culkeen, Member Engagement Committee Co-Chair, Linnell & Associates, PLLC
- Chelsea Cain, Grievance Committee, Max Brook Realtors
- Doug Gartley, Grievance Committee, Rocket Homes,
- Teri Spiro, President Elect, Coldwell Banker Weir Manuel
- Michael Brown, At Large Director, Re/Max Cornerstone
- Michelle D. Morris-Mays, Government Relations Committee, Keller Williams Showcase Realty
- Angelique Whidby, Diversity and Inclusion Committee Vice-Chair, Keller Williams Home

We thank these members for continuing to go above and beyond and show their commitment to diversity, equity, and inclusion in the real estate industry.

We encourage you to take the challenge as well! Once you have completed those three tasks, simply [CLICK HERE](#), and complete the form. We will choose a few Realtors to highlight on our social media pages throughout the year!

### LINKS FOR ARTICLE:

- [Fairhaven.realtor](#)
- [Implicit Bias Video](#)
- [At Home with Diversity Course](#)
- [Fair Housing Challenge Completion Form](#)



By TRAVIS GREER  
GMAR Director of Realtor®  
and Community Affairs

## Short Term Rental Ordinances, Galore!

Being pent-up social activity and the easing of some COVID restrictions, folks are trying to get away! More and more homeowners are renting their homes for weekends, and more and more investors are purchasing properties to rent them as dedicated short-term rentals on platforms like Airbnb, VRBO, HomeAway, and others. Unfortunately, there have been some incidences where things got out of control and disturbances were caused. In an effort to better control the activity, local governments in Southeast Michigan have moved quickly to act!

In just the last month, Franklin, Livonia, and Ferndale have all had short-term rental ordinances up for consideration.

After meeting with the Franklin Village Council members, GMAR, along with our partners, successfully persuaded Village Leaders to pause the proposal before them that would have effectively banned short-term rental properties in Franklin. After learning of legal concerns regarding the proposal, the Council decided it would be best to hold off and study the issue further.

In Livonia, city leaders and GMAR worked together for over 18 months on developing a solution to address growing concerns surrounding a couple of terrible actors. Just as we were nearing the end, COVID struck,

and the issue was pushed to the back burner. Unfortunately, last month, an incident at a property listed on Airbnb reminded city leaders of the need to adopt an ordinance implementing inspections and registration of short-term rental properties. The city council is currently adopting an ordinance, and GMAR is considering supporting the ordinance, as it balances the rights of property owners to rent their properties without undue burden—and protects the safety and stability of the neighborhood.

In Ferndale, city leaders and a workgroup have developed a reasonably balanced proposal that would require registration, inspections, and annual permitting but limits the number of non-owner occupied STR licenses to 10% of the number of residential units on that particular block. GMAR is still studying this proposal and plans to take a formal position in the coming weeks.

At GMAR, we'll continue to be the voice of private property rights in local government across the region. If you hear of a local government near you considering a short-term rental ordinance, please be sure to reach out to us!





# GMAR EDUCATION CALENDAR 2021

## APRIL 2021

### GREEN DESIGNATION-3 DAYS

\*\* Must attend all 3 days\*\*

CE Credits: 15 standard

April 6-8

12:00 p.m. – 4:00 p.m.

VIRTUAL

Instructor: Bart Patterson

FREE, Membermax & EduPass

\$125, Members

\$200 Non-Member

Register Here: <https://bit.ly/397o0Rg>

### A LEGAL PERSPECTIVE

CE Credits: 3 standard

April 8

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

Virtual

FREE, Members

\$50, Non- Members

Register Here: <https://bit.ly/3u0qP9V>

### DISCOVERING COMMERCIAL REAL ESTATE

CE Credits: 2 Standard & 1 legal

April 12

09:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor: Anthony Jabonski

FREE, Membermax & EduPass

\$25, Members

\$35, Non-Members

Register Here: <https://bit.ly/20ZULnx>

### MANAGING YOUR BUSINESS: RETIREMENT & SUCCESSION PLANNING

CE Credits: 3 standard

April 15

9:00 a.m. - 1:00 p.m.

VIRTUAL

FREE!

Register Here: <https://bit.ly/3vRxPHJ>

### SHORT SALE & FORECLOSURE CERTIFICATION (SFR)- 2 DAYS

\*\* Must attend both days\*\*

CE Credits: 6 standard, 2 legal

April 19 & 20

10:00 a.m. – 1:30 p.m.

VIRTUAL

Instructor: Diane Kroll

FREE, Membermax & EduPass

\$39, Members

\$49, Non-Member

Register Here: <https://bit.ly/3cRZaRe>

### GUIDANCE TO COMPLIANCE

CE Credits: 2 legal

April 20

1:00 p.m.- 3:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

FREE, Membermax & EduPass

\$20, Non-Members

Register Here: <https://bit.ly/3caZpYK>

### MILITARY RELOCATION PROFESSIONAL CERTIFICATION (MRP)-2 DAYS

\*\* Must attend both days\*\*

CE Credits: 8 standard

April 22 & 23

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Leslie Ashford

FREE, Membermax & EduPass

\$49, Members

\$59, Non-Member

Register Here: <https://bit.ly/31aXjB0>

### SENIOR REAL ESTATE DESIGNATION (SRS)- 3 DAYS

\*\* Must attend all 3 days\*\*

CE Credits: 13 standard and 2 legal

April 27-29

12:00 p.m. – 4:00 p.m.

VIRTUAL

Instructor: Bart Patterson

FREE, Membermax & EduPass

\$175, Members

\$199, Non-Members

Register Here: <https://bit.ly/3reT560>

## Knowing your Instructor

“

I know the military community appreciates Realtors® who make the effort to understand their unique real estate needs. The MRP gives you a competitive edge over other Realtors® in the eyes of military veterans.”



**Leslie Ashford**

GMAR Instructor

Register for upcoming GMAR Education Courses:  
[www.gmaronline.com/education](http://www.gmaronline.com/education)

## NEW MEMBERS

Abro, Dimitri–Hall & Hunter  
Akre, Andrea–Hall & Hunter  
Alami, George–Hall & Hunter  
Aleksi, Lorenc–Howard Hanna Real Estate Servi  
Allen, Debra–KW Domain  
Allen, Jennifer–KW Domain  
Alsaadawi, Hussein–Max Broock, REALTORS, Brmngm  
Alshara, Thergam–Shain Park, REALTORS  
Alyas, Leann–Shain Park, REALTORS  
Andersen, Lucy–Signature Sotheby's Inter.  
Arcari, Annabella–Signature Sotheby's Inter.  
Balogun, Idowu–Signature Sotheby's Inter.  
Barnett, Brittany–Patrick Tully  
Baskin, LaTanya–Michi Real Estate  
Berlin, Mark–New Concepts Realty  
Blair, Todd–Real Living Kee Realty Roch.  
Bobby, MacKenzie–Real Living Kee Realty Clinton  
Boyer, Ryan–Arterra Realty Clinton Twp  
Bridges, Demetrius–Select R.E. Professionals Inc.  
Brinkerhoff, Alexis–Network Realty, Inc  
Brown, Theodora–Real Living Kee Realty  
Bucklin, Alexandra–@properties Detroit  
Busch, David–@properties Detroit  
Capers, Michael–Keller Williams Metro  
Capicchioni, Paola–Keller Williams Metro  
Caron, Jennifer–Keller Williams Metro  
Carson, Fate–Keller Williams Metro  
Catka, Stacie–Ambassador Real Estate Inc.  
Cesnick, Steven–Bowers Realty & Investments  
Clark, Shawna–Real Estate One, Inc Central  
Cook, Julie–EXP Realty, LLC  
Coules, Sandee–EXP Realty, LLC  
Crain, Ashley–Anthony Djon Luxury Real Estat  
Curtis, Bryar–Anthony Djon Luxury Real Estat  
Dambrosi, Anthony–Brookstone, Realtors  
Darby, Laura–Brookstone, Realtors  
Darnell, Kecia–Brookstone, Realtors  
Deljosevic, Ljeza–EXP Realty, LLC  
Dell, Klaudia–EXP Realty, LLC  
DeSanto, Angela–EXP Realty, LLC  
Dow, Andrew–EXP Realty, LLC  
D'Spain, Christopher–EXP Realty, LLC  
Duckworth, Dylan–EXP Realty, LLC  
Elliott, Nicole–EXP Realty, LLC  
Elliott, Sarah–EXP Realty, LLC  
Farchione, Nina–EXP Realty, LLC  
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Haddox, Harley–EXP Realty, LLC  
Haidar, Rami–Keller Williams Somerset  
Harrell, Alex–Keller Williams Somerset  
Harris, Ryan–Keller Williams Somerset  
Harris, Cyle–RE/MAX Eclipse  
Harris, Linda–Thrive Realty Company  
Harvey, Ericka–Real Estate Market Center, LLC  
Henderson, Mark–Realty Executives Home Towne  
Hicks, Vincent–Expert Realty Solutions Inc.  
Hittleman, LaRaeia–Expert Realty Solutions Inc.  
Holcomb, Allison–Expert Realty Solutions Inc.  
Holloway, Lakita–Stukkie Real Estate  
Holmes, Chanel–NextHome Evolution  
Houston, Jessica–Keller Williams Legacy  
Hubbard, Peter–Real Estate One  
Ireland, Tonya–Empire Realty Group  
Jablonski, Janet–Century 21 Curran & Oberski  
Jackson, Jeffrey–Concept Realty Inc  
James, Johnathan–Elite Realty  
Johnson, Cameron–Elite Realty  
Johnson, Leigh–Vision Realty Centers, LLC  
Kahwaji, Salah–EXP Realty, LLC  
Karam, Andrew–EXP Realty, LLC  
Katari, Pranav–EXP Realty, LLC  
Kelley, Addison–EXP Realty, LLC  
Kelly, Richard–National Realty Centers Northv  
Keyes, Leslie–National Realty Centers Northv  
Kiehle, Laura–National Realty Centers Northv  
Koch, Calvin–Remerica Integrity II  
Kuhn, Joel–Coldwell Banker Weir Manuel  
Kull, Robert–Cook & Associates  
Kzirian, Andre–Dwellings Michigan  
Leach, Megan–KW Professionals  
Lee, Vicki–KW Professionals  
Leonard, Mishalay–KW Professionals  
Leonte, Richard–KW Professionals  
Liniarski, Maria–KW Professionals  
Lockwood, Julianne–KW Professionals  
Lutton, Leslie–KW Professionals  
Manduzzi, Daniel–KW Professionals



Marshall, Warren–KW Professionals  
Martin, Kamirah–Landmark Realty  
McCalister, Brian–RichRealty  
McFarland, Kaylee–Century 21 Premier  
Mehall, Jennica–Coldwell Banker Weir Manuel  
Melton, Eric–Coldwell Banker Weir Manuel  
Mendoza, Arturo–Coldwell Banker Weir Manuel  
Moin, Syed–EXP Realty, LLC  
Morse, Alexandria–Help-U-Sell of Metro Detroit  
Mughannem, Theresa–Parker Wright Real Estate  
Nailer-Vega, Rosalyn–Re/Max Cornerstone  
Nardi, Louis–Radrick Realty LLC  
Obeid, Paul–Clients First, Realtors®  
O'Donnell, Kelly–Real Estate One  
Overmyer, Ryan–Real Estate One  
Owens, Jeremiah–iTech Realty  
Peake, Benjamin–American Realty Network  
Peebles, Chelly–Cosmopolitan Real Estate Servi  
Perez-Valle, Peter–Metropolitan Real Estate Group  
Perkins, Steven–Rocket Homes Real Estate LLC  
Peshku, Ilvi–Eastside Real Estate Services  
Peters, Lucy–Keller Williams Realty GP  
Peterson, Rebecca–Pretty Homes Realty, LLC  
Philip, Jeena–REIMC  
Phillips, Stephen–1st. Michigan Realty LLC  
Podorsek, Deborah–RE/MAX Eclipse  
Prescott, Alicia–RE/MAX Eclipse  
Rabinowitz, Anna–M/I Homes of Michigan, LLC  
Raden, Ryan–Brookview Realty  
Rhome, Jillian–Coldwell Banker Weir Manuel  
Riccobono, Stephanie–Keller Williams Paint Creek  
Richardson, Ralph–Re/Max Defined  
Riedel, Daniel–Vanguard Realty Group LLC  
Robbins, Jonathan–Keller Williams Realty Central  
Roberts, Brenda–Keller Williams Realty Central  
Rohlf, Courtney–Keller Williams Realty Central  
Sanchez, Brian–Keller Williams Realty Central  
Sanchez, Michael–Keller Williams Realty Central  
Sastre, Javier–Market Value Property Specia  
Savage, Paul–EXP Realty, LLC  
Schneider, Robert–CAULEY KUHN REALTY LLC  
Schopieray, Kristen–Level Plus Realty  
Sekhon, Khushdeep–RE/MAX Eclipse  
Semma, Michelle–Bloomingdale Realty  
Shebley, Ali–KW Home Realty  
Sheridan, Sydney–KW Home Realty  
Sherman, Lindsay–KW Home Realty  
Simancas, Joseph–WKHK, Inc.  
Skindell, Jennifer–Great Lakes Real Estate Agency

Smith, Bianca–Great Lakes Real Estate Agency  
Smith, Bianca–Great Lakes Real Estate Agency  
Smith, Savannah–Great Lakes Real Estate Agency  
Snapp, Jaime–RE/MAX Classic  
Sommers, Joseph–Internet Real Estate, Inc.  
Spohn, Joshua–3DX Real Estate, LLC.  
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Stenger, Brian–KW Advantage  
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Washington, Hunter–Real Estate One, Inc.  
Washington, Brian–Five Star Real Estate Commerce  
Weber, Michael–KW Showcase Realty-Commerce  
White, Kinshasha–Vylla Homes  
Whiteside, Agnes–Vylla Homes  
Williams, Hyla–Vylla Homes  
Williams, Toni–Vylla Homes  
Wood, Sharon–Vylla Homes  
Yatooma, Kathleen–Mitten Realty Group  
Young, Karina–The Kelder Group LLC  
Young, Karin–Re/Max Edge  
Youssef, Linda–Crown Real Estate Group

## We Couldn't Do It Without You

### THANK YOU ORIENTATION SPONSORS FOR THE MONTH OF FEBRUARY 2021:

PILLAR TO POST  
TEDDER WHITLOCK CONSULTING

### THANK YOU ORIENTATION SPONSORS FOR THE MONTH OF MARCH 2021:

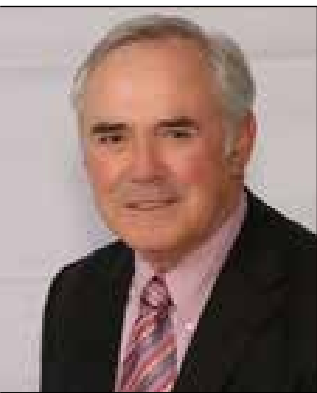
U.S. BANK  
CHANGING PLACES MOVING







By GORDON MCCANN  
GMAR RPAC Chair



## It's a Seller's-Market!

With Interest rates still near the historic lows, we have been able to enjoy the last several months in a seller's-market with listings selling in one or two days. The ability of Michigan Realtors® to show homes during this time is solely the result of your RPAC investments.

RPAC is your pipeline for working on issues that allowed us to list and show homes these past several months and our continued relationships with the legislature and the Governor. While they do not always agree with each other's direction, both government branches have allowed Realtors to be recognized as an essential service, and the response has been terrific.

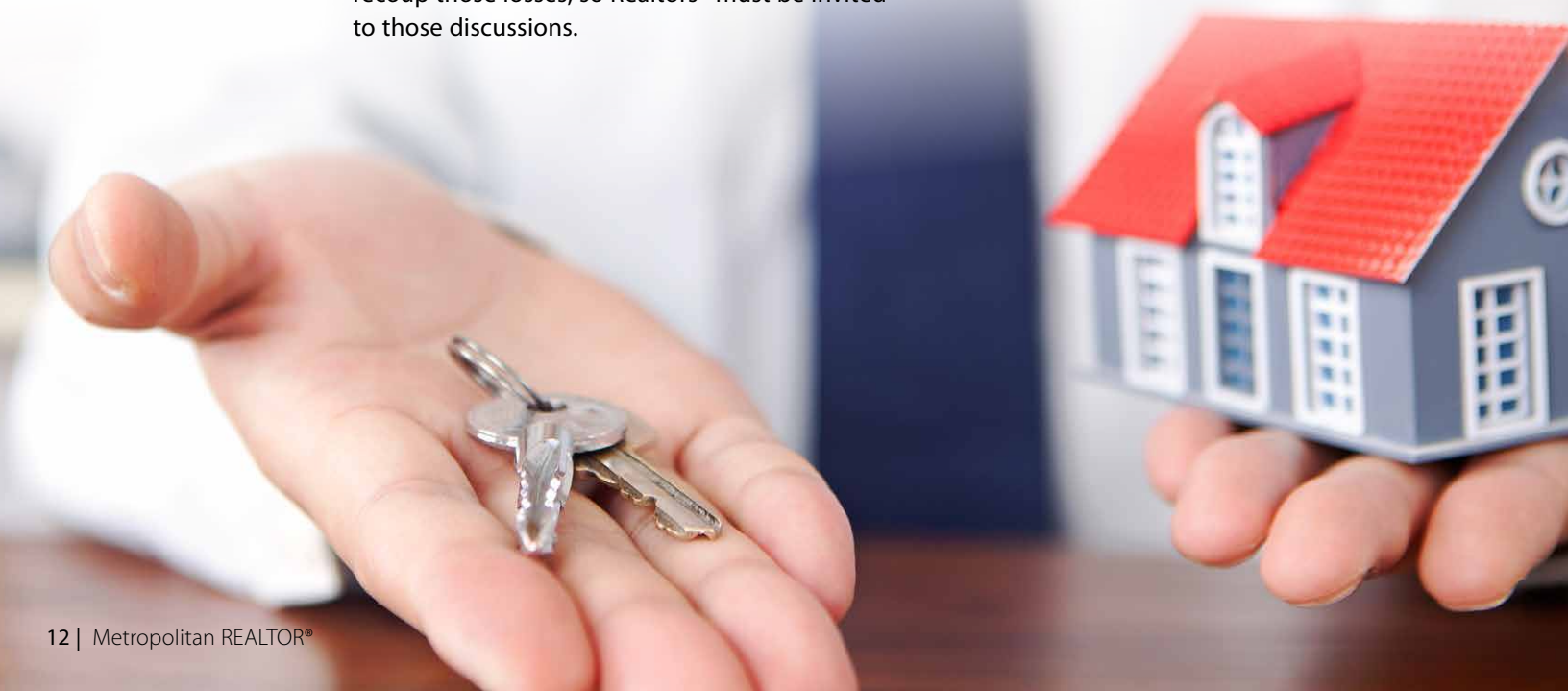
If you are an RPAC investor, thank you for your support. If you have not yet made an RPAC Investment in 2021, it's time you become invested in the future of your profession.

The effects of COVID-19 on government budgets have been steep. Many in Lansing and Washington are having discussions on how to recoup those losses, so Realtors® must be invited to those discussions.

Think of it this way—there is a large dinner party going on where agreements are being made on how to finance these programs and make up for lower revenues going to the state and federal government. With your RPAC investments in Realtor Champions, we are at that table, providing input on the decisions being made about the items on the menu. Without your RPAC investments, the issues important to us are instead on the menu; you and your listings could be faced with footing the bill for the whole dinner party.

Currently, state and local taxes on the sale of a property is 0.86%, and you only pay 4.4% tax on your net income. What effect would a 2.0% tax on property sales and another 6% reduction have on your income? These situations have occurred in other states, and your RPAC Investments kept them from happening in Michigan. Have you made your RPAC Investment this year?

Go to [www.gmaronline.com/invest](http://www.gmaronline.com/invest) to do your part today!



# 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 February 2021.

Monib Abdo	Debra DeAngelo	Mark Hoffman	Arturo Mendoza	Theresa Shrader
Andrea Akre	Melissa Degen	Jennifer Hoover	Alan Millard	Saif Siddiqui
Hussein Alsaadawi	John DesJardins	Peter Hubbard	Syed Moin	Joseph Simancas
Leann Alyas	Margaret Dresser	Kevin Hultgren	David Morgan	Jennifer Skindell
Joseph Anderson	Courtney Drew	Connie Isbell	Alexandria Morse	Joseph Sommers
Phillip Ausman	Jamie Driscoll	Janet Jablonski	Louis Nardi	Linda Spindura
Cynthia Bagley	Michael Dunn	Lorraine James	Marc Nocera	Theresa Spiro
Kathleen Barker	Venus Durr	Ronald Jasgur	Clara Norris	Emma Stephens
Robbin Barnes	Jon Eckerly	Elizabeth Johnson	Paul Obeid	Bob Struck
Brittany Barnett	Alonzo Edwards	Gordon Johnson	Adam Oberski	Johnna Struck
Mark Berlin	Carole Eizelman	Sherri Johnson	E'toile O'Rear-Libbett	Michael Swanberg
Sharon Bonner	Cathy Elias	Meriem Kadi	Ilvi Peshku	Brenda Szlachta
Jason Borregard	Jane Evans	Salah Kahwaji	Dorene Phan	Shannon Szpara
Christin Bracken	Anthony Facione	Andrew Karam	Charles Pickering	Ronnie Targanski
Alexis Brinkerhoff	Jeffery Fanto	Bonnie Kerman	Christopher Plummer	Stephanie Taylor
Thomas Brisbois	Michael Fazio	Leslie Keyes	Alicia Prescott	Benjamin Tredwell
Althea Brown	Sarah Foster	Pam King	Aaron Pringle	Sheena Upshaw
Theodora Brown	Kristian Fountain	Bill Kokenos	Ryan Raden	Eva Vermeesch
Paula Burin	Cloteal Fowler	Dennis Kozak	Theresa Rammner	Christopher Waring
David Busch	Sherry Frazier	Lonnie Kupras	Eric Raymo	Catherine Waun
James Bynum	Ellen Frink	Constance La Barge Thomas	Darby Reynaert	Katie Weaver
Paola Capicchioni	Jerry Gardner	Mark Lagana	Heidi Rhome	Michael Weber
Lora Carlton	Mario Getaw	Sheilah Lemanski	Stephanie Riccobono	Misty Weisenberger
Michael Carr	Lauryn Gibas	Sara Lipnitz	Elizabeth Rogers	Kinshasha White
Lila Casenave Pappal	Sarah Gilleran	James Littlepage	Courtney Rohlfs	Vicki Whitt
Lori Chattinger	Keyontay Gilmore	Lynn Louton	Mary Ross	Lee Wilbanks
Syed Chowdhury	Nathaniel Goudy	Jane Lowell	Michael Rousseau	Claire Williams
Joel Clark	Dianne Gouin	Leslie Lutton	Keith Ruloff	Sheila Williams
Shawna Clark	Diana Grice	Bradley Madding	Frederick Ryckman	Wanda Williams
Debby Clinesmith	Casey Gurner	James Mangiapane	Karen Ryckman	Alton Williams II
Sandee Coules	Adam Hammons	Lana Mangiapane	Charese Sailor	Jade Wimpey
James Courtney	Michael Hannah	Yvonne Marks	Adrienne Sain	Mary Wolfe
Todd Craft	Karen Harlin	Diane Martin	Mohammad Saleem	Sharon Wood
Rebecca Cunningham	Cyle Harris	Kamirah Martin	Michael Sanchez	Carol Woodard
Christopher Daggy	Cynthia Harris	Roger Martin	Javier Sastre	Nhia Yang
Anthony Dambrosi	Elizabeth Harris	Dominic Marzicola	Paul Savage	Kathleen Yatooma
Patricia Darin	Linda Harris	Cecile Massey	Shelley Schoenherr	Karina Young
Kecia Darnell	Richard Harrison	David Mathieu	Carol Schraubert	Lonnie Young
Bernadine Davis	Erica Harvey	David Maurice	Gwen Schultz-Ofira	Linda Youssef
Emily Day	Claudia Hernandez	Marilyn Mayberry	Michelle Semma	Jonathan Zaia
Tammy Deane	Kevin Higgins	Roger McDavid	Rutha Sharpe	Michelle Zarghami

*\*Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a*



By RENEE SMITH  
2021 GMAR Affiliate Committee Chair  
Title Partners/Business Development Manager  
rsmith@mytitlepartners.com

## Is there Luck in Real Estate?

Don't let April Showers drown out your excitement for an upcoming Spring selling and buying season! At this time last year, we saw store shelves cleared out of toilet paper, paper towels, sanitizer, etc. This year it seems we are in the same boat with housing inventory. However, all reports seem to show a light ahead.

As you know all too well, homes are selling as fast as you are listing them and typically over asking with multiple offers and guarantees that have never been seen before. For your clients to get the best price, best terms, and best timing is to make their home sparkle to sell with spring

cleaning and updating where necessary and the paperwork involved in the transaction. For your listing clients, be sure to investigate pre-title and know who is currently on the deed to the property and, therefore, able to sign the contract. For your buying clients, be sure they are in touch with a mortgage professional and have a solid preapproval letter to back up the offer.

GMAR's affiliates are here to help in any way we can. Please do not hesitate to reach out to any of us; we are happy to assist you and your clients!



Meet your   
**Affiliate**



A 25+ year veteran, handling residential purchase or refinance transactions in Michigan. Michael is a past recipient of the GMAR Affiliate of the Year award and one of two individuals across the State of Michigan who has received all 3 annual awards from the Michigan Mortgage Lenders Association.

**Visit us online!**  
[www.rate.com/loan-expert/michaeljfontana](http://www.rate.com/loan-expert/michaeljfontana)



# TOOLSHOP

# MONTHLY SALE

Visit us online!

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

 248-478-1700



### 6102- Home for Sale Sign

Choose: Red/White or Blue/White

GMAR Member Price: \$4.75

April Member Sale Price: \$3.75



### 6052- REALTOR Baseball Cap

Choose: Black, Yellow, Red, White, Blue, Green, and Pink

GMAR Member Price: \$10.95

April Member Sale Price: \$8.95



### 6381- Silver Diamond Lapel Pin

GMAR Member Price: \$24.00

April Member Sale Price: \$19.99



### 6246- REALTOR Visor

Choose: Black, Blue, and White

GMAR Member Price: \$8.50

April Member Sale Price: \$6.95



### 6458- R Stands for REALTOR Tee

Only comes in the Grey

GMAR Member Price: \$22.00

April Member Sale Price: \$19.99



### 6297- Ladies Bling V-Neck

Comes in Red, Blue, Black, and Pink

GMAR Member Price: \$30.00

April Member Sale Price: \$23.00

# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

Here are the monthly real estate statistics for the month of February for the Tri-County area. The PDF of housing statistics can also be located in our knowledge library here: [gmaronline.com/resources/library](http://gmaronline.com/resources/library)

## FEBRUARY 2021 QUICK TAKES RESIDENTIAL PROPERTY

**2,751**  
Homes Sold



**55.4%**  
Inventory Decrease  
since **January**

**\$235,144**  
Average Sales Price

**1** Months Supply of  
Inventory



## OAKLAND, WAYNE & MACOMB FEBRUARY 2021 RESIDENTIAL PROPERTY QUICK TAKES

**OAKLAND**

**927**  
Homes Sold

**\$357,764**  
Average Sales Price

**WAYNE**

**1,114**  
Homes Sold

**\$181,205**  
Average Sales Price

**MACOMB**

**826**  
Homes Sold

**\$186,000**  
Average Sales Price

# Local Market Update – February 2021

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.

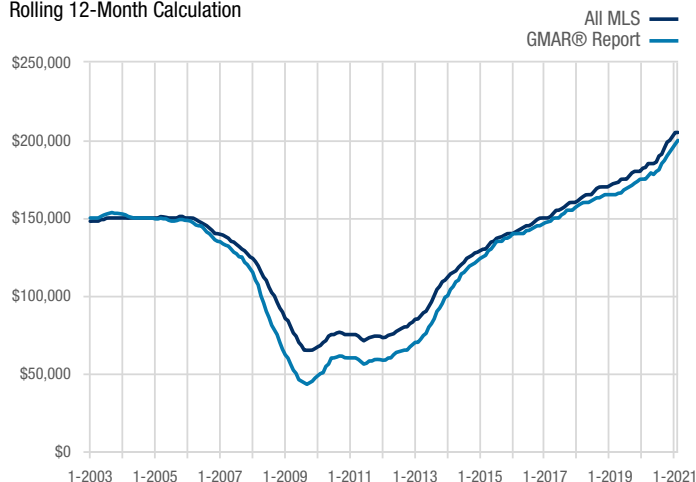
Residential Key Metrics	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	4,170	<b>3,307</b>	- 20.7%	8,356	<b>6,710</b>	- 19.7%
Pending Sales	3,313	<b>3,214</b>	- 3.0%	6,372	<b>6,491</b>	+ 1.9%
Closed Sales	2,788	<b>2,751</b>	- 1.3%	5,514	<b>5,725</b>	+ 3.8%
Days on Market Until Sale	52	<b>34</b>	- 34.6%	51	<b>35</b>	- 31.4%
Median Sales Price*	\$165,000	<b>\$189,000</b>	+ 14.5%	\$162,000	<b>\$190,000</b>	+ 17.3%
Average Sales Price*	\$201,547	<b>\$235,144</b>	+ 16.7%	\$202,748	<b>\$235,635</b>	+ 16.2%
Percent of List Price Received*	96.5%	<b>99.3%</b>	+ 2.9%	96.4%	<b>98.9%</b>	+ 2.6%
Inventory of Homes for Sale	8,296	<b>3,696</b>	- 55.4%	—	—	—
Months Supply of Inventory	2.2	<b>1.0</b>	- 54.5%	—	—	—

Condo Key Metrics	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	845	<b>729</b>	- 13.7%	1,733	<b>1,490</b>	- 14.0%
Pending Sales	644	<b>654</b>	+ 1.6%	1,279	<b>1,330</b>	+ 4.0%
Closed Sales	567	<b>594</b>	+ 4.8%	1,117	<b>1,131</b>	+ 1.3%
Days on Market Until Sale	49	<b>43</b>	- 12.2%	49	<b>42</b>	- 14.3%
Median Sales Price*	\$165,000	<b>\$180,000</b>	+ 9.1%	\$164,000	<b>\$178,000</b>	+ 8.5%
Average Sales Price*	\$199,101	<b>\$219,327</b>	+ 10.2%	\$206,110	<b>\$216,464</b>	+ 5.0%
Percent of List Price Received*	97.3%	<b>98.4%</b>	+ 1.1%	97.1%	<b>98.1%</b>	+ 1.0%
Inventory of Homes for Sale	1,731	<b>1,114</b>	- 35.6%	—	—	—
Months Supply of Inventory	2.4	<b>1.6</b>	- 33.3%	—	—	—

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

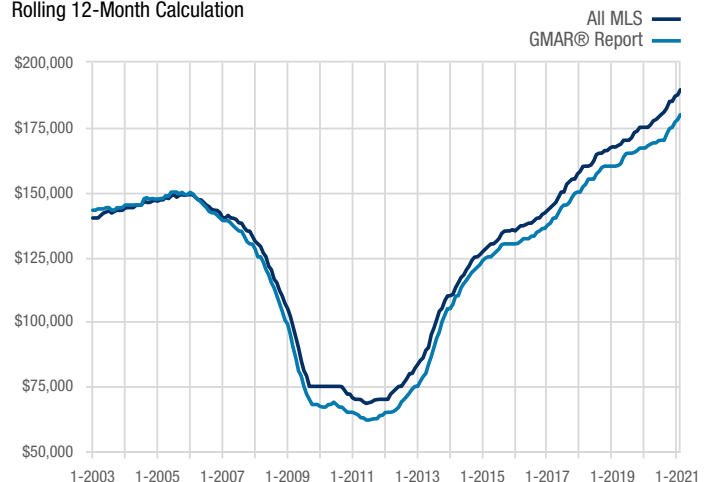
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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

Current as of March 5, 2021. All data from Realcomp II Ltd. Report © 2021 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)

## Here Today, Gone Tomorrow

*Market demand sees days-on-market drop 34% to 44-day average, showings per home double*

### Quick Facts

**+ .7%**

Year-Over-Year Change  
in **Closed Sales**  
Residential and Condo

**-10.1%**

Year-Over-Year Change  
in **Pending Sales**  
Residential and Condo

**+ 11.1%**

Year-Over-Year Change  
in **Median Sales Price**  
Residential and Condo

**-20.8%**

Year-Over-Year Change  
in **New Listings Received**  
Residential and Condo

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

### February Real Estate Market Commentary:

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, "while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year."

With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

Closed Sales decreased 0.8 percent for Residential homes but increased 11.8 percent for Condo homes. Pending Sales decreased 12.1 percent for Residential homes but increased 4.7 percent for Condo homes. Inventory decreased 57.0 percent for Residential homes and 38.4 percent for Condo homes.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 17,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp 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	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		10,570	8,374	- 20.8%	21,302	16,987	- 20.3%
Pending Sales		8,872	7,974	- 10.1%	17,007	16,454	- 3.3%
Closed Sales		7,176	7,228	+ 0.7%	14,253	14,970	+ 5.0%
Days on Market Until Sale		67	44	- 34.3%	66	46	- 30.3%
Median Sales Price		\$175,000	\$194,350	+ 11.1%	\$174,000	\$194,017	+ 11.5%
Average Sales Price		\$208,643	\$238,108	+ 14.1%	\$209,958	\$236,860	+ 12.8%
Percent of List Price Received		97.0%	99.1%	+ 2.2%	96.8%	98.8%	+ 2.1%
Housing Affordability Index		187	181	- 3.2%	188	182	- 3.2%
Inventory of Homes for Sale		24,338	11,071	- 54.5%	--	--	--
Months Supply of Inventory		2.4	1.1	- 54.2%	--	--	--

Current as of March 5, 2021. All data from Realcomp II Ltd. Report © 2021 ShowingTime. | 15

## Listing and Sales Summary Report February 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Feb-21	Feb-20	% Change	Feb-21	Feb-20	% Change	Feb-21	Feb-20	% Change	Feb-21	Feb-20	% Change
<b>All MLS (All Inclusive)</b>	<b>7,228</b>	<b>7,176</b>	<b>+0.7%</b>	<b>\$194,350</b>	<b>\$175,000</b>	<b>+11.1%</b>	<b>44</b>	<b>67</b>	<b>-34.3%</b>	<b>11,071</b>	<b>24,338</b>	<b>-54.5%</b>
City of Detroit*	285	323	-11.8%	\$66,625	\$45,000	+48.1%	57	56	+1.8%	1,089	2,261	-51.8%
Dearborn/Dearborn Heights*	154	146	+5.5%	\$180,000	\$144,950	+24.2%	21	37	-43.2%	164	367	-55.3%
Downriver Area*	315	312	+1.0%	\$150,000	\$129,900	+15.5%	26	51	-49.0%	266	701	-62.1%
Genesee County	320	326	-1.8%	\$157,000	\$145,000	+8.3%	37	58	-36.2%	469	1,152	-59.3%
Greater Wayne*	997	1,024	-2.6%	\$172,000	\$150,000	+14.7%	28	46	-39.1%	1,065	2,439	-56.3%
Grosse Pointe Areas*	39	50	-22.0%	\$305,000	\$250,000	+22.0%	71	60	+18.3%	71	175	-59.4%
Hillsdale County	41	35	+17.1%	\$159,000	\$135,000	+17.8%	58	112	-48.2%	87	158	-44.9%
Huron County	3	6	-50.0%	\$83,000	\$128,450	-35.4%	95	141	-32.6%	22	64	-65.6%
Jackson County	151	134	+12.7%	\$149,900	\$154,250	-2.8%	68	90	-24.4%	303	429	-29.4%
Lapeer County	65	72	-9.7%	\$215,000	\$214,950	+0.0%	36	57	-36.8%	141	309	-54.4%
Lenawee County	96	78	+23.1%	\$176,000	\$148,000	+18.9%	67	118	-43.2%	200	332	-39.8%
Livingston County	138	181	-23.8%	\$289,950	\$263,000	+10.2%	40	63	-36.5%	239	587	-59.3%
Macomb County	826	808	+2.2%	\$186,000	\$169,000	+10.1%	32	50	-36.0%	801	2,028	-60.5%
Metro Detroit Area*	3,404	3,521	-3.3%	\$204,450	\$180,000	+13.6%	34	51	-33.3%	4,789	10,608	-54.9%
Monroe County	121	117	+3.4%	\$195,000	\$175,000	+11.4%	63	75	-16.0%	210	395	-46.8%
Montcalm County	46	48	-4.2%	\$171,000	\$139,500	+22.6%	56	129	-56.6%	68	153	-55.6%
Oakland County	1,158	1,185	-2.3%	\$266,000	\$241,000	+10.4%	35	52	-32.7%	1,595	3,293	-51.6%
Saginaw County	131	121	+8.3%	\$117,150	\$114,900	+2.0%	37	48	-22.9%	136	354	-61.6%
Sanilac County	27	28	-3.6%	\$150,000	\$104,500	+43.5%	51	112	-54.5%	48	151	-68.2%
Shiawassee County	65	51	+27.5%	\$142,500	\$114,000	+25.0%	46	44	+4.5%	77	176	-56.3%
St. Clair County	150	106	+41.5%	\$179,000	\$154,500	+15.9%	62	60	+3.3%	174	466	-62.7%
Tuscola County	35	22	+59.1%	\$149,900	\$136,500	+9.8%	29	80	-63.8%	31	70	-55.7%
Washtenaw County	267	254	+5.1%	\$285,500	\$258,750	+10.3%	49	58	-15.5%	734	1,075	-31.7%
Wayne County	1,282	1,347	-4.8%	\$156,500	\$132,400	+18.2%	35	48	-27.1%	2,154	4,700	-54.2%

\* Included in county numbers.



By CLAUDIA HERNANDEZ

# Hello Friends and Colleagues

Springtime is here, and we are continuing to conduct business at full throttle. We at YPN had our very first event of the year, and it was a huge success. We had our virtual Comedy Hour with Jeff Shaw and Sam Adams, and we hope everyone that attended had a blast. It allowed us to see each other after a few months since our last event, and we shared laughs.

With some restrictions still in place, it remains unknown when we will have face-to-face events because we want to make sure we continue to keep everyone safe.

Our next YPN event will also be conducted online, and it is coming up in May! We are very excited to be a part of the “How to” Series, and we will be in charge of weeks one and two. Following up, Weeks 3 and 4 will be conducted by the Tech Committee and Diversity and Inclusion. Our first weeks will be our speed networking event to meet other leaders in the industry and people who may help your business. Week two will feature Mark Ostach, who is a Digital Wellness Keynote speaker. Mark will be talking about connecting better, both online and offline, during these Pandemic times. For more information on Mark, you can go to <https://markostach.com>.

As a committee, we have decided to postpone one of our most popular events, TopGolf, until the fall. Although we are very excited about it,

we want to make sure we continue following the State’s regulations and guidelines and keeping everyone healthy. More information to come in the next couple of months.

With our inventory still being meager than other years, I have been trying to find better ways to connect with clients to get more listings. I have tried something that my coach recommended and would like to share it with you! Make some calls to your sphere, text, or send them a little note. Ask them if they know someone in the area that they know is interested in selling because you have a specific client looking around there. Explain how the inventory is so low that you are reaching out specifically looking for serious sellers. It will give you the chance to reconnect and check in with old clients. They will keep you in mind if they know of anyone, and who knows, they might be interested in selling their house as well! I have been handwriting three notes a week to my clients, and it has allowed me to reconnect with some that I haven’t spoken to in years.

I hope everyone has a safe and great beginning of Spring and if you celebrate Easter, Happy Easter!





*join us*  
**Women's Council of REALTORS®**

**POWER HOUR | UNSTUCK**

If you are ready to grow your business, people, culture, bottom line, mindset — and most importantly, get unstuck - Join us for Power Hour!

**APRIL 5TH 9:00AM-10:15AM  
 BIRMINGHAM- BLOOMFIELD NETWORK**

**HOME MAINTENANCE IN PERSPECTIVE**

Earn CE Credit and learn valuable information to share with your clients about home maintenance. Join Dave Dalfino from Pillar to Post as he teaches us about home repairs and maintenance, component life cycles, and rough repair cost estimates.

**APRIL 22ND 10:00AM-11:00AM  
 275 CORRIDOR NETWORK**

**REAL ESTATE IT'S B-A-N-A-N-A-S!**

Okay, if you just started singing a Gwen Stefani song in your head, you are my person! But I'm serious this market is off the charts, 40 showings on the first day, buyers waiving inspections, appraisals, and what's next sending the Seller's kids to college? I mean, can we do that? I'll check with Brian Westrin, Esq. at Michigan Realtors, and let you know.

In all seriousness, this is the time that I am grateful to be a part of Women's Council. The education is amazing, but the collaboration helps me be more competitive in the market by learning new tips and tricks to get more listings and win more bidding wars. This is an organization where sharing best practices come first. We raise each other up and set a bar for others to reach. If you have thought about joining or are interested in getting more information, I'd love to share my experience and introduce you to the Council. Give me a call and let's chat! 248-245-8191

*- chelsea cain*

**2021 CONTINUING EDUCATION**

Jack Waller will educate and entertain us with the important Real Estate info and legal updates we need to know. Class will provide 6 hours of Continuing Education credit. Includes a \$10 Gift Card for lunch.

**APRIL 29TH 9:00AM-3:00PM  
 GREATER ROCHESTER NETWORK**

**WE ARE A NETWORK OF SUCCESSFUL REALTORS ADVANCING WOMEN AS PROFESSIONALS AND LEADERS IN BUSINESS, THE INDUSTRY, AND THE COMMUNITIES WE SERVE.**



MOVING... It's not just about the packing and moving, it is about the care of your possessions and removing the stress for your clients...

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- Packing Materials and Packing
- Crating
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Through the two-course experience, you'll learn the best approaches to:

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- Connect clients with green DIY resources
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- Advise clients through effective remodels
- Build green from the ground up

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**April 6, 7 & 8 2021**

**VIRTUAL**

**12:00 pm- 4:00 pm**

**\* Must attend all 3 days\***

.....  
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*GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.*



*Presented by:*

**BART PATTERSON**

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

**\* REBAC membership dues \$98.50 yearly**





# A Legal Perspective

**AN ONLINE ZOOM CLASS!**

April 8<sup>th</sup> | 9:00am – 12:00pm

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**GMARONLINE.COM/CALENDAR**





# Discovering Commercial Real Estate

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# Guidance to Compliance

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**April 15<sup>th</sup>**

9am-1 pm





# Short Sale & Foreclosure Resource Certification

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April 19<sup>th</sup> & 20<sup>th</sup> – 10:00am – 1:30pm

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# Military Relocation Professional Certification

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

April 22<sup>nd</sup> & 23<sup>rd</sup> | 9:00am – 12:30pm

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# Senior Real Estate Specialist Designation

**A 3-PART ONLINE ZOOM CLASS!**

April 27<sup>th</sup>, 28<sup>th</sup> and 29<sup>th</sup> | 12pm – 4pm

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