

METROPOLITAN REALTOR®

GMAOnline.com

JULY 2021

★ ★ ★ HAPPY ★ ★ ★

4th of July

INDEPENDENCE DAY

★ ★ ★



VOLUME 18, NUMBER 7
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
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 www.GMARonline.com

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JULY 2021

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FEATURED MOVIE : THE GOONIES

FREEDOM HILL COUNTY PARK

14900 Metro Parkway
Sterling Heights, MI 48312

Thursday 08.19.2021

SEE YOU THERE!

06.30-9.00 PM

GMARONLINE.COM/EVENTS



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

5 Reasons This 4th of July Will continue the Housing Market Boom

Fireworks aren't the only things booming this Independence Day. Historically, the 4th of July holiday is one of the best times of the year for home sales. With our state's recent restrictions lifted, this year's holiday housing market is sure to be even busier than the already crazy one we've had so far. Here are five reasons why.

1. The holiday falls on a three-day weekend.

With Independence Day on a Sunday this year, many people may tag on an extra vacation day or two to extend the weekend, which means there's a larger block of time available for open house viewing.

2. Buyers and sellers who put their home plans on hold in the spring are eager to move forward.

While waiting for a cool down in the market, buyers have been surfing real estate sites, eagerly tracking the nearly depleted inventory, and hesitating to make a move until they had a better understanding of how the pandemic would impact their health and livelihood. Prospective sellers have been busy with home improvement projects, and the pandemic DIY craze was at an all-time high! They're primed and ready to put their homes on the market.

NAR Chief Economist Lawrence Yun reported at our recent GMAR Coffee Chat that the market would continue to be strong through the new year. He also predicts that the Fed will slowly increase the interest rates in 2022. However, those rates are still historically low. Yun also added that our market had been defined by the lack of inventory for a couple of years now, and there doesn't seem to be a cure in sight.

3. People's circumstances have changed dramatically over the tumultuous past 13 months.

Some families may need more square footage or office space because more members work from home on a more permanent basis. On the flip side, others may need to downsize because of a job loss or reduced work hours. It may be advantageous for some people to relocate from the city to the suburbs or country, as urban life becomes more confining, especially in smaller spaces.

4. Parents wanting to relocate to a new school district have a contracted amount of time to complete the home-buying process before classes begin in the fall.

After a season of unprecedented changes and transitions for everyone, especially for children, parents are focused on making the transition to a new environment as smooth as possible. This includes ensuring their kids have some time to adjust to their surroundings before heading off to a new school.

5. Buyers are taking advantage of historically low mortgage rates.

The Federal Reserve recently signaled that near-zero interest rates are here to stay through at least 2022. This is excellent news for homebuyers who have been enjoying the lowest mortgage rates on record.

We wish you a SAFE and HAPPY Fourth, and may we always remember that freedom isn't free.

RPAC *Summer* SOIRÉE

Please join us for our first "in person" GMAR event in 2021. Dinner, drinks and a chance to see your fellow champions of home ownership! This event is always a highlight of the summer!

Minimum RPAC investment of \$125.

TUESDAY JULY 13TH 5:30-7:30 PM

📍 Teri Spiro's Home | Address provided upon registration

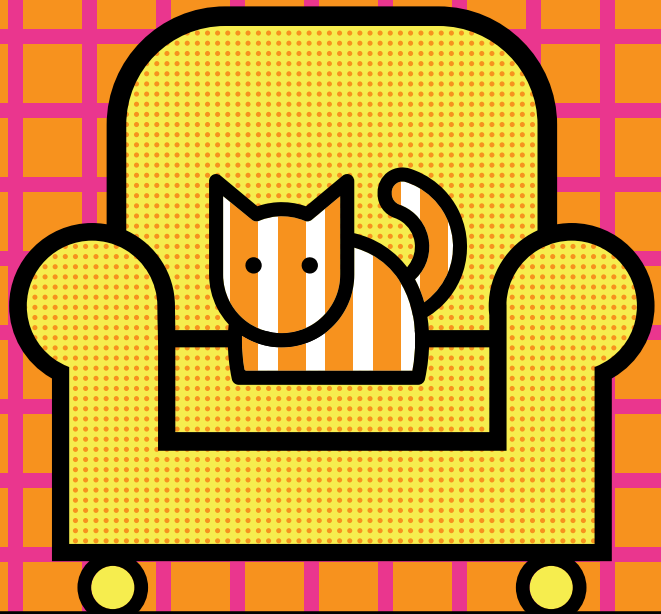
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combined with a Conventional,
Rural Development or FHA home loan –
can make home buying up to \$7,500 better.

More at Michigan.gov/Homeownership.





By VICKIE LIVERNOIS
Chief Executive Officer

GMAR Offices are Open and Ready to Assist Our Members

Here we are – just about 15 months after the Covid virus first arrived in Michigan, and as a state, we were almost completely shut down. Back then, it felt like the day would never come when we would be back to our “normal” lives, but here we are, and I have to admit, sometimes it seems a bit weird. I used to feel unsure about wearing a mask in stores and out in public, now it feels strange not to!

One thing I am sure we all can agree to is that it was something we have never experienced before – who knew we would see the day that we would have to ration toilet paper?!

But after all is said and done, we made it, we pulled through, and here we are!

I hope we never have to experience such a thing ever again, or my children or their children and so on.

While we move onto finding our groove again, maybe shaking hands and even sharing hugs, I think it is important to remember that not everyone shares the same feelings. Many are ready to hit the ground running; some people may be a bit more hesitant – and we understand both!

While the GMAR offices are open and ready to assist our members, we are continuing to offer multiple options to ensure we are mindful of every member.

Our ToolShop is open for anyone who may want to stop in and browse for Realtor products, and of course, our online ordering is still available. Still, we continue to offer the curbside option and have extended the hours for pick up. Whether you are in a hurry or don't feel comfortable coming into our offices yet – and would prefer we meet you outside – we can do that!

Committee Chairs have already begun discussing whether they will continue to meet on

Zoom to save the drive time for those volunteers or if they would be better suited to meet in person; some are even doing a mix of both.

Our educational opportunities will ALWAYS be available on Zoom. We talked about this great option for years but often asked ourselves – would people actually take a live class online? Well, yes, lots of our members actually! We will begin scheduling our in-person classes again starting on August 1st and will even offer the opportunity for members to join in on a live, in-person class via Zoom, or what is called a Hybrid option.

Our first in-person event will take place on July 13th, our Summer Soiree, which is an excellent opportunity to learn more about RPAC and the importance of investing. Rest assured that we are taking numerous precautions to ensure everyone feels comfortable at this outdoor event; therefore, space is limited!

Our Greater Realtors® Foundation will also be hosting a family-friendly Drive-In Movie night on August 19th, where we will safely come together to watch *The Goonies* for only \$65 per car if you buy your tickets early!

We have also begun planning our Annual Membership Meeting for November with a hybrid option for those who want to participate. Still, We may not feel up to driving in or comfortable in a large group setting.

Volunteers and staff have pivoted to the extreme over the last 15 months to ensure that our members can still receive the best services and member experience, and we will continue to be creative and innovative to make sure we continue to offer the best to our Greater Realtors.

As always, if you have any suggestions, ideas, or concerns, please don't hesitate to reach out to us.

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



07/13

RPAC Summer Soiree

Please join us for our first "in person" GMAR event in 2021. Dinner, drinks and a chance to see your fellow champions of home ownership! This event is always a highlight of the Summer.

July 13th from 5:30-7:30 PM

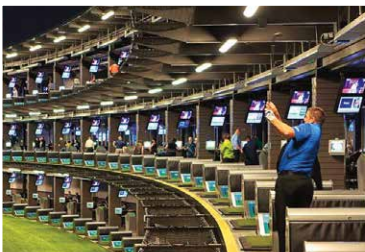


08/19

GRF Family Drive-In Movie Night

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

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



09/23

GMAR TopGolf Outing

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

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



10/28

YPN Halloween Happy Hour

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

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



11/4

GMAR Annual Member Meeting

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

November 4th from 5:30-7:30 PM



11/5

GMAR Gives Back Casino Night

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

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



By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

Starting to See a Return to Pre-COVID Normalcy

With the number of COVID-19 cases continuing to decline and the number of vaccines continuing to climb, we're finally starting to see a return to pre-COVID normalcy. To be sure, COVID-19 has forever shifted how we communicate and do business.

In the last fifteen months, Realtors® went from not practically conducting any business to being the first allowed to return to in-person work. Realtors® was yet again the first to prove that in-person business could be conducted safely and lead to implementing safety protocols that would protect all involved. With the recent rollback of mask requirements and limited showings, light is finally at the end of the tunnel!

In the meantime, several policy matters have been moving at the federal, state, and local levels. In Michigan, Michigan Realtors®

have been working diligently on promoting legislation that would protect a fundamental private property right to rent properties on a short-term basis.


Locally, GMAR has been engaged in Warren, Livonia, Birmingham, and other communities on how Short-Term Rental properties can be regulated. We've also been working with the Oakland County Board of Commissioners on improving their proposal to include source of income as a protected class from housing discrimination. Previous versions of the legislation would have created significant risk for property owners; however, as engaged advocates, GMAR successfully won several changes making the proposals more balanced for tenants and property owners alike.

GMAR EVENT SAFETY PROTOCOLS


GMAR considers the safety of everyone onsite as our top priority.
We are implementing these safety protocols to ensure the health and wellbeing of our attendees and staff. We ask everyone to join us, so we may have a healthy event and keep each other safe.

WHAT TO EXPECT FROM US


WEARING MASKS
Indoors we are wearing masks for your protection.



CLEAN ENVIRONMENT
We are disinfecting touched surfaces for your safety.




HAND SANITATION
We are using hand sanitizer and washing hands frequently.




WHAT WE EXPECT FROM YOU


HEALTHY YOU
We ask you to come symptom-free of illness and use the best possible hygiene practices while in attendance.




SOCIAL DISTANCING
We ask you to stay 6 feet from one another to keep each other healthy.



HAND SANITIZATION
We ask you to use hand sanitizer when provided to protect yourself and others around you.



WEAR A MASK
We ask that you adhere to our mask policy whether vaccinated or unvaccinated. Masks are required at food/beverage stations and when using public restrooms.



GMAR EDUCATION CALENDAR 2021

JULY 2021

CODE OF ETHICS

CE Credits: 3 standard
July 7
9:00 a.m. – 12:00 p.m. VIRTUAL
Instructor: Bart Patterson
FREE, Membermax & EduPass
\$10.00, Non-Member
Register Here: <https://bit.ly/3cY5Nm7>

MANAGING YOUR BUSINESS:

DOLLARS & SENSE

CE Credits: 3 standard
July 8
9:00 a.m. - 12:00 p.m.
VIRTUAL
FREE!
Register Here: <https://bit.ly/3xJ6ozQ>

GUIDANCE TO COMPLIANCE

CE Credits: 2 legal
July 13
1:00 p.m. – 3:00 p.m. VIRTUAL
Instructor: Deanna DuRussel FREE, Membermax & EduPass FREE, Members
\$20, Non-Members
Register Here: <https://bit.ly/3gKEcHm>

BROKER SHORTS- FAIR HOUSING COMPLIANCE FOR BROKERS

CE Credits: 1 legal
July 14
10:00 a.m. – 11:00 a.m. VIRTUAL
Instructor: James Cristbrook FREE, Membermax & EduPass FREE, Members
MEMBERS ONLY
Broker & Associate Brokers Only!
Register Here: <https://bit.ly/3d3byyS>

REAL ESTATE TRANSACTIONS A-Z MASTERING THE TRANSACTION

CE Credits: 3 standard
July 15
9:00 a.m.-12:00 p.m.
VIRTUAL
FREE, Members
\$50, Non- Members
Register Here: <https://bit.ly/3z0xs2r>

SHORT SALE & FORECLOSURE CERTIFICATION (SFR)

CE Credits: 6 standard and 2 legal
July 15
9:00 a.m. – 4:00 p.m. VIRTUAL
Instructor: Diane Kroll
FREE, Membermax & EduPass
\$39, Members
\$49, Non-Member
Register Here: <https://bit.ly/3gLAqGg>

SENIOR REAL ESTATE DESIGNATION TO SRES* - 3 DAYS

CE Credits: 13 standard and 2 legal
July 21-23
9:00 a.m. – 1:00 p.m. VIRTUAL
Instructor: Brent Belesky
FREE, Membermax & EduPass
\$175, Members
\$199, Non- Members
Register Here: <https://bit.ly/3wTdMc0>
****All days must be attended****

MORNING CHAT WITH GMAR AFFILIATES

CE Credits: 0
July 20
9:00 a.m. – 10:00 a.m.
VIRTUAL
Instructor: GMAR Affiliates
FREE
Register Here: <https://bit.ly/3g028JQ>

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard and 3 legal
July 28
9:00 a.m. – 3:00 p.m. VIRTUAL
Instructor: Diane Kroll
FREE, Membermax & EduPass FREE, Members
\$35, Non-Members
Register Here: <https://bit.ly/35J0h12>

Knowing your Instructor

Greater Metropolitan Association of REALTORS

“As a huge fan of the American Dream, the dream of home ownership all starts with passionate, and highly educated real estate professionals that constantly strive for highest levels of service to their clients.”

Rick Conley
GMAR Instructor

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

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 Aguwa, Kachi–Quest Realty LLC
 Alexander, Steven–EXP Realty, LLC
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 Allen, Amanda–Clients First, Realtors®
 Alsaadi, Nadia–KW Professionals
 Amcheslavsky, Alan–Home One Realty, LLC
 Anthony, Sarah–KW Advantage
 Arnold, Kellie–Social House Group
 Ashwood, Kevin–Rocket Homes Real Estate LLC
 Assi, Sami–3DX Real Estate, LLC.
 Banks, Daisha–EXP Realty, LLC
 Bellamy, Andria–Fathom Realty
 Billingslea, Brittany–Expert Realty Solutions Inc.
 Bonds, Andrea–Rocket Homes Real Estate LLC
 Brikho, Erika–Social House Group
 Broder, Andrew–Broder Portfolio LLC
 Brown, Angelique–KW Professionals
 Buttazzoni, Angelo–National Realty Centers
 Camaj, Kristofor–KW Home Realty
 Canfield, Robert–EXP Realty, LLC
 Cardoso, Lourdes–EXP Realty, LLC
 Cervenak, Richard–Real Living Kee Realty
 Claes, Stephen–KW Advantage
 Cooper, Jennifer–EXP Realty, LLC
 Cottingham, Kalina–EXP Realty, LLC
 Curtis, Maverick–Rocket Homes Real Estate LLC
 Cutajar, Laura–Quest Realty LLC
 Czewski-Ochoa, Tina–EXP Realty, LLC
 Davis, Dallas–EXP Realty, LLC
 Davis, Andre–KW Advantage
 DeFrancesco, Hugh–EXP Realty, LLC
 Demetriou, Dimitris–Woodward Square Realty, LLC
 Dennis, Todd–Keller Williams Paint Creek
 Derderian, Vaughn–Hall & Hunter
 Dilorenzo, Marrianna–Keller Williams Metro
 Dixon, Keith–KW Advantage
 Doa, Mary–MV Realty of Michigan
 Dorling, Forest–Soaring Eagle Realty, LLC
 Drew, Kathleen–3DX Real Estate, LLC.
 Elliott, Victor–Vylla Homes
 Ellis, Melody–Keller Williams Paint Creek
 Emig, Gerald–St. Clair Realty Inc.
 Espiritu, Arianne–Expert Realty Solutions Inc.
 Famiano, Lisa–KW Advantage
 Fawaz, Ahmad–Platinum Realty
 Fazio, Ryan–Good Company Realty
 Flores, Silvia–Rocket Homes Real Estate LLC
 Fortune, Christine–Elite Realty
 Fostey, Mara–Good Company Realty
 Foumia, Marianna–EXP Realty, LLC
 Garmany, Halia–HomePointe Realty, LLC
 Gee, Latonia–Downtown Realty
 Goad, David–Power House Group Realty
 Goldberg, Julia–Real Estate One Farm. Hills
 Gotcher, Larry–Resource Realty Group
 Graham, Tamara–Infinity Global Properties, In
 Graham, Jimmie–KW Advantage
 Green, Ryan–Ryan Green
 Gugala, Brandon–EXP Realty, LLC
 Guglielmetti, Tonya–Concord Realty
 Guilbault, Katherine–Dwellings Michigan
 Halili, Endrina–Max Broock, REALTORS, Brmngm
 Hanner, Lauren–KW Advantage
 Harris, Nicholas–Keller Williams Somerset
 Hasenau, Jessica–Vision Realty Centers, LLC
 Heeter, Michael–Vylla Homes
 Herndon, Jonathan–National Realty Centers Northv
 Hewitt, Rachel–First Harvest Real Estate Co
 Hobson, Curthena–Real Estate One, Inc.
 Hollander, Evan–Good Company Realty
 Houston, Terajai–Vylla Homes
 Howey, Nicole–EXP Realty, LLC
 Hubbard, Amber–Howard Hanna Birmingham
 Ieba, Brikena–Good Company Realty
 Iuliano, Maria–Realty IQ
 Jackson, Sonia–Front Page Properties
 Jidas, Loris–Fox-Bagley Realty Group
 Johns, Stephanie–Keller Williams Metro
 Johnson, Brian–Remerica Integrity II
 Johnson, Dawn–Elegant Homes
 Jones, Cynthia–Keller Williams Metro
 Jones, Anthony–EXP Realty, LLC
 Jones, Naria–EXP Realty, LLC
 Jones, Mirynda–KW Advantage
 Jordan, Deann–Front Page Properties
 Kahr, Andreas–KW Professionals
 Kashat, Fadi–Level Plus Realty
 Kelly, Elyssa–National Realty Centers Northv
 Khzouz, Nedal–Keller Williams Legacy
 Koral, Jung–Rocket Homes Real Estate LLC
 Kozlowski, Cara–Rocket Homes Real Estate LLC



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Leach, Kelly–Palladium Realty
Lewis, Bennet–Pinnacle Real Estate & Invest.
Limbaugh, Nicholas–Good Company Realty
Logsdon, Michael–Rocket Homes Real Estate LLC
Long, Bethany–EXP Realty, LLC
Mays, Charlie–EXP Realty, LLC
McQueen, Michelle–Rocket Homes Real Estate LLC
Memo, Kristian–Rocket Homes Real Estate LLC
Midgley, Molly–EXP Realty, LLC
Miller, Colleen–EXP Realty, LLC
Mona, Maisoon–Shain Park, REALTORS
Moore, Mason–KW Advantage
Moses, Raymond–Howard Hanna Birmingham
Moshi, Tony–Level Plus Realty
Moy, Shannon–KW Advantage
Nathan, Leslie–Nathan's Choice Realty LC
Niebel, Gregory–Keller Williams Realty Central
O'Donald, Sierra–C Miles Realty LLC
Oliver, Kelly–KW Advantage
Omans, Timothy–Shain Park, REALTORS
Oppermann, Sean–EXP Realty, LLC
Orr-Matthews, Genice–EXP Realty, LLC
Ortiz, Albina–Brikho Properties
Owens, Maceo–EXP Realty, LLC
Pampalona, Vito–Vito Pampalona
Patel, Mansi–RichRealty
Perez, Maria–KW Advantage
Petrillo, Melissa–@properties Detroit
Prajapati, Payal–KW Advantage
Ramsay, Shawna–RE/MAX Leading Edge
Ray, Christopher–Rocket Homes Real Estate LLC
Reese, Paris–EXP Realty, LLC
Rightler, Joel–I Heart Real Estate, LLC
Roberts, Shannon–EXP Realty, LLC
Rozman, Rick–Home Solutions of Michigan
Saldana, Helene–Crown Real Estate Group
Salisbury, Alexis–KW Advantage
Sandoval, Gerardo–Max Broock, Inc. Blmflid Hills
Scheer, Christopher–Keller Williams Realty Central
Schmanske, Bryan–Keller Williams Realty AA Mrkt
Schultz, Hope–Keller Williams Realty Central
Scott, Alexander–Rocket Homes Real Estate LLC
Sharp, Melanie–Re/Max Cornerstone
Shepherd, Brianna–Real Living Kee Realty Clinton
Shepherd, David–D and E Realty

Sidge, Erik–EXP Realty, LLC
Sleiman, Ayat–Shain Park, REALTORS
Smith, Renee–Move MI Realty
Soulis, Spiridon–Island Realty Inc.
Stevenson, Myra–Front Page Properties
Szelestey-Long, Ashley–Brookstone, Realtors
Tallon, Dennis–Real Estate One, Inc.
Thomas, Regeka–KW Advantage
Thompson, Jody–Keller Williams Realty AA Mrkt
Tocco, Christian–Real Living Kee Realty
Tresik, Brandon–Re/Max Defined
TURNER, SHONNETTA–EXP Realty, LLC
Vettese, Skylar–KW Advantage
Vojkollari, Klevin–Rocket Homes Real Estate LLC
Wagel, Amy–EXP Realty, LLC
Wakeford, Emily–First Harvest Real Estate Co
Walker, Jennifer–Rocket Homes Real Estate LLC
Wan, Xinyan–Re/Max Defined
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Watson, Daryn–EXP Realty, LLC
White, LaShell–EXP Realty, LLC
Whiteside, Ryan–Pretty Homes Realty, LLC
Whitney, Stephanie–EXP Realty, LLC
Williams, Rachel–EXP Realty, LLC
Williams, Kyvonte–KW Advantage
Winn, Connie–Elite Realty
Woodson, Devon–EXP Realty, LLC
Woolley, Jennifer–KW Advantage
Wyrick, Niketta–Elite Realty
Yousif, Frank–George Patrick Executive Realt
Yu, Kin–Arterra Realty LLC
Zalek, Ann–Key Realty One

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FOR THE MONTH OF MAY 2021:

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By GORDON MCCANN
GMAR RPAC Chair

How Your RPAC Investment Dollars are Used

Your RPAC investment dollars are used by the Realtor Party to promote and defend issues that will benefit homeownership and protect private property rights. One of the current concerns is the response to the Supreme Court ruling on the leadership structure of the Federal Housing Finance Agency.

Currently, Realtors have appreciated the Director's willingness to address complex issues and advance GSE reform conversations over the past two years. The concern is that recent FHFA changes could jeopardize the availability of the 30-year mortgage in the future.

RPAC protects not only our clients' private property rights and their rights as homeowners but our industry as a whole.

Operating alongside the Realtor Party, RPAC has attorneys and policy specialists on staff that review legislative proposals to determine their impact on the real estate industry and outline preferred policy stances.

Realtors volunteer to interview political candidates each election cycle to gauge their understanding and commitment to various issues of importance to the real estate industry. Volunteer trustees and board members also drive donation decisions. Federal RPAC candidate contribution decisions are made by working with state associations and state trustees.

When talking to our local members of Congress, both at the local, state, and national levels, we are the voice of their constituents. Our dollars and our time have helped mold and shape legislation to protect private property rights and support the communities we serve.

Campaign finance is a messy business, though. When millions of dollars slosh around Washington, vying for influence on both sides of the aisle, not everyone will be pleased about where those dollars end up.

Finally, RPAC was credited with saving the real estate industry in 2020 when it initially looked like Covid-19 would bring business to a standstill. RPAC was critical to ensuring our industry continued to operate and that Realtors had the tools they needed to conduct business in the face of the pandemic.

Why do I invest in RPAC? To ensure I will have a future in the business I know and love.

Visit gmaronline.com/invest to make your investment today.



Thank You GMAR RPAC Investors

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

Below we recognize and applaud GMAR members who invested in RPAC for the month of May 2021.

Cynthia Bagley

Robbin Barnes

Austin Black

Nathan Boji

Christin Bracken

Thomas Brisbois

Keith Burton

James Cristbrook

Melissa Degen

Ted Edginton

Maureen Francis

T. Scott Galloway

Jason Heilig

Claudia Hernandez

Kevin Hultgren

Ronald Jaszgur

Mary Anne Kennedy

Dennis Kozak

Gwendolyn Lewis

James Littlepage

Carol Lukity

John McArdle

Gordon McCann

Dorothy Ohara Blizard

E'toile O'Rear-Libbett

Jeffrey Packer

Emily Peacock

Mary Ross

George Shaheen

Nicholas Stanon

Brenda Szlachta

Katie Weaver

Rebecca Williamson

Mary Wolfe

*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



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www.cranbrookloans.com



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

A Time to Celebrate!!

The Fourth of July is a time for celebration, and there are so many things to celebrate, especially this year.

I recall when I was in middle school, being across the street at our neighbor's house watching the fireworks go off, and unexpectedly, one of the bottle rockets tipped over and went straight for my bedroom window, which was open at the time! All I remember seeing was the inside of my bedroom lighting up like a Christmas Tree! Thank God, when it was over the curtain, I had hanging in the window stopped any significant damage from being done!

Few realize how much planning, research, analysis, negotiating, and WORK goes into a listing and eventual sale. To get the "oohs" and "aahs" of a successful transaction closing, so much necessary knowledge and experience goes on behind the scenes that agents take care of – not necessarily fun or sexy stuff..... but needed to get the firework effect stuff. As we all know, sellers and buyers alike are looking to get the biggest bang for their buck now more than ever!

Make sure your Fireworks in a transaction are for the celebration of winning a listing, having an offer excepted for your buyers, or the words clear to close, and finally getting to the closing table - and not a misdirected explosion that blows it all apart.

If you do not stay on top of the details, no matter how minor, your rocket can tip over, and instead of celebrating, you will be cleaning up! So take the time to celebrate each milestone, which we'll call "sparklers" for you and your clients! In this crazy market, the sparkler wins with your clients will turn into the best moments of the transaction – don't lose sight of that while working toward the Grand Finale.

Lean on your affiliate partners to help keep the sparkle going and get you to that Grand Finale!

Have a safe and wonderful Fourth of July!!!

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Shoe Cover Basket

Comes in Black, Blue, Red or Green

Member Price: \$12.50

July Member Sale Price: \$10.50



Ladies Black Bling Leggings

Black leggings with Realtor Bling on Leg

Member Price: \$42.00

July Member Sale Price: \$34.00



Burst Signs

Choose from a few Titles

Member Price: \$6.00

July Member Sale Price: \$4.50



Men's Windbreaker

Look online for Color options and sizes

Member Price: \$17.95

July Member Sale Price: \$14.50



Testimonial "It's Key Time"

Sold on one side/It's Key Time on the other

Member Price: \$16.75

July Member Sale Price: \$13.75



5373- 50 Pack Shoe Covers

Blue nonskid shoe covers

Member Price: \$21.99

July Member Sale Price: \$19.99

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

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

MAY 2021 QUICK TAKES RESIDENTIAL PROPERTY

3,957
Homes Sold

47.0%
Inventory Decrease
since April



\$290,305
Average Sales Price

1.1 Months Supply of
Inventory



OAKLAND, WAYNE & MACOMB MAY 2021 RESIDENTIAL PROPERTY QUICK TAKES

OAKLAND

1,513
Homes Sold

\$416,823
Average Sales Price

WAYNE

1,514
Homes Sold

\$229,990
Average Sales Price

MACOMB

1,137
Homes Sold

\$220,000
Average Sales Price

Local Market Update – May 2021

A Research Tool Provided by Realcomp



GMAR® Report

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

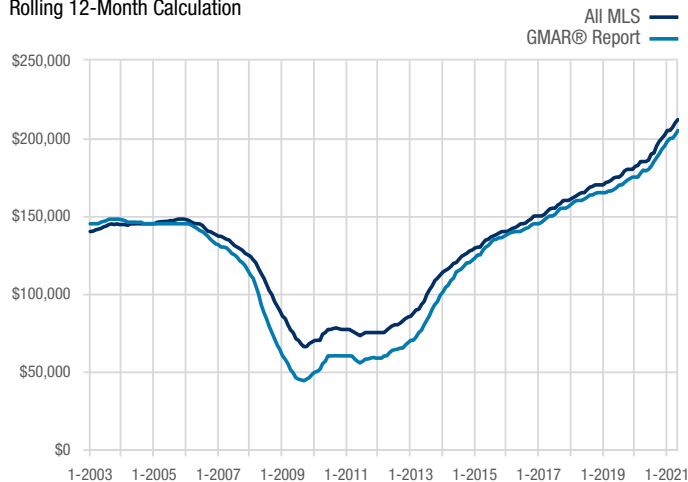
Residential Key Metrics	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	5,969	5,780	- 3.2%	20,753	22,881	+ 10.3%
Pending Sales	4,087	4,822	+ 18.0%	14,803	19,724	+ 33.2%
Closed Sales	1,737	3,957	+ 127.8%	13,023	17,426	+ 33.8%
Days on Market Until Sale	44	20	- 54.5%	48	28	- 41.7%
Median Sales Price*	\$176,000	\$235,000	+ 33.5%	\$173,000	\$210,000	+ 21.4%
Average Sales Price*	\$218,978	\$290,305	+ 32.6%	\$212,897	\$260,851	+ 22.5%
Percent of List Price Received*	97.2%	102.7%	+ 5.7%	97.1%	100.6%	+ 3.6%
Inventory of Homes for Sale	8,704	4,612	- 47.0%	—	—	—
Months Supply of Inventory	2.5	1.1	- 56.0%	—	—	—

Condo Key Metrics	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1,113	1,049	- 5.8%	4,073	4,693	+ 15.2%
Pending Sales	695	952	+ 37.0%	2,730	4,132	+ 51.4%
Closed Sales	314	834	+ 165.6%	2,527	3,661	+ 44.9%
Days on Market Until Sale	53	31	- 41.5%	49	38	- 22.4%
Median Sales Price*	\$188,590	\$206,000	+ 9.2%	\$169,000	\$190,000	+ 12.4%
Average Sales Price*	\$214,437	\$246,397	+ 14.9%	\$206,267	\$230,172	+ 11.6%
Percent of List Price Received*	97.1%	100.7%	+ 3.7%	97.3%	99.3%	+ 2.1%
Inventory of Homes for Sale	1,960	1,071	- 45.4%	—	—	—
Months Supply of Inventory	3.1	1.3	- 58.1%	—	—	—

* 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.

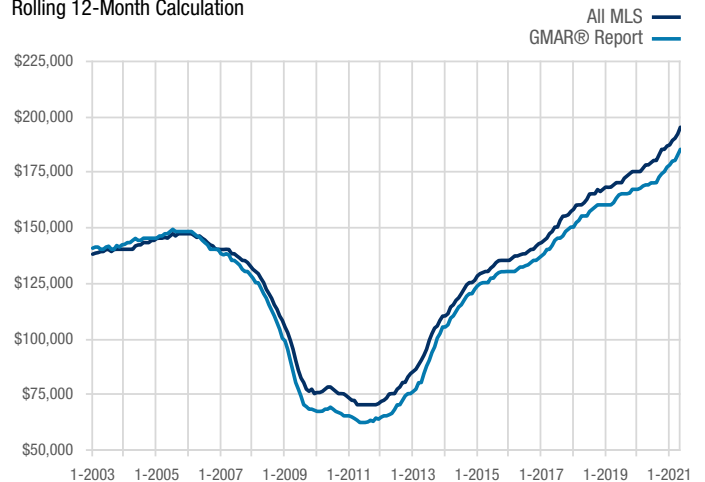
Median Sales Price - Residential

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 June 7, 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

MAY'S MAXIMUS MARKETPLACE

Median Sales Prices, Percent of List Price Continue to Shatter All-Time Records

Quick Facts

+112.9%

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

+4.9%

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

+21.7%

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

-7.5%

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

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

May Real Estate Market Commentary:

As the weather warms and pandemic restrictions ease across much of the country, the U.S. housing market shows little sign of cooling. Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at this time last year, and sales prices are surging as a result.

Closed Sales increased 108.2 percent for Residential homes and 151.0 percent for Condo homes. Pending Sales increased 1.8 percent for Residential homes and 33.4 percent for Condo homes. Inventory decreased 51.0 percent for Residential homes and 52.4 percent for Condo homes.

The Median Sales Price increased 24.3 percent to \$235,000 for Residential homes and 14.4 percent to \$217,250 for Condo homes. Days on Market decreased 62.7 percent for Residential homes and 48.6 percent for Condo homes. Months-Supply of Inventory decreased 59.3 percent for Residential homes and 62.9 percent for Condo homes.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders



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All Residential and Condos Combined Overview

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



Key Metrics	Historical Sparkbars	5-2020	5-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
		New Listings		16,097	14,890	- 7.5%	54,633
Pending Sales		11,612	12,184	+ 4.9%	41,085	51,412	+ 25.1%
Closed Sales		5,025	10,698	+ 112.9%	35,445	45,966	+ 29.7%
Days on Market Until Sale		68	26	- 61.8%	66	36	- 45.5%
Median Sales Price		\$189,000	\$230,000	+ 21.7%	\$180,500	\$212,500	+ 17.7%
Average Sales Price		\$224,897	\$277,921	+ 23.6%	\$216,577	\$257,863	+ 19.1%
Percent of List Price Received		97.5%	102.2%	+ 4.8%	97.4%	100.4%	+ 3.1%
Housing Affordability Index		177	148	- 16.4%	185	160	- 13.5%
Inventory of Homes for Sale		26,720	13,041	- 51.2%	--	--	--
Months Supply of Inventory		2.8	1.1	- 60.7%	--	--	--

Listing and Sales Summary Report May 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	May-21	May-20	% Change	May-21	May-20	% Change	May-21	May-20	% Change	May-21	May-20	% Change
All MLS (All Inclusive)	10,698	5,025	+112.9%	\$230,000	\$189,000	+21.7%	26	68	-61.8%	13,041	26,720	-51.2%
City of Detroit*	339	206	+64.6%	\$68,500	\$46,750	+46.5%	42	53	-20.8%	1,090	1,980	-44.9%
Dearborn/Dearborn Heights*	181	98	+84.7%	\$185,000	\$146,750	+26.1%	14	40	-65.0%	189	356	-46.9%
Downriver Area*	368	177	+107.9%	\$165,000	\$134,900	+22.3%	20	37	-45.9%	346	696	-50.3%
Genesee County	498	205	+142.9%	\$180,000	\$149,900	+20.1%	19	58	-67.2%	568	1,035	-45.1%
Greater Wayne*	1,382	584	+136.6%	\$205,000	\$162,463	+26.2%	18	41	-56.1%	1,332	2,615	-49.1%
Grosse Pointe Areas*	93	41	+126.8%	\$365,000	\$290,000	+25.9%	34	67	-49.3%	124	244	-49.2%
Hillsdale County	54	40	+35.0%	\$160,000	\$150,500	+6.3%	65	88	-26.1%	92	156	-41.0%
Huron County	15	5	+200.0%	\$122,000	\$85,000	+43.5%	38	118	-67.8%	35	61	-42.6%
Jackson County	190	94	+102.1%	\$158,402	\$156,500	+1.2%	53	96	-44.8%	417	411	+1.5%
Lapeer County	85	28	+203.6%	\$240,000	\$196,850	+21.9%	39	75	-48.0%	174	297	-41.4%
Lenawee County	105	65	+61.5%	\$180,000	\$166,000	+8.4%	47	107	-56.1%	245	320	-23.4%
Livingston County	274	123	+122.8%	\$335,000	\$277,500	+20.7%	26	41	-36.6%	348	699	-50.2%
Macomb County	1,137	489	+132.5%	\$220,000	\$179,900	+22.3%	18	43	-58.1%	1,004	2,039	-50.8%
Metro Detroit Area*	4,977	2,075	+139.9%	\$250,000	\$194,000	+28.9%	21	42	-50.0%	5,796	11,327	-48.8%
Monroe County	194	78	+148.7%	\$207,750	\$222,500	-6.6%	29	69	-58.0%	253	368	-31.3%
Montcalm County	83	39	+112.8%	\$191,000	\$155,000	+23.2%	19	93	-79.6%	75	170	-55.9%
Oakland County	1,845	673	+174.1%	\$320,000	\$261,500	+22.4%	20	40	-50.0%	2,022	3,994	-49.4%
Saginaw County	180	71	+153.5%	\$136,250	\$128,000	+6.4%	23	63	-63.5%	159	274	-42.0%
Sanilac County	27	24	+12.5%	\$179,000	\$105,000	+70.5%	71	121	-41.3%	84	141	-40.4%
Shiawassee County	82	36	+127.8%	\$170,000	\$125,500	+35.5%	26	55	-52.7%	72	169	-57.4%
St. Clair County	180	91	+97.8%	\$199,950	\$152,000	+31.5%	32	57	-43.9%	274	471	-41.8%
Tuscola County	32	17	+88.2%	\$136,000	\$145,000	-6.2%	38	101	-62.4%	51	56	-8.9%
Washtenaw County	466	193	+141.5%	\$350,000	\$320,000	+9.4%	22	45	-51.1%	921	1,472	-37.4%
Wayne County	1,721	790	+117.8%	\$182,750	\$138,500	+31.9%	23	44	-47.7%	2,422	4,595	-47.3%

* Included in county numbers.



By CLAUDIA HERNANDEZ

Halfway Through 2021!

I cannot believe we are halfway through 2021. It has definitely flown by! It has been about 16 months since the beginning of Covid-19 and the shutdown, and back then, when we barely had answers, it was hard to envision the light outside the tunnel. But here we are cruising through these times as everything continues to open up and regulations keep getting lifted. It is important to continue keeping your clients' safety in mind when conducting business.

We are very excited at YPN because we will resume face-to-face meetings with the option to call in for our monthly meetings. It has been a different year for us because some members have never met anyone in our committee in person, and that is about to change! We have finally pinned down our TopGolf event for

September 23rd, and although we have lots of interest from sponsors to participate, we are still in need of a couple more. If any of our partners are interested, please don't hesitate to reach out to me or August Spree. We have been looking to hold this event since last year due to cancellation only weeks before it was supposed to happen. It should be a great time to practice on your swing, enjoy food and drinks, and meet some new faces in the industry—more information to come soon.

As always, we will continue planning on our coming up events for the year. Have a fantastic July!

For information on upcoming GMAR events, visit gmaronline.com/events



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What is PMI?

How to Get Out of PMI Payments.



By Grant Spencer - Michigan First Mortgage

You just got your pre-approval letter from your lender and you are ready to purchase the home of your dreams. Reviewing your pre-approval letter, you start thinking of what your monthly mortgage payment will be and will it be manageable. Depending on how much you put down on a home and what type of program you qualify for, your mortgage payment may consist of many parts. Your mortgage payment will break out to a principle and interest portion that pays downs the amount you borrowed, if you escrowed taxes and insurance and depending on how much you borrowed it may include PMI or mortgage insurance.

PMI or Private Mortgage Insurance is a type of mortgage insurance that you are required to pay on certain programs. If you are borrowing over 80% LTV on a conventional loan or are doing a FHA loan you are required to pay for PMI. PMI protects the lender, not you, if you stop making your mortgage payments. PMI is arranged by the lender through third party private insurance companies. There are many ways to pay for mortgage insurance. Most common way is monthly through your mortgage payment or as a one-time up front premium paid at closing. As a rule of thumb, expect to pay \$40-\$50 each month per \$100,000 borrowed for a monthly payment.

There are many ways to get rid of PMI:

Pay Down your Mortgage: pay your mortgage loan amount to 80% or lower on a conventional loan and then make the request to your lender. It may take several years if you are making the minimum mortgage payment. Making extra mortgage payments will help you get there sooner.

Refinance the Mortgage: have an appraisal done to show the value of your home has risen and refinance the loan to a loan amount at or under 80% LTV on a conventional loan. By refinancing, you may get a lower interest rate and reduce your monthly payment.

Pay the Mortgage Down to 78% of the purchase price: at this point the servicer is required to drop the PMI coverage automatically

Refinance out of an FHA loan to a conventional loan under 80% LTV. Don't forget no matter how long you have left on an FHA loan, you will always have to pay PMI.

Though you may be dreaming of the thought of getting rid of PMI as soon as possible, be sure to crunch the numbers to see if it makes sense.

Happy Shopping!



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July 8th
9am-12pm



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

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zoom

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Wednesday, July 28th

9:00am – 3:00 pm

GMAR Standard Continuing Education

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