

METROPOLITAN REALTOR®

GMARonline.com

AUGUST 2021

Award Season is Here!

AFFILIATE OF THE YEAR AWARD

DEADLINE: SEPTEMBER 1, 2021

GREATER NEIGHBOR AWARD

DEADLINE: SEPTEMBER 30, 2021

MORE INFORMATION ON PAGE 9





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 Greater Metropolitan
 Association of REALTORS®
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 www.GMARonline.com

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AUGUST 2021

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Join us as we take over the Macomb Drive In for a night of family fun! Tickets include an exclusive goodie bag sponsored by Shain Park, Realtors®, access to the pre-movie party, and the movie.

FEATURED MOVIE : THE GOONIES

FREEDOM HILL COUNTY PARK

14900 Metro Parkway
Sterling Heights, MI 48312

Thursday 08.19.2021

SEE YOU THERE!

06.30-9.00 PM

GMARONLINE.COM/EVENTS



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

GMAR Goes Global!

The GMAR Global initiative, recently created by the GMAR Board of Directors, will provide all-new programming and insight into international real estate for GMAR Realtors®. As the only local association in Michigan to offer this unique programming, GMAR will offer its members education, connections, and critical insight into the international real estate market.

Did you know that in the height of the COVID-19 Pandemic (from April 2020 to March 2021), there was \$54.4 billion spent by foreign buyers in existing residential purchases? This largely untapped market in Southeast Michigan and Metro Detroit presents GMAR members endless possibilities with connecting foreign buyers and investors with property in the United States and foreign countries—even without knowing a foreign language!

The GMAR Global Initiative has something to offer everyone, whether you're new to real estate, interested in learning more, committed to expanding your portfolio, or have been doing global real estate for years.

If you're interested in getting a baseline understanding, register for our upcoming virtual Lunch & Learn: Jump Start Your Global Business on September 14th! Go to gmaronline.com/events/ to register.

If working with international clients is not new for you, then listen up! GMAR is looking for five to six members who have extensive experience in global markets to sit on the Global Initiative Governance Committee. The committee will be responsible for building out this new effort, above and beyond the initiative's long-term goals. The deadline to apply for an appointment to this committee is August 16th, so be sure to go to gmaronline.com/about/committees or [click here](#) to complete the application!

Or, if you want to poke around and do some reading on global real estate, visit gmaronline.com/resource-library for more information!

The GMAR Global Initiative is just another way we are working to make you #Greater!



Congratulations

To James Iodice for being selected as the 2022 Michigan REALTORS® President



James Iodice

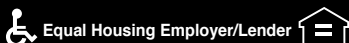
2022
MICHIGAN REALTORS®
PRESIDENT



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1.844.984.HOME (4663)

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By VICKIE LIVERNOIS
Chief Executive Officer

What's Happening

As we hold on to the last days of Summer and begin to gear up for Fall with kids going back to school, pumpkin spice everything, and the real estate market continuing to charge full speed ahead, I encourage you to join us on August 19th for an evening of fun, food, and The Goonies! So kick back and relax for a few hours with fellow Realtors®, Affiliates, friends, and family at the Drive-In to watch the classic movie many of us have seen many times, but probably never on a big screen; The Goonies! Tickets are available online at [GMARonline.com/events](https://www.gmaronline.com/events) – we will have pre-movie activities, food trucks, music, goodie bags, and more.

GMAR Director Elections are also just around the corner. Nominations for any member interested in running for our Board of Directors will open on August 30th. If you are interested, please don't hesitate to reach out! We will be sharing more information and details via email and [GMARonline.com](https://www.gmaronline.com).

With the Fall weather also comes the renewal of **MOST** real estate licenses at the State of Michigan.

While not much information has been sent out regarding this change yet, LARA had issued licenses and renewals with a renewal date based on when the licensee initially obtained their license. No longer will all real estate licenses expire on October 31st. We encourage you to complete your required continuing education requirements early and submit your renewal early online to avoid delays.

Remember, you can check your completed credits online at [CEMarketplace.net](https://www.cemarketplace.net), and if you need assistance, please email, call or text us, and we will be happy to help.

GMAR Premier members can expect to see their annual dues invoices mailed out to their HOME ADDRESS on file with us in the next few weeks with a due date of October 31st to avoid any late fees. We encourage you to log in to the Member Portal at [GMARonline.com](https://www.gmaronline.com) to ensure we have the most up-to-date information. MemberMax™ members will not receive an annual invoice as those payments are made monthly.

Have you seen the new form from Michigan Realtors®? Last month they shared a release form to help educate and ensure that your clients are making informed decisions. Specifically, the new form allows the buyer to acknowledge and accept the risks of waiving an inspection, agreeing to a non-refundable EMD, or providing an appraisal guarantee. The form has been added to the libraries available online through Transaction Desk, Docs+, Zipforms, and dotloop – but can also be [downloaded here](#).

I am looking forward to seeing everyone at the Michigan Realtors® Convention at Grand Traverse in late September!

Top-notch speakers and great networking opportunities! If you haven't signed up yet, please visit [MIRealtors.com](https://www.mirealtors.com).

As always, if you have questions or concerns, don't hesitate to reach out to me, staff, or leadership!

Enjoy the rest of your Summer!

Check [GMARonline.com/events](https://www.gmaronline.com/events) to see event details as they become available for registration.



08/19

GRF Family Drive-In Movie Night

Join us as we take over the Macomb Drive In for a night of family fun! Tickets include an exclusive goodie bag sponsored by Shain Park, Realtors®, access to the pre-movie party, and the movie.

August 19th from 6:30-9:00 PM



09/23

GMAR TopGolf Outing

Even if you are not a golfer, Topgolf is a unique, inclusive, high-tech golf game that everyone can enjoy. With great food and drinks and climate-controlled bays, this is always a fun experience for all!

September 23rd from 4:00-6:00 PM



10/28

YPN Halloween Happy Hour

Do not miss our in-person YPN Halloween Happy Hour! Costumes are encouraged (not required) but a positive networking attitude is necessary! This is a casual event for networking and connecting with like-minded individuals across various industries.

October 28th from 5:30-7:30 PM



11/4

GMAR Annual Member Meeting

Join us for our Annual General Member Meeting on and earn 1 Con-Ed Credit! Witness the changing of Board Members, Award Presentations, the State of the Association Address, and a presentation from a special guest speaker.

November 4th from 8:30 AM -12:00 PM



11/5

GMAR Gives Back Casino Night

We are building our own casino all in the name of charity! Join us for our 6th Annual GMAR Gives Back. This year's event is in support of the Community Housing Network. Bring your friends for a fun night out while raising money for a great cause!

November 5th from 5:30-7:30 PM



By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

Affordable Housing

In July, Michigan Governor Gretchen Whitmer proposed investing \$100 million into building and rehabbing 2,000 affordable housing units.

The Governor's proposal would infuse dollars into Michigan's Michigan's Housing and Community Development Fund, which has largely been inactive since a group of bipartisan legislators funded the effort in a previous budget cycle.

Proponents argue the infusion of \$100 million into this affordable housing initiative would create 2,000 new affordable rental homes, develop 1,600 new jobs, assist 6,000 families, and eventually generate up to \$380 million in additional private investment.

According to the [National Low Income Housing Coalition](#), 312,660 renter households in Michigan are extremely low income, with a shortage of 204,728 rental homes that are affordable and available for extremely low-income renters.

The coalition shared most extremely low-income renter households are members of the labor force at 33%, 26% are seniors, and 25% are disabled Michiganders.

"Many of these households are severely cost-burdened, spending more than half of their income on housing. Severely cost-burdened poor households are more likely than other renters to sacrifice other necessities like healthy food and healthcare to pay the rent and to experience unstable housing situations like evictions," the organization's site reads.

So far, the Governor has presented proposals to spend \$1.4 billion on childcare services and \$400 in federal aid to improve state and local parks. However, the Legislature is responsible for deciding how the \$6.5 billion in federal relief dollars are spent, and Whitmer has to sign off on the allocations.

"It must still be a bipartisan initiative to create a fixable and flexible fund that can leverage private investments to build thousands of units and create thousands of jobs," Whitmer said.



AFFILIATE[®] 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 2nd. Nominations must be received by no later than **September 1st, 2021** to be considered for the award.

Learn more at gmaronline.com/aoty



GREATER NEIGHBOR AWARD

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

Nomination period begins August 2nd. Nominations must be received by no later than **September 30th 2021** to be considered for the award.

Learn more at gmaronline.com/gmargna



Abdallah, Ahmad–Temple Realty LLC
 Alali, AAshahla–KW Home Realty
 Appelbaum, Rochelle–KW Home Realty
 Awades, Julian–Keller Williams Paint Creek
 Bal, Kanwaljit–Chana Realty LLC
 Barrett, Robert–Sharco Realty, LLC
 Bawden, Charles–Keller Williams Realty Central
 Beatty, David–Coldwell Banker Weir Manuel Bi
 Becka, Admir–KW Advantage
 Beeks, Alan–EXP Realty, LLC
 Bell, Virginia–C Miles Realty LLC
 Binder, Krystal–KW Professionals
 Blandon, Daniel–KW Domain
 Brantley, Chelsea–Coldwell Banker Weir Manuel
 Bratcher, Donte'–National Realty Centers Northv
 Bready, Oraibe–Berkshire Hathaway HomeService
 Brewer, Joseph–Rocket Homes Real Estate LLC
 Broder, Jordan–Broder Portfolio LLC
 Broder, Merrilee–Broder Portfolio LLC
 Brown, Richard–Keller Williams Somerset
 Brundage-Forrest, Darryn–More Group Michigan, LLC
 Budnick, Zachary–Rocket Homes Real Estate LLC
 Burich, Mattew–Keller Williams Realty Central
 Campbell, Kurt–Pepper Park Realty, LLC
 Ceci, Matthew–Weichert, Realtors-Select
 Chahin, Christopher–Real Estate One Novi
 Chalifour, Tracey–Resource Realty Group
 Chen, Chao–1st. Michigan Realty LLC
 Christian, Jacques–Rocket Homes Real Estate LLC
 Clark, Johnny–Clients First, Realtors®
 Clevenger, Randy–RE/MAX Leading Edge
 Conn, Michael–KW Advantage
 Croft, Katy–Re/Max Defined
 Cruz, Lazaro–Vision Realty Centers, LLC
 Dallo, Kevin–EXP Realty, LLC
 Dancik, Alexis–KW Professionals
 Dardashtian, Zeinab–KW Advantage
 Davies, Austin–KW Advantage
 Dell, Corey–Real Living Kee Realty SCS
 Desmier, Gleville–Signature Sotheby Internationa
 Desmier, Shane–Signature Sotheby Internationa
 Dozier, Keith–Century 21 Curran & Oberski
 Dumanois, Bethany–Brookstone, Realtors
 Duplessis, Tiasia–KW Advantage
 Edwards, Jeanne–KW Advantage
 Emerson, Jason–EXP Realty, LLC
 Fered, Carolyn–@properties Collective
 Firestone, Anna Maria–Preferred, Realtors Ltd
 Ford, Felicia–Century 21 Curran & Oberski
 Fortuna, Terrence–Berkshire Hathaway Home Servic
 Fountain, Ricky–Century 21 Curran & Oberski
 Fox, Megan–Andover Real Estate
 Freer, Brittan–Hinton Real Estate Group
 Gade, Subrahmanyam–EXP Realty, LLC
 Gentry, Holly–Brookstone, Realtors
 Gittler, Ashley–Real Living Kee Realty
 Gooch, Gabrielle–Keller Williams Metro
 Grant, Donald–21 United Realty
 Grant, Vickie–21 United Realty
 Graves, Kelly–Century 21 Curran & Oberski
 Gutman, Andrew–The Farban Group
 Hall, Tashaynara–Superior Home Realty
 Hanna, Firas–Great Lakes Real Estate Agency
 Harbin, Aaron–KW Advantage
 Harris, Adriana–RichRealty
 Harris, Kenaeya–C Miles Realty LLC
 Hayward, Steven–Woodward Square Realty, LLC
 Hildebrand, Ryan–Rocket Homes Real Estate LLC
 Hoch, Shawn–Michigan Power Brokers LLC
 Holman, Shawn–Rocket Homes Real Estate LLC
 Homan, Monique–Keller Williams Realty Central
 Hunt, Susan–Real Estate One Rochester
 Hussey, Aidan–M 1 Realty Inc.
 Jenuwine, Amanda–Keller Williams Metro
 Jernigan, Dardnella–Ambassador Real Estate Inc.
 Jones, Paul–EXP Realty, LLC
 Jones, Dawanna–Real Estate One
 Jones, Jeffrey–Sahara Real Estate Group
 Jones, Tracy–Keller Williams Somerset
 Jones, Lamont–Life Inside Realty LLC
 Kalaj, Chelsea–Keller Williams Metro
 Kaounas, George–True Realty LLC
 Kassem, Mohamed–KW Professionals
 Kelly, LaToya–MV Realty of Michigan
 Kennedy, Virginia–LighthouseReal Estate Group
 Konarzewski, Anthony–Arterra Realty Clinton Twp
 Kowalik, Kevin–Brookstone Realtors LLC
 Kushon, John–KW Advantage
 Lambarth, Kory–Good Company Realty
 Lawrence, Bestina–The Lane Agency
 Lee, Daric–EXP Realty, LLC
 Lemond, Quinton–Keller Williams Metro



Levesque, Julia–Real Estate One Novi
Locke, Rory–Woodward Square Realty, LLC
Loka, Madhavi–Real Estate One Novi
Long, Sharon–KW Advantage
Magnavita, Thatyana–EXP Realty, LLC
Mancuso, Victor–KW Professionals
Manley, Emily–KW Advantage
Massey, Christopher–EXP Realty, LLC
McGee, Summer–Keller Williams Metro
McKinney, Riley–Rocket Homes Real Estate LLC
McMillan, Jessica–Rocket Homes Real Estate LLC
Mendoza Herrera, Andreina–EXP Realty, LLC
Mendoza-Herrera, Daniella–EXP Realty, LLC
Miller, Judith–KW Advantage
Monti, Carolyn–Remerica Hometown III
Moore, Darnell–KW Professionals
Morgan, Justn–Rocket Homes Real Estate LLC
Morgan, Donnavan–EXP Realty, LLC
Morris, Gregory–MV Realty of Michigan
Mosley, Aisha–EXP Realty, LLC
Mucka, Philip–Woodward Square Realty, LLC
Mueller, Mitchell–RE/MAX Advisors
Notarantonio, Kristine–KW Professionals
Nouna, Martin–Oracle Realty, LLC
Owen, Kelli–Keller Williams Somerset
Pace, Joseph–Keller Williams Realty Central
Pagac, Julia–Moving The Mitten RE Group
Patrick, Shania–C Miles Realty LLC
Patterson, Janay–Hinton Real Estate Group
Pena, Dominic–Rocket Homes Real Estate LLC
Perry, Milton–Front Page Properties
Polley, Andrea–EXP Realty, LLC
Ponders, Charlie–Keller Williams Metro
Preiss, Stephanie–KW Advantage
Pritula, Nicholas–Century 21 Curran & Oberski
Protske, Max–Century 21 Curran & Oberski
Quinn, Noelle–Howard Hanna Birmingham
Racine, Brittany–Real Estate One, Inc Central
Ramo, Delon–Vision One Realty
Rice, LaShakur–EXP Realty, LLC
Robinson, Roxanne–KW Home Realty
Robinson, Troy–Keller Williams Realty Central
Rothchild, Sherrie–EXP Realty, LLC
Sandiha, Stavro–KW Advantage
Sayig, Bridjet–KW Professionals
Scott, Travis–EXP Realty, LLC

Scott, Ivator–KW Advantage
Selley, Kimberly–Michael Group Realty LLC
Shalari, Sara–Max Broock, REALTORS, Brmngm
Shalari, Sara–Max Broock, REALTORS, Brmngm
Shanks, Cody–Rocket Homes Real Estate LLC
Silorey, Joseph–Brookstone, Realtors
Sivanandham, Shanthi–KW Advantage
Smith, Tracey–Woodward Square Realty, LLC
Snipes, Carletta–EXP Realty, LLC
Sokolowski, Nathan–Realty Executives Home Towne
Spitler, Riley–Century 21 Curran & Oberski
Talifer, Derek–Coldwell Banker Weir Manuel
Tang, Yun–Crown Properties International
Tankersley, Wendy–Remerica United Realty
Taylor, Robyn–KW Advantage
Thayer, Michelle–Janis Degreory & Associates
Theakston, Elianna–Key Realty One
Thomas, Brittany–EXP Realty, LLC
Tolford, Karena–Red Barn Realty LLC
Tyler, Aubrie–Coldwell Banker Town & Country
Venetico, Laurence–Rockpointe Properties LLC
Vigliotti, Aubuney–Fathom Realty
Vogelezang, Shannon–Expert Realty Solutions Inc.
Wakerly, Taylor–Arterra Realty Michigan LLC
Walker, Ashley–Community Choice Realty
Washington, Glenn–Keller Williams Paint Creek
Webb, Amy–Goedert Real Estate
Wieczorek, Nathan–Woodward Square Realty, LLC
Williams, Latoia–EXP Realty, LLC
Wims, Courtney–Great Lakes Real Estate Agency
Yazjie, Nebal–Community Choice Realty
Yoo, Alexandria–Pro Realty, LLC
Zetuna, Martin–EXP Realty, LLC

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FOR THE MONTH OF JUNE 2021:**

FLETCHER INSPECTIONS, INC.





By GORDON MCCANN
GMAR RPAC Chair

What RPAC Does for You

Many have asked, “What does RPAC do for me?” NAR, Michigan Realtors, and GMAR advocate on behalf of REALTORS® to foster a sound and dynamic real estate market that creates vibrant communities in which to live and work.

At the federal level, the list is nearly endless. It includes issues such as appraisal and valuation, diversity and fair housing, environmental and private property rights issues, federal taxes, financial reform, access to credit, and insurance issues—all impact Realtors. In addition, RPAC works on real estate transactions, procedures, fees, ownership rights, transportation, infrastructure, and technology issues at the state and local levels. Investing in RPAC is a voluntary action you can take to protect Realtors, your clients, and private property owners.

How do the state and local issues impact you as a Realtor®? One of the current issues in the local Short-Term Rental ordinances appeared in GMAR and other areas around the state. The ability to rent a residential property is fundamental to ownership. Communities across the state have long recognized short-term rental as an essential tradition that positively impacts the local economy. This tradition promotes Michigan as a great destination. We support defining the right to rent property on a short-term basis. Realtors® oppose zoning bans that preemptively tell property owners they cannot rent their property on a short-term basis. Local governments possess tools in their nuisance

ordinances and housing codes to protect public safety and address any discourteous behavior – whether from full-time occupants or short-term rental activity. Reasonable regulation of rental activity, outside of zoning, supports local government control. Appropriate regulation of rental activity outside of zoning protects the rights of all property owners.

At the state level, 43 states have a sales tax on services. Typically, these taxes include things like entertainment, utilities, or telecommunications. However, many have adopted or are considering expanding this tax to include professional services like real estate, legal assistance, accounting services, etc. With cash-strapped budgets, legislators are always looking for more money—and there is this misconception that Realtors® are wealthy and can afford to give a little more. While Michigan does not double tax Realtors currently with this approach, it’s always a topic of discussion that RPAC works to defeat in nearly every legislative session.

These are just a few of the issues your investments in RPAC help to promote or defeat. Remember investing in RPAC is the difference between being at the table and on the menu.

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 June 2021.

Don Amalfitano	Debra DeAngelo	Aidan Hussey	Summer McGee	Sara Shalari
Joseph Anderson	Melissa Degen	James Iodice	Andreina Mendoza Herrera	Rutha Sharpe
Shemika Archable	Corey Dell	Connie Isbell	Daniella Mendoza-Herrera	Saif Siddiqui
Phillip Ausman	John DesJardins	S Irfan Jafry	Yvonne Mikula	Joseph Silorey
Cynthia Bagley	Gleville Desmier	Ronald Jasgur	Alan Millard	Kellie Smith
Jeffrey Barker	Shane Desmier	Dardnella Jernigan	Shannon Monaco	Renee Smith
Kathleen Barker	Brian DeVore	Elizabeth Johnson	David Morgan	Andrew Soper
Robbin Barnes	Letitia Doss	Frances Johnson	Shannon Motes	Linda Spindura
David Beatty	Margaret Dresser	Sherri Johnson	Leslie Nathan	Rachel Spodney
Alan Beeks	Courtney Drew	Lamont Jones	Marc Nocera	Lakshmi Subbiah
Karen Betzing	Nancy Duncanson	Meriem Kadi	Clara Norris	Michael Swanberg
Krystal Binder	Michael Dunn	Chelsea Kalaj	E'toile O'Rear-Libbett	Brenda Szlachta
Lisa Blake	Jon Eckerly	Mary Anne Kennedy	Kelli Owen	Ronnie Targanski
Alfred Block	Ted Edginton	Tricia Kerchkof	Jeffrey Packer	Greg Taylor
Nathan Boji	Alonzo Edwards	Bonnie Kerman	Marlene Paulson	Stephanie Taylor
Sharon Bonner	Cathy Elias	Pam King	Dorene Phan	Elianna Theakston
Cassie Borders	Jane Evans	Deborah Kita	Charles Pickering	Sheila Turner
Jason Borregard	Anthony Facione	Bill Kokenos	Christopher Plummer	Brittnie Ulrich
Melissa Botsford	Jeffery Fanto	Maria Kopicki	Charlie Ponders	Aubuney Vigliotti
Christin Bracken	Michael Fazio	Lonnie Kupras	Casey Preston	Christopher Waring
Chelsea Brantley	Carolyn Fereday	Constance La Barge Thomas	Aaron Pringle	Glenn Washington
Ann Briggs	Felicia Ford	Mark Lagana	Nicholas Pritula	Jamillah Watkins
Althea Brown	Sarah Foster	Sheilah Lemanski	Max Protske	Catherine Waun
Loretta Brown	Ricky Fountain	Quinton Lemond	Jane Pushee	Mark Webberly
Michael Brown	Cloteal Fowler	Gwendolyn Lewis	Brittany Racine	Denise Wesselmann
James Bynum	Ellen Frink	Richard Linnell	Anna Rea	Angelque Whidby
Juela Capo	Jerry Gardner	James Littlepage	Heidi Rhome	Vicki Whitt
Donna Caumartin	Dianne Gouin	Vickey Livernois	LaShakur Rice	Nathan Wieczorek
Lori Chattinger	Kelly Graves	Lynn Louton	Troy Robinson	Latoia Williams
Syed Chowdhury	Andrew Gutman	Peggy Loverde	Sherrie Rothchild	Sheila Williams
Joel Clark	Kristin Halmaghi	Thatyana Magnavita	Keith Ruloff	Wanda Williams
Debby Clinesmith	Adam Hammons	Shana Maitland	Mary Anne Russo	Rebecca Williamson
Tim Cole	Michael Hannah	Yvonne Marks	Frederick Ryckman	Courtney Wims
Susan Coleman	Karen Harlin	Diane Martin	Karen Ryckman	Mary Wolfe
Deborah Consiglio	Adriana Harris	Roger Martin	Adrienne Sain	Carol Woodard
Todd Craft	Cynthia Harris	Dominic Marzicola	Mohammad Saleem	Brian Yaladoo
Rebecca Cunningham	Elizabeth Harris	Cecile Massey	Jaye Sanders	Nhia Yang
Christopher Daggy	Richard Harrison	Christopher Massey	Luke Sasek	Alexandria Yoo
Kevin Dallo	Lawrence Henney	David Mathieu	Reid Schoenberg	Jonathan Zaia
Alexis Dancik	Claudia Hernandez	David Maurice	Shelley Schoenherr	Michelle Zarghami
Patricia Darin	John Higgins	Marilyn Mayberry	Carol Schrauben	Martin Zetuna
Bernadine Davis	Jennifer Hoover	Bethanne McCall	Travis Scott	
Emily Day	Kevin Hultgren	Roger McDaid	Kimberly Selley	

*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

Beat the Heat and Head to New Roads Untraveled!

With the summer real estate market ramping up just as HOT as the weather in Michigan, it is a great time to set out on a wind in your hair kind of road trip to clear your mind!



With all we have had to experience in 2020 and still yet at the beginning of 2021, it goes unsaid that there is no time like the present. As the saying goes, "Yesterday is history, Tomorrow is a mystery and today is a gift that is why they call it the present"! It is so easy to let the day get by you and miss out on being present on your time with family and friends. With that in mind, I hope you can take the time to explore all the real estate that Michigan has to offer before the summer or year comes to an end!

Our Tour of Michigan has been an ongoing adventure for the last

15+ years! Every year around the 4th of July, we have been fortunate enough to pack up with our family friends and explore our great and beautiful state.

From the beaches and dunes of the Westside to the camping, fishing, and tubing on the Eastside, each year has provided an exciting new area Michigan has to offer. So, over the last four years, we decided to branch out a little farther up to the Upper Peninsula of Michigan, and it certainly did not disappoint!

I cannot believe the fantastic beauty of everywhere we have been in the UP. If you have never had the opportunity to explore the UP, definitely take the time (oh, and it is a ride) but well worth it! The sites are breathtaking, and the waterfalls seem endless, from the Porcupine Mountains (yes, we have Mountains in Michigan-who knew!!) to Drummond Island, where you can adventure out on a boat to see the 50+ Islands that have some of the most beautiful homes on them and most are one home to an island (wonder what that real estate is going for right now?). You can enjoy the views of the overlooks and the natural beauty and enormity of Pictured Rocks, take the time for a stroll on one of the numerous beaches, or be more adventurous and climb the cliffs to Dead River falls. There is something for everyone!

So, before the summer market consumes all your time, take the time to unwind and explore our beautiful state and all that it has to offer.

Let the adventure begin!

As always, your affiliate partners are here to assist with getting you thru this market and getting your transactions to the closing tables smooth and efficiently!

Below is a link to info for all the waterfalls located in the UP, ENJOY!

<https://www.uptravel.com/attractions-2/waterfalls-of-the-u-p/>

GMAR EDUCATION CALENDAR 2021

AUGUST 2021

DISCOVERING COMMERCIAL REAL ESTATE

CE Credits: 2 Standard & 1 legal

August 9

09:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor: Anthony Jablonski

FREE, Membermax & EduPass

\$25, Members

\$35, Non-Members

Register Here: <https://bit.ly/3eeKkG4>

AGENT 101-TWO DAYS

CE Credits: 4 legal

August 10 & 11

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

VIRTUAL

Instructor: Deanna DuRussel

FREE: Membermax & EduPass

FREE, Members

\$20, Non-Members

Register Here: <https://bit.ly/3xF7dKz>

A LEGAL PERSPECTIVE

CE Credits: 3 standard

August 12

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

Virtual

FREE, Members

\$50, Non- Members

Register Here: <https://bit.ly/3wFFo3l>

SHORT SALE & FORECLOSURE CERTIFICATION

(SFR)- 2 Days

CE Credits: 6 standard, 2 legal

August 12 & 13

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Brent Belesky

FREE, Membermax & EduPass

\$39, Members

\$49, Non-Member

Register Here: <https://bit.ly/2UMQjLg>

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard, 3 legal

August 16

9:00 a.m. – 3:00 p.m.

VIRTUAL

Instructor: Dennis Kozak

FREE, Membermax & EduPass

FREE, Members

\$35, Non-Member

Register Here: <https://bit.ly/3kwd01t>

MORNING CHAT WITH GMAR AFFILIATES

CE Credits: 0

August 17th

9:00 a.m. – 10:00 a.m.

VIRTUAL

Instructor: GMAR Affiliates

FREE

Register Here: <https://bit.ly/3i4Twho>

PRICING STRATEGIES: MASTERING THE CMA

CE Credits: 7 Elective

August 17

12:00 p.m.- 4:00 p.m.

VIRTUAL

Instructor: Diane Kroll

FREE, Membermax & EduPass

\$59, Members

\$49, Non-Members

Register Here: <https://bit.ly/3wGLX5V>

MANAGING YOUR BUSINESS:

REAL ESTATE & SUCCESSION PLANNING

CE Credits: 2 legal | 2 standard

August 19

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

VIRTUAL

FREE!

Register Here: <https://bit.ly/3ef6BU3>

FEMA & FLOOD ZONE COURSE

CE Credits: 2 legal

August 20

10:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor Karol Grove

FREE

Register Here: <https://bit.ly/3kmc5Q5>

GUIDANCE TO COMPLIANCE

CE Credits: 2 legal

August 24

1:00 p.m. – 3:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

FREE, Membermax & EduPass

FREE, Members

\$20, Non-Members

Register Here: <https://bit.ly/2U1EAJ3>

AT HOME WITH DIVERSITY (HYBRID)

CE Credits: 6 standard and 2 legal

August 25

9:00 a.m. – 5:00 p.m.

GMAR

Instructor: Furhad Waquad

FREE, Membermax & EduPass

\$39, Members

\$49, Non- Members

Virtual Registration: <https://bit.ly/3r8pnSt>

Hybrid Registration: <https://bit.ly/3z0tDGa>

E-PRO- TWO DAY COURSE (HYBRID)

CE Credits: 16 standard

August 26 & 27

9:00 a.m. – 5:00 p.m.

GMAR

Instructor: Furhad Waquad

FREE, Membermax & EduPass

\$99, Members

\$125, Non- Members

Virtual Registration: <https://bit.ly/3wEH0dG>

Hybrid Registration: <https://bit.ly/3hBwakm>

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard| 3 legal

August 31

9:00 a.m. – 3:00 p.m.

VIRTUAL

Instructor: Brent Belesky

FREE, Membermax & EduPass

FREE, Members

\$35, Non-Members

Register Here: <https://bit.ly/2Udaa6D>

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



JUNE 2021

QUICKTAKES RESIDENTIAL PROPERTIES



JUNE 2021

QUICKTAKES OAKLAND, WAYNE & MACOMB



TOTAL NUMBER OF **HOMES SOLD**

4,600

INVENTORY DECREASE SINCE **JUNE**

34.6%

AVERAGE SALES PRICE **OF A HOME**

293,166

TOTAL SUPPLY **OF HOME INVENTORY**

1.3 MONTHS

OAKLAND COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,769**

AVERAGE SALES PRICE **FOR JUNE** **429,568**

WAYNE COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,718**

AVERAGE SALES PRICE **FOR JUNE** **229,653**

MACOMB COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,339**

AVERAGE SALES PRICE **FOR JUNE** **220,000**

Local Market Update – June 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.

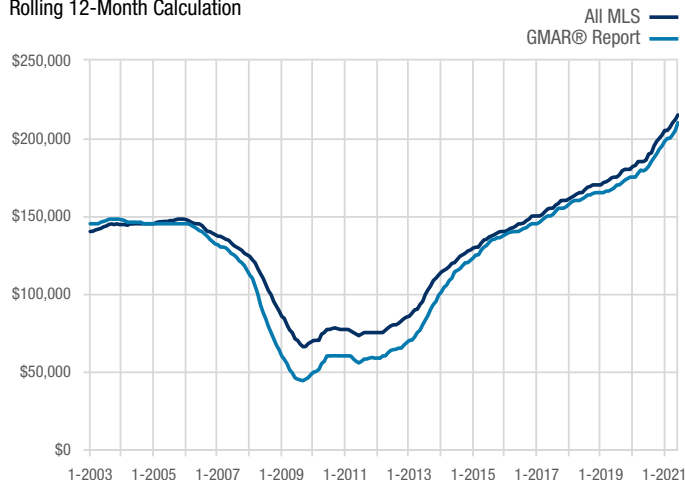
Residential Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	6,566	6,695	+ 2.0%	27,319	29,585	+ 8.3%
Pending Sales	5,298	5,001	- 5.6%	20,102	24,582	+ 22.3%
Closed Sales	3,869	4,600	+ 18.9%	16,892	22,212	+ 31.5%
Days on Market Until Sale	40	17	- 57.5%	47	26	- 44.7%
Median Sales Price*	\$200,000	\$235,100	+ 17.6%	\$180,000	\$215,000	+ 19.4%
Average Sales Price*	\$235,417	\$293,166	+ 24.5%	\$218,058	\$267,504	+ 22.7%
Percent of List Price Received*	98.4%	103.2%	+ 4.9%	97.4%	101.2%	+ 3.9%
Inventory of Homes for Sale	8,377	5,479	- 34.6%	—	—	—
Months Supply of Inventory	2.4	1.3	- 45.8%	—	—	—

Condo Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1,249	1,247	- 0.2%	5,322	5,934	+ 11.5%
Pending Sales	945	989	+ 4.7%	3,674	5,082	+ 38.3%
Closed Sales	661	955	+ 44.5%	3,188	4,649	+ 45.8%
Days on Market Until Sale	52	25	- 51.9%	50	35	- 30.0%
Median Sales Price*	\$179,000	\$211,000	+ 17.9%	\$170,000	\$195,000	+ 14.7%
Average Sales Price*	\$202,941	\$243,830	+ 20.1%	\$205,577	\$232,826	+ 13.3%
Percent of List Price Received*	97.5%	101.0%	+ 3.6%	97.4%	99.7%	+ 2.4%
Inventory of Homes for Sale	1,973	1,190	- 39.7%	—	—	—
Months Supply of Inventory	3.0	1.4	- 53.3%	—	—	—

* 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.

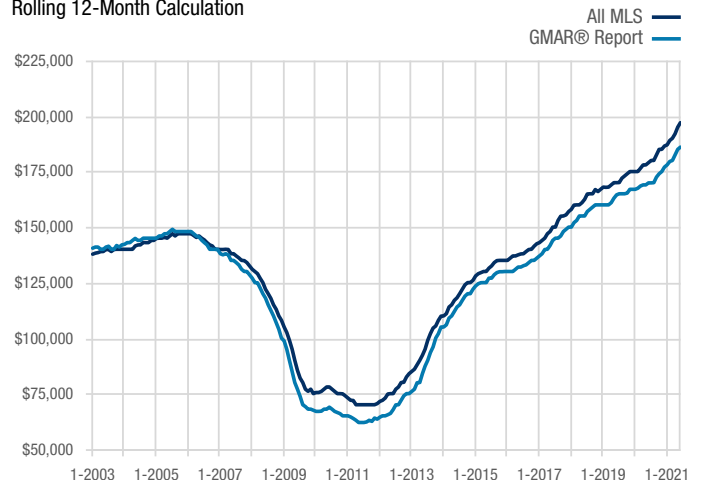
Median Sales Price - Residential

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 July 8, 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

RESIDENTIAL REAL ESTATE CONTINUES TO SHATTER ALL-TIME RECORDS

Median Sales Prices in June at Highest Levels Ever

Quick Facts

+14.6%

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

-14.1%

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

+17.1%

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

-1.7%

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.

June Real Estate Market Commentary:

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

Year over year, the Median Sales Price increased 18.4 percent to \$244,000 for Residential homes and 17.2 percent to \$222,500 for Condo homes – the highest median sales prices ever recorded in any month (going back to 2003). Days on Market decreased 64.4 percent for Residential homes and 60.0 percent for Condo homes. Months Supply of Inventory decreased 50.0 percent for Residential homes and 58.8 percent for Condo homes.

Closed Sales increased 11.4 percent for Residential homes and 42.8 percent for Condo homes. Pending Sales decreased 15.3 percent for Residential homes and 4.7 percent for Condo homes. Inventory decreased 40.8 percent for Residential homes and 47.6 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	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		17,084	16,794	-1.7%	71,716	75,462	+5.2%
Pending Sales		14,651	12,580	-14.1%	55,735	64,328	+15.4%
Closed Sales		10,789	12,368	+14.6%	46,234	58,789	+27.2%
Days on Market Until Sale		60	22	-63.3%	65	33	-49.2%
Median Sales Price		\$205,000	\$240,000	+17.1%	\$186,000	\$219,900	+18.2%
Average Sales Price		\$237,036	\$286,969	+21.1%	\$221,350	\$263,928	+19.2%
Percent of List Price Received		98.3%	102.7%	+4.5%	97.6%	100.9%	+3.4%
Housing Affordability Index		164	143	-12.8%	181	156	-13.8%
Inventory of Homes for Sale		25,804	15,031	-41.7%	--	--	--
Months Supply of Inventory		2.7	1.3	-51.9%	--	--	--

Listing and Sales Summary Report June 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change	Jun-21	Jun-20	% Change
All MLS (All Inclusive)	12,368	10,789	+14.6%	\$240,000	\$205,000	+17.1%	22	60	-63.3%	15,031	25,804	-41.7%
City of Detroit*	387	317	+22.1%	\$74,900	\$48,500	+54.4%	42	62	-32.3%	1,198	1,849	-35.2%
Dearborn/Dearborn Heights*	192	181	+6.1%	\$185,000	\$153,000	+20.9%	13	28	-53.6%	208	327	-36.4%
Downriver Area*	450	396	+13.6%	\$169,700	\$144,900	+17.1%	18	39	-53.8%	399	627	-36.4%
Genesee County	561	473	+18.6%	\$180,000	\$165,000	+9.1%	15	47	-68.1%	650	935	-30.5%
Greater Wayne*	1,590	1,344	+18.3%	\$206,000	\$179,650	+14.7%	16	36	-55.6%	1,541	2,482	-37.9%
Grosse Pointe Areas*	114	91	+25.3%	\$362,500	\$298,000	+21.6%	23	53	-56.6%	145	248	-41.5%
Hillsdale County	49	44	+11.4%	\$160,000	\$144,750	+10.5%	62	87	-28.7%	102	154	-33.8%
Huron County	18	17	+5.9%	\$133,500	\$118,500	+12.7%	35	101	-65.3%	37	67	-44.8%
Jackson County	218	184	+18.5%	\$167,700	\$151,000	+11.1%	48	76	-36.8%	469	401	+17.0%
Lapeer County	122	98	+24.5%	\$250,000	\$217,500	+14.9%	23	55	-58.2%	209	281	-25.6%
Lenawee County	142	118	+20.3%	\$195,000	\$165,500	+17.8%	42	85	-50.6%	290	335	-13.4%
Livingston County	328	305	+7.5%	\$346,000	\$290,000	+19.3%	18	44	-59.1%	383	672	-43.0%
Macomb County	1,339	1,082	+23.8%	\$220,000	\$192,250	+14.4%	16	41	-61.0%	1,260	2,007	-37.2%
Metro Detroit Area*	5,755	4,747	+21.2%	\$255,000	\$217,900	+17.0%	19	39	-51.3%	6,793	10,981	-38.1%
Monroe County	185	173	+6.9%	\$212,000	\$188,500	+12.5%	31	45	-31.1%	278	377	-26.3%
Montcalm County	77	81	-4.9%	\$194,000	\$154,900	+25.2%	23	81	-71.6%	93	146	-36.3%
Oakland County	2,111	1,699	+24.2%	\$325,000	\$267,500	+21.5%	18	35	-48.6%	2,411	3,971	-39.3%
Saginaw County	182	177	+2.8%	\$150,500	\$115,750	+30.0%	18	66	-72.7%	181	231	-21.6%
Sanilac County	52	34	+52.9%	\$145,000	\$149,500	-3.0%	49	69	-29.0%	103	151	-31.8%
Shiawassee County	80	80	0.0%	\$150,500	\$125,150	+20.3%	22	74	-70.3%	100	167	-40.1%
St. Clair County	246	203	+21.2%	\$222,250	\$174,900	+27.1%	23	52	-55.8%	329	469	-29.9%
Tuscola County	38	30	+26.7%	\$148,250	\$119,500	+24.1%	24	51	-52.9%	57	50	+14.0%
Washtenaw County	535	444	+20.5%	\$365,000	\$300,000	+21.7%	19	47	-59.6%	944	1,491	-36.7%
Wayne County	1,977	1,661	+19.0%	\$185,000	\$160,000	+15.6%	21	41	-48.8%	2,739	4,331	-36.8%

* Included in county numbers.



By CLAUDIA HERNANDEZ

Happy August!

I want to thank my committee members and other GMAR members who were able to attend the RPAC Summer Soiree in July. I am a big believer that RPAC is an essential piece of our day-to-day business as realtors. I am a quarterly donor, and I am always open to sharing why we must stay connected with such an essential group with my committee members. It was refreshing to see so many friendly faces and new faces at the event. If you'd like to learn more about RPAC, please visit gmaronline.com/rpac.

We are kicking off August with a fantastic event presented to you by GMAR to benefit the [Greater Realtors® Foundation](#) in partnership with Community Housing Network. The Family Drive-In Movie Night on August 19 at 6:30. For

more information, please visit [GMAR's website](#) or event app.

YPN is very excited to share the details of our TopGolf event coming up finally. We have partnered up with Caliber Home Loans, Hommati, Primary Title, Capital Title, and US Bank to put this exciting event together for everyone. The Top Golf event will take place on September 23 at their Auburn Hills location from 4 pm-6 pm. There will be Limited Availability so make sure you grab your tickets as soon as possible! The sale of tickets will begin on August 21, and we have early bird tickets with a \$5 discount that will only go through Monday. Then our regular priced tickets will be available for \$65.00.

Stay safe, and see you at TopGolf!



PRESENTED BY  CALIBER HOME LOANS

THURSDAY, SEPTEMBER 23RD

4-6 p.m. | Topgolf Auburn Hills
500 Great Lakes Crossing Drive | Auburn Hills, MI 48326

LIMITED AVAILABILITY
Purchase your tickets today!

Cost: Starting at \$35
Includes: appetizers, drinks, and two hours of golf

SPONSORED BY:



www.gmaronline.com/events

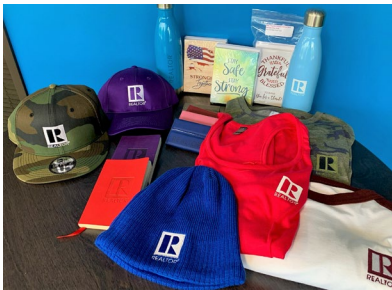
TOOLSHOP

MONTHLY SALE

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 gmaronline.com/toolshop

 248-478-1700



EVERYTHING under \$5.00

Clothes, Hats, Business Cards, & more

August Sale Price: \$5.00 or below



EVERYTHING under \$15

Choose from Hats, REALTOR T-Shirts, Padfolios, & more

August Sale Price: \$15 or below



EVERYTHING under \$25

Choose from REALTOR Fleece, Sweatshirts, Lockboxes, & more

August Sale Price: \$25 or below



6410- Large Corr. Signs

Comes in Red, Blue, Orange, Purple & Pink.

August Sale Price: \$5.99



Assorted Riders

Choose From *Sold*, *Sale Pending*, *I'm Gorgeous Inside*. 6x24 Plastic Riders

August Sale Price: \$4.50



6195- Deluxe CD Padfolio

Comes in Navy, Black, Burgundy & Tan

August Sale Price: \$14.95



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Parks Title has been serving Michigan homeowners for more than 30 years, providing our customers with personalized communication, fast and accurate title services, and a confident, secure closing experience. We continue to meet the needs of a challenging economy and build relationships with our clients that allow us to facilitate the smoothest possible transaction for their buyers and sellers.

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2 legal & 2 standard hours

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August 19th
9am-1pm



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!

AUGUST 17TH

9:00am – 10:00am

Register Online:
GMARONLINE.COM/CALENDAR



Agent 101: You Don't Know What You Don't Know

A 2-PART ONLINE ZOOM CLASS!

August 10th & 11th | 1:00pm – 3:00pm

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

Free for all members!

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FEMA & Flood Zone

AN ONLINE ZOOM CLASS!

August 20th | 10:00am – 12:00pm

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NEXT CLASS:

FREE FOR ALL MEMBERS

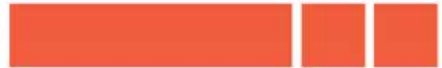
Tuesday, August 31st

9:00am – 3:00 pm

GMAR Standard **Continuing Education**

for Real Estate Professionals **2021**

Presented online via



NEXT CLASS:

FREE FOR ALL MEMBERS

Monday, August 16th

9:00am – 3:00 pm

GMAR Standard **Continuing Education**

for Real Estate Professionals **2021**

Presented online via





Guidance to Compliance

AN ONLINE ZOOM CLASS!

August 24th | 1:00pm – 3:00pm

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A Legal Perspective

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August 12th | 9:00am – 12:00pm

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 **GMAR VIRTUAL EDUCATION**



Pricing Strategy Mastering the CMA

A 2-PART ONLINE ZOOM CLASS!

August 17th | 12:00pm – 4:00pm

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

Special Member Pricing!

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A GMAR HYBRID CLASS!

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Short Sale & Foreclosure Resource Certification

AN ONLINE ZOOM CLASS!

August 12th & 13th – 9:00am – 12:00pm

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Special Member Pricing!

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