

Official Publication of the Greater Metropolitan Association of REALTORS®



# METROPOLITAN REALTOR®

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JANUARY 2021

Happy  
New Year

2021



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

# Table of Contents

3 **GMAR Greater REALTORS® Foundation**  
 4 **President's Report**  
 6 **CEO's letter**  
 7 **GMAR Education Calendar**  
 8 **From an Affiliate**  
 9 **With Our Deepest Sympathy**  
 10-11 **Welcome New Members**  
 12 **RPAC Report**  
 13-14 **Thank You RPAC Investors**  
 15 **5 Years, 5 Dogs, 5 Lives Saved**  
 16-17 **GMAR Market Update - November 2020**  
 18-19 **November 2020 Sales Summary**  
 20 **WCR Report**  
 21 **January ToolShop Sale**  
 22 **YPN Report**  
 23 **GMAR Sponsor**  
 24-27 **GMAR Education Flyers**

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

# Happy New Year

2020 will surely be remembered as one of the most challenging years in history. With the approval and distribution of the new Covid-19 Vaccine, we're all hoping that 2021 will rebound and get back to whatever "normal" looks like now.

Despite the mandatory shut down and Global Pandemic, GMAR still managed to accomplish some great things!

- We transitioned our robust platform of [courses](#) to a virtual platform making your commute easier. This includes [Continuing Education](#), Realtor Code of Ethics, NAR Certifications and Designations, and much more. I'm throwing out a challenge to all of you- Earn one designation or Certification this year. I am pledging to earn at least one. Who's with me?
- We donated \$40,000.00 to the [Greater Realtors Foundation](#) Benevolent Fund to help our members through these difficult times. Greater Realtors Foundation is a 501c3 nonprofit organization that provides opportunities for GMAR Members to give back to the communities they love.
- With the help of your GENEROUS support, we were able to fulfill our commitment to the 5 Years, 5 Dogs, 5 Lives Saved campaign with Guardian Angels Medical Service Dogs.
- Our [RPAC](#) goal of 50% participation was exceeded for the first time in GMAR history, standing at 51.3%. Our 2021 RPAC Participation goal is 60%. For those of you that take advantage of the MemberMax Program, be sure to "Opt-In" for your RPAC dues. It costs you NOTHING! Invest in RPAC by visiting here: [gmaronline.com/invest](http://gmaronline.com/invest)

- The [ToolShop](#) was open for business offering curbside service. Shop online for all of your needs, and we'll have it ready for you when you arrive! Realtor Branded merchandise, clothing, sign riders, and much more.
- Thanks to our talented staff, we enjoyed our first Virtual Annual Meeting, RPAC Auction, and Global Holiday Party. We have many events planned this year, hoping to resume a few in-person events in the second half of the year when possible.

On a personal note, I wanted to share a good thing that came out of this pandemic. We work in an industry that is non-stop. We were forced to SLOW DOWN, literally. Was the universe sending a message? Many of us needed it. It's easy to get so wrapped up in our careers that we miss out on some of the important things around us. I realized that I was not living my best life. I didn't stop to smell the roses, because I'm so busy I haven't had time to plant them. So, I took advantage of the time off by spending quality time with family, tackling my long honey-do list, gardening, and just breathing. Giving thanks for even the smallest things, refocusing. I can now be a better Realtor, a better wife, and hopefully a better Leader.

My hope for all of you in 2021 is that you take time out for yourself, your family, and the important things. Experience joy, love, and laughter my friends.

GMAR is here to give you the tools you need for a successful 2021!

# HAPPY NEW YEAR 2021

FROM



## We're the key to homeownership.

We've got home loans, and generous down payment help, too. Qualified buyers can combine our Down Payment Assistance loan of up to \$7,500 with our Conventional, Rural Development, or FHA loan.

Complete info at [Michigan.gov/Homeownership](http://Michigan.gov/Homeownership).





By VICKY LIVERNOIS  
Chief Executive Officer

## Happy New Year!

I hope everyone enjoyed some time for themselves over the last few weeks, regrouped, and have already begun planning for 2021.

Katie Weaver will be leading GMAR this year, and she is ready to hit the ground running with some innovative ideas, new programs, and even some lofty challenges and goals.

While 2020 wasn't what anyone could have anticipated at this time last year, we have made some amazing strides as an organization. As much as I hate to say it, some good things came out of our world facing a pandemic. GMAR was able to quickly implement online meetings and classes for our members and at a greatly reduced rate! We offered Continuing Education to all of our members, the entire 6-hour course, at no cost. These will continue into our future as well as it seems they have been received well by our members. They cut down on travel time and make scheduling easier (and who doesn't like wearing their slippers to class!)

Not only does the online platform provide you with the services and benefits that you've come to expect from GMAR while making many of our events and classes much more affordable (even FREE!) we will surely continue to make this available moving forward. When the time comes for businesses to open up and get back to our pre-Covid lives, we will certainly be hosting our classroom courses and in-person events.

In 2021, we will also be ramping up our public campaign that encourages buyers and sellers to work with a Greater Realtor in their next real estate transaction. This campaign will highlight the education, the skill set, and the many other benefits of choosing a GMAR member!

I would be remiss if I didn't take this opportunity to also thank each of you who invested in RPAC in 2020. GMAR was able to

surpass our goals with 51.3% participation! In 2020, RPAC worked hard pushing for Covid relief programs that would help Realtors – never has an independent contractor been eligible for assistance through the State Unemployment Agency. This may have started a bit rocky in the beginning, however, being able to have some income coming in while real estate was deemed non-essential was crucial for many in our industry.

Speaking of those dreaded days in the Spring of 2020, when Realtors were unable to work, RPAC was there to help as well. Outreach efforts were made to legislators that had received endorsements from the Realtor Community to assure that we could go back to work safely.

Building those relationships over the years through endorsements and campaign funding was crucial to allow real estate to be one of the first industries to get back to work in May.

2020 was certainly a year that most of us are glad to put behind us. Even in these trying times, I hope that we were able to help you meet some of your business goals. That we provided networking and educational opportunities (even if only virtual), that we kept you up to date with the latest happenings and important information in the industry, that we were there to help answer any questions that may have come up, and over all that you know you are part of the Greater Realtor family! We couldn't have gotten through 2020 without you!

I wish you the best in 2021 and, as always, encourage you to get involved and make a difference in this amazing industry!

# GMAR EDUCATION CALENDAR 2021

## JANUARY 2021 - VIRTUAL!

### MSHDA

CE Credits: 1 standard  
January 11  
10:00 a.m. – 11:00 a.m.  
VIRTUAL  
Instructor: Darren Montreuil  
FREE, Membermax & EduPass  
FREE, Members  
\$25, Non- Members  
Register Here: <https://bit.ly/2MjkW71>

### FEMA & FLOODZONES

CE Credits: 2 legal  
January 13  
10:00 a.m. – 12:00 p.m.  
VIRTUAL  
Instructor: Karol Grove  
FREE  
Register Here: <https://bit.ly/3rXVEM8>

### MANAGING YOUR BUSINESS:

#### DOLLARS & SENSE

CE Credits: 3 standard  
January 14  
9:00 a.m. - 12:00 p.m.  
VIRTUAL  
FREE!  
Register Here: <https://bit.ly/3mguZpG>

### SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 standard  
January 20  
10:00 a.m. – 1:00 p.m.  
VIRTUAL  
Instructor: Steve Katsaros  
FREE, Membermax & EduPass  
\$20, Non- Members  
Register Here: <https://bit.ly/3mqi8Bk>

### REAL ESTATE TRANSACTIONS A-Z MASTERING THE TRANSACTION

CE Credits: 3 standard  
January 21  
9:00 a.m.-12:00 p.m.  
Virtual  
FREE, Members  
\$50, Non- Members  
Register Here: <http://bit.ly/2WeHiZ8>

### RESORT & SECOND-HOME

CE Credits: 7 standard  
January 26 & 27  
11:00 a.m.-3:00 p.m.  
Virtual  
Instructor: Rick Conley  
FREE, Membermax & EduPass  
\$49, Members  
\$59, Non- Members  
Register Here: <http://bit.ly/3nDB016>

### AGENT 101

\*Must attend both days\*  
CE Credits: 4 legal  
January 27 & 28  
1:00 p.m.-3:00 p.m.  
Virtual  
Instructor: Deanna DuRussel  
FREE, Membermax & EduPass  
\$20, Non- Members  
Register Here: <https://bit.ly/3mCcNa3>

### EXCEL-3

NO CON-ED  
January 29  
10:00 a.m. - 11:00 a.m.  
VIRTUAL  
Instructor: Bart Patterson  
No Charge  
Register Here: <https://bit.ly/3b7KA9a>



By RENEE SMITH  
GMAR Affiliate Committee Chair

# HAPPY NEW YEAR!!! GOODBYE 2020... HELLO, 2021!!!!

I think it's safe to say we all want the New Year to bring us some closure to 2020! Who knew that just 12 months ago when everyone was making their New Year's Resolutions and setting goals for a spectacular vision of what they thought 2020 would bring we might be happiest to see it behind us!

With this last year making our industry pivot in directions that were and are unheard of we have all had to make changes in the way we would normally conduct business.

Fortunately for the members of GMAR, we have had amazing leadership to get us thru the countless zoom meetings, classes, certifications, and even a few fun events that may have otherwise been canceled! Being a part of the affiliate committee, I am proud to say we have even added in new classes such as Managing Your Business Dollars and Sense. This class was developed to bring knowledge to our members that may be new to the industry or have a few years under them and are navigating the ins and outs of helping you to be financially fit.

In order to thrive in your business and personal life in 2021, you are going to need to set goals and stay focused, which let's face it with the last 10 months thrown at us it has not been easy to do either of the two! Nonetheless, it is still an

important aspect of being successful. That may be as simple for some as writing those goals down at the beginning of the year and keeping them close by as a reminder or going as far as enlisting an accountability coach or partner to make sure you are keeping those goals you have set for yourself! Either way, take the time to enjoy the process embrace the small victories just as much as the big ones because they all make a difference.

I believe we can all agree with the year ahead we need to practice patience, kindness, and empathy.

I am proud to serve as the 2021 Affiliate Committee Chair and can't wait to see what the year ahead has in store for us!

Mel Robbins truly says it best-

Start right now, where you are, with what you have, and don't stop.

The only difference between you and the people who have what you want is that they started and didn't stop.

Best wishes for an amazing 2021!

Make sure your goals are S.M.A.R.T-

S- Specific, M- Measurable, A- Attainable, R-Relevant, T-Time Sensitive







# GMAR CARES

## Winter Edition

We encourage donations of the items below to our donation box at the doors to the GMAR office in Southfield. Thank you so much for your support!

**Michigan Winter Survival Equipment including:**

Hand Warmers, Coats, Scarves, Hats, Gloves, Socks, and Blankets

\*Items must be new and unworn




# 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](http://gmaronline.com/events). Coming soon, download the GMAR Event Mobile App by visiting your mobile app store.

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




# *With Our Deepest Sympathy*

## SAM BELFIORI

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

Samuel J. Belfiori Jr. (Sam Bell) licensed since 1968, retired Broker/Owner of Realty Executive Bell died Dec. 13, 2020. He is survived by wife Sherrie Belfiori, licensed at C-21 AAA North, and Brother Joseph V. Belfiori, Broker/Owner of J.V. Belfiori Real Estate.

Services will be held at a later date.

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

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



# Welcome, New Members!

Ahmad, Mubashar–Real Living Kee Realty Troy  
 Alfekeky, Hussein–Keller Williams Metro  
 Alvin, William–Expert Realty Solutions Inc.  
 Ampey, Michelle–Keller Williams Metro  
 Anderson, Jasmine–Keller Williams Realty Central  
 Ayar, Wasseem–EXP Realty, LLC  
 Bell, Edna–Candler, Scott & Wallace Real  
 Bennett, Richard–EXP Realty, LLC  
 Berry, Floyd–20th Century Real Estate  
 Bilbeisi, Hiba–Real Estate One  
 Bingham, Amanda–Pretty Homes Realty, LLC  
 Bird, Lisa–Preferred, Realtors Ltd  
 Blonde, Michael–Cornerstone Real Estate Co  
 Boiten, Daniel–KW Advantage  
 Boone, Amber–EXP Realty, LLC  
 Bortman, Jacqueline–Max Broock, REALTORS, Brmngmh  
 Buchanan, Misty–KW Advantage  
 Buhl, Jennifer–Grapevine Realty  
 Callender, Jason–RE/MAX Eclipse  
 Capo, Juela–Real Living Kee Realty Roch.  
 Carr, Christopher–Amazing Real Estate Solutions  
 CHAMMAKHI, MOHAMED–Century 21 Curran & Oberski  
 Chen, David–Elite Realty  
 Choudhury, Najifa–Home Pride Realty  
 Clark, Nakayla–National Realty Centers Northv  
 Clark, Donald–KW Advantage  
 Cleare, John–Cleare Realty Solutions  
 Cooper, Jacob–Sine & Monaghan Real Living RO  
 Cooper, Elethia–Thrive Realty Company  
 Cordle, Matthew–KW Advantage  
 Covington, Myia–Keller Williams Metro  
 Cowell, James–GEM Realty & Development  
 Crenshaw, Kelly–EXP Realty, LLC  
 Dabhi, Priyanka–KW Professionals  
 Daniels, Rofeal–KW Professionals  
 Davis, Jacqueline–Real Estate One Livonia  
 DeSmit, Zachary–Brookstone, Realtors  
 Dobson, Jerome–Jason Pruitt  
 D'Olivo, Anthony–Real Living Kee Realty Troy  
 Dunne, John–Max Broock, Inc. Blmfld Hills  
 Duraisamy, Anand–Real Living Great Lakes Roch.  
 Ery, Jason–KW Advantage  
 Eubanks, Cori–Pro Realty, LLC  
 Farrell, Dana–Detroit Commercial Realty Advis  
 Fisette, Laura–Keller Williams Lakeside  
 Flowers, Angelia–Keller Williams Metro  
 Golden, Jonathan–EXP Realty, LLC  
 Grace, Laura–KW Advantage  
 Grant, Kathryn–Century 21 Curran & Oberski  
 Green, Amy–Brookstone, Realtors  
 Gurzick, Joseph–Real Living Kee Realty  
 Hall, Kaley–RE/MAX Dream Properties  
 Ham, Jill–Real Living Kee Realty Roch.  
 Harris, Tenia–KW Professionals  
 Hicks, Brittany–Century 21 Premier  
 Hines, Darius–Keller Williams Metro  
 Holguin, Addison–GAP Realty Group  
 Holguin, Anthony–GAP Realty Group  
 Holguin, Kelly–GAP Realty Group  
 Holstine, Samantha–First Harvest Real Estate Co  
 Honaker, Logan–Century 21 Curran & Oberski  
 Horn, Jamie–National Realty Centers Northv  
 Horne, Johnnie–Keller Williams Realty AA Mrkt  
 Ivezaj, Ornela–Woodward Square Realty, LLC  
 Jamil, Nameer–Keller Williams Somerset  
 Johnson, Terrell–EXP Realty, LLC  
 Johnson, Connor–National Realty Centers Northv  
 Kallo, Alexander–EXP Realty, LLC  
 Kalwad, Ashok–National Realty Centers Northv  
 Kelly, Fitzgerald–Jones Realty LLC  
 King, lasia–KW Professionals  
 King, Michelle–Brookstone, Realtors  
 Kinney, Lisa–GAP Realty Group  
 Klein, Kevin–Max Broock, REALTORS, Brmngmh  
 Kumar, Yogesh–KW Professionals  
 Laforest, Melissa–Pinnacle Plus Realty, LLC  
 Laman, Sylvia–Keller Williams Realty AA Mrkt  
 Landenberger, Timothy–Keller Williams Realty Central  
 Lane, Kim–The Lane Agency  
 Lester, Lindsay–EXP Realty, LLC  
 Lindsay, Zhanaya–Posh Brokerage and Associates  
 Lipscomb, Davina–Keller Williams Realty AA Mrkt

Locklear, Jeremy–Keck Real Estate Co.  
Long, Tracey–Brookstone, Realtors  
Lott, Troy–Amazing Real Estate Solutions  
Lubin, Michael–Remerica United Realty  
Luncanu, Ildiko Izabe–Signature Sotheby's Inter.  
Lundy, Valencia–Right House Realty Company  
Magyar, Melissa–Coldwell Banker Weir Manuel  
Makinen, Ryan–Century 21 Curran & Oberski  
Malloy, Haley–Community Choice Realty  
Maloney, Brady–RichRealty  
Mathis, Eboni–Remerica Integrity II  
Maxim, S Michael–EXP Realty, LLC  
McEuen, Steven–KW Professionals  
Mckenzie, Christopher–Keller Williams Realty Central  
McNab, Leonard–Genesis Home Real Estate, LLC  
McSorley, Blair–KW Advantage  
Michalski, Matthew–Kime Realty LLC  
Miller, Ray–Keller Williams Paint Creek  
Mishra, Shweta–Real Living Great Lakes Roch.  
Monaco, Shannon–Real Living Kee Realty Clinton  
Ndrejaj, Nosida–Real Estate One Farm. Hills  
Nikollaj, Lisa–Expert Realty Solutions Inc.  
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Robinson, Arteecia–Keller Williams Metro  
Rosamond, Rachel–MI Choice Realty, LLC  
Roznowski, David–BellaBay Realty Tri-Counties  
Saenz, Brandyn–Pickering Real Estate  
Sagerer, Talice–Expert Realty Solutions Inc.  
Sanders, Onaka–EXP Realty, LLC  
Schultz, Brooklyn–Expert Realty Solutions Inc.  
Scott, Jaclyn–Century 21 Curran & Oberski  
Shahinaj, Xhejms–Maxim Properties  
Shaw, Alicia–Keller Williams Realty Central  
Sherbune, Nelson–National Realty Centers Northv

Shewell, Curtis–EXP Realty, LLC  
Shindler, Adam–Re/Max Defined  
Slagle, Ray–Century 21 Curran & Oberski  
Smith, Malcalm–Front Page Properties  
Sopha, Matthew–KW Professionals  
Sorrell, Nas–Dwellings Unlimited LLC  
Spradlin, Alexyss–KW Advantage  
Spratt, Kenneth–Jones Realty Brokerage LLC.  
Stamper, Kory–Max Broock, REALTORS, Brmngm  
Stanon, Nicholas–Shain Park, REALTORS  
Stemas, Jack–X1 Realty  
Stencel, Jessica–DOBI Realtors  
Stevens, Andrew–Century 21 Curran & Oberski  
Stroia, Tricia–Remerica Hometown III  
Summers, Marvia–Summers Executive Realty  
Sutherland, Alexis–Five Star Real Estate Commerce  
Syversen, Liam–Century 21 Curran & Oberski  
Tarrant, Devin–Keller Williams Realty Central  
Tome, Kelly–EXP Realty, LLC  
Truong, Jenny–Landmark Realty  
Uthes, Anthony–EXP Realty, LLC  
Valentine, Aline–Keller Williams Metro  
Van Camp, Kennard–KW Showcase Realty–Commerce  
Walters, Christin–Keller Williams Realty Central  
Warren, Heather–KNE Realty 360  
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Without You



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FOR THE MONTH OF DECEMBER 2020:

PILLAR TO POST



By GORDON MCCANN  
GMAR RPAC Chair

## RPAC Stands for You and Me

RPAC stands for the Realtors (you and me) Political Action Committee. It is the Realtors vehicle to ensure local, state, and national changes to the law do not diminish Property Owner's use of their land and to protect the ability of Realtors from adverse legislation. In simple terms, it allows Realtors to protect their business and their client's interests.

In 2020, the Covid Virus placed a lot of stress and resources to bring it under control. Vaccines are in the process of being available to help stop the spread of the virus and most of us will not have to pay for the procedures. However, it has caused our state and local governments to lose revenues and added expenses. How will the government make up the revenue they lost—one of the more popular ways is to increase or create new taxes. A decade ago, one of the solutions was to tax Services 6%. During that time I did not find one Realtor who wanted to take a 6% loss of their commissions. Today that same concept is being discussed as a popular way of increasing Michigan revenues (it would generate about \$1,600,000,000). RPAC monies are used for two purposes, to support members of Congress who are willing to protect Private Property rights, and more importantly, the other use is protecting against issues and legislation that would diminish our client's property rights and Realtors ability to earn a living.

Does your NAR, MR or GMAR dues cover this activity...not really, it is your RPAC investment that funds this activity. Funds are raised by your RPAC committee from three sources: Major Investors (Realtors and affiliates who greatly value the freedoms we have) who have invested \$1000.00 or more, Realtors who invest \$15 to \$500 who protect those freedoms and the third source is fund raisers. By 2021, GMAR has the goal of raising over \$325,000 from our members and having 60% of our nearly 10,000 members making that investment. As you enjoy the benefits of being a Realtor, we ask you to join us in making this goal.



# Thank You GMAR RPAC Investors

GMAR would like to extend a sincere thank you to all of the members who have made their investment in RPAC, the REALTORS® Political Action Committee. By investing in RPAC, these members are supporting REALTOR®-friendly legislators and policy initiatives that reflect the REALTOR® core values; protecting private property rights, reducing burdensome regulations on the industry and preserving the American Dream of Homeownership.

Below we recognize and applaud GMAR members who invested in RPAC for the month of November 2020.

- |                        |                         |                       |                   |                     |
|------------------------|-------------------------|-----------------------|-------------------|---------------------|
| Nicole Abbiss          | Kristina Bojaj          | Rebecca Cunningham    | Dale Feldpausch   | Teri Gunn           |
| Albert Abdou           | Joseph Boji             | Lisa Cutting          | Diane Fenech      | Silvester Habba     |
| Eisa Abusida           | Sharon Bonner           | Christopher Daggy     | Tammy Fenech      | Nancy Hackett       |
| Joanna Accetta         | Jason Borregard         | David Dalfino         | Reene Ferguson    | Patricia Hackney    |
| Renee Acho             | Melissa Botsford        | Mary D'Angelo         | Jett Ferm         | Ropina Haddad       |
| Thomas Acho            | Anita Boyajian          | Rawad Danha           | Carlo Ferri       | Timothy Haggerty    |
| Amie Ackerman          | Donna Boyeneva          | Bernadine Davis       | Cyndi Ferrier     | Kim Hahn            |
| Melissa Acton          | Anthony Bragadin        | Brian Davis           | Jill Flaughter    | Kristi Hamed        |
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| Elfaith Ahmed          | Kirsten Brockmiller     | Kasey Day             | Michelle Fortier  | Karen Harlin        |
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| Therese Antonelli      | Paula Burin             | Pam DeYoung           | Ronald Fron       | Janice Hays         |
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| Deirdre Armstrong      | Denise Burt             | Herman Dixon          | Mark Fuga         | Hadil Helantoo      |
| Muhammad Asghar        | Brian Butterfield       | Jerome Dixon          | Carol Gaggos      | Joan Henderson      |
| Muhanad Asmar          | James Bynum             | Erin Dobbins          | James Galba       | Allison Henning     |
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| Phillip Ausman         | Karen Camilleri         | Linda Donaldson       | Brittany Gardner  | Emily Herbel        |
| Aaron Austin           | Robert Campbell         | Kathleen Doran        | Jerry Gardner     | Stacy Herring       |
| Christopher Ayers      | Jason Caperton          | Dave Dork             | James Gatza       | Casmir Hodges       |
| Noreen Bahary          | Lila Casenave Pappal    | Barbara Draplin       | Chelsea Gendron   | Michele Holmes      |
| Kenan Bakirci          | Michelle Casuccio       | Margaret Dresser      | Matthew George    | Jennifer Hoover     |
| LaCretia Baldwin       | Renalda Cavanaugh       | Courtney Drew         | Reem Gergis       | Kevin Hultgren      |
| Sherry Balhorn         | Kevin Cermak            | Joanna Drukker        | Barbara Gerich    | Erik Ibom           |
| Paul Banks             | Jagdish Chahal          | Lee Drummond          | Jeanne Gerig      | Kevin Iddings       |
| Jeffrey Barker         | Stacey Chamberlin       | Drew Duhn             | Mukesh Ghelani    | Connie Isbell       |
| Kathleen Barker        | Bryant Charters         | Bethanie Duncan       | Marykay Gibson    | Zainab Jaafar-Chami |
| Robbin Barnes          | Syed Chowdhury          | Michael Dunn          | Kevin Gidley      | Constance Jabro     |
| Lisa Bartleman         | Phyllis Chubbs          | Michele DuPree-Murray | Rick Giese        | Kia Jackson         |
| Elizabeth Basmadjian   | Alexander Chunn         | Khalilah Durfield     | Judith Giffin     | Vanessa Jajjo       |
| Lisa Bauer             | Joel Clark              | Benjamin Earl         | Mary Gillanders   | Dylan Jajo          |
| Randy Begin            | Najee Clarke            | Amanda Easterwood     | Karen Gillette    | Kyle Jakeway        |
| Michael Belcastro      | Debby Clinesmith        | Jon Eckerly           | Melissa Gilmore   | Lorraine James      |
| Tiffany Bell           | Robert Coburn           | Cynthia Edelen        | Angela Gjokaj     | Anna Jamil          |
| Noah Bellamy           | Marsha Cohen            | Alonzo Edwards        | Crystal Glebe     | Sandra Jaroslaw     |
| Jason Bellinger        | Diamond Colbert         | Jennifer Egan         | Donald Glomb      | Ronald Jasgur       |
| Ali Berry              | Kimberly Connors        | Kyle Eisiminger       | Irenita Goedert   | Jennifer Jenkins    |
| Fredrick Beshara       | Joseph Consiglio        | Cathy Elias           | Jonathan Goldman  | Steve Jenkins       |
| Jill Beshouri          | Ronald Cook             | Victoria Elliott      | Randal Goodson    | Harry Joachim       |
| Bhavani Bharadwaj      | Deborah Corey           | Daniel Elsea          | Curtis Gordon     | Caroline Johnson    |
| Donald Bickel          | David Cornwell          | Linda Eriksen         | Dianne Gouin      | Elizabeth Johnson   |
| Carolyn Binder-Scopone | Todd Craft              | Anthony Facione       | Robert Greenlaw   | Frances Johnson     |
| Lee Bittinger          | Christopher Crawford    | Nadine Fakhouri       | Jagdev Grewal     | Gordon Johnson      |
| Nawal Bittinger        | Eric Crayton            | Jeffery Fanto         | Karen Griffin     | Sherri Johnson      |
| Dianna Blair           | Heather Creech          | Mark Farquhar         | Marian Grout      | Elaine Johnston     |
| Marc Blair             | Scott Crowder           | Najah Fawaz           | Joe Gruber        | Paula Johnston      |
| Anita Blender          | Jill Cubba              | Michael Fazio         | Mariah Grumblatt  | Peter Johnston      |
| Nathalie Bochet        | Stephan Cubba           | James Feaheny         | Hristo Gueorguiev | Sarah Jones         |
| Tracie Bock            | Kim Cunningham          | Nancy Feldmann        | William Gully     | Brad Jordan         |

*continued on page 14*

|                          |                      |                        |                        |                        |
|--------------------------|----------------------|------------------------|------------------------|------------------------|
| Katie Juliano            | Zahid Mahmood        | Marc Nocera            | Frederick Ryckman      | Stephanie Taylor       |
| Meriem Kadi              | LaToya Malone        | Clara Norris           | Karen Ryckman          | Ronald Thomas          |
| Amanda Kallasho          | Jin Mamlouk          | Wanda Norris           | Kevan Saberan          | Timothy Thomas         |
| James Kaschalk           | Massimo Mancini      | Linda Novak            | David Sacco            | Janet Thomson          |
| Alden Kas-Mikha          | Steve Mann           | Mary Novak             | Adrienne Sain          | Susan Thorn            |
| Steve Katsaros           | John Marker          | Kristina Novichenko    | Mohammad Saleem        | Connie Tiberia         |
| Thomas Kazmirowski       | Yvonne Marks         | Harry Nutile           | Nadia Salmou           | Joanne Tomkins         |
| Robert Kean              | Kenneth Marquette    | Stephen Oaks           | Nibras Sami            | Michael Toomey         |
| Erin Keating-Dewald      | Crystal Marsh        | Derek O'Branovic       | Leonardo Sanchez       | Roberta Torres         |
| Kenneth Keeton           | Lori Marshick        | John O'Brien           | Travis Sandor          | Janine Toundaian       |
| Susan Kerrigan           | Diane Martin         | Lloyd O'Dell           | Carson Sangala         | Albert Towar           |
| Mariam Khalaf            | Linda Martin         | Yetty Olojo            | Vincenzo Saragosa      | Christine Trupiano     |
| Richard Kibilko          | Neiko Martin         | Karissa O'Neill        | Candace Sawmiller      | David Tuscany          |
| Pam King                 | Shellie Martin       | Okpechivwigh Onomake   | Robert Scalici         | Thea Tuto              |
| Timothy Kingsbury        | Nicolas Marturano    | Helen Orozco           | Diana Schiavi          | Wendy Tyrell           |
| Adele Kirtley            | Cecile Massey        | Anne Osmer             | Justin Schickler       | Marshall Ultch         |
| Paul Klebba              | David Mathieu        | Dana Otis              | Elizabeth Schmieder    | Patricia Uribe         |
| Lisa Klein               | David Maurice        | Jessica Pacheco        | Colette Scholten       | David Valderrama       |
| Dawn Kleinhenz           | Kathleen Mazy-Bowles | Lawrence Palleschi     | Lee Schostak           | Diana Valverde         |
| Bill Kokenos             | Mary McCaleb         | Vincent Parente        | Carol Schrauben        | Scott Van Sickle       |
| Denis Koleci             | AnnJanette McCorkle  | Ann Paris              | Ralph-Rene Schreier    | William Vanderhoef     |
| Laura Kolenda            | Roger McDaid         | Kathy Parker           | Nicholas Schrock       | Donald Vensel          |
| Rennea Kolodziej         | Scott McDonald       | Mona Parlove           | Elizabeth Schweihofner | Kyle Vinson            |
| Claire Kona              | Jason McDougal       | Patrick Parrott        | Mark Scully            | Bethany Voss           |
| Dmitry Koublitsky        | Melinda McGrath      | Randy Patti            | Tia Seale              | Julie Wakefield        |
| Rose Koval               | Darlene McHattie     | Joyce Payne            | Jennifer Seiler        | Alan Walkowski         |
| Beth Kozar               | J. Chris McLogan     | Christopher Pero       | Alicia Semma           | Carol Walters          |
| Wendy Rene Kozma         | Lorena McMullen      | Amy Perry              | Mark Shaftner          | Barbara Ward           |
| Michael Krausman         | Joanne McMurry       | Tonya Perry            | Aftab Shaikh           | Jolie Warpool          |
| Geoffrey Krempa          | Thomas Medick        | Mohani Persaud         | Nakia Shamany          | Natasha Warren         |
| Kevin Krupsky            | David Meesseman      | Eric Persha            | Bernard Shamow         | Jamillah Watkins       |
| Darlene Kujanek          | Devendra Mehta       | Charles Pickering      | Narmeen Shango         | Jean Watts             |
| Jacquelyn Kupfer         | John Metas           | Stephanie Pierce       | Katherine Shannon      | Catherine Waun         |
| Lonnie Kupras            | Kimberly Micallef    | Vikki Plagens          | Nermin Shaoni          | Katie Weaver           |
| Marcel Kuza              | George Miculici      | Christopher Plummer    | Rutha Sharpe           | Bradley Weber          |
| Constance LaBarge Thomas | Larry Migliore       | Jack Poe               | Pam Shaw               | Melissa Webster        |
| Jayne Labuda Szymanski   | Edward Milhizer      | Michal Polasek         | John Sheehan           | Wendy Weir-Beecher     |
| Diana Ladley             | Alan Millard         | Alan Porretta          | Robert Sheldon         | Denise Wesselmann      |
| Cecilia Lancaster        | Shelley Millard      | Aileen Potter          | Lori Sheridan          | Lyndsay Westdale       |
| Magdalena Lane           | Tanicia Miller       | Kara Powers            | Theresa Shrader        | Cheronda White         |
| Dale Lasceski            | Brett Mills          | Deborah Prieur-Summitt | Saif Siddiqui          | Christopher White      |
| Margaret Lauinger        | Ryan Milo            | Aaron Pringle          | Brenda Sierecki        | Vicki Whitt            |
| William Law              | Rehab Miri           | Paul Prinzi            | Paul Silveri           | Fran Wilbanks          |
| Candace Lawson           | Katya Misyukevich    | Dominick Procopio      | Ada Simmons-Jones      | Lee Wilbanks           |
| Geoffrey Leach           | Michael Mitchell     | Marianne Prokop        | Sandra Skaisgir        | De'Mar Wilcox          |
| Christopher LeBlanc      | Thomas Mitchell      | Shannon Pruitt         | Sarah Skousen          | Angelia Williams       |
| Carol Lee                | Mara Moldovan        | Lucy Puiu              | Karen Slater           | Kourtni Williams       |
| Stephen Legg             | Mary Monaco          | Anthony Raffin         | Tracy Slobin           | Lisa Williams          |
| Sheilah Lemanski         | Kristine Monday      | Bridget Raies          | Deborah Smith          | Michael Williams       |
| Betty Lemons             | Willie Moore         | Dawn Rassel            | Sharon Smith           | Sheila Williams        |
| Raymond Lemons           | Midge Moran          | Janice Raupp           | Paul Smudski           | Wanda Williams         |
| Frank Leonardi II        | Whitney Moran        | Russell Ravary         | Robert Sneed           | Yolanda Williams-Davis |
| Todd Leutze              | David Morgan         | Anna Rea               | Julie Sosin            | Amanda Willis          |
| Theresa Levett           | Michael Morgan       | Helen Reasoner         | Vernon Sosnoski        | Andrew Wilson          |
| Sharon Lewarne           | Joe Morrison         | Heidi Rhome            | Katayoon Sowerby       | Jovaughn Wilson        |
| Lawrence Lewis           | Nina Morrison        | Carly Richards         | Linda Spindura         | Juanita Winters        |
| Nadys Lewis              | Jeffrey Moss         | E Shawn Riley          | Theresa Spiro          | Diana Wolak-Schmidt    |
| Elise Lievois            | Paul Mruk            | Pamela Riley           | Shelley Stenger        | Randall Wolber         |
| Antonia Lisi             | Rachel Mukh          | D'Arcy Rivers          | David Steuer           | Carol Woodard          |
| Emmie Littlejohn         | Michael Muller       | Lauren Rivers          | Judd Stevens           | Scott Wright           |
| James Littlepage         | Lubna Murfiq         | Brent Robbins          | Danielle Strozeski     | Athba Yacoub           |
| Vickey Livernois         | Lauren Murphy        | Danielle Roberts       | Jacqueline Studnicka   | Nhia Yang              |
| Lorraine Lizana          | Whitney Myers        | Kathleen Robinson      | Jazz Styla             | Joanne Yousif          |
| David Loder              | Timothy Nagel        | Marinell Roe           | Mimoza Sulejmani       | Debbie Zalewski        |
| Amardeep Lota            | Sara Naragon         | Ashleigh Rogers        | Kathleen Sullivan      | Raymond Zemens         |
| Brian Loussia            | Annamarie Nardi      | Cynthia Rose           | Jennifer Swack         | Julie Ziebarth         |
| Lynn Louton              | Kim Nash             | Richard Rosen          | Brenda Szlachta        |                        |
| LaCuanda Lucy            | Maynard Neal         | Adriana Ruetz          | Frank Tarala           |                        |
| Mary Luff                | Sanetti Neal         | Evette Ruhlman         | Ronnie Targanski       |                        |
| Morgan Luttrell          | Roberta Nebus        | Keith Ruloff           | Mark Taylor            |                        |
| Christopher Lynn         | Gloria Nelson        | Diane Russell          | Shelley Taylor         |                        |
| Andrew Mahar             | Faith Nemecek        | Khalia Rutledge        | Stacey Taylor          |                        |

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# HELP SAVE THE LIFE OF A VETERAN



Our goal is to raise \$25,000 to sponsor a medical service dog.  
Donate for free today:

**GreaterRealtorsFoundation.com**

The Greater Metropolitan Association of REALTORS® (GMAR), the largest local association of Realtors® in the state of Michigan, is currently on the fifth year of its [5 years, 5 dogs, 5 lives saved](#) campaign in partnership with Guardian Angels Medical Service Dogs, Inc. Over the past four years, the GMAR community has raised nearly \$125,000 which has gone towards the training of four medical service dogs, three of which have already been paired with three Michigan veterans.

With all your help, in our fifth year of the campaign, we have already raised \$22,000 and are nearing our goal. Help save the life of a veteran by donating to help raise the remaining \$3,000 to sponsor our fifth medical service dog by visiting [GreaterRealtorsFoundation.com](#).

Special donor levels are also recognized on the Greater

Realtors® Foundation website: [GreaterRealtorsFoundation.com](#). GMAR sends special thanks to the following for their substantial contributions in 2020:

**Richard D. Linnell** of Linnell & Associates, **Carol Boji** of RE/MAX Classic, **Nathan Boji** of RE/MAX Classic, **Kathy Coon** of Real Living Great Lakes Rochester, **John McArdle** of Remerica Hometown One, **Kevin & James Cristbrook** of Shain Park, REALTORS®, **John Meesseman** of Real Living Kee Rochester, **Christopher Ayers** of Ayers-Heilig Team, **Johnna Struck** of Changing Places, **Maureen Francis** of Coldwell Banker Weir Manuel, **Amanda Callahan**, **Andrea Esse**, **Angela Simkus**, **Anna Zielinski**, **Carl Cohen**, **Dave Dalfino**, **Jacob Andary**, **Joanne Fitzpatrick**, **Karen Walls**, **Karin Nihls**, **Lori Ware**, **Melissa Botsford**, **Meriem Kadi**, **Susan Jaracz**, **Susanna Duvall**, and **Xavier Moscoso**

# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

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

## NOVEMBER 2020 QUICK TAKES RESIDENTIAL PROPERTY

**3,716**  
Homes Sold

**46.1%**  
Inventory Decrease  
since **October**



**\$255,262**  
Average Sales Price

**1.6** Months Supply of  
Inventory



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

### OAKLAND

**1,437**  
Homes Sold

### WAYNE

**1,535**  
Homes Sold

### MACOMB

**1,198**  
Homes Sold

**\$351,401**  
Average Sales Price

**\$204,343**  
Average Sales Price

**\$200,000**  
Average Sales Price



# Local Market Update – November 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.

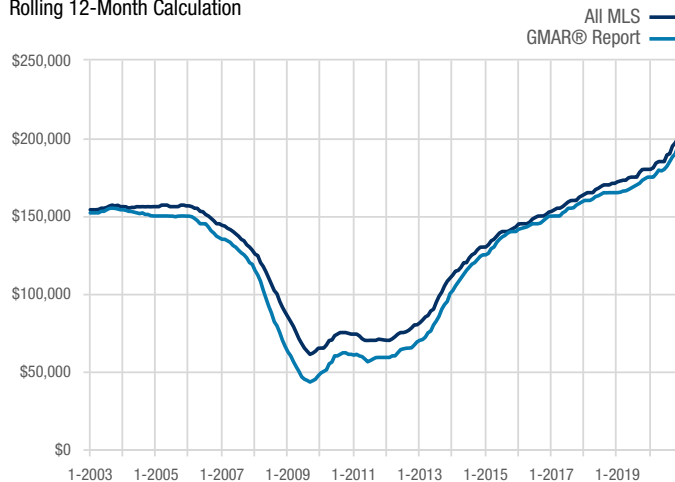
| Residential<br>Key Metrics      | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 3,998     | <b>3,773</b>     | - 5.6%   | 63,061       | <b>52,156</b>    | - 17.3%  |
| Pending Sales                   | 2,918     | <b>3,596</b>     | + 23.2%  | 40,468       | <b>40,872</b>    | + 1.0%   |
| Closed Sales                    | 3,305     | <b>3,716</b>     | + 12.4%  | 39,605       | <b>38,160</b>    | - 3.6%   |
| Days on Market Until Sale       | 36        | <b>30</b>        | - 16.7%  | 35           | <b>37</b>        | + 5.7%   |
| Median Sales Price*             | \$175,500 | <b>\$209,000</b> | + 19.1%  | \$175,000    | <b>\$196,000</b> | + 12.0%  |
| Average Sales Price*            | \$220,032 | <b>\$255,262</b> | + 16.0%  | \$219,445    | <b>\$240,463</b> | + 9.6%   |
| Percent of List Price Received* | 96.9%     | <b>99.0%</b>     | + 2.2%   | 97.3%        | <b>98.2%</b>     | + 0.9%   |
| Inventory of Homes for Sale     | 10,658    | <b>5,742</b>     | - 46.1%  | —            | —                | —        |
| Months Supply of Inventory      | 3.0       | <b>1.6</b>       | - 46.7%  | —            | —                | —        |

| Condo<br>Key Metrics            | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 757       | <b>698</b>       | - 7.8%   | 11,340       | <b>10,109</b>    | - 10.9%  |
| Pending Sales                   | 546       | <b>632</b>       | + 15.8%  | 7,520        | <b>7,563</b>     | + 0.6%   |
| Closed Sales                    | 570       | <b>678</b>       | + 18.9%  | 7,414        | <b>7,201</b>     | - 2.9%   |
| Days on Market Until Sale       | 35        | <b>40</b>        | + 14.3%  | 35           | <b>41</b>        | + 17.1%  |
| Median Sales Price*             | \$163,750 | <b>\$183,000</b> | + 11.8%  | \$165,650    | <b>\$175,000</b> | + 5.6%   |
| Average Sales Price*            | \$192,565 | <b>\$207,720</b> | + 7.9%   | \$199,554    | <b>\$207,491</b> | + 4.0%   |
| Percent of List Price Received* | 97.2%     | <b>98.3%</b>     | + 1.1%   | 97.5%        | <b>97.7%</b>     | + 0.2%   |
| Inventory of Homes for Sale     | 2,046     | <b>1,456</b>     | - 28.8%  | —            | —                | —        |
| Months Supply of Inventory      | 3.1       | <b>2.2</b>       | - 29.0%  | —            | —                | —        |

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

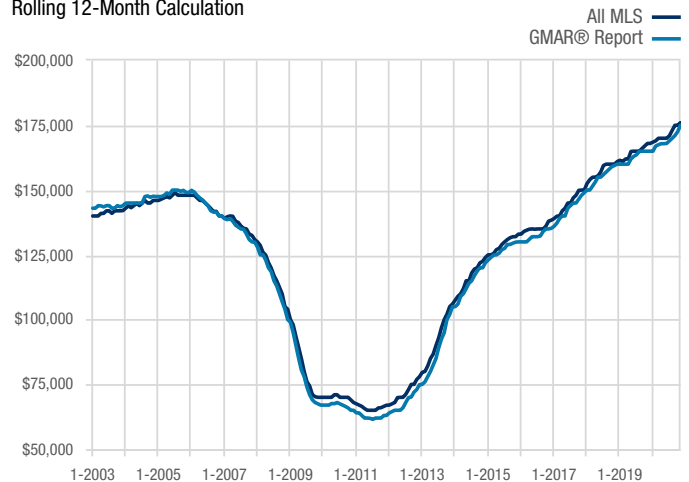
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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

Current as of December 7, 2020. All data from Realcomp II Ltd. Report © 2020 ShowingTime.

# Single-Family Real Estate Market Statistics

## FOR IMMEDIATE RELEASE

### Statistics Contact:

Francine L. Green, Realcomp II Ltd. [248-553-3003, ext. 114], [fgreen@corp.realcomp.com](mailto:fgreen@corp.realcomp.com)

## Cold Weather Not Slowing Strong Real Estate Market *Sales Sizzle Through Fall Season*

### Quick Facts

**+ 12.5%**   **+ 20.4%**   **+ 13.9%**   **- 4.4%**

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

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

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

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.

### November Real Estate Market Commentary:

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

Closed Sales increased 11.8 percent for Residential homes and 18.2 percent for Condo homes. Pending Sales increased 20.6 percent for Residential homes and 19.5 percent for Condo homes. Inventory decreased 45.8 percent for Residential homes and 28.2 percent for Condo homes.

The Median Sales Price increased 15.4 percent to \$210,000 for Residential homes and 10.9 percent to \$183,000 for Condo homes. Days on Market decreased 19.0 percent for Residential homes but increased 20.0 percent for Condo homes. Months Supply of Inventory decreased 48.4 percent for Residential homes and 29.0 percent for Condo homes.



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 | 11-2019   | 11-2020   | Percent Change | YTD 2019  | YTD 2020  | Percent Change |
|--------------------------------|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings                   |                      | 7,677     | 7,342     | - 4.4%         | 125,475   | 105,717   | - 15.7%        |
| Pending Sales                  |                      | 5,859     | 7,057     | + 20.4%        | 83,645    | 85,134    | + 1.8%         |
| Closed Sales                   |                      | 6,835     | 7,690     | + 12.5%        | 81,747    | 80,083    | - 2.0%         |
| Days on Market Until Sale      |                      | 41        | 35        | - 14.6%        | 41        | 43        | + 4.9%         |
| Median Sales Price             |                      | \$180,000 | \$205,000 | + 13.9%        | \$179,900 | \$198,000 | + 10.1%        |
| Average Sales Price            |                      | \$214,848 | \$244,679 | + 13.9%        | \$216,998 | \$235,683 | + 8.6%         |
| Percent of List Price Received |                      | 97.1%     | 98.9%     | + 1.9%         | 97.5%     | 98.3%     | + 0.8%         |
| Housing Affordability Index    |                      | 177       | 164       | - 7.3%         | 177       | 170       | - 4.0%         |
| Inventory of Homes for Sale    |                      | 22,741    | 12,815    | - 43.6%        | --        | --        | --             |
| Months Supply of Inventory     |                      | 3.1       | 1.7       | - 45.2%        | --        | --        | --             |

## Listing and Sales Summary Report November 2020



|                                | Total Sales (Units) |              |               | Median Sales Prices |                  |               | Average DOM |           |               | On-Market Listings (Ending Inventory) |               |               |
|--------------------------------|---------------------|--------------|---------------|---------------------|------------------|---------------|-------------|-----------|---------------|---------------------------------------|---------------|---------------|
|                                | Nov-20              | Nov-19       | % Change      | Nov-20              | Nov-19           | % Change      | Nov-20      | Nov-19    | % Change      | Nov-20                                | Nov-19        | % Change      |
| <b>All MLS (All Inclusive)</b> | <b>7,690</b>        | <b>6,835</b> | <b>+12.5%</b> | <b>\$205,000</b>    | <b>\$180,000</b> | <b>+13.9%</b> | <b>35</b>   | <b>41</b> | <b>-14.6%</b> | <b>12,815</b>                         | <b>22,741</b> | <b>-43.6%</b> |
| City of Detroit*               | 305                 | 339          | -10.0%        | \$68,000            | \$46,750         | +45.5%        | 60          | 48        | +25.0%        | 1,339                                 | 2,469         | -45.8%        |
| Dearborn/Dearborn Heights*     | 181                 | 165          | +9.7%         | \$172,500           | \$144,500        | +19.4%        | 23          | 28        | -17.9%        | 255                                   | 455           | -44.0%        |
| Downriver Area*                | 428                 | 357          | +19.9%        | \$150,000           | \$130,000        | +15.4%        | 24          | 33        | -27.3%        | 446                                   | 947           | -52.9%        |
| Genesee County                 | 467                 | 437          | +6.9%         | \$170,000           | \$155,000        | +9.7%         | 27          | 40        | -32.5%        | 630                                   | 1,420         | -55.6%        |
| Greater Wayne*                 | 1,416               | 1,190        | +19.0%        | \$179,900           | \$160,000        | +12.4%        | 26          | 32        | -18.8%        | 1,739                                 | 3,216         | -45.9%        |
| Grosse Pointe Areas*           | 80                  | 50           | +60.0%        | \$336,950           | \$365,750        | -7.9%         | 41          | 54        | -24.1%        | 159                                   | 184           | -13.6%        |
| Hillsdale County               | 47                  | 53           | -11.3%        | \$146,500           | \$132,900        | +10.2%        | 86          | 100       | -14.0%        | 121                                   | 193           | -37.3%        |
| Huron County                   | 10                  | 8            | +25.0%        | \$125,000           | \$73,950         | +69.0%        | 118         | 121       | -2.5%         | 28                                    | 67            | -58.2%        |
| Jackson County                 | 198                 | 205          | -3.4%         | \$160,000           | \$158,501        | +0.9%         | 57          | 66        | -13.6%        | 475                                   | 516           | -7.9%         |
| Lapeer County                  | 98                  | 96           | +2.1%         | \$203,250           | \$219,450        | -7.4%         | 31          | 49        | -36.7%        | 176                                   | 390           | -54.9%        |
| Lenawee County                 | 125                 | 110          | +13.6%        | \$179,900           | \$167,450        | +7.4%         | 73          | 69        | +5.8%         | 276                                   | 402           | -31.3%        |
| Livingston County              | 254                 | 248          | +2.4%         | \$296,464           | \$260,380        | +13.9%        | 35          | 44        | -20.5%        | 364                                   | 792           | -54.0%        |
| Macomb County                  | 1,198               | 1,096        | +9.3%         | \$200,000           | \$169,900        | +17.7%        | 28          | 36        | -22.2%        | 1,421                                 | 2,742         | -48.2%        |
| Metro Detroit Area*            | 4,881               | 4,375        | +11.6%        | \$220,000           | \$190,250        | +15.6%        | 30          | 36        | -16.7%        | 7,578                                 | 14,032        | -46.0%        |
| Monroe County                  | 187                 | 149          | +25.5%        | \$200,000           | \$188,000        | +6.4%         | 39          | 50        | -22.0%        | 277                                   | 508           | -45.5%        |
| Montcalm County                | 14                  | 16           | -12.5%        | \$147,000           | \$128,500        | +14.4%        | 49          | 53        | -7.5%         | 30                                    | 54            | -44.4%        |
| Oakland County                 | 1,708               | 1,502        | +13.7%        | \$280,000           | \$250,000        | +12.0%        | 30          | 37        | -18.9%        | 2,715                                 | 4,813         | -43.6%        |
| Saginaw County                 | 164                 | 169          | -3.0%         | \$121,500           | \$114,750        | +5.9%         | 23          | 49        | -53.1%        | 230                                   | 502           | -54.2%        |
| Sanilac County                 | 39                  | 23           | +69.6%        | \$175,000           | \$132,500        | +32.1%        | 51          | 111       | -54.1%        | 76                                    | 185           | -58.9%        |
| Shiawassee County              | 81                  | 71           | +14.1%        | \$150,000           | \$124,000        | +21.0%        | 32          | 50        | -36.0%        | 127                                   | 219           | -42.0%        |
| St. Clair County               | 198                 | 180          | +10.0%        | \$179,950           | \$166,900        | +7.8%         | 40          | 43        | -7.0%         | 326                                   | 573           | -43.1%        |
| Tuscola County                 | 43                  | 28           | +53.6%        | \$148,200           | \$140,000        | +5.9%         | 25          | 40        | -37.5%        | 52                                    | 122           | -57.4%        |
| Washtenaw County               | 377                 | 290          | +30.0%        | \$303,950           | \$271,050        | +12.1%        | 37          | 35        | +5.7%         | 1,046                                 | 1,311         | -20.2%        |
| Wayne County                   | 1,721               | 1,529        | +12.6%        | \$165,000           | \$142,000        | +16.2%        | 32          | 35        | -8.6%         | 3,078                                 | 5,685         | -45.9%        |

\* Included in county numbers.



By KELLIE SMITH



## Entering a New Year with Great Expectation

As we enter a new year we do so with great expectation and hope for some normalcy and improvement over 2020. One of the many lessons I learned last year is to take nothing for granted - seeing friends, family, in person meetings, planning in person events, going out to eat etc.. I am usually a fairly active person in my personal as well as professional life, and I like it that way. I like to stay busy and engaged in my community and profession to help others, to give back and to grow. Well, this year I sure grew in ways I had not thought of before. Who would have thought virtual meetings and events would have become a normal part of our day? The upside, I always try to see the positive in everything, look at the time savings we now have. Who knew we could have a board meeting in our pajama bottoms in the comfort of our own home?? I do long for the days we can all be back together again without the stress of worry. Until then all our Women's Council Networks are hard at work putting together events to engage and entertain you. Of our 11 networks throughout the state, we have 4 that have direct involvement with GMAR: 275 Corridor, Birmingham-Bloomfield, Greater Rochester and Lakepoint. As our new boards work to solidify their events for the year here are just a few to plan on for the next couple of months:

- Birmingham-Bloomfield will be holding their "Power Hours" at 9:00 am on Jan. 4th, Feb. 1st, March 1st and April 5th. Don't miss the "2021 Economic Forecast with Maureen Francis and Dr. Lawrence Yun" on Jan. 20th. For more information on this network contact President Amy Parsons 248-933-3335, amy.knill0@gmail.com.
- 275 Corridor will be hosting "Let's play Family Feud!" on Jan. 28th, this should be a fun and

entertaining event. Get ready for the tax season on Feb. 11th with "Tax Tips w/the Accounting Office". For more information on this network contact President Melissa Degen 248-388-8139, melissamerchant37@gmail.com.

- Lake Pointe will be having a virtual "Tax & Financial Planning" event on Jan. 20th. On Feb. 10th take advantage of 3 hours of Con-Ed with "The One Thing with Lisa Fisher". For more information on this network contact President Pat Deary 586-524-7224, patdeary@kw.com.
- Greater Rochester will be holding a "Closing 10 Million+ Yearly" virtual event on Jan. 21st. For more information on this network contact President Jake Herbert 724-816-5369, coachherbert@kw.com.

There will be many more events through the year to look forward to at the local, State and National level so stay tuned. If you are interested in taking your business and leadership skills to the next level, if you like REFERRALS, having a great time and possibly making lifelong friends then the Women's Council of Realtors is for you. There is a place for everyone, and you won't be disappointed in your decision. "We are a network of successful Realtors, advancing women as business leaders in the industry and in the communities we serve".

If you are not sure which network is in your area or have any further questions about Women's Council don't hesitate to call me, I would love to speak with you and am always here to help. Kellie Smith 623-261-7475, 2021 Women's Council of Realtors Michigan President.

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### 6489- Testimonial Key Sign

Great for social media when you sell that house. One side says, "Found the One" and other side says, "Home Sweet Home"

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### 6141- Double Wall Tumbler

Great for Hot and Cold. Choose from either Black, White, Red, Blue, Pink, Orange, or Purple

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### 6102- Arrow Corrugated

#### Signs

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### 6327- REALTOR New ERA

#### Beanie

Great winter hat with fleece inside to keep your head warm

January Member Price: \$15.00



### 5818- Standard Clip Pad

#### Holder

Great for going on appointments. Comes in Black, Blue, Red or Burgundy

January Member Price: \$13.75



### 6437- REALTOR Pom, Pom

#### Beanie

Great winter hat. Choose from colors Black, Red, Red/Black, Purple, Blue, Grey, or Pink

January Member Price: \$9.00



By CLAUDIA HERNANDEZ

## Hello Friends & Colleagues

I'd like to start the year by welcoming all of our new YPN committee members. I am Claudia Hernandez, the new Chairperson and I am beyond excited to fill this role for 2021. As we put 2020 behind us, it is hard to know or anticipate what this year will look like in regards to the pandemic but I can say that as a committee we are working closely with our GMAR leaders and NAR to make sure all of our members and clients stay healthy and safe.

While 2020 brought a lot of challenges in our industry, as a committee we were able to adjust and adapt our practices, meetings, and events throughout the year. We tried new innovative tools and concepts to stay connected during such a questionable time for our industry.

Claudia Hernandez in a nutshell: I started practicing Real Estate about 4.5 years ago and knew that this was the right path for me. I was born in Mexico City and my family and I moved to Northville when I was 14 years old. The transition was not as hard as it sounds since I have been called the "Social Butterfly"

many times in the past. I love being surrounded by people. Social gatherings or events are my happy place; so, yes 2020 was especially challenging for me since it meant minimal face-to-face interaction with my family and sphere. What YPN helped me the most with was to adapt to our "new normal." Thankfully, we now have tools to stay better connected and only be a Zoom call away.

As a young professional, I am ecstatic to work alongside August Spree and Nicholas Stanon, and help bring unique ideas to this year's special lineup of events. We will collaborate with other committees to continue to bring exciting concepts and events to our members.

Cheers to a new year and we hope to see some new faces at our events this year.



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Welcome to 2021! I am sure we can all agree that starting a new year is always exciting, but this year it is even more so. We all have been through so much this past year, both personally and professionally. As we look back on the past year, and work on our goals and growth for the new year, it is important to reflect on all that has happened in the last year. While most people have made 2020 synonymous with awful, we need to look at the positive that has come out of it. When there is so much negative, it is our responsibility to look for the positive and find the inspiring. This pandemic has greatly impacted the real estate industry, and a lot of it was positive! During most economic downturns, the real estate market is the first one to crash, but this year

our industry thrived. This means that our industry not only kept people employed during such a unstable time for unemployment, but we are also poised to be one of the driving forces of the rebound. The way our industry was able to thrive was through innovation in all aspects of the business. We saw Realtors doing virtual listing appointments, home inspectors doing FaceTime walk throughs, GMAR doing virtual events, and title agents doing online closings. This pandemic has pushed us all to come up with ways to move our industry forward, and many of the innovations are here to stay. Our industry has been moving more and more towards modernizing, but this year pushed it multiple steps forward, much faster than we would have expected. Not only will this make some of our jobs easier, it also makes for a better and more efficient

experience for the consumer. Giving buyers and sellers the ability to virtually go through the real estate transaction caters to the Millennial population that is growing larger in the real estate market, as well as out of town clients. These new innovations are selling tools to put people's minds at ease that are intimidated by the process of buying and selling real estate. I think we, as an industry, are ready to take on 2021, and we will not just get through it, we will thrive. I am very proud to be a member of this industry that has shown so much drive and heart. I challenge each and every one of you to look for the positive, find the inspiring, and to be the driving force of the good during this year. I look forward to working with all of you to ensure an amazing 2021!





**AFFILIATE**

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MANAGING YOUR BUSINESS:  
**DOLLARS &  
SENSE**

**3**  
CE CREDIT HOURS

3 General Con-ed

Preparing a budget for your business, Setting up your business, Cash flow expectations, Understanding the basics of marketing, and Miscellaneous components of business planning.

**January 14<sup>th</sup>**  
**9am-12pm**





# FEMA & Flood Zone

**AN ONLINE ZOOM CLASS!**

January 13<sup>th</sup> – 10:00am – 12:00pm

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# Mastering the Transactions A-Z

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## Resort & Second Home

# Property Specialist Certification

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January 26<sup>th</sup> & 27<sup>th</sup> | 11am – 3pm

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Resort & Second-home  
Property Specialist

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

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

January 27<sup>th</sup> & 28<sup>th</sup> | 1pm – 3pm

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# Basic Excel Course

**AN ONLINE ZOOM CLASS!**

January 29<sup>th</sup> – 10:00am – 11:00am

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