

METROPOLITAN REALTOR®

GMARonline.com

MARCH 2022

Michigan Launches First-Time Homebuyer Savings Account Program

MORE INFORMATION ON PAGE 6





VOLUME 19, NUMBER 3
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
 24725 W Twelve Mile Rd, Ste 100,
 Southfield, MI 48034
 248-478-1700
 www.GMARonline.com

President: Teri Spiro
 President Elect: Nathan Boji
 Treasurer: Dee Dee Ohara-Blizard
 Past President: Katie Weaver

DIRECTORS

District 1: Shelley Schoenherr
 District 2: Jaye Sanders
 District 5: Pam Bartling
 District 7: Toni Jennings
 District 8: Kevin Hultgren
 District 9: Chelsea Cain
 At Large: Dennis Kozak
 At Large: Melissa Degen
 At Large: Devon Smith
 Affiliate: Mary Ross

STAFF

Vickey Livernois, Chief Executive Officer
 Stacie Andrew, Membership Director
 Carrie Bone, Member Specialist
 Traci Dean, Education Coordinator
 Hannah Deacon, Event Manager
 Marnie Gray, Accountant
 Alex Haddad, Political Engagement Director
 Caryn MacDonald, Executive Assistant
 Skylar Marino – Member Support Administrator
 Grant Meade, Director of Realtor® & Community Affairs
 Pauline Olszewski, Professional Standards Administrator
 & Toolshop™ Manager
 Kelli Peters, Member Support Administrator
 Kevin Tshiamala, Marketing & Communications Director

MARCH 2022

Table of Contents

4	President's Report
5	GMAR Education Calendar
6	CEO's Letter
8	Legislative Update
9	2022 Event Sponsorships
10-11	Welcome New Members
12	RPAC Report
13	Thank You RPAC Investors
14-15	GMAR Market Update - January 2022
16-17	January 2022 Sales Summary
18	YPN Report
19	March ToolShop Sale
20-26	GMAR Education Flyers

SPONSORS

SUPPORT THOSE WHO SUPPORT YOU

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

Michigan State Housing Development Authority 3



Greater Metropolitan Association of REALTORS[®]

Coffee & ECONOMICS

with **Dr. Lawrence Yun**

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

A GMAR EXCLUSIVE ONLINE EVENT

Thursday, April 7th

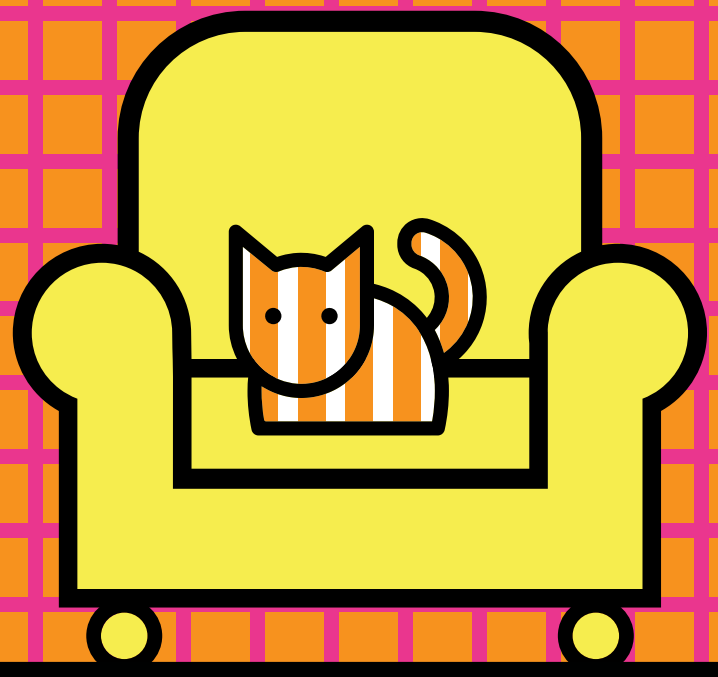
11:00 a.m. – 12:00 p.m. | Virtual -Zoom

Register online:
WWW.GMARONLINE.COM/EVENTS

**You've got clients.
We've got
home loans.**

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

More at Michigan.gov/Homeownership.





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

GMAR Global Initiative - Think Globally, Act Locally

This month I am featuring the newly formed GLOBAL INITIATIVE COMMITTEE. There was great interest for GMAR to support GMAR members who participate in conducting business in global markets or are interested in doing so. We work in a tri-county area that is rich in cultural diversity. Through education and networking activities, the goal is to promote our Metro Detroit area as a global destination. Over the past two years, GMAR initiated a task force to produce a Mission Statement, a Business Plan, a Budget, and a plan to launch the GMAR Global Initiative successfully. Last year, the GMAR Board of Directors reviewed and approved this extremely organized proposal from task force members Dee Dee Ohara Blizard, Dmitry Koublitsky, Justin Oliver, and GMAR's Chief Executive Officer, Vickey Livernois.

Chaired by Justin Oliver, the inaugural GLOBAL INITIATIVE COMMITTEE meeting was held in January. The co-Chair is Caroline Chen. Both have a strong background in conducting business in global markets, as do the rest of the Committee. This will be an important year as the Committee gets several objectives underway. These include outreach to the membership of GMAR, partnering in programs with the National Association of Realtors®, and providing access to education and global networking through virtual events. Nurturing and building relationships with international partners worldwide is an exciting addition to our GMAR presence. Once again, we are establishing GMAR as GREATER! We look forward to seeing these programs develop over the next two years.

RPAC CHALLENGE

I challenged all the Committees to be at 100% participation in RPAC before the end of our first quarter. A friendly rivalry between the Committees has been ongoing the past few years to see who makes their 100% goal first. In the challenge's first year, the Affiliate Committee was the first to get 100% participation in investing in RPAC. DON'T FORGET TO SUPPORT OUR AFFILIATES! This year (as it should be), the RPAC Committee was the first to reach its goal. It is one of the largest committees, so getting 100% can take longer. James Cristbrook, Chair of the RPAC Committee, made it clear that 2022 was THE YEAR to win the challenge. Mission accomplished!

GETTING BACK TO "NORMAL"

GMAR is gradually getting back into in-person events, with virtual options for education and committee meetings. There are numerous in-person events planned in March and April, including Fowling, RPAC Major Investor Luncheons, and A Fair Housing Event (mark your calendars for 4/20!) at the MSU Education Center in Troy. GMAR Members will also have the option to attend virtually. The highly regarded Chief Economist of NAR, Dr. Lawrence Yun, is once again presenting remotely "Coffee and Economics" on four-sevenths. The promotion of GMAR events is featured on Realcomp pages, emails to our membership, and on our [GMAR website](#). There are a lot of educational opportunities and social events that have been planned to make 2022 an exciting year. I look forward to seeing you in person!

GMAR EDUCATION CALENDAR 2022

MARCH VIRTUAL & IN-HOUSE CLASSES

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

BASIC EXCEL

No ConEd Credits
March 10th
9:00 a.m. - 10:00 a.m.
VIRTUAL

Instructor: Bart Patterson
FREE, GMAR Members
\$10, Non-Members
[REGISTER HERE](#)

SELLER REPRESENTATIVE SPECIALIST

CE Credits: 13 Standard, 2 Legal
March 14th – March 16th
9:00 a.m. – 1:00 p.m. Daily
VIRTUAL

Instructor: Rick Conley
FREE, Membermax & EduPass
\$195, Members
\$225, Non-members
[REGISTER HERE](#)

AMARKI GENERAL OVERVIEW & EASY PROMOTE WEBINAR

CE Credits: 0
March 9th
10:00 a.m. - 11:00 a.m.
Virtual

Instructor: Darryl Mason
FREE, GMAR Members
Members Only
[REGISTER HERE](#)

ASK THE EXPERTS WITH GMAR AFFILIATES

CE Credits: 0
March 15
9:00 a.m. – 10:00 a.m.
VIRTUAL

Instructor: GMAR Affiliates
FREE
[REGISTER HERE](#)

MANAGING YOUR BUSINESS: DOLLARS & SENSE

CE Credits: 3 standard
March 17th
9:00 a.m. - 12:00 p.m.
Virtual

Instructor: Committee, Affiliate
FREE, GMAR Members
Members Only
[REGISTER HERE](#)

NAR GREEN

CE Credits: 15 Standard
March 23rd & 24th
9:00 a.m. – 4:00 p.m. Daily
VIRTUAL

Instructor: Bart Patterson
FREE, Membermax & EduPass
\$99, Members
\$119, Non-Member
[IN-PERSON REGISTRATION](#)
[VIRTUAL REGISTRATION](#)

NAR CODE OF ETHICS

CE Credits: 3 Standard
March 25
10:00 a.m.- 1:00 p.m.
VIRTUAL

Instructor: Dennis Kozak
FREE: Membermax & EduPass
\$10, Non-Members
[REGISTER HERE](#)

MSHDA HOME OWNERSHIP PROGRAMS

CE Credits: 1 Standard
March 28th
10:00 a.m.- 11:00 a.m.
VIRTUAL

Instructor: Darren Montreuil
FREE, GMAR Members
\$25, Non-members
[REGISTER HERE](#)

FEMA & FLOOD ZONE COURSE

CE Credits: 2 legal
March 29
10:00 a.m. – 12:00 p.m.
VIRTUAL


Instructor Karol Grove
FREE
[REGISTER HERE](#)


BUYING FORMS- MAKING AN OFFER

CE Credits: 1 standard, 1 legal
March 30th
10:00 a.m. - 12:00 p.m.
Hybrid- please see GMAR website

Instructor: Steve Katsaros
FREE, GMAR Members
\$20, Non- Members
[IN-PERSON REGISTRATION](#)
[VIRTUAL REGISTRATION](#)



Knowing your  Instructor



“ One of the greatest gifts you can share with other agent are your experiences. One of my favorite stories is buying a 2-family flat for one dollar!”

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

Steve Katsaros
GMAR Instructor



By VICKIE LIVERNOIS
Chief Executive Officer

Michigan Launches First-Time Homebuyer Savings Account Program

If you haven't yet heard – this is big news for Michigan! Last month, Governor Whitmer signed into law Bills that established the First-Time Home Buyer Savings Program to help families save for and purchase homes.

Under the new law, first-time home buyers and family members can contribute and withdraw from the account tax-free and claim up to five thousand dollars for single filers and ten thousand dollars for joint filers on their taxes. Still, the account balance cannot exceed fifty-thousand dollars. Plus, the account accrues interest while money is in the account, just like a savings account would do.

"This new law sets up the state's first dedicated savings vehicle for a new home purchase," Michigan Realtors® President James Iodice said in a statement. "These accounts will help individuals and families achieve the dream of homeownership, retain our talented college graduates, and promote financial literacy and smart savings. Realtors® are very excited to work as ambassadors for this new program."

This new law is not just for first-time home buyers. If you haven't owned a home in at least the last three years, you are also eligible.

More information will be available shortly as the Michigan Department of Treasury develops the necessary paperwork.





Greater Realtors[®]
— Foundation —

Improving Lives

by offering financial support
to those in need

The Greater Realtors[®] Foundation, established in 2018, provides financial assistance to those in need. In partnership with GMAR, the GRF has donated over \$125,000 to Guardian Angels Medical Service Dogs and most recently, \$25,000 to the Community Housing Network.

Support the GRF and donate today!

www.GreaterRealtorsFoundation.com



By GRANT MEADE
GMAR Director of Realtor® and Community Affairs

Standardized Regulation of Short-Term Rentals

The standardized regulation of short-term rentals (STRs) has been a key policy goal for Michigan Realtors® as vacation rentals like Airbnb and VRBO have become increasingly popular. However, since gaining attention as an alternative to traditional short-term accommodations like hotels, short-term rentals have existed in a regulatory gray area. Clearing up short-term-rentals space in both zoning and ordinances would go a long way in ensuring that property owners and renters alike can reap the benefits.

Short-term rental is an umbrella term referring to any rental agreement with a term shorter than 30 days. While most people associate this with the vacation rentals as mentioned above, the regulation of STRs could have far-reaching impacts on the home selling process. Under current rules, any post-sale occupancy by the seller can be considered a short-term rental. If not properly accounted for, a municipal ban on STRs could alter the contract to a problematic point.

Currently, short-term rentals are regulated entirely at the local level, creating a messy patchwork of regulations that restricts property owners from exercising their rights. Several municipalities have completely banned short-term rentals, others have restricted them through zoning laws, and others have no restrictions on them. To simplify this system, Realtors® are working at the state level to create a common base of regulation and protect private property rights.

House Bill 4722 has passed the Michigan House of Representatives and is awaiting a hearing in the Senate Committee on Regulatory Reform. Specifically, under the bill, all the following would apply, for purposes of zoning, to the rental of a dwelling, including a short-term rental:

- It is a residential use of property and a permitted use in all residential zones.
- It is not subject to a special use or conditional use permit or procedure different from those required for other dwellings in the same zone.
- It is not a commercial use of property.

When this bill goes before the Senate for consideration, it will be our responsibility to ensure that our elected officials hear our voice. It is crucial that we work together to communicate the importance of this legislation, not only for our interests but for that of every private property owner in Michigan.



**To ensure
that you
can make
your voice
heard, text
REALTORS
to 36044**

2022 EVENT SPONSORSHIPS

www.gmaronline.com/event-sponsorships

GMAR YOUNG PROFESSIONAL NETWORK EVENTS

For additional information, contact Hannah Deacon 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

Welcome New Members

Starlite Aaron-Williams-Century 21 Curran & Oberski
 Heba Abdallah-RE/MAX Classic
 Amanda Abulawi-KW Advantage
 Ghadir Alkhodair-Keller Williams Legacy
 Asem Alshami-EXP Realty, LLC
 Ali Altamimi-Keller Williams Realty W. Blm.MC
 Hasan Alzewary-KW Advantage
 Ismail Amen-Keller Williams Legacy
 Orlando Avant-Inua Group LLC
 Monique Baker McCormick-McCormick Real Estate and Fina
 David Balagna-Dane Seltzer Real Estate Group
 Edward Barnes-National Realty Centers
 Elsian Basha-Brookstone, Realtors
 Riley Batarseh-EXP Realty, LLC
 Yanika Baugh-Weatherspoon & Associates Real
 Tiffany Baxter-KW Home Realty
 Zeinab Bazzi-Omnistone Realty LLC
 Robin Beasley-EXP Realty, LLC
 Nicholas Bellante-RE/MAX Nexus
 Dawn Bennett-EXP Realty, LLC
 Revanda Benno-EXP Realty, LLC
 Christopher Berry-Omnistone Realty LLC
 Phill Booker-EXP Realty, LLC
 Sean Boucher-Top Agent Realty
 Brianna Boyd-KW Advantage
 Nathan Brennan-RE/MAX ECLIPSE-ROCHESTER HILLS
 Alexee Brown-Exit United Realty Professionals
 Mary Brown-Liddell-EXP Realty, LLC
 Chad Brueske-ELEMENTARY HOMES, LLC.
 Jerry Buffington-Brookstone, Realtors
 Dwala Burk-Powell Real Estate
 Michael Cacaj-Omnistone Realty LLC
 Andrea Carlini-Keller Williams Paint Creek
 Samuel Cartes-3DX Real Estate, LLC
 Alec Casal-Coldwell Banker Weir Manuel Birmingham
 Lance Ching-The RichRealty Group
 Joseph Cipriano-Market Elite Inc.
 Alyssa Cooley-Key Realty
 Andrea Curtis-KW Professionals
 Angela Danho-EXP Realty, LLC
 Ashley Darbe-Rocket Homes Real Estate LLC
 Veronica Dean-Baws Realty, LLC
 Tracy DeVine-Century 21 Curran & Oberski
 Olivia DiLoreto-Level Plus Realty
 Steven Dobbs-DOBI Realtors
 Sarkis Douiahy-EXP Realty, LLC
 Robert Duszynski-DW Realty Inc
 Eric Ebeling-Real Estate One
 Timothy Egan-RE/MAX Classic
 Eva Elisha-Brookstone, Realtors
 Liza Esqueda-EXP Realty, LLC
 Raphael Fazzolari-Rondo Investments LLC
 Maria Ferrer-Berkshire Hathaway HomeServices The Loft
 Hope Ferste-KW Professionals
 Shane Firek-Berkshire Hathaway HomeServices The Loft

Kristina Fletcher-EXP Realty, LLC
 Isaiah Fletcher-MV Realty of Michigan
 Melissa Foster-Compass Realty Group
 Aaron Fox-Century 21 Affiliated
 Victoria Fuller-MV Realty of Michigan
 Melanie Gaston-EXP Realty, LLC
 Colleen Glodich-Arterra Realty Michigan LLC
 Willie Graham-Expert Realty Solutions Inc.
 Jessica Graves-Real Estate One, Inc. Central
 Ernest Gray-Expert Realty Solutions Inc.
 Adam Hage-KW Advantage
 Austin Hames-Remerica Hometown One
 Shalissa Harvey-EXP Realty, LLC
 Mary Heady-Re/Max Team 2000
 Christine Healey-Jason Mitchell
 Mitchell Heath-Great Lakes Real Estate Agency LLC
 Danielle Henderson-New Way Realty Partners LLC
 Nakita Henry-EXP Realty, LLC
 Allisha Herron-Rocket Homes Real Estate LLC
 Jacob Hinkle-Keller Williams Realty Grosse Pointe
 Alexandra Hoeft-Social House Group
 Lexus Holden-Keller Williams Legacy
 Ashley Holland-KW Advantage
 Christian Holsker-5th Avenue Realty, Inc.
 Abeer Horvoth-Ace of Real Estate LLC
 Hossam Hossein-Empire Realty Group
 Todd Hovey-Max Broock, REALTORS, Birmingham
 Yi Huang-KW Advantage
 Thomas Hufnagel-Waison Realty LLC
 Haikal Humadah-Weichert, Realtors-Select
 Samy Hussein-EXP Realty, LLC
 Cynthia Hutchinson-Weatherspoon & Associates Real
 Nicole Jackson-EXP Realty, LLC
 Nilda Jaime-EXP Realty, LLC
 Josh Jurkovich-Emerald Standard Realty Compa
 Danny Keath-Great Lakes Real Estate Agency LLC
 Clayton Kilgallon-BellaBay Realty Tri-Counties
 Jason Koch-Omnistone Realty LLC
 Joanna Kokos-Keller Williams Metro
 Ibrahim Kourouma-Signature Realtors LLC
 James Krajnik-MV Realty of Michigan
 Marios Laliou-Maxim Properties
 Isaiah Land-Keller Williams Paint Creek
 Adriel Larned-Coldwell Banker Weir Manuel
 Emily Larson-Stukkie Real Estate
 Alex Lee-KW Advantage
 Erin Lefere-EXP Realty, LLC
 Cherilyn Lewis-Crown Properties International
 Wen Li-RE/MAX First - Clinton Township
 Jodi Lipscomb-KW Home Realty
 Gavin Lomas-Max Broock, Inc. Bloomfield Hills
 Anthony MacEachern-Elite Realty Inc. Sterling Hts
 Miras Majdob-EXP Realty, LLC
 Joel Manier-Top Agent Realty
 Daniel Manosalvas-Keller Williams Somerset

Rongjiao Mao–EXP Realty, LLC
Nicholas McEvoy–Michigan Premiere Realty Group LLC
Edgar McKinnin–BBR Realty, LLC
Amy McQuiston–Soaring Eagle Realty, LLC
Jeffery Meldrum–EXP Realty, LLC
Felando Merriweather–Remerica Hometown
Thomas Milligan–HomeCoin.com
Jonathan Minerick–Real Estate One Novi
Salman Faghieh Mirzaei–Realty Executives Home Towne
Katherine Mitchell–Thrive Realty Company
Anthony Mocerì–KW Domain
Paul Morrison–EXP Realty, LLC
Cheryl Mueller–EXP Realty, LLC
Scott Neal–3DX Real Estate LLC
Nargiz Nesimova–Berkshire Hathaway HomeService
Samuel Newton–Real Estate One
Cepha Nixon–Haus Realty Inc.
Desmond Parker–3DX Real Estate, LLC.
Maria Parvu–M 1 Realty inc.
Jesse Peeples–Keller Williams Lakeside
Porsha Perry–Home Realty Partners
Jeffrey Perry–Century 21 Dynamic
Jeremy Ploch–EXP Realty, LLC
Rieley Prevett–EXP Realty, LLC
Ashley Redd–EXP Realty, LLC
Whitney Render–TeamHarveyUSA! Realty, Inc.
Kevin C. Robinson–NextHome Evolution
Megan Rockwood–Rocket Homes Real Estate LLC
Al'Dreah Ross–Anthony Djon Luxury Real Estate LLC
Jason Sabbagh–EXP Realty, LLC
Mark Sami–KW Advantage
Deja Sammons–Red Barn Realty LLC
Jaimie Schmidt–Keller Williams Legacy
Francisco Segovia–Max Broock - Royal Oak
Haley Sexton–Golden Key Real Estate
Dustin Shaeffer–KW Advantage
Sameer Shah–Moghul & Main, LLC
Montel Shaw–Keller Williams Paint Creek
Noor Sheeba–The AMF Group Inc.
Chloe Shepherd–EXP Realty, LLC
Jason Shifferd–Anthony Djon Luxury Real Estate LLC
Kelly Sliwinski–Encore Real Estate Group
Lauree Sloan–EXP Realty, LLC
Jesse Smith–EXP Realty, LLC
Ava Smith–Vylla Homes
Kelly Smith–Ace of Real Estate LLC
Mohamed Sobh–Re/Max Eclipse
Morgan Southwick–RE/MAX Dream Properties
Liberty Spears–Expert Realty Solutions Inc.
Lynsey Squires–Keller Williams Metro
Kimbrea Squirewell–KW Realty Livingston
Sarabeth Stankevich–KNE Realty 360
Justin Stearns–KW Advantage
Jonathan Stevens–EXP Realty, LLC
Trenton Strunk–Key Realty One

Parvathee Subramaniam–Signature Sotheby's International Realty
Daniel Swartout–Century 21 Curran & Oberski
Kevin Swope–Front Page Properties
DeAndre Terrell–Omnistone Realty LLC
Jaquel Thompson–Keller Williams Legacy
Ahmed Tiguert–Omnistone Realty LLC
Nawar Toma–Keller Williams Paint Creek
Nora Towne–KW Home Realty
Khalid Turaani–EXP Realty, LLC
Bertram Turner–Real Estate One, Inc. Central
Elke Van Dyke–Top Agent Realty
Franklin Maele–Metro-West Appraisal
Jennifer Vennard–Keller Williams Realty Central
Ariana Vitale–Keller Williams Metro
Jameison J. Walker II–KW Advantage
Melissa Wangler–Weatherspoon & Associates Real
Gregory Weatherspoon–EXP Realty, LLC
Courtney Wedgeworth–Coldwell Banker Weir Manuel Birmingham
Austin Weinreb–MV Realty of Michigan
Westly Weiss–3DX Real Estate LLC
Robert White–Real Estate One, Inc.
Monica Whitfield–Omnistone Realty LLC
Raoul Williams–KW Advantage
Dustin Williams–Fathom Realty
Alexandra Wilson–Omnistone Realty LLC
Bryan Wilson–KW Advantage
Lacole Woods–Goedert Real Estate
Laura Woodside–EXP Realty, LLC
Aaron Yates–Jason Mitchell
Jennifer Yauch–Level Plus Realty
Justin Yelda–Keller Williams Metro
Lauren Yellen–Keller Williams Metro
Elizabeth Yops–KW Advantage
Tonya Young–A J Y Commercial LLC
Anthony Yousif–First Choice Realty, Inc.
Gary Zuk–

We Couldn't Do It
Without You



THANK YOU ORIENTATION SPONSORS
FOR THE MONTH OF MARCH 2022:

U.S. BANK

CHANGING PLACES MOVING



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, when should you invest in RPAC?

The Answer Is Easy

NOW

Investing Is Easy, Too!

Just click the link below and away you go!

gmaronline.com/invest



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 February 2022.

- | | | | |
|-------------------|-------------------|---------------------------|------------------------|
| Joseph Anderson | Hannah Deacon | Kevin Hultgren | E'toile O'Rear-Libbett |
| Stacie Andrew | Traci Dean | Dichondra Johnson | Dorene Phan |
| Derek Bauer | Melissa Degen | Frances Johnson | Chris Romanelli |
| Austin Black | Philip DeSchryver | Miranda Jones | Dmitriy Selektor |
| Mark Borchardt | Lori Dolman | Dawna Kuhne | Krista Siefert |
| Diane Braykovich | Nancy Duncanson | Vickey Livernois | Lakshmi Subbiah |
| Theodora Brown | Wael Elmaksoud | Lisa Lloyd | Daniel Summers |
| Donna Caumartin | T. Scott Galloway | Caryn MacDonald | Eva Vermeesch |
| Ponce Clay | Alex Haddad | Magan Malkiewicz Williams | Katie Weaver |
| Deborah Consiglio | Elizabeth Harris | Dominic Marzicola | Misty Weisenberger |
| Kathleen Coon | Zoe Harris | John McArdle | Angelque Whidby |
| Katherine Culkeen | Tracey Howard | Dorothy Ohara Blizard | |

*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

C2EX REALTORS® COMMITMENT TO EXCELLENCE

PUMP UP THE VOLUME

Stand out in the crowd and complete your C2EX Endorsement!

C2EX.realtor

NAR

REALCOMP MONTHLY HOUSING STATISTICS

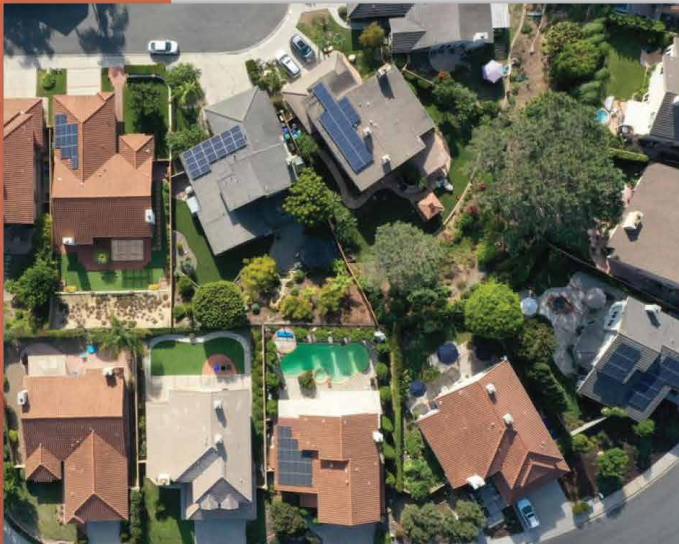
REPORT NOW AVAILABLE ONLINE



JANUARY 2022

QUICKTAKES

RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

2,902

INVENTORY DECREASE SINCE **JANUARY 2021**

2.4%

AVERAGE SALES PRICE **OF A HOME**

\$248,797

TOTAL SUPPLY **OF INVENTORY**

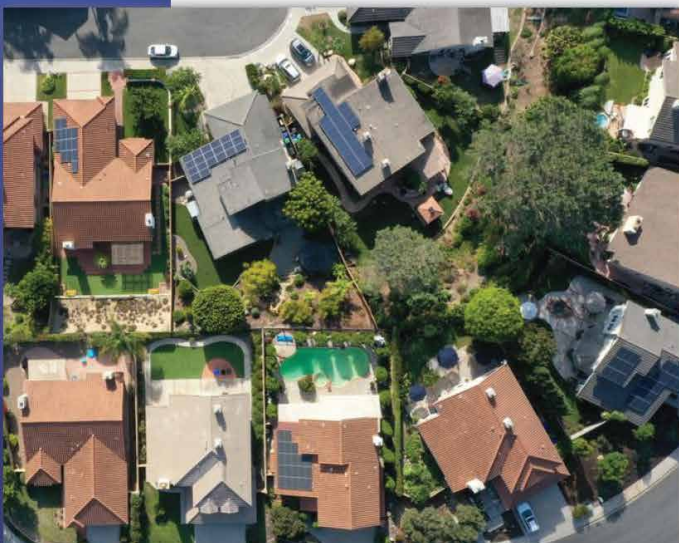
1.1 MONTHS



JANUARY 2022

QUICKTAKES

OAKLAND, WAYNE & MACOMB



OAKLAND COUNTY

TOTAL NUMBER OF **HOMES SOLD**

898

AVERAGE SALES PRICE **FOR JANUARY**

\$376,938

WAYNE COUNTY

TOTAL NUMBER OF **HOMES SOLD**

1,158

AVERAGE SALES PRICE **FOR JANUARY**

\$197,279

MACOMB COUNTY

TOTAL NUMBER OF **HOMES SOLD**

914

MEDIAN SALES PRICE **FOR JANUARY**

\$200,000

GMAR® Report

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

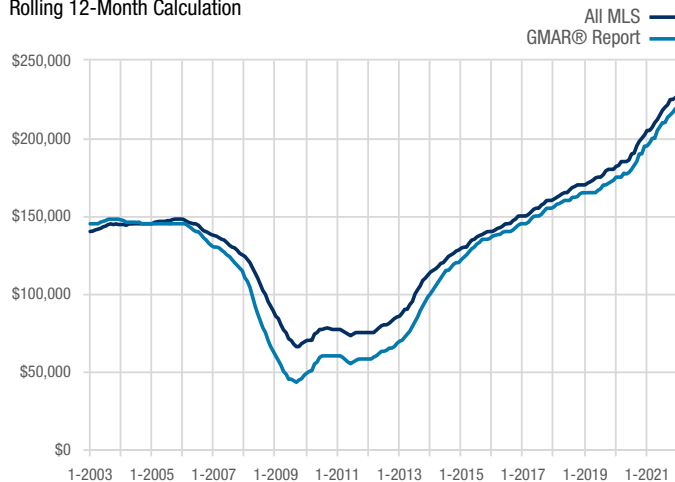
Residential	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	3,503	3,478	- 0.7%	3,503	3,478	- 0.7%
Pending Sales	3,297	3,235	- 1.9%	3,297	3,235	- 1.9%
Closed Sales	3,100	2,902	- 6.4%	3,100	2,902	- 6.4%
Days on Market Until Sale	36	33	- 8.3%	36	33	- 8.3%
Median Sales Price*	\$190,000	\$191,800	+ 0.9%	\$190,000	\$191,800	+ 0.9%
Average Sales Price*	\$233,718	\$248,797	+ 6.5%	\$233,718	\$248,797	+ 6.5%
Percent of List Price Received*	98.6%	98.9%	+ 0.3%	98.6%	98.9%	+ 0.3%
Inventory of Homes for Sale	4,552	4,445	- 2.4%	—	—	—
Months Supply of Inventory	1.1	1.1	0.0%	—	—	—

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	777	720	- 7.3%	777	720	- 7.3%
Pending Sales	681	705	+ 3.5%	681	705	+ 3.5%
Closed Sales	555	550	- 0.9%	555	550	- 0.9%
Days on Market Until Sale	42	32	- 23.8%	42	32	- 23.8%
Median Sales Price*	\$177,000	\$208,750	+ 17.9%	\$177,000	\$208,750	+ 17.9%
Average Sales Price*	\$212,808	\$238,011	+ 11.8%	\$212,808	\$238,011	+ 11.8%
Percent of List Price Received*	97.9%	99.1%	+ 1.2%	97.9%	99.1%	+ 1.2%
Inventory of Homes for Sale	1,269	820	- 35.4%	—	—	—
Months Supply of Inventory	1.8	1.0	- 44.4%	—	—	—

* 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.

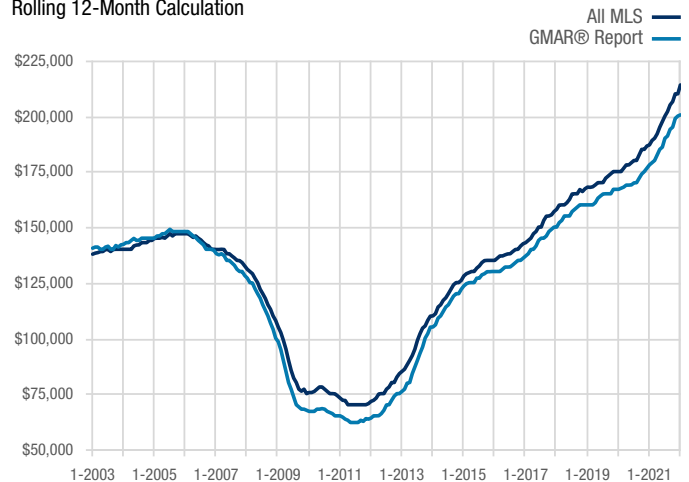
Median Sales Price - Residential

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 February 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

January Jump: Detroit Dominates Local Marketplace *Median Sales up more than 32% in City*

Quick Facts

- 8.8%

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

- 8.8%

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

+ 8.7%

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

- 4.3%

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

This research tool provided by Realcomp covers primarily the residential real estate market in the southern half of Michigan.

January – National Real Estate Commentary

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.



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	1-2021	1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		8,783	8,409	- 4.3%	8,783	8,409	- 4.3%
Pending Sales		8,631	7,869	- 8.8%	8,631	7,869	- 8.8%
Closed Sales		7,943	7,247	- 8.8%	7,943	7,247	- 8.8%
Days on Market Until Sale		48	35	- 27.1%	48	35	- 27.1%
Median Sales Price		\$193,255	\$210,000	+ 8.7%	\$193,255	\$210,000	+ 8.7%
Average Sales Price		\$235,529	\$256,905	+ 9.1%	\$235,529	\$256,905	+ 9.1%
Percent of List Price Received		98.6%	99.2%	+ 0.6%	98.6%	99.2%	+ 0.6%
Housing Affordability Index		212	192	- 9.4%	212	192	- 9.4%
Inventory of Homes for Sale		12,767	10,972	- 14.1%	--	--	--
Months Supply of Inventory		1.2	1.0	- 16.7%	--	--	--

Listing and Sales Summary Report January 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change	Jan-22	Jan-21	% Change
All MLS (All Inclusive)	7,247	7,943	-8.8%	\$210,000	\$193,255	+8.7%	35	48	-27.1%	10,972	12,767	-14.1%
City of Detroit*	312	303	+3.0%	\$73,000	\$55,000	+32.7%	47	64	-26.6%	1,616	1,276	+26.6%
Dearborn/Dearborn Heights*	133	168	-20.8%	\$180,000	\$160,000	+12.5%	24	27	-11.1%	145	189	-23.3%
Downriver Area*	303	304	-0.3%	\$162,000	\$142,750	+13.5%	27	25	+8.0%	350	394	-11.2%
Genesee County	323	345	-6.4%	\$173,500	\$160,000	+8.4%	37	41	-9.8%	601	516	+16.5%
Greater Wayne*	991	1,057	-6.2%	\$185,000	\$173,100	+6.9%	27	30	-10.0%	1,048	1,395	-24.9%
Grosse Pointe Areas*	58	67	-13.4%	\$357,500	\$305,000	+17.2%	52	48	+8.3%	91	102	-10.8%
Hillsdale County	38	42	-9.5%	\$187,500	\$126,500	+48.2%	67	74	-9.5%	93	91	+2.2%
Huron County	6	7	-14.3%	\$157,500	\$70,000	+125.0%	57	46	+23.9%	32	24	+33.3%
Jackson County	153	174	-12.1%	\$166,350	\$155,507	+7.0%	60	73	-17.8%	327	255	+28.2%
Lapeer County	67	80	-16.3%	\$221,000	\$220,990	+0.0%	30	44	-31.8%	170	160	+6.3%
Lenawee County	91	100	-9.0%	\$178,500	\$158,250	+12.8%	59	58	+1.7%	165	177	-6.8%
Livingston County	153	207	-26.1%	\$315,000	\$305,900	+3.0%	35	38	-7.9%	212	281	-24.6%
Macomb County	914	957	-4.5%	\$200,000	\$193,900	+3.1%	30	30	0.0%	923	1,060	-12.9%
Metro Detroit Area*	3,501	3,764	-7.0%	\$215,000	\$205,000	+4.9%	32	35	-8.6%	5,206	5,907	-11.9%
Monroe County	103	118	-12.7%	\$215,000	\$189,900	+13.2%	43	49	-12.2%	215	224	-4.0%
Montcalm County	56	61	-8.2%	\$193,000	\$150,000	+28.7%	33	66	-50.0%	68	99	-31.3%
Oakland County	1,131	1,240	-8.8%	\$280,000	\$265,000	+5.7%	33	36	-8.3%	1,407	1,895	-25.8%
Saginaw County	133	156	-14.7%	\$135,900	\$133,950	+1.5%	36	39	-7.7%	200	168	+19.0%
Sanilac County	27	33	-18.2%	\$170,000	\$133,000	+27.8%	76	100	-24.0%	69	73	-5.5%
Shiawassee County	60	56	+7.1%	\$187,500	\$123,000	+52.4%	47	31	+51.6%	76	112	-32.1%
St. Clair County	129	166	-22.3%	\$200,000	\$150,950	+32.5%	39	32	+21.9%	233	265	-12.1%
Tuscola County	31	23	+34.8%	\$165,000	\$150,000	+10.0%	44	26	+69.2%	55	41	+34.1%
Washtenaw County	222	268	-17.2%	\$315,000	\$287,850	+9.4%	39	40	-2.5%	532	750	-29.1%
Wayne County	1,303	1,360	-4.2%	\$165,000	\$155,000	+6.5%	32	37	-13.5%	2,664	2,671	-0.3%

* Included in county numbers.



By CLAUDIA HERNANDEZ



Hello Friends and Colleagues

Spring is finally here, and we are excited as a committee to get this rolling for the year. To start us off, [Fowling](#) this month. We are thankful event after event to have incredible sponsors and a great turnout every time! It seems that the market is also opening a bit with more excited sellers putting houses on the market. It got a little tricky during the winter with such low inventory. I know a lot of us agents have been waiting for more inventory.

What has been happening to me is explicitly not listing a house because my sellers need to

find their next home first and secure it. But they couldn't find a place because the little inventory was selling with excessive offers and way over the listing price.

I am confident that this spring will bring a little more inventory to stabilize a bit for a while.

YPN is already starting to plan our subsequent events this year, so keep an eye out for updates through GMAR, and thanks again to everyone that made our [Fowling](#) night possible in March



FOWLING NIGHT

Thursday March 10th, 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



TOOLSHOP

MONTHLY SALE

Visit us online!

 gmaronline.com/toolshop

 248-478-1700



**5461- Logo Brochure Box w/
Stand**

Choose from: KW, RE/MAX, REO, & MAXBROOCK

REGULAR MEMBER PRICE: \$22.00

March Member Sale Price: \$13.00



6376- Leather Business Card Case

Choose from: Black, Blue, Orange, Red, or Tan

REGULAR MEMBER PRICE: \$7.95

March Member Sale Price: \$4.50



3359- Homeowner's Portfolio

Choose from: Blue, Black, Burgundy or Red

REGULAR MEMBER PRICE: \$20.00

March Member Sale Price: \$16.95

EVERYTHING

A REALTOR®

NEEDS

FOR

MARKETING



**EASY PROMOTE WEBINAR:
MARCH 9TH | 10:00 AM**



Basic Excel Course

AN ONLINE ZOOM CLASS!

March 10th – 9:00am – 10:00am | NO CE CREDITS

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

Free for all members!

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

 **GMAR VIRTUAL EDUCATION**



Mastering the Transactions A-Z

AN ONLINE ZOOM CLASS!

March 10th | 9:00am – 12:00pm | 1 Legal | 2 Standard

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

Free for all members!

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



GMAR VIRTUAL EDUCATION



ASK AN EXPERT

**CONVERSATION
WITH YOUR
AFFILIATES**

A monthly virtual series featuring open conversation with GMAR Affiliates. Casual conversation with industry experts to find out the latest industry specific information!

March 15th

9:00am – 10:00am

No CE Credits

Register Online
GMARONLINE.COM/CALENDAR



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



OFFICIALLY CERTIFIED BY



13 Elective/ 2 Legal CE credits
Meets NAR Code of Ethics
requirement of 2.5 hours

SELLER REPRESENTATIVE SPECIALIST

DESIGNATION ELECTIVE COURSE



March 14, 15 & 16, 2022

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

VIRTUAL

Links will be sent after registration

MemberMax/EduPass: FREE!

GMAR Members: \$195.00

Non-Members: \$225.00

Call (248) 478-1700

Online at GMARonline.com



Presented by:
RICK CONLEY

SRES, ePRO, ABR, GREEN,
SFR, GRI, SRS

President, Real Estate Education Svcs.
2014 REBAC Hall of Fame Inductee

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



Visit REBINstitute.com for a full course description and to learn how to earn the SRS designation!

*Annual Designation Dues \$99.00



AFFILIATE

Greater Metropolitan Association of REALTORS®

MANAGING YOUR BUSINESS:

DOLLARS & SENSE



3 General Con-ed

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

March 17th

9am-12pm



Code of Ethics

AN ONLINE ZOOM CLASS!

March 25th | 10:00am – 1:00pm | 3 Standard

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

Free for all members!

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



GMAR VIRTUAL EDUCATION



FEMA & Flood Zone

AN ONLINE ZOOM CLASS!

March 29th | 10:00am – 12:00pm | 2 Legal | 3 Standard

Register today for this upcoming virtual education course hosted on **ZOOM** exclusively from GMAR!

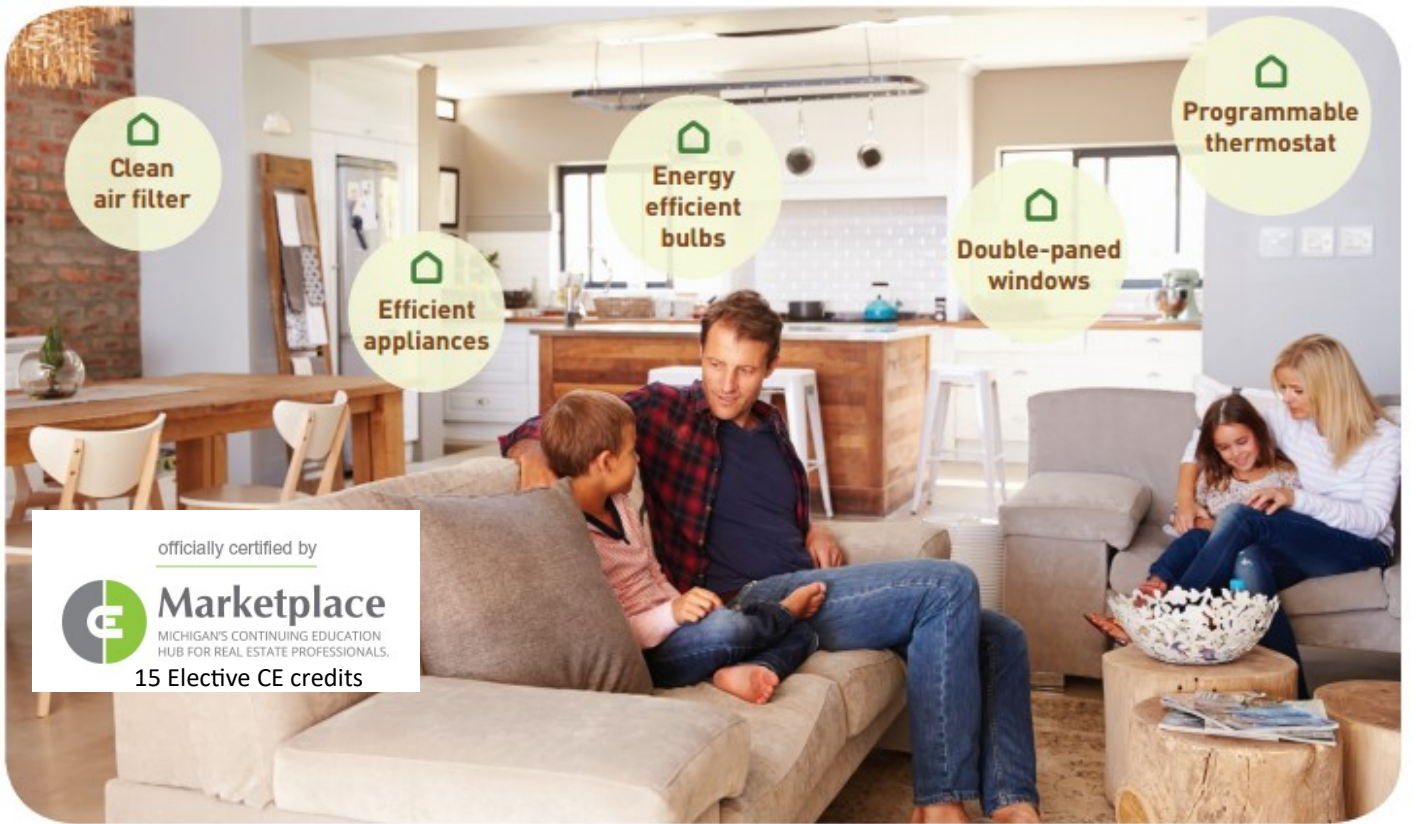
Free for all members!

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



GMAR VIRTUAL EDUCATION





Discover the Details of Green Living

Gain the knowledge that distinguishes you as a source for resource-efficient homes with NAR's Green Designation courses.

Through the two-course experience, you'll learn the best approaches to:

- 🏠 Make a home more resource-efficient
- 🏠 Connect clients with green DIY resources
- 🏠 Use smart home technologies
- 🏠 Retrofit and replace systems
- 🏠 Advise clients through effective remodels
- 🏠 Build green from the ground up

Sign up for NAR's Green Designation courses today.



March 23 & 24, 2022

**8:45 a.m. Registration
9:00 a.m. – 4:00 p.m**

24725 W.12 Mile Rd. Suite 100, Southfield

.....
MemberMax/EduPass: FREE!
GMAR Members: \$125.00
Non-Members: \$200.00

Call (248) 478-1700
Online at GMARonline.com

.....
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.



Presented by:

BART PATTERSON

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

* REBAC membership dues \$98.50 yearly

MSHDA Homeownership Programs

March 28, 2022

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

VIRTUAL

GMAR®

Presented by:



Darren Montreuil

Darren is a Business Development Specialist for MSHDA's Homeownership Division. He provides homeownership program information, technical assistance, and educational seminars to our customers in the SE Michigan



Down Payment Assistance Program: MI First Home & MI Next Home

In order to help more buyers, and help you sell more homes, MSHDA enhanced our Down Payment Assistance (DPA) program by increasing the asset limitation. This will help even more buyers purchase the home of their dreams.

For more information visit: <http://michigan.gov/mshda>

Mortgage Credit Certificate Program

The MCC program is another tool to spur the sale of homes and enhance homeownership in the State of Michigan. MCC's operate as a **federal income tax credit** to assist low to moderate income homebuyers.

Homebuyers taking advantage of the MCC Program may qualify for 20% of their annual mortgage interest paid to be credited against their year-end tax liability. This is not a one-time tax credit, but continues each year until the original mortgage is paid in full. Borrowers must intend to occupy the property as their primary residence, and sales price/income limits apply.

Questions:

Contact Darren Montreuil by email @ MontreuilD@Michigan.gov

MSHDA Course Fees:

Please fax completed form to:
(248) 478-3150

**GMAR Members:
FREE**

**Non-Members:
\$25.00**

Call or text: (248) 478-1700
www.GMARonline.com
Fax to (248) 478-3150



Approved for 1 Elective
Continuing Education Credits

REGISTRATION INFORMATION:

Name: _____ License #: _____

Office: _____ Phone: _____

Email: _____

Visa MasterCard Discover American Express:

CID: _____

EduPass™ / MemberMax™

Expiration Date: _____

Signature _____

LIMITED SEATING AVAILABLE!