

Official Publication of the Greater Metropolitan Association of REALTORS®



METROPOLITAN REALTOR®

GMARonline.com

DECEMBER 2022

Happy Holidays!





DECEMBER 2022

Table of Contents



VOLUME 19, NUMBER 12
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
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 www.GMARonline.com

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3	GMAR 2022 Awardees
4-5	President's Report
6	CEO's Letter
7	Greater REALTORS® Foundation
8	Legislative Update
9	With Our Deepest Sympathy
10	WCR Holiday Events
11	GMAR Education Calendar
12-13	Welcome New Members
14	RPAC Report
14	RPAC Investors
15	ToolShop Blowout Sale
16-17	GMAR Market Update - October 2022
18-19	October 2022 Sales Summary
21-24	GMAR Education Flyers

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

Michigan State Housing Development Authority 5

GMAR 2022 Awardees Presented at the Annual Membership Meeting



2022 REALTOR® Active in Politics – James Cristbrook

This year's recipient of the 2022 REALTOR® Active in Politics is awarded to James Cristbrook. He serves as your RPAC committee Chair and actively participated in numerous candidate interviews and endorsements. He has been a major investor for 11 years and is currently at the Crystal R level. He currently serves on the Board of Directors for the Oakland County Economic Development Corporation and supports many local municipalities regarding housing issues. He has spent much of this year traveling across the country as he Chairs the National Association of REALTORS® Diversity Committee spending countless hours working on behalf of the 1.6 million members to educate others on the importance of diversity and to promote changes in the real estate business practices. He has been an advocate fighting for protections of the LGBTQ community in housing for years. Congratulations James!



2022 REALTOR® of the Year – E'toile O'Rear-Libbett

The REALTOR® of the Year is selected for going above and beyond in their efforts and dedication to the advancement of the REALTOR® organization. This member shows dedication to improving not only their community, but their fellow REALTORS® as well. This year the Selection Committee selected E'toile O'Rear-Libbett for going above and beyond these requirements. The Committee noted E'toile's extensive work at all levels of the REALTOR® organization, and her involvement in local, state, and national committees. Having served on the local Government Relations Committee for over 7 years, as well as our Diversity and Inclusion Committee, all the way to the President of Michigan REALTORS® in 2021. E'toile has continually been an advocate for Fair Housing and uses her position to relentlessly campaign for increasing homeownership rates within underrepresented communities. E'toile is also a perpetual Major Investor, reaching the Golden R, President's Circle level every year. Congratulations E'toile!



Revisit GMAR's 2022 Annual Membership Meeting at The Mint in Lathrup Village. Watch Teri Spiro address the State of the Association; the installation of our 2023 President, Nathan Boji, and our 2023 Directors; the presentation of awards to a few of our outstanding volunteers; and view the presentation from special keynote speaker Wayne Fredrick, CEO/Founder of See the Field Consulting, a company dedicated to helping real estate brokers and agents develop the systems, skills, and processes to be successful and drive their businesses through a deep understanding of the underlying dynamics of the real estate sale industry.

Video: youtube.com/watch?v=sqqHV-f96fk



2022 Strategic Partner of the Year – Vikki Plagens

Our Strategic Partners support GMAR members by providing valuable industry services and they support GMAR as well through sponsorships and educational classes. This year's recipient is Vikki Plagens. She has been a strong supporter of GMAR by volunteering her time on the Strategic Partner committee for more than 5 years. She not only helped to develop some of the amazing classes that the committee hosts, but also has had almost perfect attendance at the meetings! Not only is she a hardworking and dedicated professional, but she is very generous with her time volunteering with other organizations such as WCR-275 Corridor, Plymouth Community Chamber of Commerce Board member, Salvation Army, Habitat for Humanity Women's Build Team Member and President of a BNI chapter. Congratulations Vikki!



2022 GMAR Greater Neighbor – Lloyd O'Dell

This year's recipient of the 2022 Greater Neighbor award is Lloyd O'Dell. While being involved in school activities and neighborhood events, he is also engaged in working within the community and other organizations. He encourages others to live a life worth living and giving back to the community seems to be the motto he lives by. Each year around Thanksgiving, he organizes a local food drive where the entire community pitches in to drop off brown bags to residents and then collects those brown bags that are now filled with shelf stable items and then takes them to a local food pantry where they are distributed to families in need. This has been his trademark for some time now. He also recruits his friends, family, and neighbors, encouraging them to also give back to the community. Lloyd not only gives locally, but he even helps those in need all the way on the other side of the country. He and his team have also pledged to donate 10% of their earnings to local charitable non-profits this year and his sense of social justice continues as he uses his experience in life and in real estate to help any way he can. Congratulations Lloyd!



By TERI SPIRO - 2022 GMAR President
 President@gmaronline.com

Farewell to 2022

As the year draws to a close, I have so many wonderful memories from serving as the 2022 GMAR President this past year. I'd like to focus on a few highlights that made this year so special. They are a snapshot of an incredible journey and are by no means the entire picture. Some of the best memories are about people, and some are of the events that GMAR hosted this year.

First and foremost, I'd like to honor the 2022 Board of Directors. Working with such a caring and professional group has been a privilege! Looking out for the best interests of our membership has been the 100% focus of every meeting. This has been a cohesive team, with many differing perspectives on how to enhance member experience. As I mentioned in my speech at the Annual Membership Meeting, our CEO Vickey Livernois and our BOD have been working diligently all year on improving the Realcomp Shareholder agreement (GMAR is one of 8 shareholders) and the services that they provide to our members. Navigating the Realcomp waters can be a challenge. We are the largest shareholder, and many of the smaller shareholders have different goals or solutions. GMAR leadership has been very vocal, in a business-oriented and professional way, about improvements that we wish to see that will benefit our GMAR membership. It has been a work in progress! We are committed to continuing that dialogue in 2023.

No REALTOR® Association can function at their highest level without the volunteer members that make up our Committees as well as the BOD! Some of the highlights brought to you by our incredible staff, committee members and your directors include:

- (1) GMAR provided \$25,000 in scholarships to the children of our GMAR members.
- (2) GMAR's Placemaking awarded \$25,000 in total to 5 local community projects
- (3) Hundreds of members attended April's Fair Housing Event, in person and virtually.
- (4) Elected Officials Breakfasts were hosted in Wayne, Oakland and Macomb Counties and addressed market challenges and solutions for everything from low inventory to zoning issues.
- (5) Summer in the Park- a day of food and games, crafts, and fun, attended by 400 members and their families, and many local residents.
- (6) The Global Launch party in Ferndale shared information from the Detroit Regional Partnership to help promote Metro Detroit as a global destination.
- (7) Political accomplishments included interviewing over 150 political candidates with a success rate of 85% of our endorsed candidates. GMAR leveraged funds from NAR to educate consumers regarding the recent First-Time Buyers Savings Account, a program that REALTORS® lobbied (thank you RPAC).
- (8) Media: GMAR was featured in 32 local articles. Our Consumer Awareness Program had two rotating ads on 10 local billboards in Southeast Michigan highlighting the benefit of working with a GMAR REALTOR®. Numerous Facebook, Instagram, LinkedIn, and Spotify digital ads also highlighted the value of working with a GMAR REALTOR®.

continued on page 5

(9) Safety Symposium, Golf Outing, Coffee and Economics with NAR chief economist Dr. Lawrence Yun, photo day for members, RPAC Summer event that included a live poolside concert, YPN event downtown... the year was jam packed.

GMAR's charity for 2022 was Humble Design in Pontiac. They have furnished over 2,552 homes since 2009. They end the revolving door of homelessness by providing families with all the home goods (furniture, linens, cookware, etc.) necessary to make it a "home." Over 8,000 lives have been transformed by this incredible charity. GMAR was proud to donate money and volunteers this past year. Our GMAR Gives Back Event last month raised over \$18,000 which helped us achieve our goal of \$25,000.

The incredible GMAR staff, under the direction of CEO Vickey Livernois, has provided an impeccable level of service to our members. I cannot imagine any organization that has a more dedicated team. Their support and friendship made my year as President very rewarding.

2023 will be an exceptional year with incoming President Nathan Boji, President-Elect Dee Dee Blizzard and Treasurer Dennis Kozak on the leadership team. As immediate Past-President, I will continue to be on the Board of Directors and pledge my support to assist them and the entire BOD, a role that 2022's Past-President Katie Weaver did so well.

GMAR is not only the largest local association in the state, but we are also the best association in the state. 2022 was a year to remember and I was blessed to be a part of it. We have a lot to look forward to in 2023! Wishing you a wonderful Holiday Season with family and friends.



HELP YOUR CLIENTS UP TO \$7,500 AT A TIME.

Tell them about our Down Payment Assistance loan of up to \$7,500.*

Combined with a Conventional, Rural Development, or FHA home loan, they can buy that home they've been eyeing. More at Michigan.gov/Homeownership or call 1.844.984.HOME

*Terms and conditions apply.



By VICKIE LIVERNOIS
Chief Executive Officer

What an Amazing Year!

As the end of the year quickly approaches, we typically find ourselves very busy with completing year end tasks, closing our books, holiday decorating and shopping, spending time with families and planning for the New Year. Here at GMAR, we are no different. I would like to say thank you for another amazing year - we couldn't have done it without our #GreaterRealtors!

The GMAR Scholarship Task Force was pleased to award \$25,000 to our members and their children attending a college or university in Michigan again this year! Scholarship applications will be opening again in the Spring – please be sure to apply if you have a graduating senior!

With the help of our members, we have awarded \$25,000 through our Placemaking Grant program to local communities, including: Northville, Almont, Hamtramck, New Baltimore, and Inkster this year. Placemaking capitalizes on a local community's assets, inspiration, and potential, with the intention of creating public spaces that promote people's health, happiness, and well-being. The GMAR Placemaking Grant is available to communities and local REALTORS® who are working together to make their communities a better place to live, work, and play.

We have had the opportunity to host over 6,000 members at classes this year, both online

and in person. We have had the pleasure of meeting with so many of our members at various events, whether networking, or meeting with elected officials, playing in the park with neighbors at our Family Fun Event or just hanging out and having a good time with our Young Professional Network group – it has been fantastic to see – in person – so many of our members again!

And of course, our most recent accomplishment this year is our work with Humble Design. GMAR members have worked all year long to help raise awareness and funds to support Humble Design, a non-profit who helps people who are coming out of homelessness. Our Gives Back event, hosted this year at The Roostertail, was nothing short of amazing, even nostalgic for many of us! While everyone enjoyed a fantastic evening, we were able to reach our goal of \$25,000! Thank you to everyone who helped support Humble Design throughout the year at our various events! We couldn't do what we do without your support!

As we close our 2022 and move forward with planning for another amazing year, we look to improve on what we already do and offer to our members and to continue to raise the bar for the real estate industry.

Happy Holidays to you and your family!





Greater Realtors®
Foundation

Support the
Greater Realtors® Foundation
with your

Everyday Shopping.

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

amazonsmile
You shop. Amazon gives.



Support the
Greater Realtors® Foundation
with your

Everyday Shopping.

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





By GRANT MEADE
 GMAR Director of Realtor® and Community Affairs

First Time Home Buyers

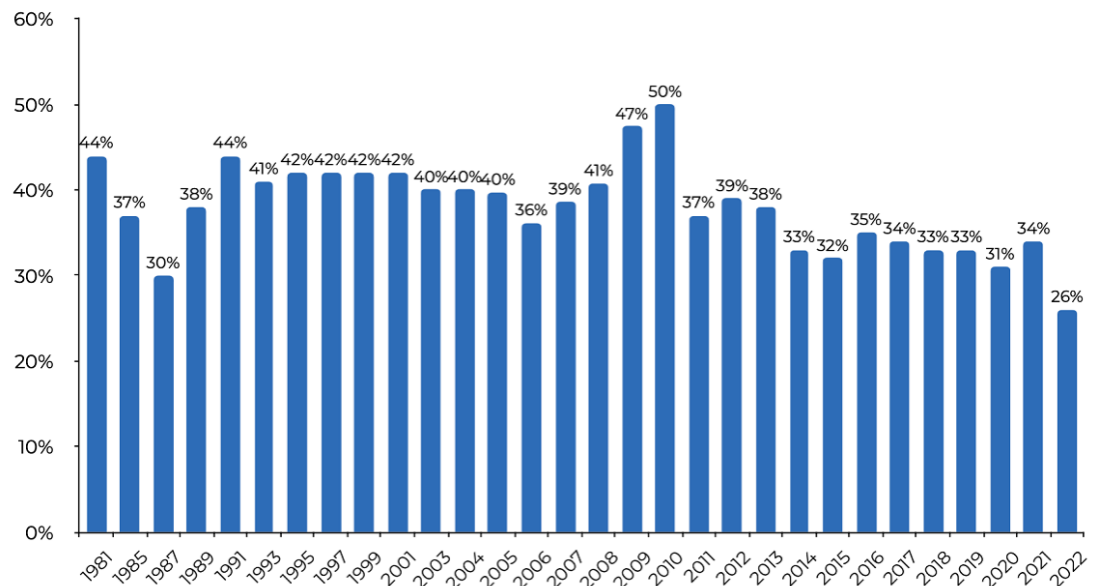
For most of this year we have been discussing the importance of getting new homeowners into the market. As the market has contracted, senior citizens and younger buyers are competing for the same housing stock. This is driving demand and price, ensuring most will not be able to afford their desired homes.

NAR recently released their annual [Profiles of Home Buyers and Sellers](#), showing that first-time home buyers have the lowest percentage of the market in the last 40 years. In 2022, first time home buyers were reported to only be 26% of the market, down from 34% last year. Combine this with rising interest rates and falling housing stock, and the potential for long-term fallout from the superheated market earlier this year is high. That is not the only concerning statistic out of this report, the average age of first-time homebuyers is at an all-time high and rose by 3 years, from 33 to 36 years old.

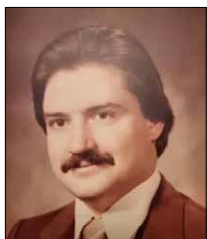
GMAR has been working proactively to leverage the recent Michigan First-Time Homebuyer Savings Account (FHSA) and ensure that it is widely available and known across the metropolitan area. REALTORS® are subject matter experts when it comes to the market and now is the time to help your clients understand their options on saving for a home purchase. We also need to be the ambassadors for programs to ensure that Michigan residents can continue to benefit.

In the coming year, GMAR will be on the leading edge of this conversation. We are looking to host classes with many of our community stakeholders. If you would like to work with GMAR and host a class to educate your office on the FHSA, please contact me at grant@gmaronline.com.

Exhibit 1-11 **First-Time Home Buyers, 1981-2022**
 (Percent of all Home Buyers)



With Our Deepest Sympathy



RICHARD ALAN SLUSHER

Remerica Hometown REALTORS – Plymouth

Richard passed away peacefully of natural causes on Saturday, October 29, 2022 at his home in Canton. He had been a Real Estate Agent at Remerica Hometown REALTORS in Plymouth for 34 years.



ROSE MARY SIMMS

Century 21 Curran & Oberski – Northville

Rose Mary passed away Wednesday, November 2, 2022 at Angela Hospice in Livonia surrounded by her loving siblings following a brave battle against cancer. She had a long and successful career in real state including many years with Century 21 in Northville.



STEPHEN ELIOT PEW

Max Broock, REALTORS®

Stephen passed away at his Gull Lake home on November 3, 2022. He was co-owner of Max Broock, REALTORS®. During his years in real estate, he was elected by his peers as President of The Birmingham-Bloomfield Board of REALTORS® and Michigan REALTORS®, and as Regional Vice President of the National Association of REALTORS®.



BEVERLY ANN WAY

Real Estate One - Plymouth

Beverly passed away on Tuesday, November 15, 2022. She was a real estate agent/associate broker for almost 39 years. She will be missed by all who came in touch with her.

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

Please join us for a
Holiday
BREAKFAST

December 5th, 2022
Doors Open @ 8:00 am, Breakfast @ 9:00 am
The Townsend Hotel
100 Townsend, Birmingham, MI

Silent Auction & Wine Pull
To Benefit Hope Against Trafficking

HOPE
AGAINST TRAFFICKING
Love Transforms

Hosted by:
Women's Council of Realtors
Birmingham Bloomfield &
Partners

Women's Council of
REALTORS
Lake Pointe

Invites you to enjoy a SNOW DAY at the
28th Annual
CHRISTMAS TREE
Auction & Luncheon

★
RAFFLES
MINGLING
LIVE AUCTION
HOLIDAY CHEER
SNOW MUCH FUN

12/2 2022 | 10:30 AM-3PM

MIRAGE BANQUET HALL
16980 18 MILE RD.
CLINTON TWP, MI 48038

\$60 INDIVIDUAL TICKET
\$600 PER TABLE

<https://2022ChristmasTreeAuction.eventbrite.com>

JOIN US!

**THE WOMEN'S
COUNCIL OF
REALTORS 275
CORRIDOR**

FOR THEIR
**2023 GOVERNING BOARD
INSTALLATION
LUNCHEON**

Thursday, December 15, 2022
11:00 am
Rocky's of Northville
41122 Seven Mile, Northville, MI 48167

Tickets are \$20 for members and \$30
for non-members

Networking at 11 am
Installation at 11:30 am
Lunch at 12 pm

Contact Melissa Degen at 248-388-8139 or at
melissarenee@degenbotsford.com for
registration information.

Women's Council of
REALTORS
Greater Rochester Area

YOU ARE INVITED TO
*Holiday
Luncheon*

DECEMBER 15TH, 2022
11 A.M. TO 2 P.M.

GREAT OAKS COUNTRY CLUB
777 GREAT OAKS BLVD.
ROCHESTER HILLS, MI 48307

WCR MEMBER \$50
NON-MEMBER \$60
TABLE OF TEN \$500

RSVP at <https://guestlist.725619>

GMAR EDUCATION CALENDAR 2022

SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 Elective

December 7, 2022

10:00 a.m. – 1:00 p.m.

VIRTUAL

Instructor: Steve Katsaros

Membermax & EduPass: FREE

GMAR Members: FREE

Non-Members: \$20

[REGISTER HERE](#)

THAT'S LEGAL ISN'T IT?

CE Credits: 2 Legal

December 8, 2022

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

VIRTUAL

Instructor: Deanna DuRussel

GMAR Members: FREE

Non-Members: \$20

[REGISTER HERE](#)

NEW MEMBER ORIENTATION

CE Credits: 3 Elective

December 13, 2022

9:00 a.m. - 12:30 p.m.

VIRTUAL

Instructor: Dennis Kozak

GMAR Members: FREE

[REGISTER HERE](#)

REAL ESTATE NEGOTIATION CERTIFICATION (RENE) 3 DAYS

CE Credits: 16 Elective

December 13-15, 2022

12:00 p.m. – 4:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

Membermax & EduPass: FREE

GMAR Members: \$125

Non-Members: \$200

[REGISTER HERE](#)

MANAGING YOUR BUSINESS: RETIREMENT & SUCCESSION PLANNING

CE Credits: 2 Legal, 2 Elective

December 15, 2022

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

VIRTUAL

Instructors: Jill Gleba, Scott Galloway & Howard Collins

GMAR Members: FREE

[REGISTER HERE](#)

ASK THE EXPERTS

CE Credits: 0

December 20, 2022

9:00 a.m. - 10:00a.m.

VIRTUAL

Instructors: Ted Edginton & Jeff Krause

GMAR Members: FREE

[REGISTER HERE](#)

Welcome New Members

Affer, Anthony–Keller Williams Somerset
 Agoubi, Johnathan–Brookstone, REALTORS
 Aldhifiri, Mahasn–Woodgate Realty
 Alexander, D'Andre–Elite Urban Realty Professionals
 Allen-Henson, Lynda–EXP Realty, LLC
 Almore, Tenisha–3DX Real Estate, LLC.
 Altheimer, Bevin–Recs Holding, LLC
 Ambrow, Chelsea–Real Broker, LLC
 Arnold, Haven–Waison Realty LLC
 Baiz, Michael–Plymouth - Canton Realty Inc.
 Barba, Lydia–Coldwell Banker Weir Manuel
 Bettuzzi, Arthur–EXP Realty, LLC
 Birch, Matthew–EXP Realty, LLC
 Birk, Andrea–Radrick Realty LLC
 Blumke, Brandon–EXP Realty, LLC
 Bogert, Joshua–EXP Realty, LLC
 Boone, Krishna–Virtual Real Estate Services LLC
 Boyd, Alisa–Nickola Real Estate Group, LLC
 Buxbaum, Debra–Parker Wright Real Estate Group
 Byrd, Danielle–Marlene L. Garland-Hill Realty Inc.
 Caldwell, Collin–Keller Williams Somerset
 Caldwell-Jester, Tiffany–Fathom Realty MI, LLC
 Caogas, Manuel Jose–Arterra Realty Michigan LLC
 Castro, Arian–EXP Realty, LLC
 Chagunda, Mphatso–Plymouth - Canton Realty Inc.
 Chahine, Zeinab–Jina Group LLC
 Clark, Steven–EXP Realty, LLC
 Cooper, Darryl–EXP Realty, LLC
 D'Almeida, Braeden–Arterra Realty Michigan LLC
 DePauw, Luke–EXP Realty, LLC
 Dewolf, James–Irongate Realty Group
 Doral, Andrew–20/20 Real Estate Group LLC
 Epps, Kevin–Powell Real Estate
 Favors, Damon–Irongate Realty Group
 Fayaz, Raham–Clients First, REALTORS®
 Feege, Joseph–Plymouth - Canton Realty Inc.
 Flink, Ann–Sam Sold, LLC
 Floria, Matthew–3DX Real Estate, LLC
 Hackett, Andrea–3DX Real Estate LLC
 Hammoud, Hassan–Berkshire Hathaway HomeServices
 Hardy, Patti–Community Choice Realty Associates, LLC
 Harris, LaVar–Keller Williams Realty Ann Arbor Market Center, Inc.
 Hawks, Brandon–EXP Realty, LLC
 Hermiz, Brent–Coldwell Banker Weir Manuel
 Hodge, Turquoise–Crown Real Estate Group
 Hoffman, Ashton–Max Broock, REALTORS, Birmingham
 Hool, Carly–EXP Realty, LLC
 Hu, Haoguo–AutoCity Realty
 Isayli, Hasan–EXP Realty, LLC
 Johnson, Lydia–Coldwell Banker Professionals
 Jones, Dominic–Michigan Power Brokers LLC
 Kaffenberger, Michele–Vylla Homes
 Kas-Mikha, Seville–New Michigan Realty LLC
 Kelly, Honour–Century 21 Curran & Oberski
 Killian, Misty–AmeriTrust Realty Corporation
 Klepser, Michelle–EXP Realty, LLC
 Lauer, Nicole–EXP Realty, LLC -Trenton
 Marks, Troy–Brookstone REALTORS LLC
 Marshall, Robert–EXP Realty, LLC
 McConnell-Schumac, Angelina–KNE Realty 360
 McCullough, Sarah–Irongate Realty Group
 McCullough, Sarah–EXP Realty, LLC
 McLaren-Fahey, Sam–Arterra Realty Michigan LLC
 Medis, Skyler–EXP Realty, LLC
 Menon Manco Soffn, Juliana–Home People Group
 Messina, Anthony–Real Estate One Rochester
 Miller, Jasmin–FPR International Inc
 Moazzami, Noushin–Keller Williams Metro

Moloney, Rachel-EXP Realty, LLC
Murphy, Nikole-Curtis Botsford Real Estate LLC
Navlani, Sahil-Sam Sold, LLC
Neal, Danielle-Plymouth - Canton Realty Inc
Nicholas, Bilroy-Dream Services LLC
Obee, Peter-@properties Collective
Palmieri, Pamela-3DX Real Estate, LLC
Patras, Christina-Max Broock, REALTORS, Birmingham
Pena, Rene-EXP Realty, LLC
Piergentili, Brian-Brian Piergentili
Polocoseri, Daniel-Recs Holding, LLC
Powell, James-Ritzzy Realty
Prager, Gary-M 77 LLC
Prosser, Roman-Plymouth - Canton Realty Inc
Qavota, Nora-Temple Realty LLC
Raggad, Saleh-Community Choice Realty
Raphaelson Dewey, Rebecca-Keller Williams Metro
Rawlings, Jessica-EXP Realty, LLC
Ray, Amanda-Keller Williams Somerset
Riley, Travis-Worth Clark Realty
Romano, Oliver-Arterra Luxe Collection LLC
Roundtree, Edwin-Kenneth L. Emerson Real Estate
Rumohr, Elizabeth-3DX Real Estate, LLC
Samuel, Lauren-KW CITY
Sana, Manar-Vision One Realty
Savaya, Arleen-EXP Realty, LLC - Rochester
Sawyer, Pamella-Keller Williams Lakeside
Scales, Stephanie-EXP Realty, LLC
Schooley, Brittany-Quest Realty LLC
Schorman, Brandon-M 77 LLC
Secord, Justin-Keller Williams Realty Central
Shah, Gaurang-Clients First, REALTORS®
Sheikh, Rabeah-Emerald Realty Group Inc.
Stephenson, Angel-Century 21 Curran & Oberski Dearborn Heights

Storrs, Khalia-Realty Experts, LLC
Thorpe, Tejuola-Great Lakes Real Estate Agency, LLC
Towhid, Masum-Bridgewater Real Estate
Van de Vyver, Scott-BellaBay Realty Tri-Counties
Vanfleet, Erika-Plymouth - Canton Realty Inc.
Watson, Afua-Irongate Realty Group
Watts, Mia-EXP Realty, LLC
Waynick, Dreyson-Sam Sold, LLC
Whitaker, Owen-Evernest, LLC
Wilson, Karen-EXP Realty, LLC
Xydas, Phoebe-Max Broock, REALTORS, Birmingham
Young, David-AA & Associates, LLC

We Couldn't Do It
Without You



GMAR
STRATEGIC PARTNER

THANK YOU TO OUR NEW MEMBER ORIENTATION
SPONSOR FOR THE MONTH OF NOVEMBER 2022:



DAVE DALFINO
PILLAR TO POST HOME INSPECTORS
DAVID.DALFINO@PILLARTOPOST.COM
(734) 564-6883

Show your
REALTOR® PRIDE!



SUPPORT OUR INDUSTRY

Invest \$20 in RPAC to support our industry and receive the new Michigan REALTOR® pin. Email Alex Haddad at alex@gmaronline.com to learn how to make an investment and receive a pin.



By JAMES CRISTBROOK
GMAR RPAC Chair

The Impact RPAC has made in 2022

As this year comes to an end, it's important to reflect on the impact RPAC has made in our communities in 2022.

With your investments in RPAC, REALTORS® have been successful in preventing harmful regulations of short-term rentals and sign ordinances in several communities across Metro Detroit. At the state level, we successfully advocated for the creation of Michigan's First-Time Homebuyer Savings Accounts and for Michigan's civil rights protections to include sexual orientation as a protected class.

At the federal level, we have advocated on Capitol Hill and with the White House to promote policies to address the current shortage of housing inventory.

In last month's election results, 93% of GMAR-endorsed candidates won their elections. Supporting those candidates is an important

part of advocating for REALTORS® because when they take office in January, we will now have new allies to push forward policies that advance the American Dream of homeownership.

REALTORS® are the most effective advocacy organization in the country because we speak with our collective voice, through RPAC. While this year's elections have passed, a majority of the cities and townships that you sell homes in will have elections next year for mayors and city councils, so the work must go on!

RPAC investor recognition starts at just \$15. In order for GMAR to reach our RPAC goals, every member would need to invest at least \$36.87. If you haven't already, please make your investment before the end-of-year deadline of December 15th. You can invest online at gmaronline.com/invest.

RPAC INVESTORS

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 November 2022.

- | | | | | |
|------------------|-----------------|-------------------|----------------------|---------------|
| Wendy Amstutz | Althea Brown | Mary Anne Kennedy | Michelle Morris-Mays | Brian Yaldao |
| Robbin Barnes | Phyllis Chubbs | Michael Kooreman | Bartley Patterson | Jerry Yatooma |
| Austin Black | Nancy Duncanson | Maria Kopicki | Susie Rohde | Jonathan Zaia |
| Nathan Boji | Kevin Hultgren | Jeffrey Krause | Devon Smith | |
| Christin Bracken | Liola Johnson | Lisa Lloyd | Lakshmi Subbiah | |

*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

TOOLSHOP

BLOWOUT SALE!

November-December
All Sales Final!



EVERYTHING IN THE
STORE!*

*some exclusions apply

30%
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sale

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REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



OCTOBER 2022

QUICKTAKES RESIDENTIAL PROPERTIES



OCTOBER 2022

QUICKTAKES OAKLAND, WAYNE & MACOMB



TOTAL NUMBER OF **HOMES SOLD**

3,394

INVENTORY INCREASE SINCE **OCTOBER**

4.9%

AVERAGE SALES PRICE **OF A HOME**

272,687

TOTAL SUPPLY **OF HOME INVENTORY**

2.2 MONTHS

OAKLAND COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,135

AVERAGE SALES PRICE
FOR OCTOBER

405,562

WAYNE COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,353

AVERAGE SALES PRICE
FOR OCTOBER

221,303

MACOMB COUNTY

TOTAL NUMBER OF
HOMES SOLD

849

AVERAGE SALES PRICE
FOR OCTOBER

274,599

GMAR® Report

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

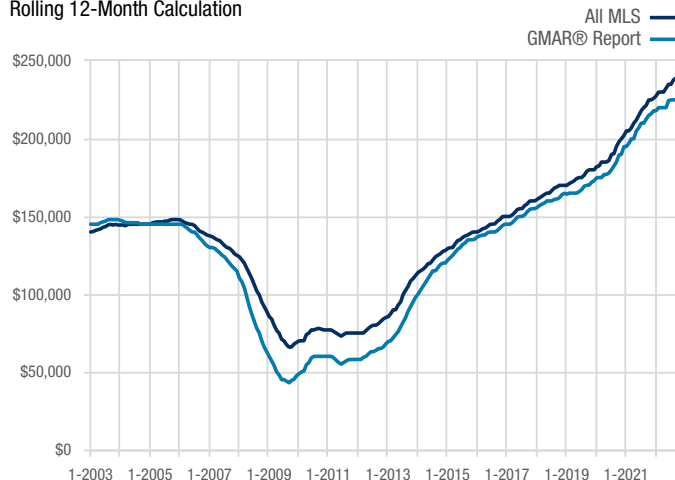
Residential Key Metrics	October			Year to Date		
	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	5,389	4,866	- 9.7%	55,008	53,043	- 3.6%
Pending Sales	4,518	3,301	- 26.9%	42,981	38,509	- 10.4%
Closed Sales	4,774	3,394	- 28.9%	41,802	37,911	- 9.3%
Days on Market Until Sale	23	30	+ 30.4%	23	24	+ 4.3%
Median Sales Price*	\$220,000	\$220,000	0.0%	\$219,900	\$230,000	+ 4.6%
Average Sales Price*	\$268,801	\$272,687	+ 1.4%	\$269,222	\$283,392	+ 5.3%
Percent of List Price Received*	99.8%	98.5%	- 1.3%	101.1%	100.9%	- 0.2%
Inventory of Homes for Sale	8,049	8,442	+ 4.9%	—	—	—
Months Supply of Inventory	1.9	2.2	+ 15.8%	—	—	—

Condo Key Metrics	October			Year to Date		
	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	942	785	- 16.7%	10,186	9,107	- 10.6%
Pending Sales	845	620	- 26.6%	8,441	7,278	- 13.8%
Closed Sales	844	661	- 21.7%	8,176	7,290	- 10.8%
Days on Market Until Sale	30	30	0.0%	31	24	- 22.6%
Median Sales Price*	\$200,555	\$227,000	+ 13.2%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$235,334	\$248,992	+ 5.8%	\$235,869	\$256,698	+ 8.8%
Percent of List Price Received*	99.4%	99.0%	- 0.4%	99.9%	100.8%	+ 0.9%
Inventory of Homes for Sale	1,407	1,233	- 12.4%	—	—	—
Months Supply of Inventory	1.7	1.7	0.0%	—	—	—

* 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.

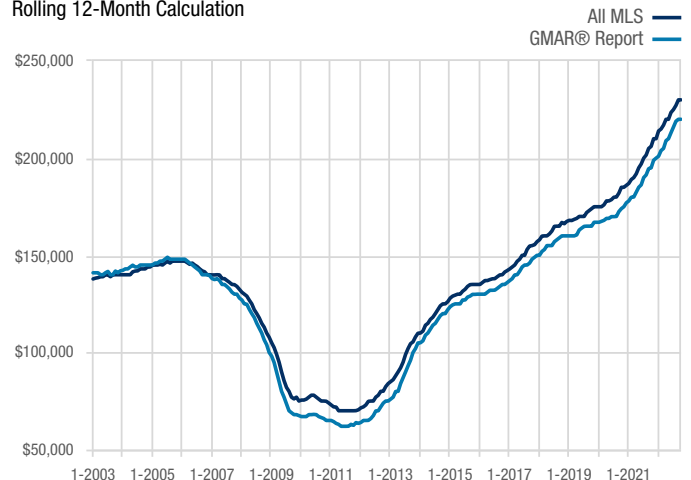
Median Sales Price - Residential

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 November 7, 2022. All data from Realcomp II Ltd. Report © 2022 ShowingTime.

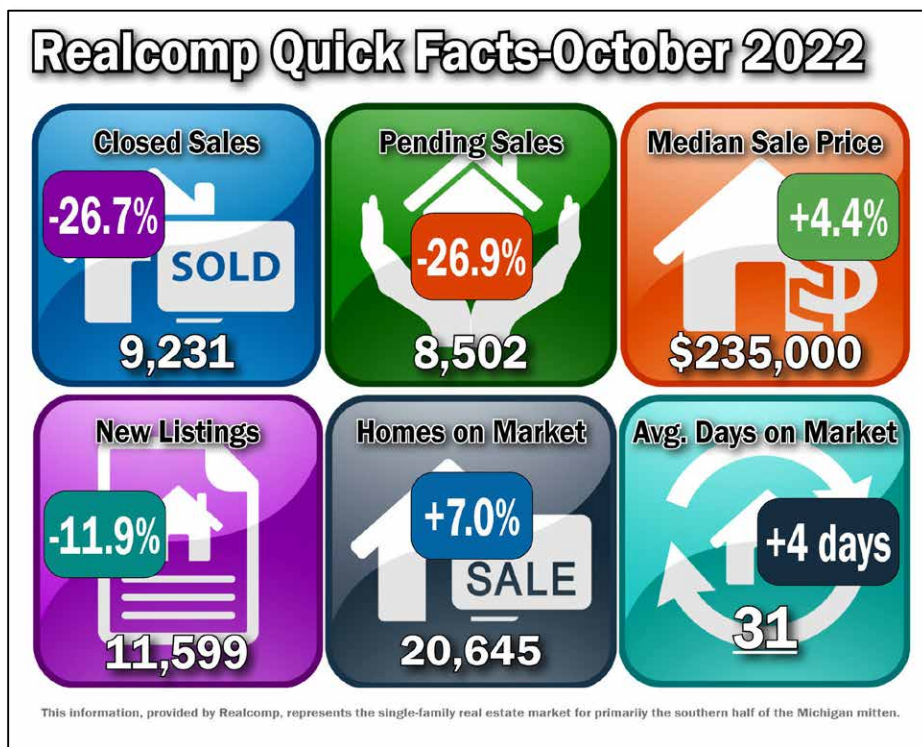
Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact: Francine L. Green, Realcomp [248-553-3003, ext. 114], fgreen@corp.realcomp.com

October Brings Marketplace Cooling

Many Taking "Wait and See" Approach Amidst Higher Inflation and Higher Interest Rates



October – National Real Estate Commentary

Existing home sales declined nationwide for the eighth consecutive month, falling 1.5% as of last measure, according to the National Association of REALTORS® (NAR), with sales down nearly 24% from the same period last year. Pending home sales also declined, dropping 10.9% month-to-month, exceeding economists' expectations. Stubbornly high inflation and soaring borrowing costs have eroded buyer purchasing power and have caused the market to cool rapidly this year.



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All Residential and Condos Combined Overview

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



Key Metrics	Historical Sparkbars	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
		New Listings		13,163	11,599	- 11.9%	138,161
Pending Sales		11,623	8,502	- 26.9%	114,003	101,504	- 11.0%
Closed Sales		12,594	9,231	- 26.7%	110,555	100,336	- 9.2%
Days on Market Until Sale		27	31	+ 14.8%	29	26	- 10.3%
Median Sales Price		\$225,000	\$235,000	+ 4.4%	\$225,000	\$240,000	+ 6.7%
Average Sales Price		\$268,590	\$282,952	+ 5.3%	\$269,304	\$289,273	+ 7.4%
Percent of List Price Received		100.0%	98.6%	- 1.4%	100.9%	100.8%	- 0.1%
Housing Affordability Index		176	118	- 33.0%	176	116	- 34.1%
Inventory of Homes for Sale		19,299	20,645	+ 7.0%	--	--	--
Months Supply of Inventory		1.8	2.1	+ 16.7%	--	--	--

Listing and Sales Summary Report October 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change	Oct-22	Oct-21	% Change
All MLS (All Inclusive)	9,231	12,594	-26.7%	\$235,000	\$225,000	+4.4%	31	27	+14.8%	20,645	19,299	+7.0%
City of Detroit*	368	382	-3.7%	\$84,000	\$77,750	+8.0%	51	40	+27.5%	2,404	1,946	+23.5%
Dearborn/Dearborn Heights*	151	223	-32.3%	\$197,000	\$185,000	+6.5%	24	20	+20.0%	352	357	-1.4%
Downriver Area*	380	517	-26.5%	\$169,000	\$165,000	+2.4%	21	19	+10.5%	592	695	-14.8%
Genesee County	401	571	-29.8%	\$178,450	\$189,900	-6.0%	32	23	+39.1%	1,151	988	+16.5%
Greater Wayne*	1,164	1,641	-29.1%	\$205,000	\$192,750	+6.4%	22	21	+4.8%	2,192	2,272	-3.5%
Grosse Pointe Areas*	65	83	-21.7%	\$358,250	\$343,000	+4.4%	33	35	-5.7%	143	188	-23.9%
Hillsdale County	50	57	-12.3%	\$175,000	\$200,000	-12.5%	65	55	+18.2%	125	114	+9.6%
Huron County	13	15	-13.3%	\$135,000	\$136,900	-1.4%	110	40	+175.0%	42	32	+31.3%
Jackson County	179	273	-34.4%	\$176,710	\$176,750	-0.0%	50	48	+4.2%	437	386	+13.2%
Lapeer County	88	131	-32.8%	\$249,250	\$239,900	+3.9%	49	33	+48.5%	244	255	-4.3%
Lenawee County	118	162	-27.2%	\$190,000	\$185,500	+2.4%	57	54	+5.6%	301	255	+18.0%
Livingston County	224	315	-28.9%	\$350,313	\$325,000	+7.8%	28	29	-3.4%	461	435	+6.0%
Macomb County	1,066	1,388	-23.2%	\$232,000	\$224,950	+3.1%	28	21	+33.3%	1,995	1,864	+7.0%
Metro Detroit Area*	4,207	5,724	-26.5%	\$242,950	\$235,000	+3.4%	29	24	+20.8%	10,025	9,710	+3.2%
Monroe County	145	220	-34.1%	\$215,000	\$225,000	-4.4%	34	39	-12.8%	276	329	-16.1%
Montcalm County	54	94	-42.6%	\$207,000	\$197,000	+5.1%	34	20	+70.0%	131	137	-4.4%
Oakland County	1,385	1,998	-30.7%	\$316,000	\$300,000	+5.3%	30	25	+20.0%	2,973	3,193	-6.9%
Saginaw County	177	224	-21.0%	\$150,000	\$143,950	+4.2%	29	25	+16.0%	303	347	-12.7%
Sanilac County	32	52	-38.5%	\$199,900	\$181,500	+10.1%	36	43	-16.3%	120	129	-7.0%
Shiawassee County	82	84	-2.4%	\$173,000	\$151,250	+14.4%	24	20	+20.0%	122	131	-6.9%
St. Clair County	152	249	-39.0%	\$207,450	\$210,000	-1.2%	31	25	+24.0%	419	372	+12.6%
Tuscola County	46	30	+53.3%	\$155,000	\$136,500	+13.6%	26	23	+13.0%	107	84	+27.4%
Washtenaw County	293	414	-29.2%	\$340,000	\$325,000	+4.6%	31	27	+14.8%	889	820	+8.4%
Wayne County	1,532	2,023	-24.3%	\$180,250	\$175,000	+3.0%	29	25	+16.0%	4,596	4,218	+9.0%

* Included in county numbers.

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Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

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THIS IS LEGAL, ISN'T IT?

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1:00 PM – 3:00 PM

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