

METROPOLITAN REALTOR®

GMAOnline.com

APRIL 2022

APRIL IS
FAIR
HOUSING
MONTH

**LET'S MAKE
UNFAIR HOUSING
HISTORY.**



STOP AND THINK.



VOLUME 19, NUMBER 4
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
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APRIL 2022

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

Michigan State Housing Development Authority 3



Greater Metropolitan Association of REALTORS[®]

Coffee & ECONOMICS

with **Dr. Lawrence Yun**

Join us for a chat with Dr. Lawrence Yun, Chief Economist for NAR as he shares his predictions for the post-COVID real estate market.

A GMAR EXCLUSIVE ONLINE EVENT

Thursday, April 7th

11:00 a.m. – 12:00 p.m. | Virtual -Zoom

Register online:
WWW.GMARONLINE.COM/EVENTS

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.

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

April is Fair Housing Month!

April 11, 1968, President Lyndon B. Johnson signed the Civil Rights Act of 1968, the Fair Housing Act. Many of our members were born long after this. The history of discrimination in housing is a shameful part of US history. I love NAR's 2022 Fair Housing Poster that states "Let's Make Unfair Housing History". In November 2020, NAR launched FAIRHAVEN, a fair housing simulation training for Realtors®. This interactive program has helped thousands of Realtors® better understand and identify discriminatory practices in real estate. It is eye-opening and highly recommended for ALL Realtors. Go to nar.realtor/fairhousing/fairhaven to explore the fictional town of Fairhaven and assess your ability to recognize and adhere to the principles of fair housing. It is eye-opening!

Please join GMAR at our Fair Housing Conference: *Protecting the Many Colors of Homeownership*. You will have the option to attend [in-person](#) or [virtually](#). On April 20th, from 10 AM-1PM, you will have a chance to hear many excellent speakers and earn 3 general CE credits. location for in-person attendees: Michigan State University MEC Conference and Event Center at 811 W. Square Lake Rd. in Troy. Lunch is included. You can register to attend [in-person](#) or [virtually](#).

EXCLUSIVE ONLINE EVENT FOR GMAR MEMBERS! Coffee and Economics with NAR Chief Economist Or. Lawrence Yun

On Thursday, April 7th, one of our most popular online events is taking place from 11 AM-12PM. Dr. Yun's commentary on real estate trends is always insightful. Limited space is available. Register today at <https://gmaronline.com/event/2022-04-07/coffee-andeconomics>. You will be provided with the zoom link to join this incredible program after registration. I have seen Dr. Yun numerous times at NAR Mid-Year Meetings and our National Conventions... always worthwhile! He is respected nationally as an expert in the economics of the real estate market.

We are the GREATER Metropolitan Association of Realtors® because we offer so many programs and benefits to our members! Next month I will showcase the **advocacy** component of our incredible association. Throughout the month of April, your Board of Directors, Government Affairs and Political Action Committees are meeting with our Local elected officials who serve the Macomb, Wayne, and Oakland Counties. Spreading the "Realtor® message" of

our GMAR 11,000+ members is critical. Register to attend the Elected Officials Breakfast in April by visiting <https://gmaronline.com/calendar>.

The updates from these meetings will be featured next month. Happy Spring!



APRIL 20TH, 2022
MICHIGAN STATE UNIVERSITY
 MANAGEMENT EDUCATION CENTER | 10AM - 1PM
 811 W. SQUARE LAKE RD. TROY, MI 48098
 LUNCH WILL BE SERVED!

SPONSORED BY:



WWW.GMARONLINE.COM/EVENTS

STOP AND THINK.

APRIL IS
FAIR
HOUSING
MONTH

LET'S MAKE UNFAIR HOUSING HISTORY.

Visit nar.realtor/FHM to access tools to help you prevent discrimination in real estate.

 NATIONAL
ASSOCIATION OF
REALTORS®





By VICKIE LIVERNOIS
Chief Executive Officer

Every April, REALTORS® celebrate the passage of the Fair Housing Act of 1968 with information shared, events hosted, and a recommitment to expanding equal access to housing.

This year is no different for GMAR, except that we are offering our Fair Housing event with an in-person or virtual option to ensure our members can join in on this celebration from wherever they are most comfortable.

GMAR's Fair Housing Conference: Protecting the Many Colors of Homeownership is scheduled for April 20, 2022, from 10:30 a.m. to 1:00 p.m. at the MEC Conference Center in Troy. (Register [here](#))

Hear from our amazing panelists, which include:

- Bryan Greene, Vice President of Public Advocacy with the National Association of Realtors®
- Steve Tomkowiak, Executive Director of the Fair Housing Center of Metro Detroit
- Laurie Benner, Associate Vice President of Programs with the National Fair Housing organization
- Ryan Weyandt, CEO of the LGBTQ+ Real Estate Alliance

This event is hosted by the GMAR Diversity Inclusion Committee and sponsored by Michigan First Mortgage, Chase Bank, and the Greater Realtors® Foundation. Their sponsorships have helped provide this event at no cost to all of our members! We encourage you to stop by and chat with them and others during the event. Lunch will be provided, and all attendees will receive 3 CE credits.

NAR also has many resources available to members that provide a wealth of information, from the Fairhaven simulation, to the At Home with Diversity Course and the Implicit Bias video to a new course that will be available shortly to members of GMAR. This new course, which focuses on implicit bias, should be available to GMAR members shortly!

We are hopeful to be one of the first in the nation to offer this training to our members.

What is implicit bias? The human brain uses shortcuts that allow us to quickly make judgments and solve problems without conscious thought. These mental shortcuts, or "heuristics," help our unconscious minds process around 11 million bits of information per second. (In contrast, our conscious minds process about 50 bits per second.)

Implicit bias is the brain's automatic, instant association of negative stereotypes with particular groups of people, often without our conscious awareness. These unconscious stereotypes, embedded in our brains over time by history and culture, can cause us to treat those different from us unfairly, even while our conscious minds reject discrimination.

This course will help members understand how our unconscious brains stereotype others without us even knowing it and helps offer practical tools, like creating protocols and scripts to ensure every potential client is treated the same way.

We will be sure to share more information as this course becomes available. In the meantime, we encourage you to check out some of these other opportunities:

- GMAR Fair Housing Conference: Protecting the Many Colors of Homeownership
- At Home with Diversity Certification
- Fairhaven.realtor Online Simulation
- Implicit Bias Video
- Fair Housing Book Recommendations
- Video Recommendations

Hope to see you at the Fair Housing event on April 20th!

LET'S MAKE
UNFAIR HOUSING
HISTORY.

COMMUNITY HOUSING NETWORK RECEIVES \$25,000 FROM GMAR



(Troy, MI-) Greater Metropolitan Association of Realtors® (GMAR) recently presented Community Housing Network with a donation of \$25,000 from its annual Give Back charity fundraiser. GMAR Gives Back is an annual fundraiser hosted by GMAR allowing members to bid and donate to raise funds for local charities through the Greater Realtors® Foundation.

Community Housing Network (CHN) was chosen as GMAR's 2021 charity partner. The partnership allowed GMAR to raise both awareness and funds for CHN's mission of opening doors and changing lives for individuals throughout Michigan.

"Annually, GMAR's Member Engagement Committee calls on their members to submit non-profit organizations that could benefit from assistance, whether financially or volunteer resources. Last year, the Committee interviewed the Community Housing Network and made this selection. This was then approved unanimously by the GMAR Board of Directors because of Community Housing Network's support

within the tri-county area to help provide affordable housing and education to consumers," said Teri Spiro, GMAR 2022 President.

GMAR's Gives Back event is held annually in November. To date, the event has raised over \$200,000, of which \$25K is donated annually to a partner charity.

"Community Housing Network is grateful to Greater Metropolitan Association of Realtors® for partnering with us for their annual GMAR Gives Back event. The funds raised through that event will directly impact hundreds of individuals and families throughout Southeast Michigan in need of safe, affordable, stable housing," said Marc Craig, President of Community Housing Network. "The work that we do is only made possible through the support of our communities. We can't think of a better partner than our local realtors who witness the impact of inclusive housing in every community."





By GRANT MEADE
GMAR Director of Realtor® and Community Affairs

Fair Housing Month – Elliott-Larsen Civil Rights Act

April is Fair Housing Month for the Realtor® organization, and I think it's the appropriate time to discuss the Elliott-Larsen Civil Rights Act (ELCRA), Michigan's primary law for protecting individuals from discrimination. Signed into law by then-Governor William Milliken in 1977, the act is the core document for protecting individuals in Michigan. It prohibits discrimination based on religion, race, color, national origin, sex, height, weight, familial status, or marital status. In recent years the lack of protections for members of the LGBTQ community under ELCRA has come to the front of civil rights discussions in Michigan.

While there have been attempts to add gender identity, gender expression, and sexual orientation to ELCRA, they have so far been unsuccessful. At the Michigan House of Representatives, I was involved in many conversations discussing the impacts of adding these terms to the list of protected classes under ELCRA. Regardless of the perceived outcomes, there was always a percentage of those involved who believed that it was unnecessary. There were already protections for LGBTQ individuals under the protection for "sex" in ELCRA. This stance lacks a historical perspective on civil rights legislation. The lack of definition for protection for all individuals only invites legal challenges. If an individual must go to court to affirm their protection under Civil Rights legislation, then I believe they are not genuinely protected.

Fortunately, in Michigan, the Civil Rights Commission decided in 2018 that gender identity, and sexual orientation, were included in the definition of "sex" under the ELCRA, extending its protections to those individuals while avoiding the lengthy process in the legislature. This is undoubtedly a win for the LGBTQ community, but it lacks the staying power of a Public Act. As an interpretation by the commission, the commission can overturn it. The Michigan Civil Rights Commission is selected by the Governor (with the advice and consent of the Michigan Senate), so there is the possibility that a new Commission from a new Governor could overturn the decision, putting this debate back into the limelight.

It is past time that the LGBTQ community was afforded the same protection under the ELCRA. There is a long history of individuals who are not explicitly protected by this type of legislation who must fight that much harder for their rights afforded under the constitution. Michigan has long been a leader in the Civil Rights space, but this is an area we have fallen behind; it's time to take a serious look at ELCRA and ensure it protects every Michigan resident from discrimination equally.



PLACEMAKING GRANT APPLICATION OPEN



www.gmaronline.com/placemaking

Placemaking is a multi-faceted approach to the planning, design, and management of public spaces. Placemaking capitalizes on a local community's assets, inspiration, and potential, intending to create public spaces that promote people's health, happiness, and well-being.

The GMAR Placemaking Grant is available to communities and GMAR REALTORS® who work together to make their communities a better place to live, work, and play.



GMAR Realtors® Make a Difference!

APPLY NOW

Applications can be submitted annually during the month of April. Applications received thereafter are subject available to funds.

All reimbursement requests must be submitted by December 1st.



PLACEMAKING PROJECTS

FARMINGTON

Downtown Art Mural: This awesome mural in the heart of Downtown Farmington offers visitors a warm welcome to its cozy downtown.

LEONARD

Village Streetscape: With the addition of some inviting new seating and permanent pottery, Downtown Leonard is blooming again!

TAYLOR

Taylor Conservatory Nature Walk: This gem in the Downriver community created a walking path through a previously untouched part of the conservatory grounds.

SOUTHFIELD

Habitat for Humanity Women Build: Helping our neighbors build and realize the dream of homeownership is worth every cent!

Pegasus Art Project: While this project hasn't officially launched, we're committed to restoring beautiful art from the former Northland Mall!

ALGONAC

GMAR's efforts helped install a drinking fountain for pups and their humans at the brand new Lion's Dog Park in Downtown Algonac.

ALLEN PARK

Little Libraries: By partnering with the local high school, city, and GMAR, The Allen Park Citizens Action Fund installed a Free Little Library and park bench in all 29 city parks.

DETROIT

Brightmoor Community Garden: Sometimes, helping passionate leaders see their vision come to reality is all we really need. A GMAR member had a vision to build an orchard house and storage shed from an abandoned property near this community garden.

In Memory of Community Garden: A few dollars and sweat equity really added some curb appeal to this local community garden aimed at helping loved ones grieve.

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

FERNDALE

Good Neighbors Garden: After finding a new home in Ferndale, the Good Neighbors Garden used funding from GMAR to install a perimeter fence to protect the garden from little critters looking to share in the garden's spoils!

GARDEN CITY

Fitness Court: Garden City raised over \$50,000 from community partners, including GMAR, to win a \$50,000 match from the MEDC to install a fitness court in the City's largest park.

HIGHLAND PARK

The Avalon Village: By partnering with The Avalon Village, GMAR helped local entrepreneurs launch their businesses from storage containers, turned store-fronts!

HUNTINGTON WOODS

A GMAR Realtor, passionate about parks in Huntington Woods, helped restore a pocket park to its former glory.

MELVINDALE

Veteran's Memorial Pool: Community Leaders raised \$80,000 to re-open the Melvindale Veterans Memorial Pool after it was shuttered during the Great Recession.

ROYAL OAK

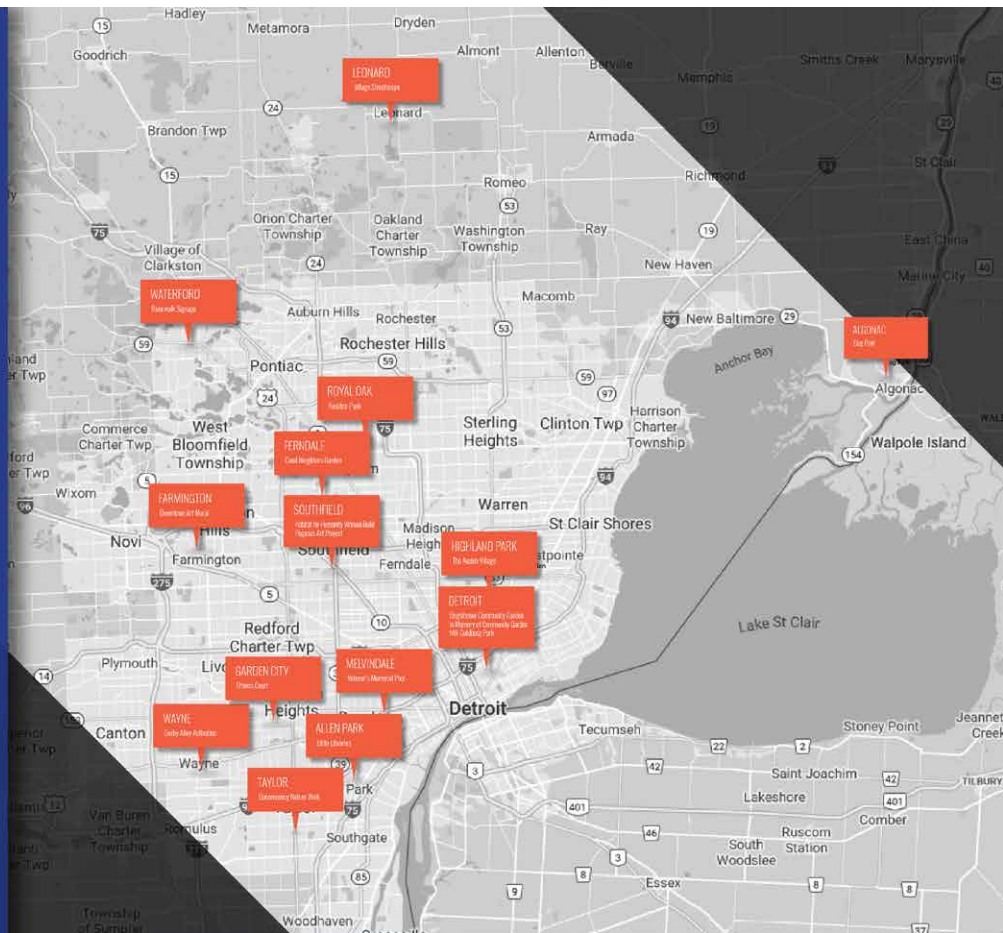
Realtor Park: As the namesake of this community gem, GMAR transformed this entire park with new park equipment, benches, flowers, signage, and free little libraries.

WATERFORD

After being inspired by a project in Traverso City, GMAR and Waterford worked together to install signage and an information booth along the Clinton Riverwalk.

WAYNE

Derby Alley Activation: GMAR and Michigan REALTORS partnered to double its efforts to help transform Downtown Wayne.



Welcome New Members

Aditya Goswami–EXP Realty, LLC
 Alan Myers–Omnistone Realty LLC
 Aleia Grissom–Keller Williams Somerset
 Alex Derocher–DOBI Realtors
 Alexa Cook–Re/Max First
 Alonzo Thomas–EXP Realty, LLC
 Alvero Toma–Michigan Homes Realty Group
 Amanda Humelsine–RE/MAX ECLIPSE-ROCHESTER HILLS
 Amandeep Atwal–Brookstone, Realtors
 Amy Polak–Paramount One Realty LLC
 Amy Rende–Real Broker LLC
 Anas Saad–Real Broker LLC
 Andre Hardy–EXP Realty, LLC
 Andrew Britton–Great Lakes Real Estate Agency
 Andrew Krupala–Keller Williams Paint Creek
 Anthony Cipolla–Real Estate One, Inc.
 Apurva Doshi–Keller Williams Somerset
 Ashley Rohr–Century 21 Curran & Oberski
 Austin Rhodes–Fathom Realty
 Barry Childress–Great Lakes Real Estate Agency
 Bianca Robinson–EXP Realty, LLC
 Bindiya Patel–Key Realty One
 Blair Clark–EXP Realty, LLC
 Brandi Chapa–EXP Realty, LLC
 Brandon Coleman–EXP Realty, LLC
 Breyuana Brown–Rocket Homes Real Estate LLC
 Brian Hayes–EXP Realty, LLC
 Brian Stanczak–Tuscany–Good Company Realty
 Brianna Linardakis–Remerica United Realty
 Caitlin Smith–Rocket Homes Real Estate LLC
 Cara LaFontaine–KW Advantage
 Carel Gardella–EXP Realty, LLC
 Carl Johnson–Central Properties Group, LLC
 Carrie Spurrier–KNE Realty 360
 Casey Ferguson–@properties Collective
 Chelsea Mullins–KW Advantage
 Choya Flowers–Pretty Homes Realty, LLC
 Christian Adams–KW Advantage
 Cornelius Young–KW Advantage
 Corrie Fogle–Signature Sotheby's Inter.
 Cory Wamsley–Creative Investment Brokers
 Dajon McGill–EXP Realty, LLC
 Dakota Lance–KW Advantage
 Dalia El-Mokadem–Omnistone Realty LLC
 Daniel Maine–EXP Realty, LLC
 Daniel Melton–Thrive Realty Company
 DeJuana Smith–Rocket Homes Real Estate LLC
 Demyra Dawson–Front Page Properties
 D'Metria Wilson–IPS Management LLC
 Donald Wilson–Exit United Realty Professiona
 Donielle Rowan–Keller Williams Realty Central
 Duraid Gatie–Level Plus Realty
 Dwayne Toland–Pearl Real Estate
 Edward Little–Community Choice Realty AA
 Edward Vanassche–S&P Realty
 Emily Cook–Omnistone Realty LLC
 Eric Bloomingdale–Max Broock, REALTORS, Brmngm
 Eugena Jones–KW Advantage
 Evan Pilot–Vision Realty Centers, LLC
 Frank Frederick–EXP Realty, LLC
 Gabriel Johnson–Berkshire Hathaway HomeService
 Gary McConnaughay–KW Advantage
 Genevieve Clark–Keller Williams Metro
 George Drosis–George A. Drosis
 Hardik Patel–KW Professionals
 Hayleigh Zuk–Anthony Djon Luxury Real Estat
 Heshimu Green–EXP Realty, LLC
 Imari Bradley–EXP Realty, LLC
 Issa Hosari–National Realty Centers Northv
 Jacqueline Drahman–Omnistone Realty LLC
 Jacqueline Jones–EXP Realty, LLC
 Jaldipkumar Patankar–KW Home Realty
 Jasmine Davis–EXP Realty, LLC
 Jason Gorman–Gorman Real Estate Collective
 Jason Kudary–Century 21 Northland
 Jayson Kakos–Brookstone, Realtors
 Jeffrey Cash–Nika & Co
 Jeffrey Myslinski–DOWNRIVER HOMES LLC
 Jenifer Kakos–Brookstone, Realtors
 Jennell Israel–Omnistone Realty LLC
 Jennifer Aparicio-Zavalza–EXP Realty, LLC
 Jennifer Gau–Remerica Hometown One
 Jennifer Klavitter–KW Showcase Realty-Commerce
 Jessica Schultz–KW Advantage
 Joan Oliver–National Realty Centers
 John Cherry IV–Tribeca Realty Network
 John Hirmiz–George Patrick Executive Realt
 John Sandles–Real Estate Management Special
 John Sedarous–Real Estate One, Inc.
 Joseph Cracchiolo–Thrive Realty Company
 Joseph Furitano–KW Advantage
 Joslyn Bomba–Century 21 Curran & Oberski

Joulnar Salman–Empire Realty Group
Justin Lyons–Good Company Realty
Kaeann Teodoro–KW Advantage
Karen Bush–EXP REALTY, LLC
Karl Butler–Keller Williams Realty Grand R
Kathleen Norton–Century 21 Curran & Oberski
Kathryn Pytiak–DOBI Realtors
Katrina Stout–KW Advantage
Kelly Watson–Social House Group
Kendra Fenner–Century 21 Curran & Oberski
Kheareh McCullough–Essence Realty Group Inc.
Kimberly Caldwell–EXP Realty, LLC
Kimberly Lodge–Hall & Hunter
Kimberly Marsh–Brookstone, Realtors
Kristin Ludy–Realtors In Michigan
Kyle De La Rosa–EXP Realty, LLC
LaTasha Storms–EXP Realty, LLC
Laura DeLong–DeLong & Co. Real Estate
Lawrence Bauman–Keller Williams Realty Central
Lawrence Namou–EXP Realty, LLC
Luis Sytsma–Elite Realty
Mackenzie Shea–Century 21 Dynamic
Madhav Nalamothu–Madhav Nalamothu
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Melissa Tocco–KW Realty Fowlerville
Michael Giang–Top Agent Realty
Michael Schmidt–Power House Group Realty
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Nadeen Saeed–Ace of Real Estate LLC
Nancy Tucker–Community Choice Realty
Nathaniel Fugate–KW Advantage
Nicholas Tyburski–Big Real Estate LLC
Nicole Chambers–Metro-West Appraisal
Nikki Owen–National Realty Centers
Noble Thomas–Great Lakes Real Estate Agency
Nyeesha Caldwell–Thrive Realty Company
Omar Alghaiti–Waison Realty LLC
Paige Ampey–National Realty Centers
Penelope Stoliker–RE/MAX Dream Properties
Quintana Robinson–Front Page Properties
Rachel Kerr–EXP Realty, LLC
Rachel Shinneman–Robertson Brothers Company
Raymond Alvarado–National Realty Centers Northv
Rebecca Kolbe–RE/MAX Metropolitan

Rebecca Morones–KW Advantage
Richard Walker–EXP Realty, LLC
Ronald Memar–National Realty Centers Northv
Roopa Katta–Key Realty One
Roudtha Amine–Anthony Djon Luxury Real Estat
Ryan Berger–Quest Realty LLC
Sarah Gilbert–Omnistone Realty LLC
Sarah Lashbrook–Bullcok–Las Casas Real Estate, LLC
Savannah Schodowski–Braven Enterprises LLC
Scott Albrecht–Moving The Mitten RE Group
Sean McGrath–RE/MAX First - Clinton Twp
Sharon Peguese–EXP Realty, LLC
Shaun Rachko–National Realty Centers
Stacey Gardner–RE/MAX Eclipse
Stacy Cataldo–Compass Realty Group
Stephanie Francis–Good Company Realty
Steven Wiebe–Keller Williams Realty Central
Taha Chamalia–Anthony Djon Luxury Real Estat
Talon Bialik–Cheng–KW Professionals
Taylor Williams–Fathom Realty
Terra Lee–National Realty Centers Northv
Thomas Genette–Big Real Estate LLC
Thomas Richards–Keller Williams Metro
Tiffany Ware–EXP Realty, LLC
Tina Woods–KW Advantage
Tracey Price–Exit United Realty Professiona
Trevor Downer–EXP Realty, LLC
Tyler Howard–KW Advantage
Vanessa Harden–Omnistone Realty LLC
Vaughn Travis–EXP Realty, LLC
Victoria Lechner–Arterra Luxe Collection LLC
Vincent Wells–KW Advantage
Yi Mao–1st. Michigan Realty LLC

We Couldn't Do It
Without You



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FOR THE MONTH OF APRIL 2022:

CUTCO CLOSING GIFTS



By JAMES CRISTBROOK
GMAR RPAC Chair

RPAC2022

What, Where, When, Why & How!

Over the next several months I hope to continue to define the importance of RPAC and how it supports legislators and issues that represent housing, protection of private property rights, the health and wellbeing of our industry and keeping us, the Realtor®, at the center of the transaction.

And ... Making **The American Dream** Come True **Why Should We Invest In RPAC?**

RPAC is one of the most BIPARTISAN political action committees (PACs) in the country, giving to both Democrats and Republicans alike. The only stipulation is that the candidates must be REALTOR® Champions - members of Congress and candidates who support REALTOR®- friendly issues. Through direct contributions, we ensure that REALTOR® issues are heard in our local communities, Michigan issues and on Capitol Hill in Washington DC.

Click On The Link Below To Find More Information About The Realtor Party®

<https://realtorparty.realtor/>

Invest In Your Business & The Future Of Housing In Our Community

Just click the link below and away you go!

Gmaronline.com/invest



REALTOR® ACTIVE IN POLITICS

The REALTOR® Active in Politics award honors a member REALTOR® who has contributed substantially to the REALTOR® party.

Nomination period begins April 1st, must be received by no later than **May 31st** for current GMAR members to be considered for the award.

gmaronline.com/rap



REALTOR® OF THE YEAR

The REALTOR® of the Year award honors a member REALTOR® for civic and association activity at the local, state and national levels, business and educational experience and REALTOR® spirit.

Nomination period begins April 1st. Nominations must be received by no later than **May 31st** for current GMAR members to be considered for the award.

gmaronline.com/roty



REALCOMP MONTHLY HOUSING STATISTICS

REPORT NOW AVAILABLE ONLINE



FEBRUARY 2022

QUICKTAKES

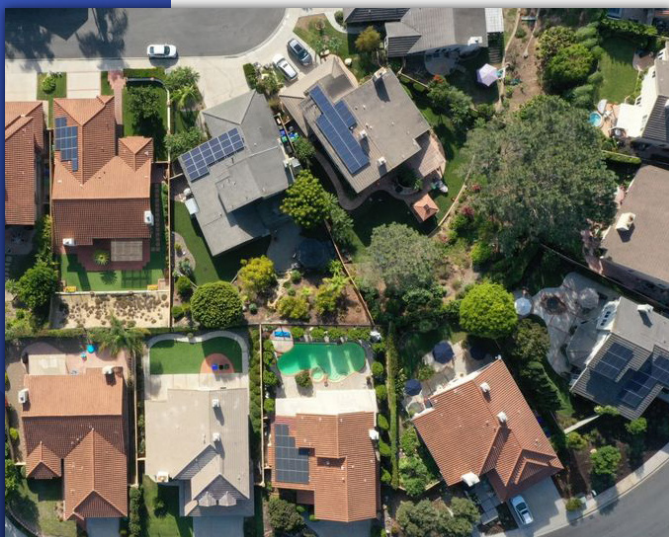
RESIDENTIAL PROPERTIES



FEBRUARY 2022

QUICKTAKES

OAKLAND, WAYNE & MACOMB



TOTAL NUMBER OF **HOMES SOLD**

2,675

INVENTORY INCREASE SINCE **FEBRUARY 2021**

3.5%

AVERAGE SALES PRICE **OF A HOME**

\$256,971

TOTAL SUPPLY **OF INVENTORY**

1.0 MONTHS

OAKLAND COUNTY

TOTAL NUMBER OF **HOMES SOLD**

1850

AVERAGE SALES PRICE **FOR FEBRUARY**

\$391,531

WAYNE COUNTY

TOTAL NUMBER OF **HOMES SOLD**

1,100

AVERAGE SALES PRICE **FOR FEBRUARY**

\$198,910

MACOMB COUNTY

TOTAL NUMBER OF **HOMES SOLD**

838

MEDIAN SALES PRICE **FOR FEBRUARY**

\$200,000

GMAR® Report

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

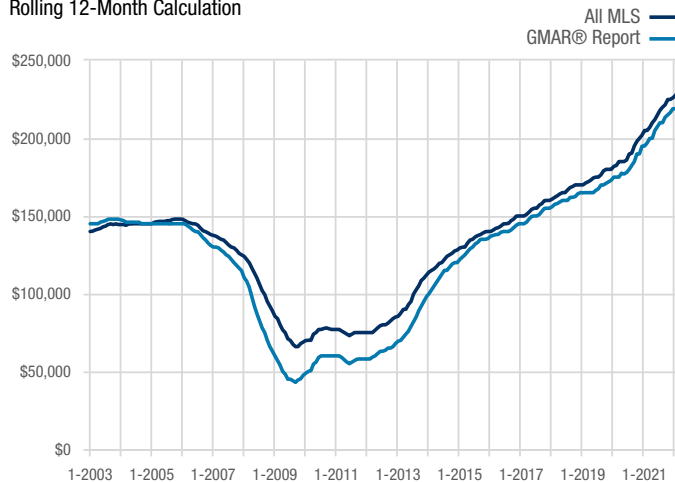
Residential	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	3,417	3,545	+ 3.7%	6,919	7,012	+ 1.3%
Pending Sales	3,181	3,142	- 1.2%	6,477	6,342	- 2.1%
Closed Sales	2,997	2,675	- 10.7%	6,098	5,693	- 6.6%
Days on Market Until Sale	35	34	- 2.9%	36	33	- 8.3%
Median Sales Price*	\$185,000	\$199,900	+ 8.1%	\$187,500	\$195,000	+ 4.0%
Average Sales Price*	\$232,285	\$256,971	+ 10.6%	\$232,993	\$252,000	+ 8.2%
Percent of List Price Received*	99.2%	100.1%	+ 0.9%	98.9%	99.5%	+ 0.6%
Inventory of Homes for Sale	4,109	4,254	+ 3.5%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
Key Metrics						
New Listings	741	670	- 9.6%	1,518	1,398	- 7.9%
Pending Sales	654	629	- 3.8%	1,335	1,327	- 0.6%
Closed Sales	635	577	- 9.1%	1,190	1,157	- 2.8%
Days on Market Until Sale	43	26	- 39.5%	42	29	- 31.0%
Median Sales Price*	\$180,000	\$210,000	+ 16.7%	\$178,900	\$210,000	+ 17.4%
Average Sales Price*	\$218,351	\$244,312	+ 11.9%	\$215,766	\$242,100	+ 12.2%
Percent of List Price Received*	98.5%	100.0%	+ 1.5%	98.2%	99.6%	+ 1.4%
Inventory of Homes for Sale	1,179	795	- 32.6%	—	—	—
Months Supply of Inventory	1.6	1.0	- 37.5%	—	—	—

* 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.

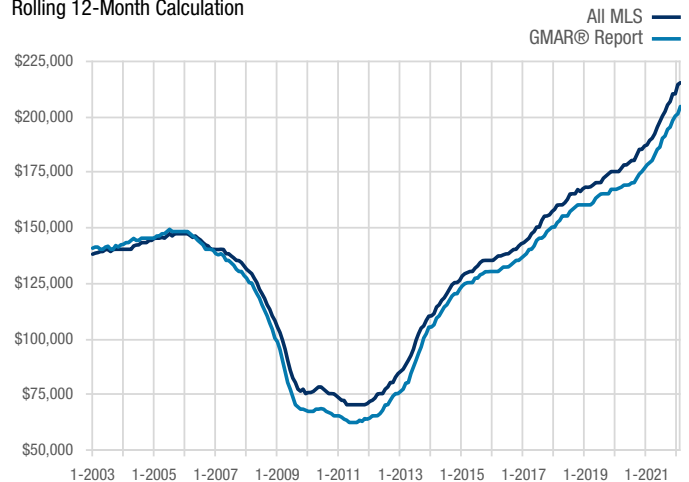
Median Sales Price - Residential

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

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

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

City of Detroit Remains Robust in February Sales, Median Sales, On-Market Listings all on Rise



February – National Real Estate Commentary

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

All Residential and Condos Combined Overview

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



Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		8,625	8,470	- 1.8%	17,406	16,930	- 2.7%
Pending Sales		8,278	7,672	- 7.3%	16,908	15,717	- 7.0%
Closed Sales		7,740	6,924	- 10.5%	15,684	14,454	- 7.8%
Days on Market Until Sale		44	36	- 18.2%	46	36	- 21.7%
Median Sales Price		\$193,000	\$220,000	+ 14.0%	\$193,000	\$215,000	+ 11.4%
Average Sales Price		\$237,215	\$265,757	+ 12.0%	\$236,352	\$260,682	+ 10.3%
Percent of List Price Received		99.1%	100.1%	+ 1.0%	98.8%	99.6%	+ 0.8%
Housing Affordability Index		210	184	- 12.4%	210	188	- 10.5%
Inventory of Homes for Sale		11,567	10,407	- 10.0%	--	--	--
Months Supply of Inventory		1.1	1.0	- 9.1%	--	--	--

Listing and Sales Summary Report February 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change	Feb-22	Feb-21	% Change
All MLS (All Inclusive)	6,924	7,740	-10.5%	\$220,000	\$193,000	+14.0%	36	44	-18.2%	10,407	11,567	-10.0%
City of Detroit*	340	319	+6.6%	\$70,000	\$66,625	+5.1%	61	57	+7.0%	1,606	1,195	+34.4%
Dearborn/Dearborn Heights*	139	159	-12.6%	\$204,000	\$180,000	+13.3%	24	21	+14.3%	137	167	-18.0%
Downriver Area*	282	341	-17.3%	\$167,000	\$149,900	+11.4%	26	26	0.0%	345	313	+10.2%
Genesee County	304	340	-10.6%	\$166,200	\$155,000	+7.2%	37	36	+2.8%	595	517	+15.1%
Greater Wayne*	899	1,068	-15.8%	\$185,075	\$170,500	+8.5%	25	29	-13.8%	1,002	1,175	-14.7%
Grosse Pointe Areas*	48	46	+4.3%	\$347,500	\$308,000	+12.8%	37	67	-44.8%	77	81	-4.9%
Hillsdale County	41	45	-8.9%	\$171,750	\$151,500	+13.4%	72	60	+20.0%	86	70	+22.9%
Huron County	6	3	+100.0%	\$76,250	\$83,000	-8.1%	85	95	-10.5%	24	23	+4.3%
Jackson County	155	161	-3.7%	\$195,000	\$150,000	+30.0%	61	64	-4.7%	297	216	+37.5%
Lapeer County	61	70	-12.9%	\$239,900	\$212,500	+12.9%	51	35	+45.7%	152	150	+1.3%
Lenawee County	80	100	-20.0%	\$186,950	\$176,000	+6.2%	64	67	-4.5%	167	162	+3.1%
Livingston County	158	155	+1.9%	\$350,000	\$290,500	+20.5%	28	39	-28.2%	210	250	-16.0%
Macomb County	838	897	-6.6%	\$200,000	\$185,000	+8.1%	28	32	-12.5%	852	920	-7.4%
Metro Detroit Area*	3,310	3,671	-9.8%	\$220,629	\$201,000	+9.8%	31	35	-11.4%	4,972	5,252	-5.3%
Monroe County	123	125	-1.6%	\$225,000	\$195,000	+15.4%	44	62	-29.0%	177	210	-15.7%
Montcalm County	38	52	-26.9%	\$184,500	\$175,950	+4.9%	44	54	-18.5%	62	82	-24.4%
Oakland County	1,075	1,232	-12.7%	\$290,000	\$265,000	+9.4%	30	35	-14.3%	1,302	1,712	-23.9%
Saginaw County	122	136	-10.3%	\$140,000	\$118,000	+18.6%	38	37	+2.7%	182	148	+23.0%
Sanilac County	26	31	-16.1%	\$166,400	\$150,000	+10.9%	63	66	-4.5%	70	54	+29.6%
Shiawassee County	62	68	-8.8%	\$160,450	\$140,000	+14.6%	48	46	+4.3%	65	83	-21.7%
St. Clair County	102	164	-37.8%	\$200,000	\$177,000	+13.0%	41	61	-32.8%	214	219	-2.3%
Tuscola County	22	34	-35.3%	\$169,250	\$149,900	+12.9%	69	30	+130.0%	61	37	+64.9%
Washtenaw County	254	274	-7.3%	\$360,000	\$285,000	+26.3%	32	49	-34.7%	546	735	-25.7%
Wayne County	1,239	1,387	-10.7%	\$168,000	\$155,175	+8.3%	35	36	-2.8%	2,608	2,370	+10.0%

* Included in county numbers.



By CLAUDIA HERNANDEZ



Hello Friends and Colleagues

We started this year of events with our Fowling Night in Hamtramck, and it was a huge success. Thank you to our major sponsor Peter Chirco with Chirco Title Agency, that has always been a big YPN of Gmar supporter. Thank you to all that came and had fun with us. It was a great way to start the year by seeing familiar and new faces. Our GMAR 2022 president Teri Spiro also came by and had a blast while fowling. Hamtramck is known for its Polish food and population, so we catered the event with excellent Polish food.

After many ideas and committee discussions, we finally have the set schedule of future events in 2022 that we are very excited about. Next, we will be hosting a Top Producer Panel. This event will be held at GMAR, and we are looking forward to putting the list of panelists together in our next committee meeting; so, keep following our event info through GMAR to know more.

Later this summer, we will be hosting a Summer Mingle at the Detroit Shipping company downtown Detroit. We have done this in the past during the winter season, and everyone enjoyed meeting new people in the industry and trying different cuisines at the DSC.

Lastly, we are bringing back our most popular Trivia Night later this year. Other GMAR members have always requested this event, so even though we wanted to bring you a new event, we figured everyone always has a blast at Trivia; so, why get rid of it. If anyone is interested in becoming a Sponsor for any of these events, please let me know of visit <https://gmaronline.com/event-sponsorships> and complete the event sponsorship form.

I hope everyone is having a great Spring, and Happy Easter!

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APRIL VIRTUAL & IN-HOUSE CLASSES

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SHORT SALE AND FORECLOSURE

CE Credits: 6 standard, 2 legal

April 6th & 7th

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Brent Belesky

FREE: Membermax & EduPass

\$39.00 Members, \$49 Non-members

[REGISTER HERE](#)

MANAGING YOUR BUSINESS RETIREMENT & SUCCESSION PLANNING

CE Credits: 2 Legal, 2 Standard

April 7th

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

VIRTUAL

Instructor: Committee, Affiliate

Free: GMAR Members

Members Only

[REGISTER HERE](#)

NEW MEMBER ORIENTATION

CE Credits: 3 Standard

April 12th

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

VIRTUAL

Instructor: Shelley A Schoenherr

FREE: GMAR Members

Members Only

[REGISTER HERE](#)

AGENT 101 YOU DON'T KNOW WHAT YOU DON'T KNOW

CE Credits: 4 Legal

April 12th & 13th

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

VIRTUAL

Instructor: Deanna DuRussel

Free: GMAR Members

\$20 Non-members

[REGISTER HERE](#)

AT HOME WITH DIVERSITY

CE Credits: 6 Standard, 2 Legal

April 13th & 26th

2 Day Course - Must Attend Both Days

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: James Cristbrook

FREE: Members & Non-members

[REGISTER HERE](#)

FROM PURCHASE AGREEMENT TO THE TITLE POLICY: A LEGAL PERSPECTIVE

CE Credits: 3 Legal

April 14th

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

VIRTUAL

Instructor: Committee, Affiliate

Free: GMAR Members

\$50 Non-members

[REGISTER HERE](#)

THAT'S LEGAL ISN'T IT?

CE Credits: 2 Legal

April 19th

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

VIRTUAL

Instructor: Deanna DuRussel

Free: GMAR Members

\$20 Non-members

[REGISTER HERE](#)

PRICING STRATEGY ADVISOR MASTERING THE CMA

CE Credits: 7 Standard

April 21st

9:00a.m.-4:00p.m.

HYBRID

Instructor: Bart Patterson

Free: Membermax & EduPass

\$49 Members

\$59 Non-members

[VIRTUAL REGISTRATION](#)

[IN-PERSON REGISTRATION](#)

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 2 standard, 4 legal

April 22nd

9:00 a.m. – 3:00 p.m.

VIRTUAL & IN HOUSE

Instructor: Dennis Kozak

FREE, Membermax & EduPass

FREE, Members

\$35, Non-Members

[VIRTUAL REGISTRATION](#)

[IN-PERSON REGISTRATION](#)

BROKER SHORTS FAIR HOUSING

CE Credits: 1 Elective

April 25th

10:00 a.m. - 11:00 a.m.

VIRTUAL

Instructor: James Cristbrook

FREE: GMAR Members, Non-members

Broker and Associate Brokers only!

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NEW MEMBER ORIENTATION

CE Credits: 3 Standard

April 26th

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Dennis Kozak

FREE: GMAR Members

Members Only

[REGISTER HERE](#)

REAL ESTATE TRANSACTIONS A-Z: MASTERING THE TRANSACTION

CE Credits: 1 Legal, 2 Standard

April 28th

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

VIRTUAL

Instructor: Committee, Affiliate

FREE: GMAR Members

\$50, Non-members

[REGISTER HERE](#)



By PETER CHIRCO
2022 GMAR Affiliate Committee Chair

How to Generate New Listing in Today's Crazy Market

We all know this market has been challenging for buyers, and a lot of it boils down to low inventory. Now is the time to work on generating new listings. Even if you are primarily a buyer's agent, new listings will give your buyers more options and a better chance of finding their new home. I know what you will all say, "easier said than done," especially with how hesitant people are to sell their homes right now. But, with all the challenges we face in this market, now is the perfect time to push for those listings and not give up!

Time management is critical for anything in business, but there are different philosophies to managing time that can change the way you work. One of the best ways to maximize your efforts is to adopt activity blocking instead of time blocking. Time blocking has been the gold standard for time management in sales for years. People will schedule out time blocks to work on an activity, like calling for sale by owners, and when the time is up, you move on. Instead, when you use activity blocking, you create a goal, for example, "I will call for sale by owners until I set 2 listing appointments," and you do not stop calling until you reach the goal. Some days you may finish in 20 minutes, some 4 hours, but on both days, you completed the goal. Instead of setting aside time to work on an activity, your goals will push you to be more efficient with your time and not give up after an arbitrary amount of time if you haven't completed a goal.

Another great way to generate listings is farming. I know it's not a novel idea, but it is a tried-and-true method of generating business. Many agents see farming as throwing a few handfuls of darts and the dartboard to see if one sticks, but it doesn't have to be. There are ways to own your farm and maximize its success. The most crucial step in mastering your farm is being specific with your farm. You could easily send mailers to every house in a city and hope you get some calls, but it can get expensive, especially when you know many of the homes you are reaching are not a great target.

Different types of farming software can narrow down your farm by many factors like loan type, estimated equity, length of residence, and many other factors. Be specific with who you want to work with, and you can maximize your efforts on a smaller group of homes.

Once you start reaching out to your farm, you need to have ways for them to find you! The number of clients walking into the local real estate office to find a realtor is very low. The internet is your new office. It would help if you had an online presence that potential clients could easily find to drive them to you. Creating an eye-catching website and working on your search engine optimization (SEO) can set you apart from the pack when clients are researching Realtors. Put yourself in your potential client's shoes and think, "If I wanted to find a Realtor, how would I search for one?" Do what your client would do and see if you find yourself. If you don't find yourself, it's a sign you need to change that! One of the best ways to increase your SEO is by incorporating blog posts and videos into your website. This will also help you with your farming. If you do a YouTube and blog series dedicated to your farm, whether it be seller type or neighborhood, you will start to rank higher on Google for anyone in your farm searching for a Realtor. You will be in front of many potential sellers with the right online presence even if you're not working.

As always, leveraging your relationships with your GMAR Affiliates will always be helpful. Whether the affiliate can send you leads, or they can work with you to help you generate those leads, your Affiliates love to help you grow your business. Reach out to your current vendors or reach out to one you don't currently use to see what tools they have to help you in your business. Finding the team to be around you can truly bring your business to the next level. A high tide raises all boats, and we affiliates would love to help raise the tide of this market, so all our ships are sailing high!

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April 18, 2022 | 9:00 a.m. – 10:30 a.m.

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31104 Mound Rd, Warren, MI 48092

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April 19, 2022

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For questions, contact:

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