

Official Publication of the Greater Metropolitan Association of REALTORS®



# METROPOLITAN REALTOR®

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FEBRUARY 2022



# 2022 BLACK HISTORY MONTH



**VOLUME 19, NUMBER 2**  
 the official publication of the  
 Greater Metropolitan  
 Association of REALTORS®  
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FEBRUARY 2022

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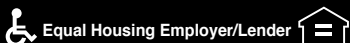
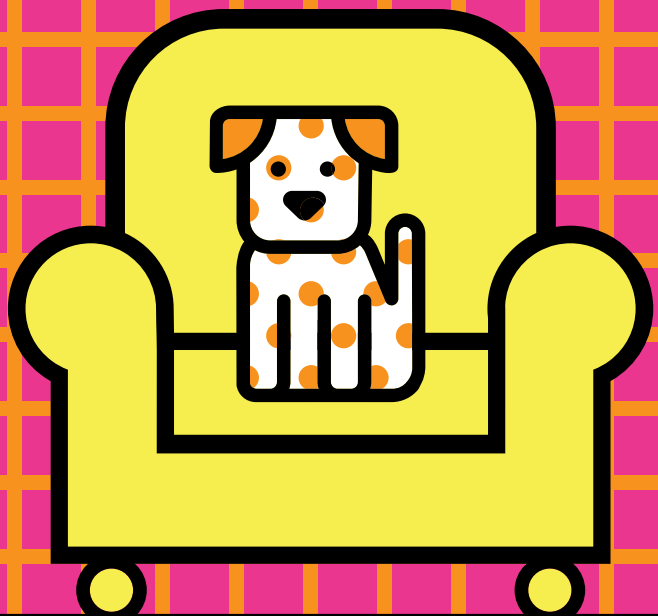
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By TERI SPIRO - 2022 GMAR President  
 President@gmaronline.com

## January Certainly Started with a Bang!

Fresh off of holiday time, your Board of Directors and Committee Chairs and Vice-Chairs, along with our Executive Officer Vickie Livernois and other staff, had a packed day of leadership training from Adorna Carroll and social media training from Kimberly Allard. These two powerhouse trainers are legends at the National Association of Realtors, with backgrounds and resumes so extensive that it could take this entire article to list them. We are committed to training our volunteer leadership, and we brought in the "big guns" to do just that. For some of us, this training was an update/refreshers. For some, it was the first time to learn about the fiduciary and goals of being in leadership, especially a Board of Directors. The feedback was very positive, and we are all ready to roll up our sleeves!

So, what are some of these "goals?" As I mentioned last month, investing in RPAC is critical to our industry. The expectation is that every director and committee member invest in RPAC. As of this writing, we are almost there already! The 2022 RPAC Committee goal: A minimum of 60% of ALL GMAR members are RPAC investors. This will be a recurring theme from our RPAC Chair, 2020 Past President James Cristbrook, and the primary focus of the RPAC Committee this year.

I attended the virtual January meetings of all of our Committees and am so impressed with the dynamic group of volunteers who are giving of their time and talent to make GMAR GREATER! The purpose of this initial meeting of all the committees was more than just "getting to know you," although that is undoubtedly important. As more seasoned members and newer members started to learn more about each other, goals were set for 2022. Ideas were flowing, and plans for 2022 are currently underway. GMAR will be providing the best services in education, legislative advocacy, and fun-filled social events (some virtual, some in person), to name a few of the upcoming plans. RPAC FUNdraising will be taken to new levels. It is also an election year.

The Government Relations Committee, chaired by Justin Oliver, will have many candidate interviews this year to carefully determine the best advocates for the housing industry. I will be going into more detail every month about the work of our volunteers. Support Committee events throughout the year; they make us GREATER Realtors!

I want to showcase the Affiliate Committee this month. Members include these service providers: lenders, attorneys, inspectors, title companies, movers, and even Cutco closing/marketing gifts. Chair Peter Chirco and Committee members have plans to make their virtual "Coffee Talk, Ask the Experts" programs even more impactful in 2022. Each "Coffee Talk" will feature different affiliates and industries for discussion, with plenty of time for you to learn and ask questions. I recommend that you attend one (or more!) in 2022. The Affiliates also provide a wide range of educational programs throughout the year. This is a valuable resource to members and is promoted on GMAR's website, Realcomp, and email updates. Our Affiliates also sponsor GMAR events throughout the year. When you refer a service provider to your clients, are they a GMAR member/partner? Support the industries that support GMAR. It's good business! GMAR can provide you with a list of our Affiliate members identified on our website. Check out this link: [gmaronline.com/become-affiliate](http://gmaronline.com/become-affiliate)

As GMAR members, we can positively influence the public's perspective of our industry. Our EO Vickie Livernois has already received positive feedback about our marketing program promoting the benefits of using a GMAR Realtor. Check out her article! Every interaction we have with non-GMAR Realtors is also a chance to show why we are GREATER. We may not have control over divisive political climates and a world health pandemic, but we can influence the day-to-day interactions in our industry. GMAR is your partner in this journey!

# GMAR EDUCATION CALENDAR 2022

## FEBRUARY VIRTUAL & IN-HOUSE CLASSES

Register for all classes by visiting [GMARonline.com/calendar](https://GMARonline.com/calendar)

### NAR CODE OF ETHICS

CE Credits: 3 Standard  
February 4  
9:00 a.m.- 12:00 p.m.  
VIRTUAL  
Instructor: Diane Kroll  
FREE: Membermax & Edupass  
\$10, Non-Members  
[REGISTER HERE](#)

### BROKER SHORTS- CONFLICT RESOLUTION

CE Credits: 1 standard  
February 9  
9:00 a.m. – 10:00 a.m.  
VIRTUAL  
Instructor: Brent Belesky  
FREE  
MEMBERS ONLY  
Broker & Associate Brokers Only!  
[REGISTER HERE](#)

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

CE Credits: 3 standard  
February 10  
10:00 a.m. - 2:00 p.m.  
FREE, Members  
\$50, Non- Members  
[REGISTER HERE](#)

### SHORT SALE & FORECLOSURE CERTIFICATION (SFR)

CE Credits: 6 standard, 2 legal  
February 15  
9:00 a.m. – 4:00 p.m.  
VIRTUAL  
Instructor: Diane Kroll  
FREE, Membermax & EduPass  
\$39, Members  
\$49, Non-Member  
[REGISTER HERE](#)

### RPR- BEYOND THE BASICS

CE Credits: 1 Standard  
February 17  
11:00 a.m.- 12:00 p.m.  
VIRTUAL  
Instructor: Ernie Bottom  
FREE: Membermax & Edupass  
\$10, Non-Member  
[REGISTER HERE](#)

### FEMA & FLOOD ZONE COURSE

CE Credits: 2 legal  
February 21  
10:00 a.m. – 12:00 p.m.  
VIRTUAL  
Instructor Karol Grove  
FREE  
[REGISTER HERE](#)

### REAL ESTATE PROFESSIONAL ASSISTANT (REPA)- 2 DAYS

CE Credits: 13 standard & 1 legal  
February 22 & 23  
9:00 a.m. – 4:00 p.m.  
VIRTUAL  
Instructor: Bart Patterson  
FREE, Membermax & EduPass  
\$75, Members  
\$100, Non-Member  
[REGISTER HERE](#)

### MILITARY RELOCATION PROFESSIONAL CERTIFICATION (MRP)-2 DAYS

CE Credits: 8 standard  
February 24 & 25  
10:00 a.m. – 2:00 p.m.  
VIRTUAL  
Instructor: Leslie Ashford  
FREE, Membermax & EduPass  
\$49, Members  
\$59, Non-Member  
[REGISTER HERE](#)



By VICKIE LIVERNOIS  
Chief Executive Officer

# Diversity, Equity and Inclusion: What Does it Really Mean?

Recently we have seen a renewed energy around Diversity, Equity and Inclusion, however many may not understand what that really means, what it looks like, or how it impacts you and your business.

*Gensler, a research company, provided this great chart that provides a visual representation of each.*

**DI·VER·SI·TY**

All the ways in which people differ.

**EQ·UI·TY**

Fair treatment, access, opportunity, and advancement for all people. One's identity cannot predict the outcome.

**IN·CLU·SION**

A variety of people have power, a voice, and decision-making authority.

Definitions sourced from City of Portland Office of Equity and Human Rights, The Independent Sector, and UC Berkeley.

Diversity can be best described as the make up of a group and the ways that those people are different from each other; Equity is about creating a fair opportunity for all of those different people; and Inclusion is the sense of belonging by each of those people.

To be a strong voice for real estate in our communities, diversity in our leadership, from our Board of Directors, Committee Chairs and Vice-Chairs and our Committee members, helps GMAR represent all the communities we serve.

This, in turn, makes us better advocates for homeownership and private property rights and ensures we are aware of and meeting our member's needs across the board.

An ongoing goal of our sitting President year over year is to ensure our members have a sense of belonging, that our leadership team looks like you. I don't mean physically looking like you, instead of in the sense of who you are.

This year is no different. Early in the year, our President, Teri Spiro, reissued the challenge to each of our members who serve in a leadership position to continue to further their knowledge on the importance of DEI. This challenge incorporates three components:

Complete the Fairhaven simulation online through NAR; earn the At Home with Diversity Certification from NAR; watch the video on Implicit Bias.

This helps us continue to raise the bar with our leadership team so we can continue to ensure that in everything we do – we are mindful of these three letters – D. E. I. – after all, they are some of the most important within the alphabet to help ensure we are doing the best for our members and our communities.

I would be remiss if I didn't mention that we have a few other important letters – R. P. A. C. in the alphabet! The Realtor® Political Action Committee is there to protect your rights as a Realtor® and fight for private property rights. I will share more on that next month!

Sadly, many communities and cultures are still facing segregation, implicit bias, exclusion, and inequities today. There is an excellent resource that Bryan Greene, NAR's Vice President of Political Advocacy, compiled that includes [a collection of fair housing titles](#) to help members deepen their understanding of how we became divided and the ramifications of living in a segregated society. In addition, the At Home With Diversity Certification course

*continued on page 7*

includes some great information about this. Although my motto for most things in my life is that it doesn't matter how we got here, we are here now; how do we fix it or move on from it? I would encourage you to explore these resources from Bryan as it will help lead to a better understanding and more educated decisions needed to 'fix' the issues we are facing.

I tell my two boys all the time – I don't want to know who spilled the milk; I want you to clean it up. Maybe that's not a great analogy... if you know me, I am HORRIBLE at analogies, but I think you get it.

Let's continue to honor the adversity and triumphs throughout history and understand the struggles many cultures and communities have faced this month as we celebrate Black History Month. Let's also continue to educate ourselves and do better each day. As Dr. Martin Luther King Jr said, "The time is always right to do what is right."

If you are interested in learning more about the items included in our leadership challenge, maybe you would like to challenge the agents in your own office; please feel free to reach out to me!

The logo for C2EX, featuring the letters 'C2EX' in a bold, yellow, sans-serif font. The '2' is smaller and positioned between the 'C' and the 'E's.

REALTORS®  
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TO EXCELLENCE

A vibrant, low-angle photograph of a concert crowd. The scene is filled with silhouettes of people with their arms raised, some holding up phones to capture photos. The lighting is a mix of bright, colorful spotlights in shades of blue, purple, and red, creating a dynamic and energetic atmosphere. The background is slightly blurred, emphasizing the foreground figures.

AMP UP YOUR  
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EXCELLENCE

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REALTORS®



By CLAUDIA HERNANDEZ



## Hello Friends and Colleagues

It is crazy to think January is already behind us, but I am so excited for what YPN has planned for this year! It was unfortunate, but we as a committee decided to cancel our Pistons Game outing in February due to the high numbers of COVID in the last month. Our number one priority is to keep everyone safe, and we will continue to do so by keeping up with any news and changes coming directly from GMAR and NAR.

We plan to have an event in March that we are looking forward to since it will be our first one this year. We invite anyone to join us at our Fowling Night on March 10th from 6-8 at the Fowling Warehouse in Hamtramck. For more information, please visit [gmaronline.com/event/2022-03-10/ypn-fowling-night](https://gmaronline.com/event/2022-03-10/ypn-fowling-night).

We are so close to Spring already, and hopefully, more face-to-face events are coming up. Keep staying safe

 gmar  
ypn | Young  
Professionals  
Network

# FOWLING NIGHT

Thursday March 10<sup>th</sup>, 6-8pm **Tickets \$30**

*Ticket includes: a drink ticket, food, fowling and networking!*

## **Fowling Warehouse**

**Loading Dock party room**

**3901 Christopher St**  
Hamtramck, MI 48211

**WWW.GMARONLINE.COM/EVENTS**





# 2022 EVENT SPONSORSHIPS

[www.gmaronline.com/event-sponsorships](http://www.gmaronline.com/event-sponsorships)

## GMAR YOUNG PROFESSIONAL NETWORK EVENTS

For additional information, contact Hannah Deacon [Hannah@gmaronline.com](mailto:Hannah@gmaronline.com)

**March, May, August & October**  
Sponsorships Available: 4 | 1 sponsorship package available for each type

**PREMIER**  
\$2500



### Premier Sponsorship Perks:

Logo on Invite & Poster | Verbal Recognition | Social Media Post | Sponsored Blog Content | Included in Event E-Blast | Included in Event Description | 1 Ticket to Each Event

**FOOD**  
\$1500



### Food Sponsorship Perks:

8x10 Event Signage | Logo Inclusion on Event Page | Included in Event E-Blast | Included in Event Description

**BAR**  
\$1500



### Bar Sponsorship Perks:

8x10 Event Signage | Drink Tickets | Logo Inclusion on Event Page | Included in Event E-Blast | Included in Event Description

**TABLE**  
\$1000



### Table Sponsorship Perks:

Logo on 5x7 Frames | Included in Event Description

### FAIR HOUSING EVENT

**April 2022** | \$1000 / Sponsor  
Sponsorships Available: 4

Logo on Invite & Poster | Event Signage | Social Media Post | Sponsored Blog Content | Included in Event E-Blast | Included in Event Description | Included in PowerPoint Presentation

### DR YUN – COFFEE & ECONOMICS

**April 2022** | \$500 / Sponsor  
Sponsorships Available: 4

Logo on Invite & Poster | Event Signage | Social Media Post | Sponsored Blog Content | Included in Event E-Blast | Included in Event Description | Included in PowerPoint Presentation

### SUMMER EVENT

**July 2022**  
Sponsorships A-la-carte

### GMAR GIVES BACK

**November 2022**  
Sponsorships A-la-carte



By GRANT MEADE  
GMAR Director of Realtor® and Community Affairs

## Redistricting Update

Four years ago, Michigan voters passed a constitutional amendment to create legislative maps into the hands of the Independent Citizens Redistricting Committee (ICRC). This year, that process comes to a head as the Commission has recently finalized and passed its three maps, one each for the Michigan House, Senate, and Congressional seats. These maps, [located here](#), represent months of meetings, a lawsuit or two, and mountains of documentation.

As the ICRC has now approved the maps, the process is to have these maps become law on March 3rd, to be used for the 2022 Midterm Elections. The road there may turn out to be a bit longer. More than one group has expressed concern over the new maps, claiming they violate one or more of the requirements the ICRC was required to follow. Particularly when it comes to protecting Communities of Interest, which the Commission defines as:

*“Communities of interest may include, but shall not be limited to, populations that share cultural or historical characteristics or economic interests. Communities of interest do not include relationships with political parties, incumbents, or political candidates.”*

Where the final lines in Southeast Michigan will land are still up in the air, but the rest of the state is unlikely to change much. The Michigan Supreme Court will hear any lawsuits regarding the maps, and the final decision will be theirs. We need to remember several things going forward from this point.

First, it does not seem like the Secretary of State will delay any bureaucratic deadlines around the election, meaning there is a symbolic shot clock on the court to finalize the maps. While I don't believe the court will look to make significant changes, this could significantly impact who can run as State Legislature candidates as there are residency requirements to run. Second, [Michigan is losing a Congressional seat due to Census numbers](#), making grouping communities of interest even harder and making districts more expansive. Third, the “competitive” districts in Michigan legislative maps have almost doubled, meaning there will be more to watch this year as certain parts of the state will receive increased attention from campaigns.

This election remains incredibly important for both Michigan and the nation, and these new legislative maps only increase its enthusiasm.

# Welcome New Members

Aaron Samons–Realty Experts LLC  
 Abbey Austin–Rocket Homes Real Estate LLC  
 Acquila Moore–Key Realty One  
 Ahmed Zamzam–Omnistone Realty LLC  
 Alan Dado–EXP Realty, LLC  
 Alexis Clements–Rocket Homes Real Estate LLC  
 Alicia Backos–KW Professionals  
 Alicia Marucci–The RichRealty Group  
 Amber Anderson–Red Bell Real Estate  
 Amitkumar Patel–Social House Group  
 Andrea Fizer–Brookstone, Realtors  
 Andrew Amat–Rental Management One  
 Andrew Amat–Rental Management One  
 Andrew Lang–KW Advantage  
 Andrew Varilone–Woodward Square Realty, LLC  
 Andrew Yatoma–EXP Realty, LLC  
 Anna England–Premiere Realty Group LLC  
 Anthony Bunnell–KNE Realty 360  
 Anthony Maisano–Max Broock, REALTORS,  
 Anthony Martinez–Lock Realty, PLLC  
 Anthony Saroki–Omnistone Realty LLC  
 Antoinette Johnson–KW Advantage  
 Anton Botosan–Remerica Hometown  
 Ashley Tatro–EXP Realty, LLC  
 Audrey Trethewey–MBA Realty Group, Inc.  
 Autumn Monette–Clients First, Realtors®  
 Beth Dever–The Priority Group  
 Bing Chen–Bluesky Realty  
 Brenda Blakes–Rocket Homes Real Estate LLC  
 Brenna Irwin–EXP Realty, LLC  
 Brian Harrison–Berkshire Hathaway Home Services  
 Brian Morba–EXP Realty, LLC  
 Brian Vaughn–Century 21 Curran & Oberski  
 Byron Cheng–EXP Realty, LLC  
 Carole MacQueen–The RichRealty Group  
 Carolyn Goffar–The Priority Group  
 Carson Hankins–Bluesky Realty Experts  
 Cassandra Haas–3DX Real Estate, LLC.  
 Cassandra Khabbaz–EXP Realty, LLC  
 Cathleen Arhelger–Keller Williams Realty Central  
 Charles Thomas–RL Jordan Real Estate PC  
 Chase Kareta–KW Advantage  
 Christian Houston–Rocket Homes Real Estate LLC  
 Christopher Matfey–KW Professionals  
 Christopher Wood–Realty Executives Home Towne  
 Ciara Yansaneh–Dwellings Michigan  
 Cindy Rapert–Real Broker LLC  
 Clayton Town–EXP Realty, LLC  
 Cody Swingle–Rocket Homes Real Estate LLC  
 Cole Dahring–KW Advantage  
 Cynthia Duerr–Clients First, Realtors®  
 Cynthia McMahon–EXP Realty, LLC  
 Daniel Graney–Braven Enterprises LLC  
 Daniel McIlhiny–Home Pride Realty  
 Daniel Parenti–3DX Real Estate LLC  
 Darius Israel–Key Realty One  
 Dave Libbett III–Starlite Properties  
 DeAndre Roberson–EXP Realty, LLC  
 DeAndre Sutton–Bloomington Realty  
 Dennis Czuchaj–Braven Enterprises LLC  
 Diana Van Der Vossen–Re/Max Egde  
 Dustin Barrett–Omnistone Realty LLC

Dustin North–KW Home Realty  
 Edilberto Gener–RE/MAX Eclipse  
 Ellen Foster–Weichert, Realtors-Select  
 Eman Jaber–Omnistone Realty LLC  
 Erica Piotwoski–A Square Realty  
 Evan Theobald–EXP Realty, LLC  
 Ezekiel Sobowale–KW Advantage  
 Frances Mocerri–Mocerri Custom Homes, LLC  
 Frank Gurka–EXP Realty, LLC  
 Garrett Puckett–Real Estate One Novi  
 George Dorrough–KW Advantage  
 George Williams Jr–EXP Realty, LLC  
 Gloria Bertrand–Omnistone Realty LLC  
 Hannah Northrop–Omnistone Realty LLC  
 Heather Janson–Re/Max Platinum  
 Ian Dunn–EXP Realty, LLC  
 Ibrahim Allohaibi–Century 21 Curran & Oberski  
 Ibrahim Cadoura–Century 21 Curran & Oberski  
 Jacalyn Cone–Century 21 Curran & Oberski  
 Jacqueline Orozco–Real Estate One, Southgate  
 James Mamola–Keller Williams Paint Creek  
 Jamie Bass–Omnistone Realty LLC  
 Jamie Broderick–EXP Realty, LLC  
 Jay Zheng–EXP Realty, LLC  
 Jeremiah Boggerty–EXP Realty, LLC  
 Jessica Peterson–NextHome Evolution  
 Jessica Powers–EXP Realty, LLC  
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 Julie Welch–Coldwell Banker Weir Manuel  
 Kaitlyn Kramer–National Realty Centers Northv  
 Karen Koviak–KW Professionals  
 Kari Burrows–EXP Realty, LLC  
 Karim El Hajj Ahmad–Century 21 Curran & Oberski  
 Katlyn McLaughlin–NextHome Evolution  
 Kevin George–Omnistone Realty LLC  
 Kristen Lorenzo–EXP Realty, LLC  
 Kristen Travis–Key Realty One  
 Laketa Alexander–Keller Williams Metro  
 Larry Rivers–Team LBR LLC  
 LaTondra Walker–KW Advantage  
 Laura Isagholian–Better Real Estate, LLC  
 Lena Pridegen–Omnistone Realty LLC  
 Linda Glembocki–EXP Realty, LLC  
 Lisa Vermander Guiliano–KW Advantage  
 Lita Williams–Coldwell Banker Weir Manuel  
 Madalynn Stout–KW Professionals  
 Maher Alsumiri–EXP Realty, LLC  
 Matthew Bahri–Keller Williams Paint Creek  
 Matthew Devereaux–Keller Williams Realty Central  
 Melissa Bellamy–KW Advantage  
 Melissa Pidcock–EXP Realty, LLC -Trenton  
 Michael Wais–Omnistone Realty LLC  
 Michelle Huffman–Omnistone Realty LLC  
 Michelle Klein–MaxBroock, REALTORS  
 Michelle Rhyne–KW Advantage  
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 Nicole Hoskins-Goudreau–KW Professionals  
 Omari Bryant–Front Page Properties  
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Paulina Faranso–Arterra Luxe Collection LLC  
 Rebecca Kilburg–EXP Realty, LLC -Trenton  
 Richard Perkins–Omnistone Realty LLC  
 Rikki McDonald–Bittinger Team  
 Robbie Weeks–EXP Realty, LLC  
 Robert Hall–EXP Realty, LLC  
 Robert McGee–Keller Williams Realty Central  
 Roxanne Rusu–MBA Realty Group, Inc.  
 Rozan Zaher–Lasco Real Estate Group  
 Ryan Gulock–Rocket Homes Real Estate LLC  
 Ryan Smith–EXP Realty, LLC  
 Samantha Pattison–Keller Williams Metro  
 Sarah Smith–@properties Collective  
 Savannah Cavender–Lemieux–Big Real Estate LLC  
 Shawn Primeau–Omnistone Realty LLC  
 Sherry Sieber–EXP Realty, LLC  
 Sky Goodman–National Realty Centers  
 Stephanie Sawdon–Real Living Kee Realty  
 Stetson Jarbo–@properties Collective  
 Susan Surma–EXP Realty, LLC  
 Talona King–Carter–KW Advantage  
 Tanya Gailliard–EXP Realty, LLC  
 Tenai Chaney–Omnistone Realty LLC  
 Thalia Shaffer–EXP Realty, LLC  
 Thomas Gerrish–Brookstone, Realtors  
 Thomas Keyser–Anthony Djon Luxury Real Estate  
 Thomas Trouba–Espresso Real Estate, LLC  
 Timothy Dulin–Clients First, Realtors®  
 Timothy Hillmer–Century 21 Curran & Oberski  
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We Couldn't  
 Do It  
 Without You



THANK YOU ORIENTATION SPONSORS  
 FOR THE MONTH OF FEBRUARY 2022:

PILLAR TO POST



By JAMES CRISTBROOK  
GMAR RPAC Chair

# RPAC2022

## What, Where, When, Why & How!

Over the next year I hope 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 ...

### Making **The American Dream** Come True

RPAC also strives to keep us - the Realtor® - at the center of the transaction.

#### So, Where can you invest in RPAC?

It's simple! Just click on the link below and away you go!

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

#### And, Where do your RPAC investments go?

- Helped create the First-Time Homebuyer Savings Account
- RPAC saved the 30-year mortgage and defeated sales tax on your services as a Realtor®
- Provided financial assistance during the COVID-19 Pandemic via UIA
- Preventing taxes on real estate commissions
- Eliminating after-the-fact referrals and reducing threats from third-party affinity programs
- Preventing unnecessary additions to seller disclosure forms and other forms
- Preventing transfer tax increases and reducing property taxes
- Supporting legislation protecting private property rights and taking compensation
- Preserving the mortgage interest deduction
- Supporting the use of electronic signatures for real estate documents
- Supporting capital gains tax cuts and tax reforms which encourage real estate investment
- Reducing risks and legal liability through enacting seller disclosure laws
- Stopping mandatory home inspection legislation
- Preserving the independent contractor status for real estate professionals
- Increasing FHA/VA loan limits, allowing more families to move into the ranks of home ownership
- Supporting database protection legislation for real property listings



# 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 January 2022.

- |                  |                   |                      |
|------------------|-------------------|----------------------|
| Derek Bauer      | Lawrence Henney   | Vickey Livernois     |
| James Cristbrook | Claudia Hernandez | Gordon McCann        |
| Debra DeAngelo   | John Higgins      | Julie McKee          |
| Ted Edginton     | James Iodice      | Grant Meade          |
| Kristee Golan    | Meriem Kadi       | Michelle Morris-Mays |
| Karen Greenwood  | Maria Kopicki     | Jaye Sanders         |
| Richard Harrison | Dennis Kozak      | Theresa Spiro        |
| Jason Heilig     | Jeffrey Krause    |                      |

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

## *With Our Deepest Sympathy*

### DENNIS POWERS

We are sad to inform you of the passing of Dennis Powers of A & L Premier Realty Inc.

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

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

# REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



DECEMBER 2021

## QUICKTAKES

RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

**4,067**

INVENTORY DECREASE SINCE **DECEMBER 2020**

**3.9%**

AVERAGE SALES PRICE **OF A HOME**

**\$258,884**

TOTAL SUPPLY **OF INVENTORY**

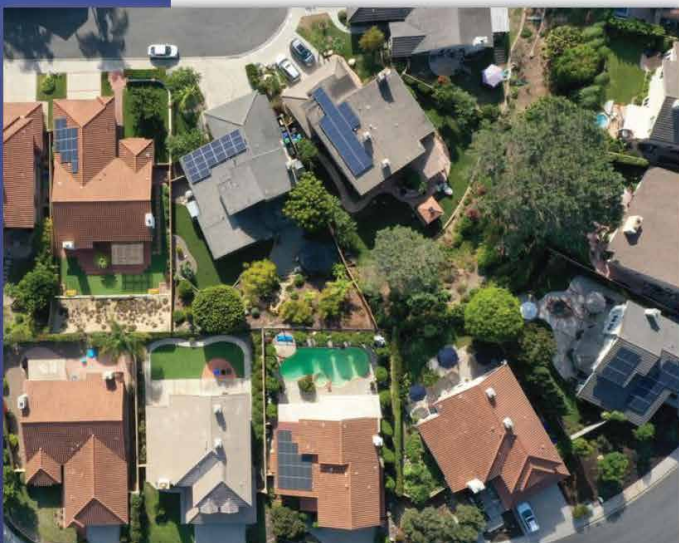
**1.2 MONTHS**



DECEMBER 2021

## QUICKTAKES

OAKLAND, WAYNE & MACOMB



### OAKLAND COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,325**

AVERAGE SALES  
PRICE **FOR DECEMBER**

**\$384,077**

### WAYNE COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,640**

AVERAGE SALES  
PRICE **FOR DECEMBER**

**\$210,068**

### MACOMB COUNTY

TOTAL NUMBER OF  
**HOMES SOLD**

**1,244**

AVERAGE SALES  
PRICE **FOR DECEMBER**

**\$215,000**

# Local Market Update – December 2021

A Research Tool Provided by Realcomp



## GMAR® Report

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

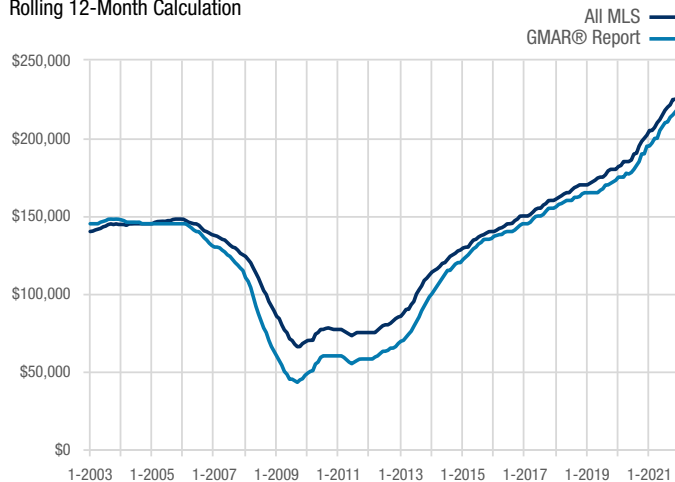
Residential Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	3,107	<b>2,974</b>	- 4.3%	59,435	<b>62,532</b>	+ 5.2%
Pending Sales	3,235	<b>3,182</b>	- 1.6%	47,513	<b>50,586</b>	+ 6.5%
Closed Sales	4,595	<b>4,067</b>	- 11.5%	46,697	<b>50,309</b>	+ 7.7%
Days on Market Until Sale	33	<b>29</b>	- 12.1%	39	<b>24</b>	- 38.5%
Median Sales Price*	\$194,900	<b>\$209,000</b>	+ 7.2%	\$194,900	<b>\$219,050</b>	+ 12.4%
Average Sales Price*	\$242,354	<b>\$258,884</b>	+ 6.8%	\$237,055	<b>\$268,365</b>	+ 13.2%
Percent of List Price Received*	99.0%	<b>99.3%</b>	+ 0.3%	98.5%	<b>100.8%</b>	+ 2.3%
Inventory of Homes for Sale	5,165	<b>4,963</b>	- 3.9%	—	—	—
Months Supply of Inventory	1.3	<b>1.2</b>	- 7.7%	—	—	—

Condo Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	605	<b>559</b>	- 7.6%	11,351	<b>11,520</b>	+ 1.5%
Pending Sales	587	<b>613</b>	+ 4.4%	8,591	<b>9,802</b>	+ 14.1%
Closed Sales	731	<b>730</b>	- 0.1%	8,470	<b>9,694</b>	+ 14.5%
Days on Market Until Sale	39	<b>29</b>	- 25.6%	43	<b>31</b>	- 27.9%
Median Sales Price*	\$184,000	<b>\$205,000</b>	+ 11.4%	\$176,500	<b>\$200,000</b>	+ 13.3%
Average Sales Price*	\$209,490	<b>\$245,707</b>	+ 17.3%	\$208,482	<b>\$236,444</b>	+ 13.4%
Percent of List Price Received*	97.9%	<b>99.3%</b>	+ 1.4%	97.8%	<b>99.8%</b>	+ 2.0%
Inventory of Homes for Sale	1,376	<b>906</b>	- 34.2%	—	—	—
Months Supply of Inventory	1.9	<b>1.1</b>	- 42.1%	—	—	—

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

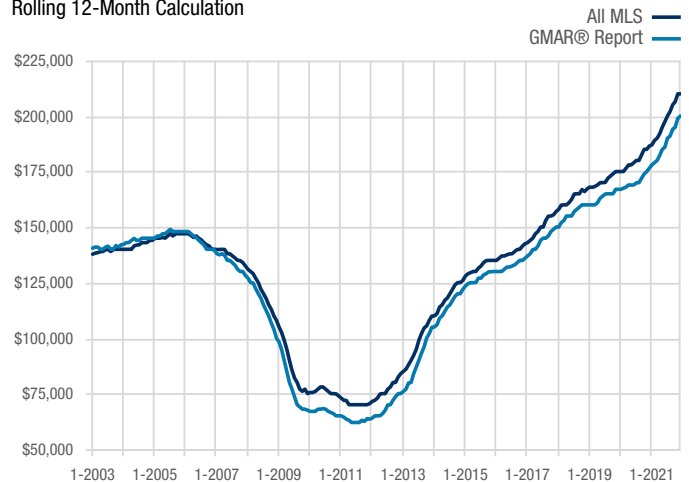
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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

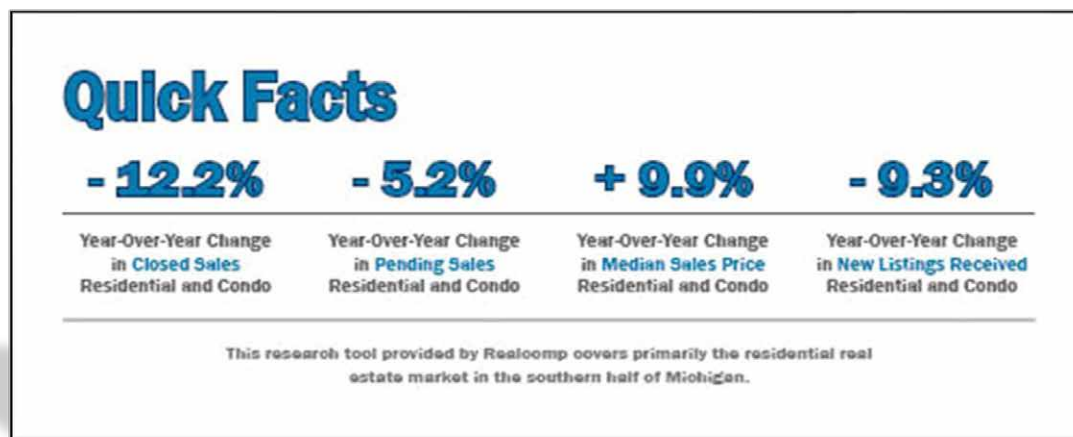
Current as of January 7, 2022. All data from Realcomp II Ltd. Report © 2022 ShowingTime.

# Single-Family Real Estate Market Statistics

## FOR IMMEDIATE RELEASE

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

## December Again Sees Year-Over-Year Median Sales Price Increase Year-to-Date Numbers Reflect 2021 Outpacing 2020



### December – National Real Estate Commentary

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

### December – Local All MLS Numbers

Closed Sales decreased 13.2 percent for Residential homes and 3.8 percent for Condo homes. Pending Sales decreased 6.3 percent for Residential homes but increased 3.4 percent for Condo homes. Inventory decreased 11.4 percent for Residential homes and 36.5 percent for Condo homes.



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	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		7,814	7,086	-9.3%	152,454	155,504	+2.0%
Pending Sales		8,147	7,727	-5.2%	128,262	131,995	+2.9%
Closed Sales		11,880	10,429	-12.2%	126,342	132,070	+4.5%
Days on Market Until Sale		46	30	-34.8%	55	29	-47.3%
Median Sales Price		\$200,000	\$219,900	+9.9%	\$200,000	\$225,000	+12.5%
Average Sales Price		\$241,860	\$263,395	+8.9%	\$238,487	\$268,824	+12.7%
Percent of List Price Received		98.9%	99.5%	+0.6%	98.6%	100.7%	+2.1%
Housing Affordability Index		202	184	-8.9%	202	179	-11.4%
Inventory of Homes for Sale		14,536	12,268	-15.6%	--	--	--
Months Supply of Inventory		1.4	1.1	-21.4%	--	--	--

## Listing and Sales Summary Report December 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change	Dec-21	Dec-20	% Change
All MLS (All Inclusive)	10,429	11,880	-12.2%	\$219,900	\$200,000	+9.9%	30	46	-34.8%	12,268	14,536	-15.6%
City of Detroit*	378	437	-13.5%	\$83,500	\$71,700	+16.5%	38	50	-24.0%	1,611	1,297	+24.2%
Dearborn/Dearborn Heights*	222	237	-6.3%	\$183,500	\$165,000	+11.2%	23	24	-4.2%	164	212	-22.6%
Downriver Area*	423	440	-3.9%	\$155,500	\$145,000	+7.2%	28	22	+27.3%	407	443	-8.1%
Genesee County	520	552	-5.8%	\$182,000	\$160,000	+13.8%	29	30	-3.3%	663	596	+11.2%
Greater Wayne*	1,447	1,538	-5.9%	\$192,000	\$175,000	+9.7%	26	27	-3.7%	1,237	1,603	-22.8%
Grosse Pointe Areas*	83	83	0.0%	\$375,000	\$285,000	+31.6%	33	53	-37.7%	109	115	-5.2%
Hillsdale County	46	51	-9.8%	\$210,000	\$147,000	+42.9%	53	70	-24.3%	105	114	-7.9%
Huron County	14	10	+40.0%	\$147,450	\$135,250	+9.0%	83	133	-37.6%	31	24	+29.2%
Jackson County	239	234	+2.1%	\$175,000	\$175,000	0.0%	55	59	-6.8%	336	300	+12.0%
Lapeer County	88	126	-30.2%	\$251,000	\$218,270	+15.0%	37	48	-22.9%	174	155	+12.3%
Lenawee County	114	151	-24.5%	\$164,000	\$176,000	-6.8%	55	61	-9.8%	199	182	+9.3%
Livingston County	227	273	-16.8%	\$337,000	\$296,000	+13.9%	33	48	-31.3%	233	307	-24.1%
Macomb County	1,244	1,365	-8.9%	\$215,000	\$193,000	+11.4%	26	29	-10.3%	1,071	1,229	-12.9%
Metro Detroit Area*	4,923	5,572	-11.6%	\$229,000	\$215,000	+6.5%	28	32	-12.5%	5,812	6,664	-12.8%
Monroe County	171	175	-2.3%	\$205,000	\$189,000	+8.5%	48	45	+6.7%	231	234	-1.3%
Montcalm County	67	82	-18.3%	\$189,100	\$163,500	+15.7%	27	59	-54.2%	83	123	-32.5%
Oakland County	1,627	1,959	-16.9%	\$305,000	\$273,750	+11.4%	28	32	-12.5%	1,660	2,228	-25.5%
Saginaw County	205	225	-8.9%	\$115,500	\$132,000	-12.5%	29	28	+3.6%	236	208	+13.5%
Sanilac County	32	29	+10.3%	\$150,000	\$148,000	+1.4%	60	112	-46.4%	80	75	+6.7%
Shiawassee County	92	118	-22.0%	\$166,000	\$128,500	+29.2%	27	32	-15.6%	85	129	-34.1%
St. Clair County	170	186	-8.6%	\$195,000	\$185,000	+5.4%	35	36	-2.8%	242	304	-20.4%
Tuscola County	28	43	-34.9%	\$181,000	\$145,500	+24.4%	28	31	-9.7%	63	47	+34.0%
Washtenaw County	362	403	-10.2%	\$319,995	\$297,500	+7.6%	28	34	-17.6%	553	817	-32.3%
Wayne County	1,825	1,975	-7.6%	\$175,000	\$155,500	+12.5%	28	32	-12.5%	2,848	2,900	-1.8%

\* Included in county numbers.



By PETER CHIRCO  
2022 GMAR Affiliate Committee Chair

## Having the Right Village can Create Your Success!

We have all heard the phrase “It takes a village to raise a child,” but have you ever applied it to your real estate career? There are so many moving pieces to any real estate transaction that it does take a village of people to get the deal done. Just as it is crucial to raise your child in the right village, it is equally important to conduct your business in the right village.

As a Realtor, you can choose or recommend all services your buyer or seller needs during the sale or purchase of their property. To ensure the best experience for all involved, each vendor you recommend must give your client the best service possible. Your village of vendors that you recommend has the power to make each deal smooth or turn it into a headache, or worse!

The cheapest way is rarely the best way to get a deal done. While no one wants to overpay for any product or service, it is important to understand the quality of what your clients are paying for. The headaches saved will be well worth the cost of working with reputable and reliable vendors. On the other hand, your clients don’t want to overpay for subpar service. Finding that balance in vendors can make or break a deal. The more your referrals impress your clients, the higher the likelihood you will get referrals from them, and we all know how important that is to all Realtors.

Have you built the right village for your business? Is your village comprised of the best and the brightest, or is there room for improvement? If there is room for improvement, you are in luck! As a GMAR Realtor, you have access to some of the best affiliates in the industry. GMAR has an affiliate that can help your clients no matter the need. Now is the time to reevaluate your village and see where it needs improvement!

Your Affiliate committee is dedicated to helping you build your village and offers many resources to do so. Our Continuing Education class “Mastering the Transaction from A-Z” is designed to show you all the ways our amazing affiliates can make your business better! To help find a reliable and reputable vendor for any aspect of your business, reach out to our Affiliate Director, Mary Ross, or visit GMAR’s “Find an Affiliate page” at <https://gmaronline.com/affiliate-search>.

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**February SALE PRICE:**  
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**February SALE PRICE: \$10.95**

## 7795- REALTOR Pom-Pom Beanie

Comes in many colors

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13 Elective & 1 Legal Michigan CE credits

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VIRTUAL

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**Presented by:**

**BART PATTERSON**

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

## WHAT TO EXPECT



Attain a solid understanding of the real estate industry, and the skills necessary to support a real estate agent or team



Learn the latest technologies used for marketing, transaction management, and business operations



Understand how to run a successful marketing and branding plan for lead generation and client communications



Deliver customers and clients exceptional customer service



Apply tools and best practices to deliver engaging experiences from the client interview to the end of the transaction



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February 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> | 9:00am – 1:00pm | 2 Legal | 13 Standard

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**Special Member Pricing!**

GMARonline.com/**calendar**  
or call **248-478-1700**



 **GMAR VIRTUAL EDUCATION**



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Presented by the Greater Metropolitan Association of Realtors®

Broker short classes will help you hone your skills as a broker in the industry. Topics covered include safety procedures, policies, marketing, management & more!



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

## NEXT CLASS:

Thursday, February 9<sup>th</sup>

9:00am – 10:00am | 1 CE Credit

Presented online via



REGISTER ONLINE! [www.gmaronline.com](http://www.gmaronline.com)



# Mastering the Transactions A-Z

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February 24<sup>th</sup> | 10am – 2pm | 3 Standard CE Credits

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# Short Sale & Foreclosure Resource Certification

**AN ONLINE ZOOM CLASS!**

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**AN ONLINE ZOOM CLASS!**

February 21<sup>st</sup> | 10:00am – 12:00pm | 2 Legal CE Credits

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**Free for all members!**

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or call **248-478-1700**

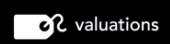


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REALTORS  
PROPERTY  
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Thursday, February 17, 2022

## RPR: Beyond the Basics

*10am- 11am 1 elective CE Credit*

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## Courses held virtually through GMAR

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- **Links will be sent after registration**





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“

I know the military community appreciates Realtors<sup>®</sup> who make the effort to understand their unique real estate needs. The MRP gives you a competitive edge over other Realtors<sup>®</sup> in the eyes of military veterans.”



**Leslie Ashford**

GMAR Instructor

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