

# METROPOLITAN REALTOR®

GMARonline.com

AUGUST 2022

## GMAR has Many Exciting Opportunities for Members to Get Involved!

MORE INFORMATION ON PAGE 3





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 Greater Metropolitan  
 Association of REALTORS®  
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AUGUST 2022

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Michigan State Housing Development Authority ..... 5

# IMPORTANT DATES

GMAR has many exciting opportunities for members to get involved! If you are interested in applying for the 2023 year, please see below for important information.

To learn more about upcoming GMAR elections, visit [gmaronline.com/elections](http://gmaronline.com/elections)

## NAR Board of Directors – Large Board Representative

**Submission accepted: August 1 – August 12**

This position serves for a term of one-year, and attendance at the NAR Legislative and Annual Conferences is encouraged. The general policy of GMAR is that the President shall be named to the first National Association of REALTORS® Director Entitlement position.

Candidates will be interviewed by the GMAR Board of Directors at their August 2022 meeting, in person, and allotted a maximum of 15-minutes each.

### HOW TO APPLY

Candidates interested in running for a NAR Board of Director Position should meet the following:

- Must possess a knowledge and understanding of NAR Governance, programs, and initiatives.
- Must be willing to represent the members' best interests.
- Must be a member with GMAR, in good standing, for at least 3 years.
- Must be a Past President of GMAR, or currently serve as a GMAR Board of Director.
- Must have participated/attended at least one NAR Conference in the past 12 months.

1. Review the role and responsibilities of a [NAR Director here](#)
2. Submit a resume between August 1, 2022 and August 12, 2022 at 5:00 p.m.
3. Information must be emailed in PDF format to [Vickey@GMARonline.com](mailto:Vickey@GMARonline.com)

## GMAR 2023 Committee Applications

**Submissions accepted: August 1 – September 30, 2022**

Visit our [committee page](#) for descriptions of our various committees and their mission. The committees are important to the association as they are needed to accomplish the Association's Strategic Plan and Business Plan's objectives.

**Join us on August 30, 2022 from 11:00 a.m. - 1:00 p.m. for our Committee Fair! Meet and greet with current volunteers to learn what each Committee is responsible for. [Reserve your spot!](#)**

Committee applications are open annually from August through the end of September. Applications for new committee members are reviewed in Q4 of each year. Those who are accepted begin their commitment on January 1st.

## GMAR Board of Directors

**Nominations must be filed between September 1 – September 16, 2022 at 5:00 p.m.**

The Board of Directors consists of nine (9) District Directors, three (3) At Large Directors, and one (1) Affiliate Director. Anyone wishing to run for an open Director position must:

- Be a GMAR member in good standing for at least three years;
- Serve on a GMAR Committee over the last 12 months;
- Demonstrate support for GMAR over the last 12 months through program involvement;
- Show service to the community through volunteer activities in the past 3 years;
- Demonstrate support for advocacy, for example, but not limited to RPAC

Members seeking to run for a District Director position: office on record with LARA and GMAR must be located within the District borders for which you elect to run.

Positions available: District 1 Director (1-year term)

If you are interested in running for this position, please email your resume and photo to [Vickey@GMARonline.com](mailto:Vickey@GMARonline.com)

## Realcomp II, Ltd. Board of Governors

**Submissions accepted: August 15 – September 15**

This position serves for a term of three-years which begins on January 1, 2023. Attendance at all Realcomp Board of Governor meetings is expected. As a Shareholder of Realcomp, GMAR receives two seats on their Board, serving staggered terms. Currently we have one open position. This position serves to represent the interests of GMAR members on the Realcomp Board of Governors.

Interested candidates must submit a resume between August 15 and September 15, 2022 at 5:00 p.m. via email to [Vickey@GMARonline.com](mailto:Vickey@GMARonline.com).



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

## GMAR Hit it Out of the Park!

Early on Saturday, July 16th, an army of GMAR staff, REALTOR member volunteers, and your Board of Directors set up the park for our Summer in the Park event at Madison Heights Civic Center Park. Family fun started at 11 AM and ran until 6 PM. There were food trucks that included chicken and fries, Treat Dreams ice cream, elephant ears, lemonade, and cotton candy, to name a few. Numerous activities for children included bounce houses, games, tie-dye shirt stations, and bubble making stations. Our GMAR 2022 charity, Humble Design, was there and helped the children create fun frames that Humble Design uses when they stage a house for families. (Please check out their website to learn about how they serve our communities! [www.HumbleDesign.org/Detroit](http://www.HumbleDesign.org/Detroit))

*photos from:*  
**GMAR SUMMER  
 IN THE PARK**

There were many REALTOR® members and their families in attendance, as well as people from the neighborhood who joined us. It was

a gorgeous day, and everyone had a fun time. This event created a lot of community goodwill because the local neighbors were able to have a great family day and learn that REALTORS® support the communities where we work. It was an extraordinary experience and certainly showcased how your association is GREATER.

The RPAC committee, chaired by James Cristbrook, helped to plan the annual Summer evening RPAC event on July 18th. The theme "Celebrating The American Dream", was a delicious onsite BBQ by the Red Wood Grill, accompanied by La Marsa Fattoush salad, margaritas, and multiple other beverages. A special musical performance by American Idol Season 12 finalist, Lazaro Arbos, was a 2-hour poolside concert that had everyone singing and dancing. It was by far the BEST Summer RPAC event and created the FUN in FUNdrising for sure!

I don't know of any other association in the state of Michigan that provides the activities that GMAR does for their members. If you did not attend the RPAC BBQ or Summer in the Park events, you should plan to attend next year. The rest of our 2022 events are posted on the GMAR website at [www.gmaronline.com/calendar](http://www.gmaronline.com/calendar). These

*continued on page 5*



opportunities offer a chance to connect with your colleagues and enjoy the benefits of being a GREATer REALTOR®.

I must take this time to applaud, raise the flag, praise (you name it!) our GMAR staff, especially Hannah Deacon, our Event Manager. Can you imagine the time and energy needed to plan two back-to-back GMAR events? The entire staff should be commended, but I am showcasing Hannah today!

Finally, numerous GMAR volunteer committee members and the BOD did extensive candidate interviews this summer with people running for local public office. These Zoom interviews require hours and hours of volunteer time, supported by our incredible Government Affairs Directors, Alex Haddad (Political Engagement Director) and Grant Meade (Director of REALTOR® and Community Affairs). GMAR takes the commitment to endorse and support candidates that represent the REALTOR® values on private property rights, commitment to Fair Housing, and good public policy very seriously.



GMAR also benefits GREATly from the hundreds of REALTORS® and Strategic Partner volunteers in our organization. So, as a reminder, be sure to support our Strategic Partners! REALTORS® benefit from the support that we get from our partners that sponsor many, many GMAR programs and events.

# YOUR CLIENTS WILL LOVE YOU FOR IT.

Tell them about our **Down Payment Assistance loan of up to \$7,500.\***

Combined with a Conventional, Rural Development, or FHA home loan, they can buy that home they've been eyeing. More at [Michigan.gov/Homeownership](https://Michigan.gov/Homeownership) or call 1.844.984.HOME

\*Terms and conditions apply.



By VICKIE LIVERNOIS  
Chief Executive Officer

## What's Happening

As we hold on to the last days of summer and begin to gear up for Fall with kids going back to school, pumpkin spice everything and the real estate market continuing to charge full speed ahead...I encourage you to take a few moments to check in on your goals. As you start thinking about 2023 save a space in your busy schedule on August 30th.

Volunteering in any capacity is always a rewarding experience. You not only make meaningful business connections, but you make lasting friendships, you help build community and you really do make a difference. GMAR is Greater because of our members! We have an amazing staff that helps to run things in the background, but the ideas, the leadership, which is from you – our members!

Last month we hosted our Summer in the Park event and while it was a ton of work for both staff and volunteers – IT WAS AWESOME! We had over 300 members of the community stop by the park for free food and treats, bounce houses and activities, even crafts such as tie dying GMAR Kids shirts or decorating picture frames to be used in homes furnished by Humble Design (our 2022 charity).

Just recently, GMAR Directors approved Placemaking Grants in the amount of \$15,000 that will go toward improving spaces in the communities we live and work in.

### This year's projects include:

- Bennet Arboretum in Northville
- Seeded Faith Farm Rescue in Almont
- Hamtramck Recreation District in Hamtramck
- Walter and Mary Burke Park in New Baltimore
- Leanna Hicks Public Library in Inkster

We also just approved over \$20,000 in GMAR Scholarships that will be going to graduating seniors in the metro Detroit area. It is such an amazing opportunity to be able to assist these

young adults as they graduate high school and continue planning their future. When reviewing their applications, it is impressive to see how these young people are making a difference in their own communities through volunteer efforts – from helping at food drives and homeless shelters to tutoring children – they are going to do great things!

We continue to work to raise awareness of Humble Design, the charity that we will be supporting this year through various efforts. Humble Design furnishes homes for people coming out of homelessness. Some of our volunteers went to visit Humble Design's warehouse in Pontiac just recently and to meet their staff and volunteers. They are absolutely amazing! This year, with your help, we hope to give \$25,000 to help support their efforts! (Be sure to check them out at [www.humbledesign.org/detroit](http://www.humbledesign.org/detroit) for more information.

Why does all this matter? It matters because being a REALTOR® is more than just facilitating a transaction, being a REALTOR® is about community, about building relationships, about building trust with consumers and colleagues within our communities. It also matters because if you have considered in the past or are considering getting involved with GMAR in the future – I encourage you to stop by our Committee Fair on August 30th where you can learn more from the volunteers and staff liaisons on what we do, and find a committee to join that helps fuel your passion and expertise.

Committee applications for 2023 are open from August 1st through September 30th this year.

While I may be biased, GMAR really is the Greatest local Association in Michigan, we can continue to do great things for our members and for our communities with your help. As always, if you have questions or concerns don't hesitate to reach out to myself, staff, or leadership!

Enjoy the rest of your Summer!



# GOLF OUTING

## Fox Hills Golf Course

8768 N Territorial Rd | Plymouth, MI

**09.15.2022**

**8am Registration  
9am Shotgun Start**

**Golf Tickets \$135 | Dinner Only \$65**

Golf tickets include: 18 holes of golf + cart, continental breakfast, bloody mary bar, drink tickets for beverage cart, hot dog at the turn, players dinner buffet + open bar during dinner

Register at  
**[GMARonline.com/events](https://GMARonline.com/events)**





By GRANT MEADE  
GMAR Director of Realtor® and Community Affairs

## The Dreaded “Pop-up”

In my work for the association, I spend a lot of time communicating with local officials to address the concerns of the residents that they represent. One of the most common discussions I have had in the past year is how property taxes have been catching a lot of Michigan homebuyers off guard. Many recent homebuyers have felt blindsided by the amount of property taxes they end up paying. Helping your clients understand the implications of Michigan’s property tax is a key part of going above and beyond for them.

Michigan’s current property tax structure originated in 1994, with Proposition A, a ballot initiative that changed how schools were funded in the state. Prior to this, local property taxes were the primary funder of school districts. This led to a large disparity between districts, as well as local tax rates. In 1993 Michigan had the 7th highest tax burden in the nation, Michigan homeowners paid 1/3 more in property taxes than the average U.S. taxpayer. In fact, only three states relied more heavily on local property taxes for funding schools. While the history of the constitutional amendment that went into effect is important, the implications on your business are the key factor of this article.

One of the most pertinent outcomes of these reforms was how we cap and uncap property taxes now. Recently, many homebuyers in Michigan have felt blindsided by the property tax rate they end up paying after the purchase of a new home. This is due to a difference between the capped property rate and the uncapped property tax rate. When a homeowner lives in their property, the tax rate is capped at an increase of 5% or the rate of inflation, whichever is lower. When a property is uncapped, the property’s state equalized value comes in to play to establish the new value before being capped again, thus causing the “dreaded pop-up” that has caused so many homebuyers headaches.

To ensure that your clients are getting the most up to date information about the taxable value of their property, we recommend that you use the [state property tax estimator here](#).





# Rental Beast

REALTORS® now have free access to [Rental Beast](#), a software provider with a secure FCRA-compliant online rental application and tenant screening tool. The National Association of REALTORS® announced Tuesday that Rental Beast has become the newest addition to [NAR REALTOR Benefits®](#).

## Apply Now by Rental Beast

### The lightning-fast rental application and tenant screening engine

**Quick:** Screen applicants within minutes using our simple one-page online form.

**Trusted:** Our FCRA-compliant service handles thousands of applications each month – you can rest easy knowing your client data is safeguarded in a secure environment.

**Streamlined:** Our guided process informs you of every step via automated emails and alerts.

**Controlled:** You are at the center of the transaction– your client relationships (and your commissions) are protected.

**Efficient:** Applicants can reuse reports free of charge for up to 30 days.

## Features That Matter

- Mobile-friendly
- Hosted in a secure environment
- Includes a detailed credit report from industry leader TransUnion, as well as eviction history and background check (where available)
- Seamlessly connects to digital rent payments, renters' insurance, and furniture rental

## Rental Beast University

### Online Rental Education. For REALTORS®. For Free

On-demand webinars available 24/7/365

Self-paced courses, including sales best practices, social media skills, and converting renters to homebuyers. How-to guides and tips and tricks. Direct feedback from licensed REALTORS® and industry experts.

**Rental Beast University is the digital education platform designed by industry experts to support REALTORS® through every aspect of the rental process.**

apply now

# Welcome New Members

Abdulkader Alcodray–Own It Realty  
 Adriana McGee–Campbell Realty & Investments  
 Ahmed Humadah–Keller Williams Legacy  
 Alexander Leece–KW Advantage  
 Alicia Beyer–MV Realty of Michigan  
 Amanda Huntley–ELEMENTARY HOMES, LLC.  
 Amber Lasley–Crown Real Estate Group  
 Amilia Tolla–Community Choice Realty  
 Andrew Bonam–Irongate Realty Group  
 Andrew Vincent–EXP Realty, LLC  
 Andy Savaya–EXP Realty, LLC  
 Angela Marshall–EXP Realty, LLC  
 Angela Wilkes–EXP Realty, LLC  
 Anthony Giglio–New Home Star Michigan, LLC  
 Anthony Houbba–Advanced Realty Professionals  
 April Breckenridge–Match Realty LLC  
 Ashely Becker–@properties Detroit  
 Audra Ely–Elite Hometown Realty  
 Audrianna Mariya–Oracle  
 Avery Collins–Shelby Realty Inc  
 Bianca Woodruff–Recs Holding, LLC  
 Blake Briguglio–Irongate Realty Group  
 Bradley Rocca–Shain Park, REALTORS  
 Brandi Farr–Curtis Botsford Real Estate LLC  
 Brooke Eason–Match Realty LLC  
 Burcu Saral–Help Development Group Inc  
 Caitlin Massey–EXP Realty, LLC  
 Caleb Brekke–Century 21 Curran & Oberski  
 Callisto Gornowich–Thrive Realty Company  
 Cameron Valente–Berkshire Hathaway HomeService  
 Carson Phillips–EXP REALTY, LLC  
 Cassea Bear–Social House Group  
 Cassidy Godin–Select R.E. Professionals Inc.  
 Catrina Guenther–Real Estate One, Inc.  
 Cecily Ledesma–RE/MAX Leading Edge  
 Charlotte Garnett–Fathom Realty MI LLC  
 Christine Succurro–Plymouth - Canton Realty Inc  
 Christopher Garrick–EXP REALTY LLC  
 Ciera Flagg–EXP Realty, LLC  
 Cindy Lagas–EXP Realty, LLC  
 Codey Boggs–Curtis Botsford Real Estate LLC  
 Cody Dupuie–Century 21 Curran & Oberski  
 Crystal Moody–FPR International Inc  
 Cynthia Rodriguez–KW Advantage  
 David Moshkovich–KW Advantage  
 DeMario Thurmond–Keller Williams Metro  
 Dominick Arafat–Arterra Luxe Collection LLC  
 Donald Guraj–EXP Realty, LLC - Rochester  
 Dulce Perry–Curtis Botsford - Commerce LLC  
 Dunia Saleh–RE/MAX Leading Edge  
 Dustin Starr–Max Broock, Inc. Bloomfield Hills  
 Elizabeth Kline–3DX Real Estate, LLC  
 Emilio Basa–Lenox Realty LLC  
 Emily James–EXP Realty, LLC  
 Emily Lazenby–RE/MAX New Trend  
 Enkeleda Mira–RK Real Estate  
 Genevieve Griffin–KW Realty Livingston  
 Haris Nekic–Top Agent Realty  
 Herman Ruiz–EXP Realty, LLC -Trenton  
 Hunter Rankin–Berkshire Hathaway HomeService  
 Ijanea Riggs–KW Advantage  
 Jackson Allen–Realty Executives Home Towne  
 Jaclyn Culler–Max Broock  
 Jacob Heikkinen–EXP Realty, LLC  
 Jameel Wooden–Monopoly Team Enterprises LLC  
 Jarron Kelley–EXP Realty, LLC  
 Jennifer Richman–Plymouth - Canton Realty Inc  
 Jeremy Laessle–Good Company Realty  
 Jessica Whiteman–New Home Star Michigan, LLC  
 Jimmy Alsoufi–Empire Realty Group  
 Joanna Wodkiewicz–Oakland Real Estate Group, Inc  
 Joanne Wright–National Realty Centers  
 Jocelyn Hall–EXP Realty, LLC  
 John-Mina Ibrahim–Nickola Real Estate Group, LLC  
 Jonid Tukaj–Curtis Botsford Real Estate LLC  
 Jordan Monroe–KW Realty Livingston  
 Joseph Welke–EXP Realty, LLC  
 Jubayer Ahmed–American Realty Network

Judith Weatherspoon–EXP Realty, LLC  
Julie Chilimigras–KW Advantage  
Kanar Jahwary–National Realty Centers  
Karen Bandy–McCullom–FPR International Inc  
Karen Freeborn–Fletcher–Real Estate One Farm. Hills  
Kelly Buttice–Expert Realty Solutions Inc.  
Kenneth Clyne–Keller Williams Legacy  
Kimberly Kay Goff–KW Advantage  
Kimothy Bynum–Curtis Botsford Real Estate LLC  
Kyle Jesnig–ZWZ Properties LLC  
Lamoceia Sanders–FPR International Inc  
Lauren Jergovich–Concept Realty Inc  
Leah Sagle–Keller Williams Paint Creek  
Logan Gaines–KW Advantage  
Logan Grabaum–KW Advantage  
Luke Godin–Select R.E. Professionals Inc.  
Lydia Leonor–Elite Hometown Realty  
Makenzie Cornell–Plymouth - Canton Realty Inc  
Mamikka Taplin–Brunell Services, LLC  
Maria Kontogouris–EXP Realty, LLC  
Massiel Lopez–Cruz–RE/MAX Defined–Oakland Twp  
Matt Kring–MV Realty of Michigan  
Max Kakos–Keller Williams Paint Creek  
Megan Robinson–KW Advantage  
Melanie Marsack–EXP Realty, LLC  
Melvin Swain III–TeamHarveyUSA! Realty, Inc.  
Michael Hakun–Emerald Standard Realty Company  
Nadira Thomas–Sam Sold LLC  
Nahed Yousif–MV Realty of Michigan  
Natisha Loving–Trust Realty Group, LLC  
Nazerek Johnson–EXP Realty, LLC  
Nicolas Hedtler–Max Broock, Inc. Bloomfield Hills  
Nicole Blair–KW Advantage  
Noah Winters–Keller Williams Paint Creek  
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Paiton Wenger–EXP Realty, LLC  
Paul Gjelaj–EXP Realty, LLC  
Perry Gill–EXP Realty, LLC  
Prince Elia–EXP Realty, LLC

Quiera Keil–Ascend Real Estate, LLC  
Rachel Wendell–Keller Williams Metro  
Radwan Khazaal–Detroit Progress Realty  
Renata Konopka–Select R.E. Professionals Inc.  
Robert Kalfaian–Berkshire Hathaway HomeService  
Roger Belue–Keller Williams Metro  
Romelia Skiba–Max Broock, Inc. Bloomfield Hills  
Ronald Rowland V–KW Advantage  
Ronquel Baugh–Berkshire Hathaway HomeService  
Sam Caramagno–Two Percent Deal Estate  
Sarah Brennan–EXP Realty, LLC  
Scott File–@properties Collective  
Sergio Grady–MV Realty of Michigan  
Seth Simmons–Real Estate One Farm. Hills  
Shayna Terry–Great Lakes Real Estate Agency LLC  
Stephen Carver–SRC Real Estate, LLC  
Susan Gottlieb–Two Percent Deal Estate  
Suzanne Cory–Real Estate One Royal Oak  
Sydney Rushing–EXP Realty, LLC  
Tara Worthy–New Way Realty Partners LLC  
Tierra Edmondson–Right House Realty Company  
Tyler Dickow–Keller Williams Somerset  
Walker Richardson–KW Advantage  
Whitney Cuzelis–Keller Williams Realty Ann Arbor Market Center  
Yousif Saka–KW Advantage  
Zachary VanMaldeghem–Market Elite Inc.

We Couldn't Do It  
Without You



THANK YOU ORIENTATION SPONSORS  
FOR THE MONTH OF JULY 2022:

GALLOWAY & COLLENS, PLLC



By CLAUDIA HERNANDEZ



## Hello Friends and Colleagues

I can't believe the end of the summer is around the corner, but I have to say, I am so happy with how much we have been able to get together this year versus the last two years. GMAR had an amazing turn out with Summer in the Park in July. Some of us volunteered to help with activities and it was just such a blast. It was very refreshing to learn that over 500 signed up to spend the day with us.

On the YPN side of things, we had our Panel of Top Producers in June, and it was a complete success. I personally felt so happy afterwards because of other agents coming up to our committee members sharing how much fun they had and how much they learned while being there. As always, we couldn't have done it without our fantastic sponsors Chirco Title and Chase Bank. It was also good to see so many of

you joining us that day. Overall, we had a great time and gained some Con Ed while attending.

We have an amazing event coming up in the city. We decided to bring back the YPN Mingle, only this time it will be in Summer instead of Winter. This will take place on August 25th, 6 p.m. – 9 p.m. at the Detroit Shipping Company. This is one of our most popular events and we are very excited to host it again. We will have food, drinks and fun while networking with other professionals from the area. Tickets are available on GMAR's website, <https://gmaronline.com/event/2022-08-25/ypn-summer-mingle>. Register today! We can't wait to see you all.

Keep an eye out for more events coming up this year and hope everyone is having an awesome summer.

JOIN US FOR THE  
**YPN SUMMER MINGLE**  
Detroit Shipping Co.  
**THURSDAY, AUGUST 25, 2022**  
**6PM-9PM**

**TICKETS \$35**  
EARLY BIRD PRICE \$30  
UNTIL AUGUST 01

**474 Peterboro St**  
Detroit, MI 48201

**Location:**  
Bridge Lounge

Join us for a fun filled night meeting new friends and professionals in the industry. Enjoy food, drinks and much more!

Greater Metropolitan Association of REALTORS

Young Professionals Network

# GMAR EDUCATION CALENDAR 2022

## **BROKER SHORTS LEGAL QUESTIONS**

CE Credits: 2 Legal  
August 3rd  
9:00 a.m. - 11:00 a.m.  
VIRTUAL  
Instructor: Brent Belesky  
GMAR Members: FREE  
MEMBERS ONLY  
Broker and Associate Brokers only!  
[REGISTER HERE](#)

## **RPR- BEYOND THE BASICS**

CE Credits: 1 Standard  
August 8th  
10:00 a.m.- 11:00 a.m.  
VIRTUAL  
Instructor: Ernie Bottom  
GMAR Members: FREE  
Non-Members: \$10.00  
[REGISTER HERE](#)

## **REAL ESTATE NEGOTIATION EXPERT CERTIFICATION**

CE Credits: 16 Standard  
August 10 & 11th  
9:00 a.m.- 4:00 p.m.  
VIRTUAL  
Instructor: Bart Patterson  
Membermax & Edupass: FREE  
GMAR Members: \$125.00  
Non-members: \$200.00  
[REGISTER HERE](#)

## **NAR BIAS OVERRIDE TRAINING**

CE Credits: 3 Standard  
August 16th  
10:00 a.m.-1:00 p.m.  
VIRTUAL  
Instructor: Furhad Waquad  
GMAR Members: FREE  
Non-members: \$35.00  
[REGISTER HERE](#)

## **SELLER REPRESENTATIVE SPECIALIST – 3 DAYS**

\*All Three Days Must be Attended\*  
CE Credits: 13 Standard, 2 Legal  
August 17 through August 19  
12:00 p.m. – 4:00 p.m.  
VIRTUAL  
Instructor: Deanna DuRussel  
Membermax & EduPass: FREE  
GMAR Members: \$195.00  
Non-members: \$225.00  
[REGISTER HERE](#)

## **2022 GMAR CONTINUING EDUCATION**

CE Credits: 2 Standard, 4 Legal  
August 23rd  
9:00 a.m. – 3:00 p.m.  
VIRTUAL  
Instructor: Brent Belesky  
GMAR Members: FREE  
Non-members: \$35.00  
[REGISTER HERE](#)

## **LISTING FORMS**

CE Credits: 1 Standard, 1 Legal  
August 24th  
10:00 a.m. - 12:00 p.m.  
VIRTUAL  
Instructor: Steve Katsaros  
GMAR Members: FREE  
Non-members: \$20.00  
[REGISTER HERE](#)

## **AT HOME WITH DIVERSITY CERTIFICATION**

CE Credits: 6 Standard, 2 Legal  
August 25th  
9:00 a.m. – 4:00 p.m.  
VIRTUAL  
Instructor: Furhad Waquad  
Membermax & Edupass: FREE  
GMAR Members: \$39.00  
Non-members: \$49.00  
[REGISTER HERE](#)

## **THAT'S LEGAL ISN'T IT?**

CE Credits: 2 Legal  
August 30th  
1:00p.m.-3:00 p.m.  
VIRTUAL  
Instructor: Deanna DuRussel  
GMAR Members: FREE  
Non-members: \$20.00  
[REGISTER HERE](#)

# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE

Greater Metropolitan  
Association of REALTORS®

JUNE 2022

## QUICKTAKES RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

**4,348**

INVENTORY INCREASE SINCE **JUNE 2021**

**15.7%**

AVERAGE SALES PRICE **OF A HOME**

**\$314,871**

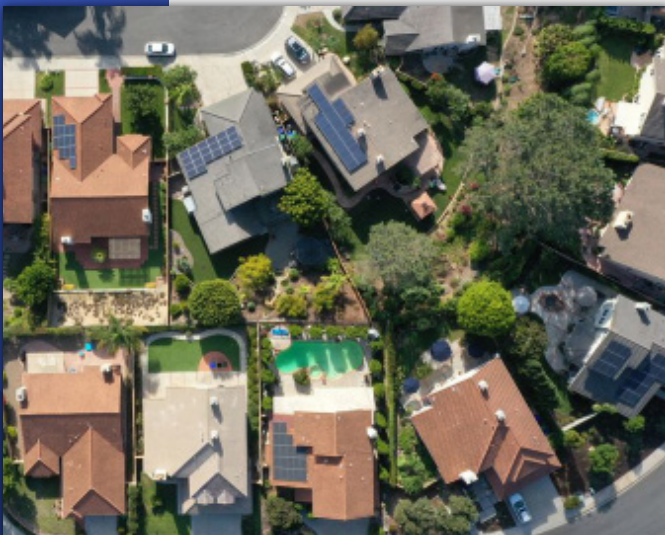
TOTAL SUPPLY **OF INVENTORY**

**1.8 MONTHS**

Greater Metropolitan  
Association of REALTORS®

JUNE 2022

## QUICKTAKES OAKLAND, WAYNE & MACOMB



### OAKLAND COUNTY

TOTAL NUMBER OF  
**HOMES SOLD** **1,549**

AVERAGE SALES PRICE  
**FOR JUNE** **\$442,986**

### WAYNE COUNTY

TOTAL NUMBER OF  
**HOMES SOLD** **1,582**

AVERAGE SALES PRICE  
**FOR JUNE** **\$261,429**

### MACOMB COUNTY

TOTAL NUMBER OF  
**HOMES SOLD** **1,293**

MEDIAN SALES PRICE  
**FOR JUNE** **\$253,500**

## GMAR® Report

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

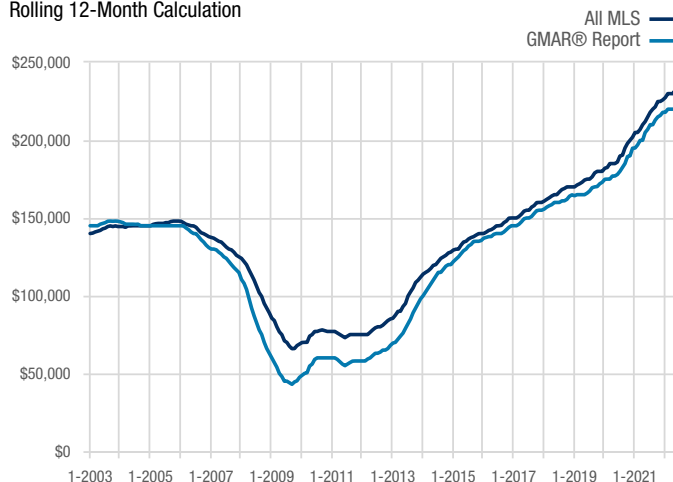
Residential Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	6,782	<b>6,879</b>	+ 1.4%	29,911	<b>30,731</b>	+ 2.7%
Pending Sales	4,884	<b>4,370</b>	- 10.5%	24,496	<b>23,488</b>	- 4.1%
Closed Sales	4,867	<b>4,348</b>	- 10.7%	22,756	<b>21,687</b>	- 4.7%
Days on Market Until Sale	18	<b>16</b>	- 11.1%	26	<b>24</b>	- 7.7%
Median Sales Price*	\$231,000	<b>\$260,000</b>	+ 12.6%	\$210,000	<b>\$225,000</b>	+ 7.1%
Average Sales Price*	\$289,343	<b>\$314,871</b>	+ 8.8%	\$265,081	<b>\$282,595</b>	+ 6.6%
Percent of List Price Received*	103.1%	<b>102.7%</b>	- 0.4%	101.2%	<b>101.8%</b>	+ 0.6%
Inventory of Homes for Sale	6,263	<b>7,244</b>	+ 15.7%	—	—	—
Months Supply of Inventory	1.5	<b>1.8</b>	+ 20.0%	—	—	—

Condo Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	1,257	<b>1,133</b>	- 9.9%	5,961	<b>5,477</b>	- 8.1%
Pending Sales	981	<b>823</b>	- 16.1%	5,061	<b>4,520</b>	- 10.7%
Closed Sales	1,009	<b>790</b>	- 21.7%	4,730	<b>4,285</b>	- 9.4%
Days on Market Until Sale	25	<b>19</b>	- 24.0%	35	<b>24</b>	- 31.4%
Median Sales Price*	\$211,500	<b>\$239,987</b>	+ 13.5%	\$195,000	<b>\$224,500</b>	+ 15.1%
Average Sales Price*	\$244,205	<b>\$266,514</b>	+ 9.1%	\$233,021	<b>\$253,366</b>	+ 8.7%
Percent of List Price Received*	101.0%	<b>102.1%</b>	+ 1.1%	99.7%	<b>101.4%</b>	+ 1.7%
Inventory of Homes for Sale	1,321	<b>1,189</b>	- 10.0%	—	—	—
Months Supply of Inventory	1.6	<b>1.5</b>	- 6.3%	—	—	—

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

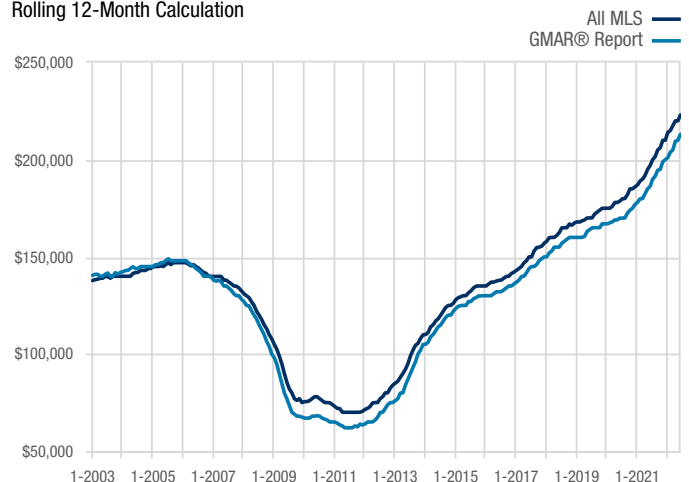
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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

Current as of July 8, 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](mailto:fgreen@corp.realcomp.com)

## Realcomp Quick Facts - June 2022



This information, provided by Realcomp, represents the single-family real estate market for primarily the southern half of the Michigan mitten.

### *A MONTH OF ALL-TIME HIGHS FOR MEDIAN SALES PRICES ACROSS ENTIRE MLS\**

#### June – National Real Estate Commentary

Rising inflation, soaring home prices, and increased mortgage interest rates have combined to cause a slowdown in the U.S. housing market. To help quell inflation, which reached 8.6% as of last measure in May, the Federal Reserve raised interest rates by three quarters of a percentage point in June, the largest interest rate hike since 1994. Higher prices, coupled with 30-year fixed mortgage rates approaching 6%, have exacerbated affordability challenges and rapidly cooled demand, with home sales and mortgage applications falling sharply from a year ago.



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	6-2021	6-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		17,035	17,501	+ 2.7%	76,051	76,825	+ 1.0%
Pending Sales		12,941	11,368	- 12.2%	64,794	60,364	- 6.8%
Closed Sales		12,999	11,516	- 11.4%	59,801	56,086	- 6.2%
Days on Market Until Sale		22	19	- 13.6%	33	27	- 18.2%
Median Sales Price		\$239,000	\$260,000	+ 8.8%	\$219,900	\$239,000	+ 8.7%
Average Sales Price		\$285,244	\$312,099	+ 9.4%	\$263,588	\$286,947	+ 8.9%
Percent of List Price Received		102.6%	102.5%	- 0.1%	100.9%	101.6%	+ 0.7%
Housing Affordability Index		167	119	- 28.7%	182	130	- 28.6%
Inventory of Homes for Sale		16,119	18,577	+ 15.2%	--	--	--
Months Supply of Inventory		1.4	1.7	+ 21.4%	--	--	--

## Listing and Sales Summary Report June 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jun-22	Jun-21	% Change	Jun-22	Jun-21	% Change	Jun-22	Jun-21	% Change	Jun-22	Jun-21	% Change
All MLS (All Inclusive)	11,516	12,999	-11.4%	\$260,000	\$239,000	+8.8%	19	22	-13.6%	18,577	16,119	+15.2%
City of Detroit*	381	424	-10.1%	\$100,250	\$72,500	+38.3%	36	44	-18.2%	1,983	1,428	+38.9%
Dearborn/Dearborn Heights*	216	205	+5.4%	\$227,450	\$185,000	+22.9%	13	13	0.0%	263	274	-4.0%
Downriver Area*	375	470	-20.2%	\$195,000	\$170,000	+14.7%	15	17	-11.8%	511	488	+4.7%
Genesee County	507	589	-13.9%	\$198,358	\$180,000	+10.2%	20	16	+25.0%	920	721	+27.6%
Greater Wayne*	1,403	1,670	-16.0%	\$240,000	\$205,000	+17.1%	14	16	-12.5%	1,848	1,824	+1.3%
Grosse Pointe Areas*	112	114	-1.8%	\$422,500	\$362,500	+16.6%	19	23	-17.4%	156	154	+1.3%
Hillsdale County	55	52	+5.8%	\$215,000	\$170,700	+26.0%	38	61	-37.7%	133	88	+51.1%
Huron County	13	18	-27.8%	\$180,000	\$133,500	+34.8%	52	35	+48.6%	35	39	-10.3%
Jackson County	239	246	-2.8%	\$206,503	\$170,000	+21.5%	35	47	-25.5%	413	307	+34.5%
Lapeer County	112	124	-9.7%	\$282,450	\$250,000	+13.0%	30	22	+36.4%	259	221	+17.2%
Lenawee County	136	147	-7.5%	\$223,000	\$195,000	+14.4%	36	41	-12.2%	295	245	+20.4%
Livingston County	288	336	-14.3%	\$358,000	\$345,000	+3.8%	15	20	-25.0%	461	390	+18.2%
Macomb County	1,293	1,398	-7.5%	\$252,500	\$220,000	+14.8%	15	16	-6.3%	1,772	1,401	+26.5%
Metro Detroit Area*	5,221	6,034	-13.5%	\$275,000	\$253,525	+8.5%	16	19	-15.8%	8,978	7,773	+15.5%
Monroe County	181	190	-4.7%	\$240,000	\$214,000	+12.1%	26	30	-13.3%	247	288	-14.2%
Montcalm County	80	82	-2.4%	\$216,000	\$199,500	+8.3%	15	22	-31.8%	121	118	+2.5%
Oakland County	1,856	2,206	-15.9%	\$355,000	\$322,500	+10.1%	13	19	-31.6%	2,914	2,730	+6.7%
Saginaw County	196	188	+4.3%	\$172,000	\$150,500	+14.3%	17	18	-5.6%	239	213	+12.2%
Sanilac County	35	52	-32.7%	\$173,000	\$145,000	+19.3%	46	49	-6.1%	96	111	-13.5%
Shiawassee County	72	86	-16.3%	\$184,000	\$151,250	+21.7%	14	22	-36.4%	108	100	+8.0%
St. Clair County	219	249	-12.0%	\$220,000	\$225,000	-2.2%	23	23	0.0%	393	356	+10.4%
Tuscola County	37	40	-7.5%	\$232,500	\$148,250	+56.8%	41	23	+78.3%	79	62	+27.4%
Washtenaw County	488	553	-11.8%	\$375,000	\$361,098	+3.8%	14	18	-22.2%	894	935	-4.4%
Wayne County	1,784	2,094	-14.8%	\$217,500	\$185,000	+17.6%	19	22	-13.6%	3,831	3,252	+17.8%

\* Included in county numbers.



By JAMES CRISTBROOK  
GMAR RPAC Chair

# RPAC is a Advocate for all REALTORS®

For more than 50 years, RPAC has advocated on behalf of REALTORS® at the local, state, and federal level. Our industry is constantly confronted with new rules and regulations that could be detrimental to our businesses.

So far this year, RPAC has been a critical force behind the State of Michigan creating a tax-advantaged first-time homebuyer savings account. We have also successfully defeated proposed point of sale inspection laws in multiple cities and continue to make progress in the effort to preserve a homeowner's right to rent out their property on a short-term basis.

As we face an uncertain market with rapidly increasing prices and interest rates, the decisions our policy makers take will have direct impacts on our business. That's why it is incredibly important that we continue to invest in RPAC every year.

GMAR's annual dues billings for our Premier members will begin next month. If you are member

that pays annually, I encourage you to invest in your industry by including the \$49 fair-share investment.

You can also make a one-time payment at any time by visiting [gmaronline.com/invest](http://gmaronline.com/invest).

RPAC isn't political, it's an investment in the future of your business.



\$404,590

Individually, it is difficult to change things.

Together, we can influence decisions made throughout Southeast Michigan, Lansing, and Washington, D.C.

\$202,475

RPAC works to elect candidates who support your profession and protect the rights of homeowners.

\$175,807

**INVEST TODAY!**

[GMARonline.com/Invest](http://GMARonline.com/Invest)

**YOUR BEST INVESTMENT IN REAL ESTATE**



# 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 July 2022.

- |                    |                   |                           |                     |
|--------------------|-------------------|---------------------------|---------------------|
| Don Amalfitano     | Michael Dunn      | Pam King                  | Miguel Rivera       |
| Joseph Anderson    | Jon Eckerly       | Bill Kokenos              | Edward Roberts      |
| Phillip Ausman     | Ted Edginton      | Constance La Barge Thomas | Chris Romanelli     |
| Christopher Ayers  | Alonzo Edwards    | Mark Lagana               | Marilyn Rottner     |
| Kathleen Barker    | Cathy Elias       | Geoffrey Leach            | Keith Ruloff        |
| Robbin Barnes      | Jane Evans        | Sheilah Lemanski          | Karen Ryckman       |
| Austin Black       | Anthony Facione   | James Littlepage          | Adrienne Sain       |
| Alfred Block       | William Fall      | Vickey Livernois          | Mohammad Saleem     |
| Nathan Boji        | Jeffery Fanto     | Lynn Louton               | Luke Sasek          |
| Sharon Bonner      | Michael Fazio     | Kathleen Malczynski       | Carol Schrauben     |
| Jason Borregard    | Alicia Finn       | Yvonne Marks              | Gwen Schultz-Ofiara |
| Christin Bracken   | Sarah Foster      | Diane Martin              | Saif Siddiqui       |
| Sarah Brennan      | Cloteal Fowler    | Dominic Marzicola         | Seth Simmons        |
| Althea Brown       | Maureen Francis   | Cecile Massey             | Andrew Soper        |
| William Brundage   | Ellen Frink       | David Mathieu             | Linda Spindura      |
| James Bynum        | T. Scott Galloway | David Maurice             | Johnna Struck       |
| Chelsea Cain       | Jerry Gardner     | Gordon McCann             | Lakshmi Subbiah     |
| Juela Capo         | Dianne Gouin      | Roger McDaid              | Ronnie Targanski    |
| Jessica Carter     | Alex Haddad       | Alan Millard              | Stephanie Taylor    |
| Syed Chowdhury     | Adam Hammons      | David Morgan              | Catherine Waun      |
| Joel Clark         | Michael Hannah    | Jeffrey Mosley            | Katie Weaver        |
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| Deborah Consiglio  | Cynthia Harris    | Clara Norris              | Angelque Whidby     |
| Todd Craft         | Zoe Harris        | Erin O'Neill              | Vicki Whitt         |
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| Christopher Daggy  | Kevin Hultgren    | Kevin Paton               | Rebecca Williamson  |
| Diane D'Agostino   | James Iodice      | Lynn Pazdziora            | Kathleen Wilson     |
| Bernadine Davis    | Connie Isbell     | Dorene Phan               | Carol Woodard       |
| Emily Day          | Kathleen Jardine  | Charles Pickering         | Nhia Yang           |
| Melissa Degen      | Ronald Jasgur     | Vikki Plagens             | Jerry Yatooma       |
| John DesJardins    | Elizabeth Johnson | Christopher Plummer       | Jonathan Zaia       |
| Lori Dolman        | Sherri Johnson    | Melissa Potash            | Jennifer Zardus     |
| Margaret Dresser   | Meriem Kadi       | Steven Potocsky           | Michelle Zarghami   |
| Courtney Drew      | Mary Anne Kennedy | Aaron Pringle             |                     |
| Nancy Duncanson    | Tricia Kerchkof   | Heidi Rhome               |                     |

\*Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a



By PETER CHIRCO  
2022 GMAR Affiliate Committee Chair

## Rely on your Friends to get you Through the Tough Times

We all know by now that the real estate market is shifting. Homes are staying on the market longer, and we're seeing price reductions on the MLS which was almost unheard of in the past two years. The market is correcting after years of hyperinflation in home prices. This change can be a good thing, but it also could be a sign of a tougher market coming. The thing is, it is almost impossible to time or predict the real estate market. Very few people have ever been able to really see through the crystal ball of what the future holds in our industry, so we need to hope for the best, but also prepare for the worst.

The biggest piece of advice to give as the market changes is to keep your head up and continue to look to the future. Whenever the real estate market is hot, we see countless new REALTORS®, mortgage lenders, title agents, etc. enter the field, and typically when the market cools you see a mass exodus. If you are worried about the market cooling, you are not alone, and you should not give up! There are many agents, and affiliated businesses who have made it through some tough times, just ask them about working through the mid to late 2000s! Everyone in the real estate industry needs to know how to adapt to any market condition and continue to move their business forward. Admittedly, that is much easier said than done, but it has been done and can be done now.

If you are a new agent (entered the industry in the past 2 years) you have only worked in a very hot market where homes sold in hours. That is

not usually the case. There are times when homes have sat on the market for weeks or months and it took a completely different business model to get them sold. Now that the market is starting to shift, everyone should be planning for what is to come. We may have a slight change, and housing values could go back to normal appreciation, or we could have housing values drop. Either way, a new business strategy is needed to work in a different market climate. Some agents will have to make minor adjustments, and others may have to throw away their entire plan and start over.

No matter what camp you are in, know you are not alone on an island. The REALTOR® community is a strong one. If you haven't already, invest some time into networking with your fellow GMAR REALTORS® and Strategic Partners. Get to know them, ask questions, soak up as much knowledge as you can, and try to share some as well! While all REALTORS® are technically competitors, networking with each other is invaluable. Every REALTOR® you meet has a different story and path to how they got to where they are today, and they all have different paths they are on that will get them to tomorrow. GMAR's Strategic Partners have a completely different lens they view the market through and can share ideas from a completely different angle. When everyone is sharing ideas, working together, and growing together it is always good for the industry. There is power in working together, and the more everyone collaborates, the better the future of our industry will be.

# Question of The Month

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With the help of McClelland & Anderson, we are taking the most recently asked questions from our Legal Hotline and putting them in E-News.

## QUESTION

My sellers listed their home with me last week after their prior listing expired. A buyer who called about the home (but did not view it) during the prior listing has now put in an offer. The prior listing agent is claiming that she is due a commission on this sale. Is she correct?

## ANSWER

MAYBE. Whether or not the sellers owe the prior listing broker a commission depends on the specific language in the prior listing agreement. Most listing agreements have "protection periods" whereby under certain circumstances,

the sellers owe a commission if the home is sold after the listing expires to someone who first became interested in the home during the listing. These clauses vary significantly. For example, some clauses require that the buyer have actually viewed the home during the prior listing. While many clauses contain an exemption if the property is relisted, some require that the second listing agent have "used substantial efforts." Your sellers should consult with an attorney.



## HELP STRENGTHEN THE REALTOR® VOICE!

Sign up to receive short text messages to act on important real estate issues. On average, you will receive three to five calls for action per year. Text the word "**Realtor**" to **30644**.



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# MONTHLY SALE

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**Men's Hooded Rain Jacket**

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GMAR Member Price: \$50.95  
**August Member Price: \$38.95**



**Ladies Softshell Jacket**

Black

GMAR Member Price: \$50.95  
**August Member Price: \$38.95**

**SOLD**

**6x24 Plastic Riders**

Choose from many titles  
 Red/white or blue/white

GMAR Member Price: \$6.00  
**August Member Price: \$4.50**

**NEW ITEMS**  
**NEW ITEMS**  
**NEW ITEMS**

Check out new items on our website

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

Click on the NEW ITEMS Tab



**Bone Sweatshirt**

GMAR Member Price: \$34.00



**New Home Adventure Key Chain**

GMAR Member Price: \$7.25



# YOU HELPED THEM FIND THE PERFECT HOME. NOW, HELP THEM KEEP IT THAT WAY.

**In today's competitive market, American Home Shield® home warranty protection is crucial in real estate transactions.**

Home buyers are spending a lot of money upfront or going over their budget, so they may not have a big emergency fund left. Plus, with inspections and appraisals being waived they're at an even higher risk for breakdowns and other issues. In these cases, a home warranty can be especially useful as it helps protect buyers' budgets — and their peace of mind — during the first year in their new home.

**Here are a few of the potential benefits of including American Home Shield:**

- ✔ Gives buyers a plan in case covered items fail after closing
- ✔ Provides an increased level of risk management for agents
- ✔ Helps with the costs associated with covered home repairs
- ✔ Provides peace of mind, particularly if inspections or contingencies are waived

**WHY CHOOSE US?**

A lot can change in 50 years. Luckily, our commitment hasn't. American Home Shield was founded on the simple notion that protecting our members is always the surest path to success. Fifty years on, and millions of members later, we're more certain than ever.

**Please contact me with any questions.**



**Kristee Golan**  
 Account Manager  
 248.639.9759  
 Kristee.Golan@ahs.com





## BROKER SHORTS - LEGAL QUESTIONS

### CONTINUING EDUCATION

**AUGUST 3, 2022**

**9:00 AM – 11:00 AM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members\*: FREE**

**\*Exclusively for GMAR Broker & Associate  
Broker Members Only!**

Officially certified for 2 Legal CE credits by:



Presented by

**BRENT BELESKY | SRES, MRP**

Are there real estate business processes that you are not quite sure about and are they being processed according to MI law? Join us for this “Brokers only” class and learn the legalities you should be aware of to keep your brokerage firm in compliance.

- Advertising
- Offer & Acceptance
- Inspections
- EMD
- Promotional Incentives
- Contract Amendments
- Purchase Agreements
- Closing Process in Michigan

**For questions contact:**

Traci Dean | Education Director

**248-522-0341 | [traci@gmaronline.com](mailto:traci@gmaronline.com)**

**Register today!**

<https://gmaronline.com/event/2022-08-03/virtual-broker-shorts-legal>





## A LEGAL PERSPECTIVE

## CONTINUING EDUCATION

**AUGUST 4, 2022**

**9:00 PM – 12:00 PM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members: FREE**

**GMAR NON- MEMBERS \$50.00**

Officially certified for 3 Legal CE credits by:



Presented by

**T. SCOTT GALLOWAY**

REAL ESTATE ATTORNEY

T. Scott Galloway and other Real Estate attorneys from Galloway & Collins, PLLC discuss the important legal aspects of a residential real estate transaction from Purchase Agreement to Title Policy and everything in between.

**For questions contact:**

Stacie Andrew | Membership Director

**248-621-2087 | [stacie@gmaronline.com](mailto:stacie@gmaronline.com)**

**Register today!**

<https://gmaronline.com/event/2022-08-04/purchase-agreement-title-policy-legal-perspective>

The **FIRST** and **ONLY** negotiation certification recognized by the National Association of REALTORS®.

**RENE**  
Real Estate  
NEGOTIATION EXPERT



# achieve more with your RENE

CERTIFICATION

## Real Estate Negotiation Expert (RENE) Certification Class

August 10 & 11, 2022  
9:00 a.m. – 4:00 p.m.  
VIRTUAL

Zoom link will be sent prior to course

MemberMax/ Edupass: FREE  
GMAR Members: \$125.00  
Non-Members: \$200.00

**Register Now!**

Online: [GMARonline.com](http://GMARonline.com)



Presented by:

**BART PATTERSON**

ABR, ACP, CIAS, CRS, CDPE,  
GREEN, e-PRO, GRI, SRES, REO,  
RENE, PSA, MCNE

## WHAT TO EXPECT

The RENE certification is designed to elevate and enhance negotiating skills so that today's real estate professionals can play the game to win.

**Bonus!** ABR, CRB & SRS elective



Craft a strategy for negotiation and learn when and how to negotiate



Adjust your communication style to achieve optimum results with any party in the transaction



Negotiate effectively face-to-face, on the phone or through email and other media



Visit [REBinstitute.com](http://REBinstitute.com) for a full course description and to learn how to earn the RENE certification!

\*There is a one-time application fee of \$159 in addition to required education class cost for RENE certification.

# LIVE YOUR VALUES

DON'T LET HIDDEN BIASES HAMPER YOUR BUSINESS RELATIONSHIPS

REALTORS® are committed to abiding by fair housing laws and the Code of Ethics. But sometimes, our brains take shortcuts that can lead us astray.

**Bias Override: Overcoming Barriers to Fair Housing** teaches you tactics to interrupt stereotypical thinking and avoid fair housing pitfalls.

You'll learn about the mind science of identity and engage in exercises to help you foster business relationships with clients of all backgrounds.

## REGISTER FOR THIS COURSE TODAY!

For more information visit

[nar.realtor/implicit-bias-training](https://nar.realtor/implicit-bias-training)

A certificate will be awarded upon completion.

OFFICIALLY CERTIFIED BY



3 general credits

Meets NAR Code Ethics requirement

### **Bias Override: Overcoming Barriers to Fair Housing**

August 16, 2022

10:00 a.m. – 1:00 p.m.

VIRTUAL

Links will be sent prior to course!

MemberMax/EduPass: FREE

GMAR Members: FREE

Non-Members: \$35.00

### **Register Now!**

Online at [GMARonline.com](https://GMARonline.com)



Presented by:

**Furhad Waquad**

CIPS, ABR, CRS, GRI, SFR,  
BPOR, TRC, AHWD

Earn your Seller Representative Specialist (SRS) Designation,  
recognized by the National Association of REALTORS®.



OFFICIALLY CERTIFIED BY



**Marketplace**  
MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS

13 general & 2 legal credits  
Meets NAR Code of Ethics  
Requirement

# SELLER REPRESENTATIVE SPECIALIST

DESIGNATION COURSE

## Seller Representative Specialist (SRS) Designation Course

August 17-19, 2022

<<< Three Day Course >>>

9:00 a.m. – 4:00 p.m.

VIRTUAL

(Zoom link will be sent prior to course)

MemberMax/EduPass: FREE

GMAR Members: \$195.00

Non-Members: \$225.00

**Register Now!**

Online: [GMARonline.com](http://GMARonline.com)



*Presented by:*

**DEANNA DURUSSEL**

ABR, SRS, RENE, PSA, SFR

## WHAT TO EXPECT

The SRS designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance.



Increase your listings and grow your business



Demonstrate and communicate your value package



Understand and apply the Code of Ethics & Standards of Practice



Comprehend and comply with state license laws



Learn tools and techniques to provide services that sellers want and need



## MASTERING THE TRANSACTION A-Z

### CONTINUING EDUCATION

**AUGUST 18, 2022**

**9:00 PM – 12:00 PM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members: FREE**

**GMAR NON-MEMBERS \$50.00**

Presented by

## GMAR STRATEGIC PARTNERS

MASTERING THE TRANSACTION A-Z, an in depth look at all facets of a real estate transaction including:

- Staging
- Home Inspection
- Home Warranties
- Legal Issues
- Mortgage Financing
- Moving & Relocating
- Title Insurance
- Closing & Follow-up

**For questions contact:**

Stacie Andrew | Membership Director

**248-621-2087 | [stacie@gmaronline.com](mailto:stacie@gmaronline.com)**

Officially certified for 1 Legal & 2 General CE credits by:



**Register today!**

<https://gmaronline.com/event/2022-08-18/real-estate-transactions-z-mastering-transaction>



## 2022 GMAR CONTINUING EDUCATION

### CONTINUING EDUCATION

**AUGUST 23, 2022**

**9:00 AM – 3:00 PM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members: FREE**

**Non-Members: \$35.00**

Presented by

**BRENT BELESKY | SRES, MRP**

With so many demands on our time and a Real Estate market that is ever- changing, this class will give you the knowledge to conduct business safely and the right way in order to protect you and your client. Specific topics include:

- Real Estate Home Inspections
- Seller's Disclosure Statement
- Wire Fraud & Cyber Security Leasing Agency
- EMD
- Legal Updates & Case Studies
- Meets NAR Code of Ethics Requirement

**For questions contact:**

Traci Dean | Education Director

**248-522-0341 | [traci@gmaronline.com](mailto:traci@gmaronline.com)**

Officially certified for 2 General & 4 Legal CE credit by:



**Register today!**

<https://gmaronline.com/event/2022-08-23/virtual-2022-gmar-continuing-education>



## LISTING FORMS

## CONTINUING EDUCATION

**AUGUST 24, 2022**

**10:00 AM – 12:00 PM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members: FREE**

**Non-Members: \$20.00**

Officially certified for 1 Legal & 1 General CE credit by:



Presented by

**STEVE KATSAROS**

Have you wondered, 'what does that form mean and how do I use it?' This is so important to your business - learn how and when to use these forms!

- Exclusive right to sell
- Sellers Disclosures
- Lead-Based Paint
- Fraud Warning
- Affiliated Business Agreements
- Realcomp Profile Form
- Agency Disclosure
- Showing Instructions
- EMD

**For questions contact:**

Traci Dean | Education Director

**248-522-0341 | [traci@gmaronline.com](mailto:traci@gmaronline.com)**

**Register today!**

<https://gmaronline.com/event/2022-08-24/listing-forms>



## Expand Your Business and Horizons

REALTORS® know the importance of adapting and remaining relevant in today's marketplace. By developing a business practice rooted in inclusion and equality, you can help buyers of all cultural background achieve the dream of homeownership.

The **At Home With Diversity® (AHWD) certification course** teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market.

- ♦ Assess and understand attributes of diversity in local markets and their impact on the real estate industry
- ♦ Build a business plan and selling strategy to successfully service all client profiles
- ♦ Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status, or national origin

### AHWD Certification Requirements

To be certified as an At Home With Diversity® real estate professional, you must:

- ♦ Be free from violations of the Fair Housing Act
- ♦ Complete the At Home With Diversity® course
- ♦ Sign the certificate agreement
- ♦ Pay the one-time application fee of \$40

## At Home With Diversity® Certification

August 25, 2022  
9:00 a.m. – 4:00 p.m.  
VIRTUAL

Zoom link will be sent prior to course

MemberMax/EduPass: FREE!  
GMAR Members: \$39.00\*  
Non-Members: \$49.00\*

### Register Now!

Online at [GMARonline.com](https://www.gmaronline.com)



Presented by:

FURHAD WAQUAD  
CIPS, ABR, CRS, GRI, SFR  
BPOR, TRC, AHWD



\*GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.





THIS IS LEGAL, ISN'T IT?

## CONTINUING EDUCATION

**August 30, 2022**

**1:00 PM – 3:00 PM**

**VIRTUAL ZOOM MEETING**

Zoom link will be sent 1 day prior to class

**MemberMax™/EduPass: FREE**

**GMAR Members: FREE**

**Non-Members: \$20.00**

Officially certified for 2 Legal CE credits by:



Presented by

**DEANNA DURUSSEL** | ABR, SRS, RENE  
PSA, SFR

Legal continuing education is mandatory with 2 hours required each year! Join us as Deanna presents valuable information to help keep you compliant on topics that come up every day:

- Agency Disclosure
- Seller's Disclosure Statement (SDS)
- Earnest Money Deposit (EMD)
- Service Provision Agreements
- Buyers – writing letters with offers

**For questions contact:**

Traci Dean | Education Director

**248-522-0341 | [traci@gmaronline.com](mailto:traci@gmaronline.com)**

**Register today!**

<https://gmaronline.com/event/2022-08-30/virtual-thats-legal-isnt-it>

# COMMITTEE FAIR

August 30<sup>th</sup>  
11am – 1pm



GMAR Classroom

**24725 W Twelve Mile Rd, Ste 100 | Southfield, MI 48034**

Have you ever thought about serving on a GMAR Committee? Have you wondered what our Committees do, why our members volunteer or what is involved?

Stop by our office to speak with current volunteers who serve on a Committee to learn more. We will have representatives available from each Committee that you can speak with one on one to find out the answers to all of your questions.

**Committee applications are accepted from August 1<sup>st</sup>, through September 30<sup>th</sup>**  
**Submit your application: [gmaronline.com/committee-application](https://gmaronline.com/committee-application)**

To Register: [gmaronline.com/event/2022-08-30/gmar-committee-fair](https://gmaronline.com/event/2022-08-30/gmar-committee-fair)