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2021 BLACK HISTORY MONTH



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 Greater Metropolitan
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FEBRUARY 2021

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SPONSORS

SUPPORT THOSE WHO SUPPORT YOU

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

Michigan State Housing Development Authority 6



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

All you need is LOVE!!!

GMAR'S Greater Realtors spread their love by supporting fellow Members, local Charities, and their Communities!

GMAR has invested \$124,000 for Placemaking Grant projects throughout our community. Placemaking is a multi-faceted approach to the [planning](#), design, and management of public spaces. Planning capitalizes on a local community's assets, inspiration, and potential, to create public spaces that promote people's health, happiness, and well-being. Easier said- where people can gather, local businesses can prosper, and a sense of real community happens.

Below are the current projects GMAR has supported. We are always looking for more Placemaking opportunities. If

your neighborhood could use a new or re-vamped area to gather, please visit gmaronline.com/placemaking to learn more about GMAR's Placemaking Grant opportunities.

A few more ways we are spreading the LOVE...

GMAR is the only Local REALTOR Association in the area to have its very own Foundation and a Benevolent Fund that gives back to its Members. To date, the Greater Realtor Foundation has helped our Members through the pandemic by giving back \$6,631.60. Learn more about the Greater Realtors Foundation Benevolent Fund here: greaterrealtorsfoundation.com/

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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!

Figones 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 add some curb appeal to this local community garden aimed at helping loved ones grieve.

NW Goldberg Park: By partnering with NW Goldberg Cares, GMAR helped provide new park benches, trash receptacles, and signage for this awesome pocket park in Detroit.

FERRISDALE

Good Neighbors Garden: After finding a new home in Ferrisdale, 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 Courts: 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 entrepreneur launch 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 \$80,000 to re-open the Melvindale Veteran's Memorial Pool after it was shuttered during the Great Recession.

ROYAL OAK

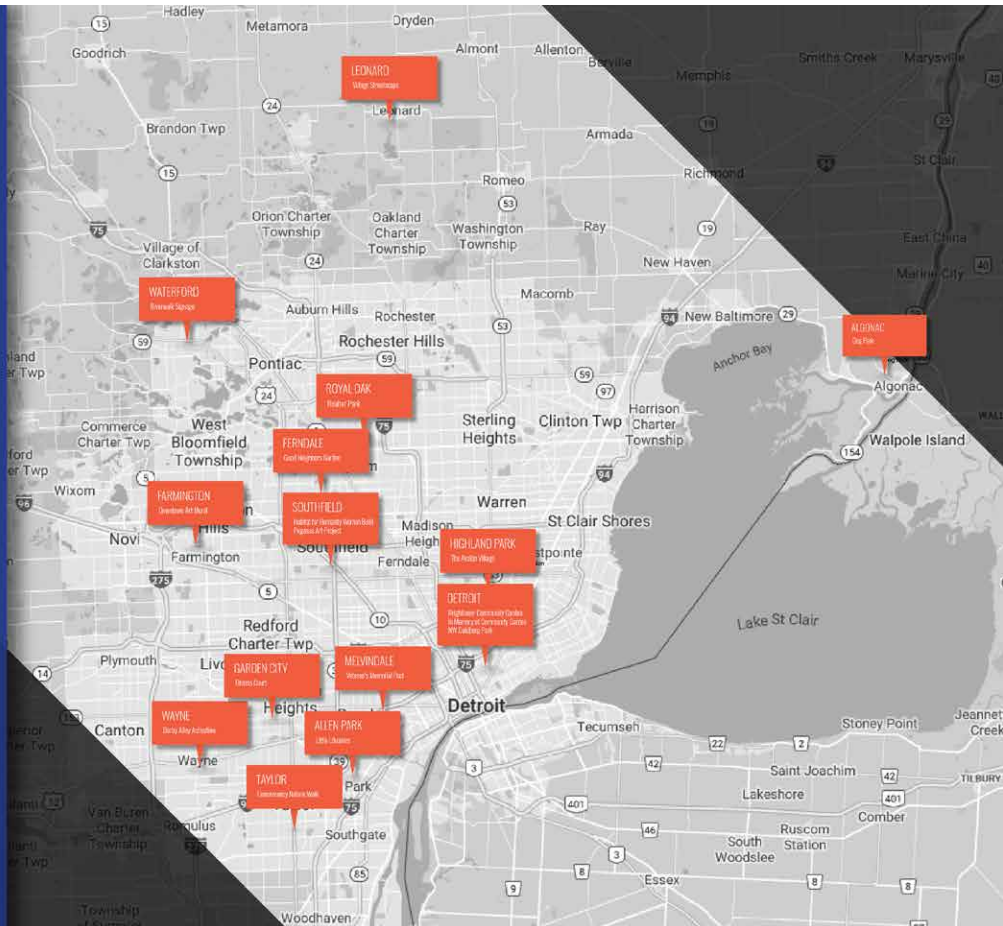
Realtor Parks: As the namesake of this community gem, GMAR transformed this entire park with new park equipment, benches, flowers, signage, and tree little libraries.

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.





Greater Realtors®
Foundation

Benevolent Funds Program

Financial Assistance Available
for Members in Need



Our Members continue to amaze us by donating everything from toiletries to warm blankets for local shelters. The first donation we dropped off took two carloads! A special thanks to Christopher Ayers and his beautiful daughter Abigail for lend a helping hand.

Realtor Park in Royal Oak, we conducted two annual park clean-ups, but that just wasn't enough! Last year with a little help from our friends, we re-built the park providing all-new ADA compliant equipment with a total donation \$58,000.

None of this would be possible without YOU, our Members, Affiliates, and Staff.

It's not about how much money we give; it's sharing the LOVE for our Members and the Communities we SERVE.

Be kind, and always LOVE one another.

THANK YOU FOR HELPING US REACH OUR GOAL AND FOR SUPPORTING OUR

VETERANS




GRF Total Donations over 5 Years to Guardian Angels Medical Service Dogs = **\$144,156**

Thanks to everyone who helped throughout the GRF's 5 Years, 5 Dogs, 5 Lives Saved Campaign with Guardian Angels Medical Service Dogs, we have placed 3 Dogs with local Veterans or First Responders, with two dogs currently being trained, raising a total of \$144,156. We couldn't be more grateful!



GMAR EVENTS HUB

We are excited to welcome you to visit the new GMAR Events hub where you can locate and register for any of our upcoming events by visiting gmaronline.com/events. Coming soon, download the GMAR Event Mobile App by visiting your mobile app store.

www.gmaronline.com/events

Available on the  App Store  GET IT ON Google Play



By VICKIE LIVERNOIS
Chief Executive Officer

Keeping Fair Housing Top of Mind

Just last year, NAR created an initiative to address potential discrimination issues by providing Realtors® with training resources and more. Their Fair Housing Action Plan referred to as "ACT!," stands for Accountability, Culture Change, and Training.

One of the training modules released under ACT is Fairhaven.realtor. Fairhaven is an online simulation in a fictional town titled Fairhaven that walks users through life-like scenarios where housing discrimination can occur. It also provides customized feedback based on your answers to help increase fair housing awareness. Working through the online simulation takes about an hour, and it's also available at no cost. Visit Fairhaven.realtor today to sign up!

In real estate transactions, each party has responsibilities under the Fair Housing law. As a reminder, some of those items include:

Home Sellers may not instruct the licensed broker or salesperson acting as their agent to convey any limitations in the sale or rental. The real estate professional is also bound by law not to discriminate. Under the law, a seller or landlord cannot: (1) establish discriminatory terms or conditions in the purchase or rental of housing; (2) advertise a preference for certain buyers or tenants because of their race, color, religion, sex, handicap, familial status, or national origin; or (3) misrepresent that housing is unavailable to persons who are members of these protected classes.

Home Seekers have the right to expect that housing will be available without discrimination or other limitations based on race, color, religion, sex, handicap, familial status, or national origin.

This includes the right to expect:

- housing in their price range made available to them without discrimination
- equal professional service
- the opportunity to consider a broad range of housing choices

- no discriminatory limitations on communities or locations of housing
- no discrimination in the financing, appraising, or insuring of housing
- reasonable accommodations in rules, practices, and procedures for persons with disabilities
- non-discriminatory terms and conditions for the sale, rental, financing, or insuring of a dwelling
- to be free from harassment or intimidation for exercising their fair housing rights

Realtors® The term REALTOR® identifies a licensed professional in real estate who is a member of NAR. All Realtors must conduct their business and activities per a strict Code of Ethics. As agents in a real estate transaction, licensed brokers or salespersons are prohibited by law from discriminating based on race, color, religion, sex, handicap, familial status, or national origin. A request from the home seller or landlord to act in a discriminatory manner in the sale, lease or rental cannot legally be fulfilled by the real estate professional.

As a Realtor, Article 10 of the Code of Ethics requires that "REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, or national origin, sexual orientation or gender identity. REALTORS® shall not be a party to any plan or agreement to discriminate against a person or persons based on race, color, religion, sex, handicap, familial status, or national origin.

REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons based on race, color, religion, sex, handicap, familial status or national origin, sexual orientation or gender identity."

At the November 13 NAR Board of Directors meeting, Standard of Practice 10-5 was amended and adopted into the Realtor Code, effective immediately, which makes it one step further to ensure that Realtors are held to this

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higher standard, stating "REALTORS® must not use harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Adopted and effective November 13, 2020)"

A REALTOR® pledges to conduct business in keeping with the spirit and letter of the Code of Ethics. Article 10 imposes obligations upon REALTORS® and is also a firm statement of support for equal opportunity in housing.

These recent changes to the Code cover all activities, including social media, and are no longer limited only to real estate-related activities and transactions.

GMAR's Code of Ethics courses will incorporate more information on these recent changes that all Realtors should be aware of. As a reminder, all Realtors must complete at least 2.5 hours of Code of Ethics training every three years. This current cycle deadline is December 31, 2021. Be sure to check our calendar for availability and register early as these sessions will sell out.

BEWARE OF SCHOOL INFORMATION BECOMING A PROXY FOR AREA DEMOGRAPHICS AND STEERING

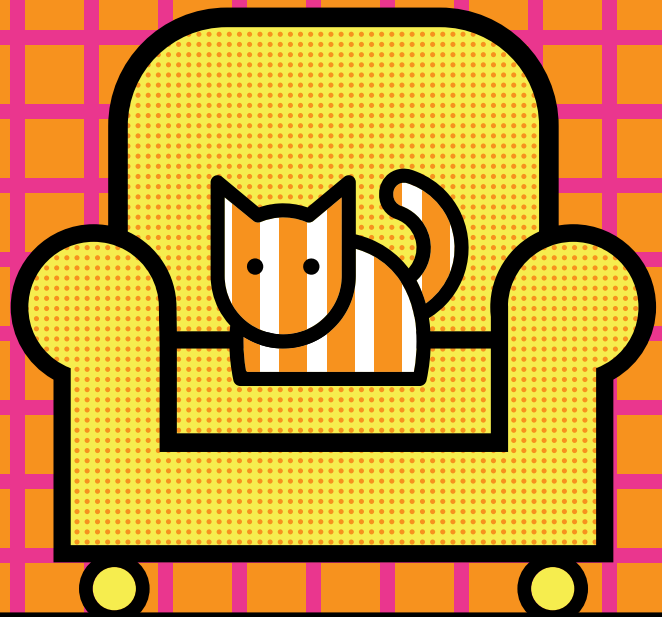
Another important goal of ACT is to help REALTORS® provide school information while avoiding fair housing issues. To be clear, providing school information is not illegal under the Fair Housing Act, but it can be a slippery slope when reference to the quality of schools is used, for example, as a proxy for area demographics or to steer clients away from a particular area.

Best practice would be for REALTORS® to provide clients with objective data, and to avoid substituting their perceptions of a community for hard evidence about the quality of a school. There are many third-party resources available for this information that you could direct your clients to or encourage them to reach out to school district administrators to get more information about area schools.

**You've got clients.
We've got
home loans.**

Our Down Payment Assistance loan –
combined with a Conventional,
Rural Development or FHA home loan –
can make home buying up to \$7,500 better.

More at Michigan.gov/Homeownership.



FAIR HOUSING FOR ALL



Before the Fair Housing Act

- **1789**
The Fifth Amendment to the Constitution, the right to property
- **1857**
The Dred Scott Decision, U.S. Supreme Court declares that African-Americans could not be citizens and had no rights White citizens were bound to respect
- **1863**
Emancipation Proclamation, that all persons held as slaves within the rebellious states are, and henceforward shall be free
- **1865**
Thirteenth Amendment to the Constitution, abolishes slavery in the U.S.
- **1866**
Civil Rights Act, declares that all citizens shall have the same rights as White citizens to own, occupy and transfer real estate
- **1868**
Fourteenth Amendment to the Constitution declares that all persons born in the U.S. are citizens and all citizens are guaranteed equal protection of the law
- **1872**
Freedmen's Bureau, established in 1865 were shut down
- **1896**
Plessy v. Ferguson, U.S. Supreme Court rules that "Separate but Equal" is lawful
- **1908**
Founding of the National Association of Real Estate Boards, later the National Association of REALTORS®, which allows local boards to exclude African-Americans and women from membership
- **1916-1970**
The Great Migration, African-American migration north to take advantage of industrial employment
- **1917**
Buchanan v. Warley, U.S. Supreme Court outlaws zoning based on race; Emergence of racially restrictive covenants
- **1924**
Code of Ethics states that a REALTOR® should never be instrumental in introducing into a neighborhood a character of property or occupancy, members of any race or nationality or any individuals whose presence will clearly be detrimental to property values in that neighborhood
- **1926**
Corrigan v. Buckley, U.S. Supreme Court rejected a legal challenge to racially restrictive covenants
- **1934**
National Housing Act and Residential Security Maps had the result of denying financing in older urban areas and predominantly African-American neighborhoods
- **1943**
Stuyvesant Town housing project in New York approved for development with the exclusion of African-American residents
- **1947**
African-American real estate brokers form the National Association of Real Estate Brokers with the mission of "Democracy in Housing"
- **1948**
Shelley v. Kraemer, U.S. Supreme court ends enforcement of racially restrictive covenants
- **1950**
National Committee Against Discrimination in Housing formed
- **1956**
Interstate Highway Act paves way for urban highways often used to physically separate White and African-American communities
- **1957**
New York City becomes the first city to ban discrimination in private housing
- **1959**
Colorado becomes the first state to ban discrimination in private housing; By 1965, sixteen states had laws against public and private market housing discrimination
- **1962**
President Kennedy bans discrimination in housing funded by the federal government
- **1963**
California Rumford Act bans all housing discrimination in publically-funded housing and in all housing in buildings of five units or more
- **1967**
U.S. Supreme Court finds that a referendum, supported by the real estate industry, to repeal the Rumford Act violated the Civil Rights Act of 1866
- **1967**
National Committee Against Discrimination in Housing conducts audit to document fair housing/discriminatory treatment

1968 Fair Housing Act



By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

I'm Back!

After a five-month hiatus, I've returned to work. Unfortunately, I was injured in a severe accident that took me out of commission for some time. Fortunately, I've healed well, am getting stronger every day, and I'm back in the saddle!

So much has happened in the last five months! Rest assured, despite my absence, the GMAR team worked hard to keep you at the center of the transaction and as a trusted source of information on issues that impact the industry.

While I won't spend time rehashing what transpired since September, the upcoming year presents us with loads of new opportunities and unique challenges.

By my count, at least 25 communities are actively looking to work on issues impacting the industry in the coming year. We also have a few dozen local elections on the horizon that will play a role in how municipal government responds to many of those issues.

On the docket, communities in the region are looking at their rental registration/inspection ordinances, point of sale inspections, mandatory well/septic inspections, short term rental restrictions, sign ordinances, and affordable housing mandates.

The elections in November also elected and tossed many of our friends to and from office. Hence, GMAR has its work cut out to build upon and establish new relationships with elected officials who have taken office in the last couple of weeks and months.

How can you help us protect the industry? I'm glad you asked! Make your commitment today to invest in RPAC monthly by visiting www.gmaronline.com/invest/ and making a monthly investment in RPAC!

Our new 2021 GMAR EVENT SPONSORSHIPS are now available! Look below and be sure to get the first pick for your preferred events!



To ensure maximum member engagement as we look forward to 2021, GMAR has developed a plan to incorporate virtual and in-person events throughout the year.

Due to the adjustment to a virtual lifestyle in 2020, we have adopted a new flexible [event platform](#) that allows GMAR to host in an engaging virtual environment. This new platform also allows for a sophisticated level of targeted engagement for our sponsors that we have never offered before. This year, GMAR will only feature ONE premier sponsor per event; therefore, be sure to acquire your sponsorship early, so you can reserve your favorite event!

Early in the year, we have [Winter Mingle 2: a virtual comedy hour](#) planned with two hilarious comedians that will give us a chance to laugh away the stress. Keep an eye out for the line-up - you will not want to miss this! We will also be hosting a virtual speed networking event later in the spring to allow you to meet new professionals and expand your business contact list.

And look for our in-person events coming later in the year. The ever-popular **Topgolf** event will take place in April as long as social gathering restrictions allow it. Our **Summer In The Park** event in July is our second-largest event of the year and will be open to the community and GMAR members. This event is great for your business to sponsor! Booth Sponsorships are also available for the summer event so you can have a presence at the event in addition to your sponsorship exposure.

Our **Equity & Inclusion Housing Conference** will acknowledge Fair Housing Month (April) with a panel of experts from various perspectives within the diverse realtor community. Stay tuned for the speaker announcements on that one! Sponsoring this event is a great way to show your support for expanding the principles of equity and inclusion within the real estate industry while also gaining additional exposure for your company.

The most attended event of the year, the annual **GMAR Gives Back fundraiser**, will be positively different in 2021. We have a new venue, a new theme, new interactive components, and so much more. Sponsorships are still available for Gives Back. Secure yours today!

Lastly, here's a great new perk: **select high-level sponsorships also include tickets to the sponsored event;** so you can secure your seat as well as exposure for your organization.

If you refer a business (not your own) that chooses a high-level sponsorship for an event, you will receive a ticket to the event as well!

Be sure to download the first-ever [GMAR Events App](#) where you can register for and join our special events right from your phone or tablet. See below for the [event calendar](#) and the [sponsorship package](#) details.

Locate this information on our website at gmaronline.com/events.

For sharing referrals and potential sponsors, email August@GMARonline.com directly.

2021 SPONSORSHIP PRICING

PREMIER SPONSORSHIP PACKAGE \$4,000

*Choose 3 Main Events

Digital	Logo Placement	Pre-Event	• Hyperlinked Logo placement on GMAR Event Website Page/App Platform
Digital	Video Spot	In-Event	• 60 second video/commercial spot featured on Event Sponsor Page
Digital/Print	Flyer	Pre-Event	• Logo placement on Event Flyer (Limited Availability)
Digital	Networking	Pre-Event	• Access to event platform once events tickets become available to network & build connections (virtual demonstration available)
Digital	Email Communications	Pre-Event	• Logo placement & mention in one Pre-Event Email Marketing Newsletter
Print	Social Media	Pre-Event	• Logo placement & mention in two Facebook, Twitter, & LinkedIn Posts
Print	Social Media	Pre-Event	• Mentioned in Facebook Event Description

PARTNER SPONSORSHIP PACKAGE \$2,500

*Choose 1 Main Event & 2 Small Events

Digital	Networking	Pre-Event	• Access to event platform portal 5 days prior to event to network & build connections (virtual demonstration available)
Digital	Social Media	Pre-Event	• Logo placement in one Facebook & LinkedIn Post
Digital	Social Media	Pre-Event	• Mentioned in Facebook Event Description
Digital	Event Platform	Pre-Event	• Non-Hyperlinked Logo Placement in GMAR Event Website Page/ App Platform Description
Digital	Event Platform	In-Event/Post	• Mentioned in event ROS Feed

SUPPORTER SPONSORSHIP PACKAGE \$1,000

*Choose Any 3 Small Events

Digital	Social Media	Pre-Event	• Mentioned in Facebook Event Description
Digital	Event Platform	Pre-Event	• Mentioned in GMAR Event Website Page/ App Platform Description
Digital	Event Platform	In-Event/Post	• Mentioned in event ROS Feed

Disclaimer

All promised sponsorships need to be paid within 30 days of invoice, or 60 days prior to the event (whichever comes first) or the sponsorship will be released and offered to other supporters. Sponsor benefits will only begin once the sponsorship is secured with payment.

For Ala Carte Mix & Match Menu or other sponsorship options please email: August@gmaronline.com

Find more information, to see a list of our upcoming events, or to register for our events, visit: gmaronline.com/events



Abdallah, Batoul–RE/MAX Classic
 Akujobi, Kemjika–Clients First, Realtors®
 Alam, Yusuf–Home Pride Realty
 Alcantara, Joshua–KW Advantage
 Alvarez, Noemis–EXP Realty, LLC
 Alzubi, Tariq–Empire Realty Group
 Asgar, Tashnim–Keller Williams Paint Creek
 Asmar, Terry–Weichert, Realtors-Select
 Bagozzi, Evelina–Leone Realty Inc.
 Barbat, Veronica–LighthouseReal Estate Group
 Bartol, Jessica–KW Domain
 Basma, Ali–Clients First, Realtors®
 Baydoun, Khalil–Century 21 Curran & Oberski
 Beaver, Shannon–Keller Williams Realty AA Mrkt
 Beaver, Matthew–Social House Group
 Best, Bryan–Max Broock, Inc. Blmflld Hills
 Beydoun, Rita–Premier Realty Associates LLC
 Beydoun, Wafa–Key Realty One
 Bhinderwala, Farida–KW Home Realty
 Blaauw, Kelsey–Good Company Realty
 Blair, Andrew–EXP Realty, LLC
 Blaker, Kimberly–KW Advantage
 Blanco, Patricia–Coldwell Banker Weir Manuel
 Bonds, Cleveland–EXP Realty, LLC
 Bourchard, Hunter–KW Professionals
 Boyd, Tracey–Greater Metropolitan Realty
 Bradley, Meisha–KW Domain
 Bradley, Jessica–EXP Realty, LLC
 Brake, Alex–River Oaks Realty Company
 Brassert, Andrea–KW Advantage
 Breitenbach, Paulette–MI Choice Realty, LLC
 Brown, Sandra–EXP Realty, LLC
 Bubbs, Beverly–KW Advantage
 Buyers, Nolan–Century 21 Curran & Oberski
 Campbell, Marlon–Landmark Realty - Southgate
 Cancro, Dan–EXP Realty, LLC
 Capicotto, Lydia–Elite Realty
 Capron, Terry–Capron & Co
 Carney, Tammy–Grapevine Realty
 Carr, Lauren–Keller Williams Paint Creek
 Carr, Michael–Keller Williams Paint Creek
 Carrera, Alexis–EXP Realty, LLC
 Carter, Alena–KW Advantage
 Cascaden, Shawna–Real Estate One, Inc.
 Cecott, Conner–Coldwell Banker Weir Manuel
 Chemeissani, Hadi–Empire Realty Group
 Cicalo, Will–CMS Realty LLC
 Clark-Thrash, Donovan–Vylla Homes
 Cleague, Omar–Vylla Homes
 Clemons, Todd–Real Estate One, Southgate
 Cook, Wendell–Signature Sotheby's Inter.
 Corcoran, Gail–Century 21 Curran & Oberski
 Cotton, Marissa–KW Home Realty
 Craig, Michael–Front Page Properties
 Crain, Arlelia–Keller Williams Metro
 Crampton, Peter–Coldwell Banker Weir Manuel
 Dalton, Anne–EXP Realty, LLC
 Daly, David–KW Professionals
 Deacon, Hannah–KW Advantage
 Deane, Tammy–24hourbpos
 Degroot, Daniel–Key Realty One
 DeMoss, Evan–Remerica Hometown One
 Dempsey, Terra–KW Advantage

Dhillon, Jasdeep–Express Realty Inc.
 Dhillon, Katie–Coldwell Banker Weir Manuel
 Diadiun, Steven–3DX Real Estate, LLC
 Dietrich, Gina–Remerica United Realty
 Dorko, Jason–EXP Realty, LLC
 Duncan, Timothy–Century 21 Row
 Estrellado, Vanessa–Keller Williams Paint Creek
 Fairley, Sonya–EXP Realty, LLC
 Falkiewicz, Jacob–KW Advantage
 Farida, Sandy–Max Broock, Inc. Blmflld Hills
 Farida, Jonathan–Real Estate One Farm. Hills
 Farrell, Kelly–Brookstone, Realtors
 Fielder, Maureen–Grapevine Realty
 Figlak, Carolyn–Max Broock, REALTORS, Brmngm
 Figlan, Jeffrey–Real Estate One- Chesterfield
 Finn, Patrick–Mitten Realty Group
 Flynn, Kristin–Remerica United Realty
 Galloway, Aisha–KW Home Realty
 Gao, Fei–National Realty Centers Northv
 Gearns, Jeffrey–Coldwell Banker Town & Country
 Gladney, Kurvani–EXP Realty, LLC
 Golden, Donovan–Golden Real Estate LLC
 Goralski, Bradley–Keller Williams Metro
 Grace, Sarah–Max Broock
 Graves, Thomas–Select R.E. Professionals Inc.
 Green, Ashley–Front Page Properties
 Gretebeck, Daniel–EXP Realty, LLC
 Haddad, John–EXP Realty, LLC
 Haller, Terra–Stukkier Real Estate
 Haltinner, Christopher–RE/MAX Dream Properties
 Hamlin, James–Castle Real Estate, LLC
 Hanna, Zack–Keller Williams Somerset
 Harrison, Morgan–Real Estate One Detroit
 Hartwig, Ben–EXP Realty, LLC
 Hartwig, Tara–EXP Realty, LLC
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 Hein, Ronald–KW Advantage
 Heinz, Alexandra–Michigan Homes Group, Inc.
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 Hermiz, Jillian–Real Estate One Novi
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 Hosking, Heather–KW Advantage
 Hosmer, Jack–Expert Realty Solutions Inc.
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Loveday, Joseph–Expert Realty Solutions Inc.
Makled, Fred–Expert Realty Solutions Inc.
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Martin, Daniel–Keller Williams Metro
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McRae, Justin–EXP Realty, LLC
Mendez, Rance–Right House Realty Company
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Mitchell, Bradley–EXP Realty, LLC
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Moner, Hannah–EXP Realty, LLC
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Mufti, Fatima–Keller Williams Paint Creek
Murphy, Gina–KW Professionals
Nelson, Geoffrey–Key Realty One
Norcia, Michael–Khoury Real Estate LLC
Novack, Allen–RichRealty
Oswald, Alma–KW Advantage
Oswald, Daniel–KW Advantage
Palmer, Morgan–Sharco Realty, LLC
Parker, Alicia–Abode Detroit
Paulus, Nofal–Real Living Kee Realty Troy
Pennala, Krishna–EXP Realty, LLC
Perkins, Pamela–EXP Realty, LLC
Perry, Tina–EXP Realty, LLC
Perry-Manigault, Daynah–Pretty Homes Realty, LLC
Perttu, Emily–Landmark Realty - Southgate
Phan, Cindy–RE/MAX Nexus
Pillsbury, Jonathan–Re/Max Platinum
RAHMAN, MAHFUJUR–Home Pride Realty
Raska, Zachary–Keller Williams Metro
Rayford, Jacob–EXP Realty, LLC
Reboya, Maria–Elite Realty
Rodgers, Ondria–KW Advantage
Ross, Erica–Elite Realty
Rubino, Cynthia–Arterra Realty LLC
Ruper, Gregory–Lee Realty Inc
Rupert, Jodi–EXP Realty, LLC
Rush, Vincent–EXP Realty, LLC
Russell, Julianne–Real Living Kee Realty
Russow, Krystle–Keller Williams Realty AA Mrkt
Santavicca-Hughes, Terri–Macomb Metro Realty Inc.
Schwartz, Joel–EXP Realty, LLC

Schweiger, Jessica–Janis Degreory & Associates
Segars, Tommy–WeichertRealtors-BHM Preferred
Shamow, Rebecca–EXP Realty, LLC
Shaw, Amber–RE/MAX Eclipse
Shehadeh, Kamahl–Vision Realty Centers, LLC
Shunkwiler, Christa–Century 21 Curran & Oberski
Siefert, Krista–KW Advantage
Singh, Amrinder–Social House Group
Singh, Khimya–Century 21 Today, Inc.
Sitto, Pilar–Level Plus Realty
Skorupski, Danielle–EXP Realty, LLC
Smakaj, Genc–EXP Realty, LLC
Small, Emily–Michigan Homes Group, Inc.
Smith, Shalesia–KIM Realtors
Snell, Danielle–KW Advantage
Southers, Colin–Coldwell Banker Weir Manuel Bi
Spica, Michael–Cleare Realty Solutions
Stanek, Ryan–KW Advantage
Stephens, Joslyn–EXP Realty, LLC
Stevens, Eric–Solutions Realty Group LLC
Sulaka, Sandi–EXP Realty, LLC
Sun, Yong–AutoCity Realty
Taylor, Julia–Keller Williams Metro
Taylor, Phyllip–Crown Real Estate Group
Thomas, Zina–EXP Realty, LLC
Travis, Rachael–Keller Williams Somerset
Tutor, Sara–Signature Sotheby Internationa
Unuvar, Madeline–Expert Realty Solutions Inc.
Updyke, Kristie–National Realty Centers Northv
Urbn, Trena–KW Realty Livingston
Vadnais, Kristen–Social House Group
Vesey, Corey–Slater Signature Homes
Villareal, Leticia–EXP Realty, LLC
Wang, Jianqun–KW Professionals
Waqhar, Khalid–KW Professionals
Waszkiewicz, Anna–KW Professionals
Waun, Robert–DIRT REALTY, LLC
Westhoff, Wesley–Real Estate One Livonia
Wheeker, Julie–Bittinger Team, REALTORS
White, Rasta–EXP Realty, LLC
White, Mark–NFH Realty
Widner, Christine–EXP Realty, LLC
Williams, Retha–Great Lakes Real Estate Agency
Winningham, Kevin–Keller Williams Paint Creek
Wutka, Stephanie–EXP Realty, LLC
Yakobe, Andrea–Select R.E. Professionals Inc.
Yelder, Larry–KW Advantage
York, Adam–Real Estate One Farm. Hills
Zastrow, Ashley–Keller Williams Paint Creek
Zientak, Brian–Brookstone, Realtors
Zuba, Doug–Coldwell Banker Weir Manuel

We Couldn't Do It Without You

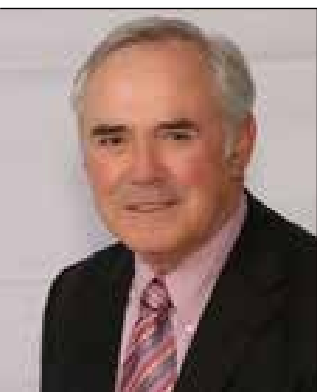
THANK YOU ORIENTATION SPONSORS
FOR THE MONTH OF DECEMBER 2020:

PILLAR TO POST





By GORDON MCCANN
GMAR RPAC Chair



Now is the Time to Invest in RPAC

The Presidential Inauguration is over, and a new era begins. For Realtors, most of the legislative and executive changes will have little impact on our industry. The essential safeguard Realtors are looking at is avoiding government increases or additions to Real Property sales. There is no legislation that would tax the services of selling real estate.

What can you do to protect against this happening? Invest in RPAC. These dollars are used to protect the issues that would adversely affect buyers or sellers of real estate and issues that would impact your livelihood. RPAC is the single most important investment you can make as a Realtor for yourself and your clients.

In a typical environment in February and March, GMAR would host luncheons and meetings for successful Realtors to inform them of upcoming events and asking for their investment in RPAC. This would be our major investor meetings asking Realtors to invest

\$1,000 or more and one of the significant sources of GMAR's investment in RPAC. If you consider yourself successful, we would be happy to hear from you.

Realtors involved in the future success of their business and livelihood--many are RPAC Major Investors. Those who want to become more involved with helping the National Association of Realtors elect pro-Realtors to the US House of Representatives and US Senate. These individuals become members of NAR's President Circle.

Real estate is one of the few professions where an individual can quickly and easily enjoy an income of millions of dollars in a short time frame. RPAC is your investment to be able to continue this in the future. Are you an RPAC Investor?

With Our Deepest Sympathy

CARL MANOOGIAN

We are sad to inform you of the passing of Carl Manoogian with Primary Title Agency.

Carl has been an active Affiliate member with GMAR for many years and has served many of those years as an active member on the Affiliate Committee, and most recently participating as a speaker and host to many of our Affiliate led classes.

View his obituary and share a memory, photo, or video by visiting [HERE](#).

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

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.



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 December 2020.

Jacob Andary
Stacie Andrew
Christopher Ayers
Cynthia Bagley
Sherry Balhorn
Pam Bartling
Alfred Block
Nathan Boji
Melissa Botsford
Jacqueline Bray
Loretta Brown
Michael Brown
Keith Burton
Chelsea Cain
Peter Chirco
Robert Chubb
Kathleen Coon
James Cristbrook
Kevin Cristbrook
Katherine Culkeen

Traci Dean
Debra DeAngelo
Melissa Degen
Christopher Deighton
Deanna DuRussel
Ted Edginton
T. Scott Galloway
Doug Gartley
John Goci
Allison Gorman
Steven Gottlieb
Marnie Gray
Karen Greenwood
Travis Greer
August Gunderson
Richard Harrison
Jason Heilig
Lawrence Henney
Claudia Hernandez
John Higgins

Kevin Hultgren
James Iodice
Anthony Jablonski
Darlene Jackson
S. Toni Jennings
Liola Johnson
Meriem Kadi
Dmitry Koublitsky
Porchia Lane
Gwendolyn Lewis
Vickey Livernois
Deborah Luke
Caryn MacDonald
Shana Maitland
Gordon McCann
Scott Merian
Michelle Morris-Mays
John O'Brien
Dorothy Ohara Blizard
Justin Oliver

Don Precour
Amanda Richardson
Lauren Rivers
Anthony Schippa
Shelley Schoenherr
Jason Seaver
Corey Segnitz
Devon Smith
Kellie Smith
Nicholas Stanon
Jo Ann Steuwe
Johnna Struck
Kevin Tshiamala
Antoinette Wallace
Katie Weaver
Hope Williams
Yolanda Williams-Davis

*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

With Our Deepest Sympathy

LEON BRUER

We are sad to inform you of the passing of Leon Bruer of Coldwell Banker Weir Manuel.

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

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.

Are You Spending Too Much Time Marketing?

By Darryl Mason of Amarki

There is a direct correlation between marketing and overall sales, but how you're marketing, and the time required to do the marketing can be exhausting. It's not just about promoting your listing(s) on every platform possible as much as it is telling your story as a knowledgeable and trusted real estate expert.

Real estate is already a tough business, especially when Realtors® deal with factors out of their control, like the local market, economic indicators and interest rates to name a few. Homeowners and buyers alike want accurate information quickly and conveniently and they want it where they interact most.

Marketing yourself and your properties can be a daunting task, and time-consuming, to say the least. Unless you have a team of experts handling your day-to-day marketing, you're bound to spend endless hours jumping from platform to platform just to post the same content. When we think about print, email, text messaging and social media, all of these are different platforms, systems or apps and you need to be savvy to get the right messaging across to your buyers and sellers.

The National Association of Realtors® 2019 Annual Digital Report highlighted how technology is changing our daily activities. This includes how potential home buyers are searching for, comparing and selecting properties of interest

before they even connect with a real estate agent. A few highlights from the report include:

- 44% of home buyers searched for a property online
- 76% of all buyers found a home on a mobile device
- 46% of all real estate firms cited keeping up with technology as one of the biggest challenges
- 47% of realtors® cited that social media was the best source for generating high-quality leads versus any other sources

Think about all of the efforts you put into marketing a new listing: start with designing your flyers, sending out an email blast to a list of potential buyers, posting to all of your social channels by jumping from platform to platform, and even printing flyers for an upcoming open house. This can take hours or even days to get the right marketing to the right places in front of the right buyers.

Through one of GMAR's partners, Amarki, you can streamline your entire marketing process through their tool. Instead of having to spend the unnecessary time sending an email blast, posting to all your various social channels individually and printing off flyers for your open house, this can be done seamlessly. Not only does Amarki pull in your MLS data hourly, but they streamline all your marketing in mere minutes.

Learn more about Amarki's capabilities and partnership with GMAR by visiting: <https://www.amarki.com/gmar>

Real Estate Done Smarter, Not Harder.

Social Media Email Text Web Ads

Greater Metropolitan Association of REALTORS

Amarki

FREE Account for GMAR Members! **Sign Up Now**

Amarki | Template: Listing Em...
app.amarki.com/campaign/create
Amarki Home Create
\$749,000
548 Marbury Lane
COLUMNS
HTML
TEXT
Property Highlights:
2,300 sq. ft.
4 Bedrooms
3 1/2 Bathrooms
3 Car Garage
This beautiful new home in the Grandale Hills neighborhood features extraordinary craftsmanship and detail with every perk you would expect from a home in class, and more.
We're Online!
How may I help you today?

GMAR EDUCATION CALENDAR 2021

FEBRUARY 2021

BROKER SHORTS-DOCUMENT RETENTION

CE Credits: 2 standard
February 10
1:00 p.m. – 2:00 p.m.
VIRTUAL
Instructor: Bart Patterson
FREE, Membermax & EduPass
\$20, Members
MEMBERS ONLY
Broker & Associate Brokers Only!
Register Here: <https://bit.ly/3aetJi0>

A LEGAL PERSPECTIVE

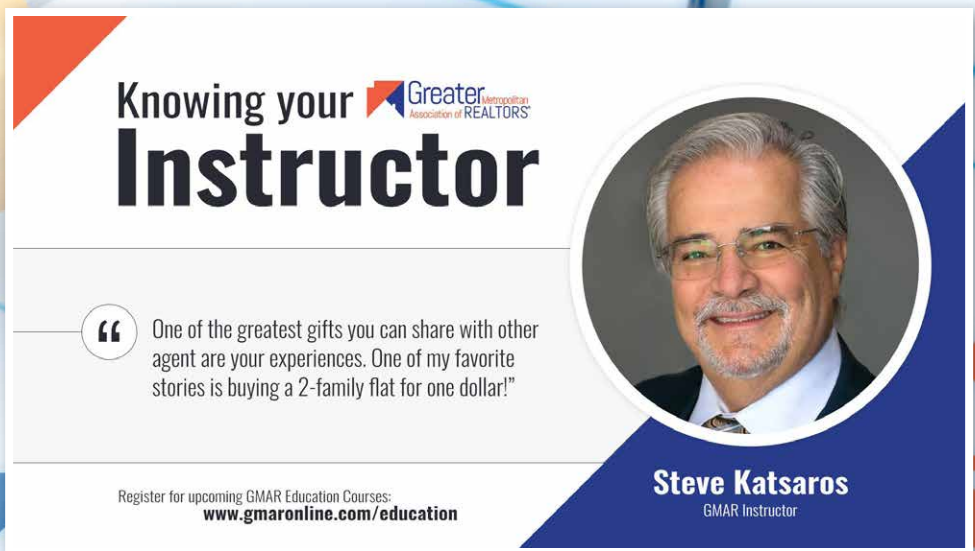
CE Credits: 3 standard
February 11
9:00 a.m.-12:00 p.m.
Virtual
FREE, Members
\$50, Non- Members
Register Here: <https://bit.ly/3sRZNBO>


PRICING STRATEGIES: MASTERING THE CMA-2 DAYS

CE Credits: 7 Elective
February 15 & 16
9:30 a.m.- 1:30 p.m.
Instructor: Rick Conley
FREE, Membermax & EduPass
\$59, Members
\$49, Non-Members
Register Here: <https://bit.ly/3sREGzh>

REAL ESTATE NEGOTIATION CERTIFICATION (RENE)

2 Days
CE Credits: 16 standard
February 23 & 24
9:00 A.m. – 4:00 p.m.
VIRTUAL
Instructor: Bart Patterson
FREE, Membermax & EduPass
\$125, Members
\$200, Non-Member
Register Here: <https://bit.ly/3a96U03>



Knowing your  Instructor

“ One of the greatest gifts you can share with other agent are your experiences. One of my favorite stories is buying a 2-family flat for one dollar!”

Register for upcoming GMAR Education Courses:
www.gmaronline.com/education

Steve Katsaros
GMAR Instructor

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

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

DECEMBER 2020 QUICK TAKES RESIDENTIAL PROPERTY

4,017
Homes Sold

48.8%
Inventory Decrease
since **November**



\$255,262
Average Sales Price

1.3 Months Supply of
Inventory



OAKLAND, WAYNE & MACOMB DECEMBER 2020 RESIDENTIAL PROPERTY QUICK TAKES

OAKLAND

1,554
Homes Sold

\$355,027
Average Sales Price

WAYNE

1,661
Homes Sold

\$195,845
Average Sales Price

MACOMB

1,268
Homes Sold

\$193,500
Average Sales Price

Local Market Update – December 2020

A Research Tool Provided by Realcomp



GMAR® Report

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

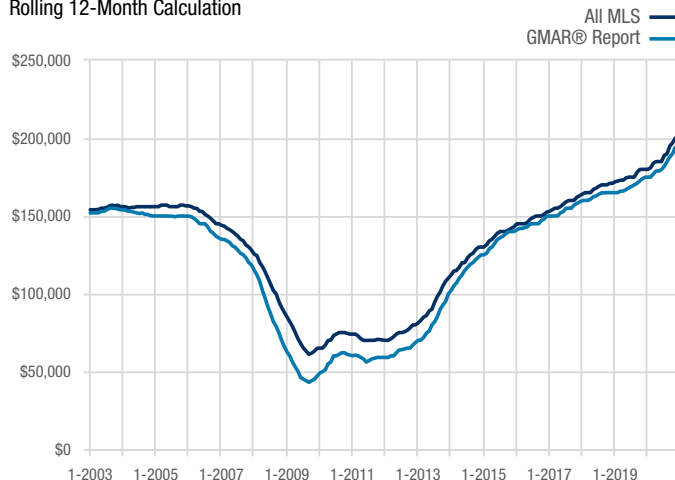
Residential Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	2,846	2,868	+ 0.8%	65,830	54,956	- 16.5%
Pending Sales	2,442	3,121	+ 27.8%	42,867	43,822	+ 2.2%
Closed Sales	3,335	4,017	+ 20.4%	42,899	42,396	- 1.2%
Days on Market Until Sale	41	31	- 24.4%	36	36	0.0%
Median Sales Price*	\$167,000	\$197,200	+ 18.1%	\$174,900	\$195,800	+ 11.9%
Average Sales Price*	\$210,731	\$247,279	+ 17.3%	\$218,510	\$240,599	+ 10.1%
Percent of List Price Received*	96.3%	98.9%	+ 2.7%	97.2%	98.3%	+ 1.1%
Inventory of Homes for Sale	9,055	4,637	- 48.8%	—	—	—
Months Supply of Inventory	2.5	1.3	- 48.0%	—	—	—

Condo Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	526	581	+ 10.5%	11,866	10,697	- 9.9%
Pending Sales	481	571	+ 18.7%	8,001	8,120	+ 1.5%
Closed Sales	613	652	+ 6.4%	8,027	7,892	- 1.7%
Days on Market Until Sale	42	37	- 11.9%	36	41	+ 13.9%
Median Sales Price*	\$163,000	\$182,000	+ 11.7%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$189,309	\$208,154	+ 10.0%	\$198,771	\$207,705	+ 4.5%
Percent of List Price Received*	97.0%	97.9%	+ 0.9%	97.5%	97.8%	+ 0.3%
Inventory of Homes for Sale	1,755	1,229	- 30.0%	—	—	—
Months Supply of Inventory	2.6	1.8	- 30.8%	—	—	—

* 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.

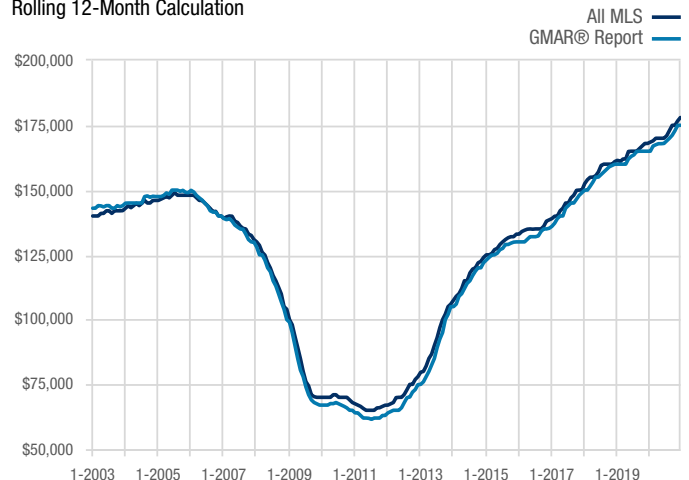
Median Sales Price - Residential

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 January 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

2020 Residential Real Estate Market Goes Out Like a Lion

Quick Facts

+ 21.0%

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

+ 20.4%

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

+ 15.6%

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

+ 4.9%

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

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

December Real Estate Market Commentary:

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continued to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

Closed Sales increased 22.2 percent for Residential homes and 11.9 percent for Condo homes. Pending Sales increased 20.5 percent for Residential homes and 19.4 percent for Condo homes. Inventory decreased 48.3 percent for Residential homes and 28.8 percent for Condo homes.

The Median Sales Price increased 17.2 percent to \$204,900 for Residential homes and 10.3 percent to \$183,000 for Condo homes. Days on Market decreased 23.9 percent for Residential homes and 21.3 percent for Condo homes. Months Supply of Inventory decreased 50.0 percent for Residential homes and 29.6 percent for Condo homes.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 16,600 valued broker, agent, and appraiser REALTOR® customers in over 2,600 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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
		New Listings		5,480	5,747	+ 4.9%	130,957
Pending Sales		4,968	5,979	+ 20.4%	88,610	91,248	+ 3.0%
Closed Sales		6,736	8,148	+ 21.0%	88,485	88,775	+ 0.3%
Days on Market Until Sale		47	35	- 25.5%	41	42	+ 2.4%
Median Sales Price		\$173,000	\$200,000	+ 15.6%	\$179,000	\$198,000	+ 10.6%
Average Sales Price		\$210,221	\$241,980	+ 15.1%	\$216,488	\$236,200	+ 9.1%
Percent of List Price Received		96.7%	98.8%	+ 2.2%	97.5%	98.4%	+ 0.9%
Housing Affordability Index		184	176	- 4.3%	178	178	0.0%
Inventory of Homes for Sale		19,489	10,553	- 45.9%	--	--	--
Months Supply of Inventory		2.6	1.4	- 46.2%	--	--	--

Listing and Sales Summary Report December 2020



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change	Dec-20	Dec-19	% Change
All MLS (All Inclusive)	8,148	6,736	+21.0%	\$200,000	\$173,000	+15.6%	35	47	-25.5%	10,553	19,489	-45.9%
City of Detroit*	402	370	+8.6%	\$72,000	\$47,500	+51.6%	51	50	+2.0%	1,215	2,265	-46.4%
Dearborn/Dearborn Heights*	223	194	+14.9%	\$169,500	\$135,000	+25.6%	24	33	-27.3%	199	400	-50.3%
Downriver Area*	413	388	+6.4%	\$145,000	\$130,000	+11.5%	22	38	-42.1%	402	831	-51.6%
Genesee County	494	423	+16.8%	\$160,000	\$147,250	+8.7%	30	51	-41.2%	563	1,277	-55.9%
Greater Wayne*	1,438	1,250	+15.0%	\$175,000	\$155,000	+12.9%	27	37	-27.0%	1,477	2,787	-47.0%
Grosse Pointe Areas*	63	49	+28.6%	\$295,000	\$310,000	-4.8%	46	52	-11.5%	86	157	-45.2%
Hillsdale County	46	49	-6.1%	\$143,500	\$134,900	+6.4%	65	87	-25.3%	112	164	-31.7%
Huron County	10	6	+66.7%	\$135,250	\$169,750	-20.3%	133	167	-20.4%	24	58	-58.6%
Jackson County	210	189	+11.1%	\$171,500	\$134,028	+28.0%	59	77	-23.4%	409	464	-11.9%
Lapeer County	119	87	+36.8%	\$220,000	\$181,900	+20.9%	46	51	-9.8%	146	335	-56.4%
Lenawee County	143	116	+23.3%	\$169,000	\$141,500	+19.4%	62	75	-17.3%	219	332	-34.0%
Livingston County	248	238	+4.2%	\$297,000	\$268,000	+10.8%	43	51	-15.7%	279	660	-57.7%
Macomb County	1,268	1,013	+25.2%	\$193,500	\$169,900	+13.9%	29	40	-27.5%	1,100	2,296	-52.1%
Metro Detroit Area*	5,206	4,352	+19.6%	\$215,000	\$184,000	+16.8%	32	41	-22.0%	6,188	11,924	-48.1%
Monroe County	171	136	+25.7%	\$189,325	\$170,000	+11.4%	45	61	-26.2%	231	461	-49.9%
Montcalm County	18	7	+157.1%	\$169,000	\$120,000	+40.8%	28	18	+55.6%	23	51	-54.9%
Oakland County	1,850	1,481	+24.9%	\$274,000	\$240,000	+14.2%	31	41	-24.4%	2,117	3,916	-45.9%
Saginaw County	217	147	+47.6%	\$129,500	\$105,000	+23.3%	27	51	-47.1%	197	409	-51.8%
Sanilac County	27	28	-3.6%	\$148,000	\$135,750	+9.0%	113	55	+105.5%	68	163	-58.3%
Shiawassee County	109	76	+43.4%	\$129,900	\$130,000	-0.1%	31	41	-24.4%	127	194	-34.5%
St. Clair County	174	164	+6.1%	\$184,450	\$165,000	+11.8%	38	52	-26.9%	273	511	-46.6%
Tuscola County	40	40	0.0%	\$146,000	\$130,000	+12.3%	28	68	-58.8%	43	109	-60.6%
Washtenaw County	381	318	+19.8%	\$297,500	\$270,000	+10.2%	34	51	-33.3%	797	1,070	-25.5%
Wayne County	1,840	1,620	+13.6%	\$157,000	\$137,847	+13.9%	32	40	-20.0%	2,692	5,052	-46.7%

* Included in county numbers.



By CHELSEA CAIN



Passing the Torch

According to Dictionary.com, Pass the Torch means to "Relinquish responsibilities, a tradition, practice, or knowledge to another." This phrase is commonly referenced in leadership as our new leaders take the gavel and head out into their year.

This is the most bittersweet of moments. One that you can never truly prepare for; you second guess yourself as you reflect on the year and wonder, "Did I do my best? Did I give enough? Did I prepare others as best as I could?" and as a leader, the answers to those questions are always "No, I could have done this better."

When you carry a torch that someone passed onto you, the same torch that has been passed since 1938 when the Women's Council of Realtors' began, there is a great weight that comes with it, that weight is your responsibility to carry for the whole and to continue the tradition- our legacy.

So as our new leaders begin to carry their torches, I give them this simple advice, BELIEVE IN YOURSELF. When you started this journey, someone "tapped you on the shoulder" and saw something in you that you had not seen in yourself yet. A great leader will never know it all and will always know someone to ask for help. Leadership isn't lonely. It is filled with many who have served before and who are willing to help. Give yourself grace and create a year that is filled with your special sauce. Lastly, continue to empower others because a true leader always uses their torch to light another's.

The Women's Council has so fulfilled me, and I was lucky to light other torches. Women's Council has offered me more than leadership.

It has expanded my reach to other Realtors; it's grown my business with referrals, helped create essential best practices for business through educational events, and has made lasting friendships that I otherwise wouldn't have known. This is a rewarding organization, and we would love to show you more. You never know. You could just be the future.

Don't forget! Our 2021 Presidents have been hard at work filling their calendars with events that educate, excite, and empower. Check out their Facebook Pages and start attending these fantastic events!

- Birmingham-Bloomfield Facebook: Women's Council Birmingham-Bloomfield
- 275 Corridor Facebook: Women's Council of Realtors 275 Corridor
- Greater Rochester Area Facebook: WCR Greater Rochester Area
- Lake Pointe Facebook: Women's Council of Realtors Lake Pointe

If you are unsure which network is in your area or have any questions about the Women's Council, please reach out to me, Chelsea Cain 248-245-8191, 2021 Women's Council of Realtors Michigan First Vice President.

TOOLSHOP

MONTHLY SALE

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3134- Burst Rider

Choose from Sold, Sale Pending, Price Reduced, Open House and Open Sunday

February Member Price: \$4.50



5962- Shoe Cover Basket

Choose from Colors Red, Blue, Black, Green

February Member Price: \$9.95



6478- Round 1.5 Stickers

Choose from the following titles: *Stronger Together, I love referrals, Thank You, I'd Love to sell your home...*

February Member Price: \$9.00



6376- Leather Business Card Holder

Choose from Red, Orange, Tan, Blue, Black, and Pink

February Member Price: \$4.95



6485- Face Mask Sign Kit

This kit includes 2 double sided Face Mask/Hand Sanitizer Signs; 2 double sided Home Sanitized Door Hangers - Each of the signs have a different design on each side. And the kit also includes a 5 pack of 3 ply disposable face masks.

February Member Price: \$8.95



6451- Red Zippered Tote

Comes in Red and Green with the REALTOR R on the left chest in white

February Member Price: \$7.95



By CLAUDIA HERNANDEZ

The year has started, and our hot market is still in full motion, so I know many of us are still wondering what will happen next. While we are working closely with NAR, we want to emphasize that we take everyone's health and safety very seriously, so YPN will be hosting our [first event of the year](#) remotely called "Winter Mingle 2". This will be a fun night of comedy to kick back, enjoy and laugh. First, we will have Jeff Shaw, who has performed more than 9,000 shows across North America and has recorded a live stand-up album at a local Royal Oak venue. We will also have Sam Adams, an award-winning comedian who will take it to the next level with his Dry Bar Comedy. He has received over 40 million views- and no, he

is not related to the beer company; I wondered that myself. This event is open to all, so tell your family and friends and join us: gmaronline.com/events

YPN is collaborating with several other committees to bring you an efficient and helpful How-To series in May, starting with a speed networking event. Think of speed dating, but instead, you're giving your business contact list a jumpstart. Our series will also include info on incorporating new technology into your business practices quickly and effectively and how to be sure your business is inclusive! We will have more information to come.

Greater Metropolitan Association of REALTORS®

Winter Mingle 2

COMEDY HOUR

A GMAR YPN EVENT

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We hope to serve you soon.

734-944-8547 is our scheduling number.

Thanks for your business, we appreciate it.

Jeff Fletcher





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

Welcome, February 2021, A month of LOVE, GRACE, AND GRATITUDE!

How are you doing with your resolutions, goals, or intentions for the new year? It is so easy to lose momentum and get stuck, but always remember it is a new day to start again.

I share with you a story I heard recently, and it rings so true, especially in our industry where we all strive to make that difference in the lives of the people we meet and earn the opportunity to work with. Spread a little love, give a bit more grace, and show a little extra gratitude this month and see how it not only helps others but helps you as well!

Cleaning Turtles

There was once a man who walked his dog every Sunday morning around a lake near his house.

Week after week, he saw the same elderly woman sitting at the edge of the water with a small metal cage next to her.

The man's curiosity finally got the best of him and he approached the woman one day.

He noticed that the cage was actually a small trap and she had three small turtles in it.

In her lap, there was a fourth turtle that she was carefully wiping down with a sponge.

The man greeted her and said, "If you don't mind my asking, what do you do with these turtles every week?"

She smiled and explained to him that she was cleaning their shells because any algae that builds up on a turtle's shell reduces its ability to absorb heat and slows down their swimming. It can also corrode their shell and weaken it over time.

The man was impressed as the woman continued, "I do this every Sunday morning to help the turtles."

"But don't most turtles live their entire lives with algae on their shells?" the man asked.

The woman agreed that was true.

He replied, "Well then, you are kind to do this, but are you really making a difference if most turtles don't have people around to clean their shells?"

The woman laughed as she looked down at the small turtle on her lap. "Young man, if this little turtle could talk, he would say I'm making all the difference in the world."

Just because you may not be able to change the world or help everyone, you can still make a massive difference in one person's life by offering them any help.

When you help someone, you may never know how much of a difference your help can make in their life.



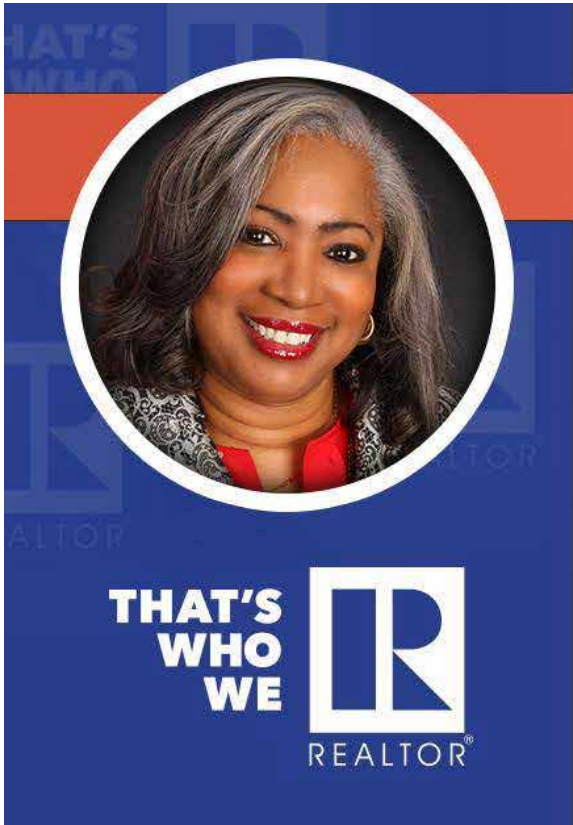
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Michelle D Morris Mays

Real Estate Agent
Keller Williams

“ I found my purpose in my own community by becoming a Realtor®. Because I love transforming renters into homeowners. It’s that moment when they get the keys to their dream home and they glance at me with tears...that’s my reason why!”





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

NEXT CLASS:

Wednesday, February 10th

1:00pm – 2:00pm

Presented online via

zoom

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