

# METROPOLITAN REALTOR®

GMARonline.com

MAY 2022



**Springing  
into Action  
at GMAR!**

MORE INFORMATION ON PAGE 6



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



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

## Advocacy: We do it better than anyone!

Last month GMAR hosted breakfasts for our local elected leadership. Three separate events were held, in Wayne, Oakland and Macomb Counties. A panel of our own Realtor® experts presented our challenges in this market of low inventory, and possible solutions to help alleviate these challenges. Short-term rentals were also a hot topic. The officials that attended included Mayors, Council Members, and Commissioners for the three counties.

The attendees had a chance to meet and greet our Realtors® and GMAR leadership during a continental breakfast before the program began. We saw a lot of experienced elected officials attend, as well as many newer office holders. It was a great chance to form new relationships. Many of the legislative attendees indicated that they would appreciate our input and involvement in some of their local issues, and recognized GMAR as a valuable resource to them.

Some of the solutions that our Realtor® panel presented included redeveloping underutilized commercial space for residential housing and streamlining zoning processes. GMAR reiterated our Realtor® position that we oppose local bans on short-term rentals.

All three legislative breakfasts were well attended, and our Realtor® message was clear: Protecting private property rights is our priority. GMAR is the voice of home ownership and the resource to help our elected officials make responsible decisions in their positions. We continue to be the watchdog to prevent bad policy and to help forge good policy. We are certainly GREATER.

An exceptional [Fair Housing Conference](#) was presented on April 20th by GMAR's Diversity & Inclusion Committee. Protecting The Many Colors of Homeownership was held at the MSU

Management Education Center and hundreds of our members attended, either in person or virtually. Jaye Sanders, a director on GMAR's BOD, emceed the program that featured a panel of experts:

- **Bryan Greene** - Before becoming Vice President of Political Advocacy at the National Association of Realtors® in 2019, he served in HUD's Office of Fair Housing and Equal Opportunity. He oversaw the enforcement of the nation's housing anti-discrimination laws.
- **Laurie Benner** - Associate Vice President of Programs for the National Fair Housing Alliance, whose focus includes developing and implementing national programs that provide equitable access to homeownership and closing the racial wealth and homeownership gaps for people and communities of color.
- **Ryan Weyandt** - As CEO of the LGBTQ+ Real Estate Alliance, with a previous history in the mortgage industry, he is a passionate advocate of diversity, equity and inclusion.
- **Steve Tomkowiak** - As Executive Director of the Fair Housing Center of Metropolitan Detroit, he specializes in the litigation and trial of mortgage lending and fair housing cases. He included several videos in his presentation that identified steering practices that occurred in the past, and more recently in Long Island, NY.
- **James Huang** - 2019 National President of the Asian Real Estate Association of America and President of eXp Commercial, he manages services to promote the growth of commercial real estate both domestically and globally.

*continued on page 5*

All five panelist speakers brought a wealth of knowledge to the event. This program also gave the attendees three hours of continuing education credits.

A special shout out to our sponsors who made this event possible: Michigan First Mortgage, Chase Bank, the Greater Realtors® Foundation and US Bank.

GMAR is committed to providing the best educational programs to our members. We also have some wonderful events planned for this Summer. Visit our calendar: <https://gmaronline.com/calendar>. I hope to see you all there!

Next month I will feature the highlights of NAR's Legislative Midyear meetings in DC that took place May 2nd-6th. The priority issues and talking points with legislators focused on housing inventory and supply, our support of the Housing Supply and Affordability Act, reiterating our commitment to Fair Housing for all and our support of the Housing Fairness Act. Realtor® advocacy at work!



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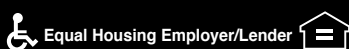
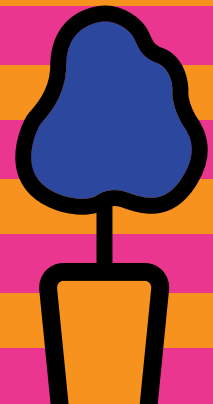
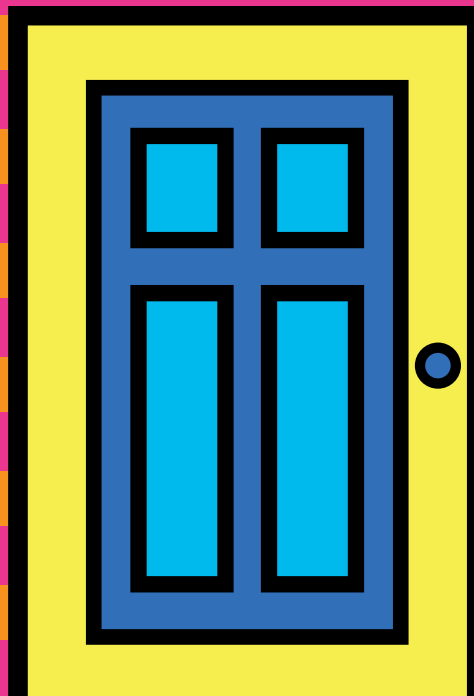
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By VICKIE LIVERNOIS  
Chief Executive Officer

## Springing into Action at GMAR!

2022 has been a whirlwind so far! We have had quite a few amazing in-person events. It has been so good to see our members, catch up on the past few years and even share hugs and handshakes! It almost seems weird to say that considering the past two years were very much surrounded by social distancing, overindulging with hand sanitizer, and oh so many zooms!

In April, the GMAR Diversity & Inclusion Committee, led by Chair, Angelque Whidby and Vice Chair, Lakina Fulks hosted an outstanding Fair Housing Event – Protecting the Many Colors of Home Ownership. This event featured speakers from various national and local organizations, including Bryan Greene, Vice President of Policy Advocacy at the National Association of REALTORS®, Steve Tomkowiak, Executive Director at the Fair Housing Center of Metropolitan Detroit, Laurie Benner, Associate Vice President of Programs with National Fair Housing Alliance, and Ryan Weyandt, CEO of the LGBTQ+ Real Estate Alliance.

Our esteemed speakers touched on so many issues in the industry, both locally as well as nationwide and provided information on what we can do to help lead the change to help make housing fair for everyone. We had guests from various multicultural organizations for our in-person attendees to meet with and learn more information on each. If you were unable to attend, be sure to take a moment and view the recorded session online here: <https://youtu.be/4O1GHcu1xLw>

Also in April, members had the opportunity to meet with local elected officials from Macomb, Oakland, and Wayne Counties at the GMAR Elected Official Breakfasts. These events featured a panel of our Greater Realtors® who spoke on issues impacting the real estate industry. They shared dialogue with the local leaders of our communities on items such as short-term rentals, housing shortages, ideas on how we can work together to increase inventory and affordability, zoning discussions and much more. These were enlightening and a great opportunity to continue to build these relationships.

Early this May, Realtors® from all over the country headed to Washington, D.C. to the NAR Legislative meetings to attend the many special issues forums, committee meetings and legislative/public policy activities. These meetings are an opportunity for local leadership to hear from NAR on the advances they are making within the industry, and bring that information back to you, on a local level so please watch for more information coming out shortly.

All this work and no play... well not for long! Mark your calendars for our GMAR Family Fun event on July 16th at Madison Heights Civic Center Park. Bring your friends, family, and clients to join us for a day at the park. We will have food and a lot of activities for the kids (and adults!). More information will be available shortly, but this event will be so much fun you will not want to miss it!

We will also be hosting another event that American Idol fans will not want to miss! Trust me... you will not be disappointed! Realtors® sell the American Dream every day, so our RPAC Committee decided to host an American Dream event on Monday, July 18th. The venue, the entertainment, the food, the swag and of course the company will be quite the experience. I don't want to give away too much just yet, but if this has piqued your interest at all, then definitely save this date!

There is much more to come this year as we continue to move forward with some amazing events. We will continue to connect with local elected officials as we head into another big election year. We will continue with our public awareness campaigns within our local communities to highlight the value of choosing a Greater Realtor® and we will continue to be a resource providing the latest news and information to our members, always working with YOUR best interest in mind.

As always, I thank you for being a Greater Realtor® and look forward to seeing you (in person or online) soon!



# REALTOR® ACTIVE IN POLITICS

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

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

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# REALTOR® OF THE YEAR

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

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

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By GRANT MEADE  
GMAR Director of Realtor® and Community Affairs

## Proposed Changes to Michigan's Constitutional Term Limits

If you have not seen yet, two prominent Michigan politicians are proposing changes to Michigan's constitutional term limits. Former Republican Speaker of the House Jase Bolger and Democratic Mayor of Detroit Mike Duggan recently unveiled a plan to reform Michigan's term limits. Almost three decades on, this issue is highly contentious, with some calling the reform proposal a sham intended to weaken the 30-year-old restrictions.

Proposed and passed in 1992, Ballot Proposal B looked to not only limit the terms of Michigan Legislators, but also those of the Michigan Congressional members. It passed on the statewide ballot 59%-41% and went into effect at the start of 1993. However, in 1995, the United States Supreme Court invalidated the parts of the proposal that limited terms of Congressional members from Michigan stating that State Constitutions could not place stricter limits on Congressional members than the U.S. Constitution.

Between 1990 and 2000, twenty-one states looked to pass term limits on their state-elected officials. Michigan was part of a greater movement across the country looking to term limits as a solution to political dissatisfaction. Fifteen of these states still have term limits, with Michigan's being the most restrictive.

The reforms being offered by Jase Bolger and Mike Duggan look to soften the hard limits for each chamber and pair the reform with financial disclosure requirements. Currently, Michigan Legislators can serve six years in the House and eight years in the Senate. Once they serve

those, they are banned for life from serving again. Under the proposed reforms, members would have twelve years to split between either chamber before being banned from serving. Additionally, there would be new financial disclosures meant to uncover conflicts of interest by lawmakers.

At face value, term limits on elected officials seems like a promising idea. Incumbency has been credited with allowing most long-seated politicians to build large campaign funds and fend off serious challengers. Enforcing a time limit on politicians was intended to provide more turnover, and infuse American politics with innovative ideas, and dynamic leaders.

The most common outcome that I have seen from the enactment of term limits in Michigan is a loss of institutional knowledge. Michigan has suffered from a steady decline in experience and skill at its state politics. Some might claim that as a benefit, and they are allowed to. However, I want to ask you one thing as I wrap this month up, "have Michigan's politics really benefited from term limits?" Next month, I will talk about "pogo-politicians" and the cost of knowing exactly when you must leave your job.



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By PETER CHIRCO  
2022 GMAR Affiliate Committee Chair

## Is Your Marketing Strategy Keeping up with the Digital Times?

Marketing strategies, just like everything else in our industry, are always changing. It is easy to get comfortable with a routine, but we fall behind the times when we're comfortable. The biggest key to keeping up with the times is to make yourself uncomfortable and stay uncomfortable. It is natural to think "my marketing has worked in the past, so I'll stick with what's working." While it is never good to abandon a strategy that is working, "if it ain't broke don't fix it," incorporating new strategies can help you get to the next level.

The big question is why the need is there to change your marketing approach when it comes to finding clients. The simple answer is the change in homebuyer demographics and consumer habits. We have all heard for years that Millennials have made up the largest share of home buyers; according to NAR 37% of buyers in 2021 were Millennials. I would argue that the population group to keep an eye on would be the Gen Z buyer. While Gen Z only made up 2% of the buyer pool in 2020, that number is climbing. The oldest Gen Zer is 23, meaning that generation is going to start buying property at a higher rate than before. To keep up with trends, marketing strategies need to follow the trends of these generations. It is expected these generations will dominate the homebuyer demographic for the foreseeable future.

According to survey findings by Pew Research Center, 79% of the 18-to-29-year-old demographic use Facebook, and 67% use Instagram. Of 30-to-49-year-olds, 82% use at least one social media platform, Facebook and Instagram being the prevailing favorites. 68% of Baby Boomers are on Facebook and make up an additional 32% of buyers, and polling shows 90% of Baby Boomers start their home search online. Knowing the largest demographic of buyers are using social media at high rates, one would suspect Realtors are using it to market as well, but that's surprisingly not the case. According to

recent NAR surveys, 95% of Realtors use email marketing daily, but only 57% incorporate social media marketing daily. Social media is such an important tool for Realtors. Whichever platform you choose, social media gives you a unique opportunity to interact directly with your clients, build a network of communication, and share your website's content daily to drive more traffic to your website.

Now that it is apparent that social media should be an important part of your marketing strategy, the question becomes "how do I do it?" The biggest objections I hear to using social media are "I don't do TikTok dances," "I don't like myself on camera," or "No one wants to hear what I have to say online." There are endless ways to use social media for your business, the key is finding the best fit for you. Some agents have kept up with TikTok trends and have found their stride with goofy and fun content. Others have embraced an educational approach by creating content to help buyers and sellers be more informed. You do not need to appeal to everyone when you are online, only to your target audience, and own that space as best you can. Therefore, I say get uncomfortable. Getting uncomfortable is how you are able to try new things and can begin to see much more growth. Remember, if you you're afraid to do something, do it anyway.

If you feel too uncomfortable to start (or increase) your social media marketing, look for someone to partner with. Everything seems much more manageable if you are doing it with someone else. You can work with another agent at your brokerage or lean on a vendor. The GMAR Affiliates are always interested in ways we can help grow your business. Reach out to an Affiliate and work with them to create meaningful content. This is a great way to build up both of your businesses and strengthen your vendor relationships.



# GMAR EDUCATION CALENDAR 2022

## MAY VIRTUAL & IN-HOUSE CLASSES

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

### BASIC WORD

CE Credits: No CE Credits

May 9th

1:00 p.m.-2:00 p.m.

VIRTUAL

Instructor: Bart Patterson

Free: GMAR Members

\$20 Non-members

[REGISTER HERE](#)

### NEW MEMBER ORIENTATION

CE Credits: 3 Standard

May 10th

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

VIRTUAL

Instructor: Dennis Kozak

Free: GMAR Members

Members Only

[REGISTER HERE](#)

### FEMA & FLOOD ZONE SEMINAR

CE Credits: 3 Legal

May 12th

10:00 a.m.-1:00 p.m.

In- House and VIRTUAL

Instructor: Karol Grove

Free: Members and Non-members

[REGISTER HERE](#)

### GMAR CONTINUING EDUCATION

CE Credits: 2 Standard, 4 Legal

May 16th

9:00 a.m. – 3:00 p.m.

VIRTUAL

Instructor: Dennis Kozak

FREE: GMAR Members

\$35 Non-members

[REGISTER HERE](#)

### REAL ESTATE NEGOTIATION EXPERT CERTIFICATION

CE Credits: 16 Standard

May 17th-19th

12:00 p.m.- 4:00 p.m.

VIRTUAL

Instructor: Deanna DuRussel

Free: Membermax and Edupass Members\*

\$125 Members

\$200 Non-members

[REGISTER HERE](#)

### MANAGING YOUR BUSINESS: DOLLARS & SENSE

CE Credits: 3 Standard

May 19th

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

VIRTUAL

Instructor: Committee, Affiliate

Free: GMAR Members

Members Only

[REGISTER HERE](#)

### SENIOR REAL ESTATE SPECIALIST DESIGNATION

CE Credits:13 Standard, 2 Legal

May 24th-26th

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

Virtual

Instructor: Brent Belesky

Free: Membermax & Edupass Members\*

\$175 Members

\$199 Non-members

[REGISTER HERE](#)

### NEW MEMBER ORIENTATION

CE Credits: 3 Standard

May 24th

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Dennis Kozak

FREE: GMAR Members

Members Only

[REGISTER HERE](#)

### BASIC EXCEL

CE Credits: No CE Credits

May 27th

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

VIRTUAL

Instructor: Bart Patterson

FREE: GMAR Members

\$20 Non-members

[REGISTER HERE](#)

# REALCOMP MONTHLY HOUSING STATISTICS

## REPORT NOW AVAILABLE ONLINE



MARCH 2022

# QUICKTAKES

RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

**3,378**

INVENTORY INCREASE SINCE **MARCH 2021**

**7.5%**

AVERAGE SALES PRICE **OF A HOME**

**\$272,142**

TOTAL SUPPLY **OF INVENTORY**

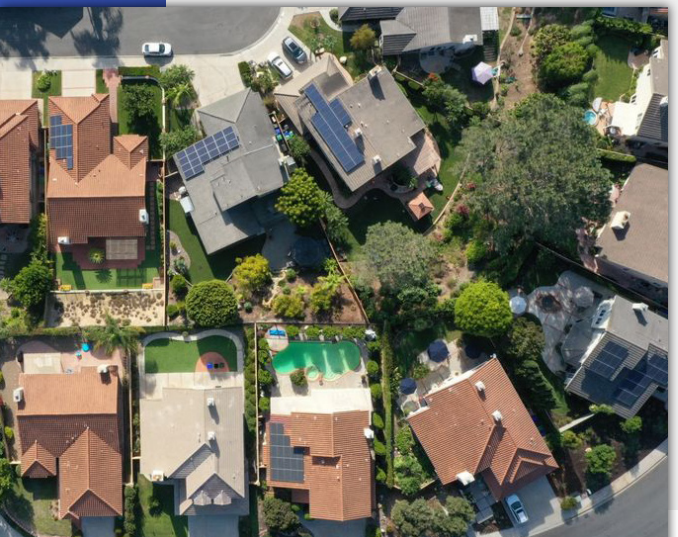
**1.1 MONTHS**



MARCH 2022

# QUICKTAKES

OAKLAND, WAYNE & MACOMB



## OAKLAND COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,131**

AVERAGE SALES PRICE **FOR MARCH** **\$422,501**

## WAYNE COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,340**

AVERAGE SALES PRICE **FOR MARCH** **\$213,326**

## MACOMB COUNTY

TOTAL NUMBER OF **HOMES SOLD** **1,052**

AVERAGE SALES PRICE **FOR MARCH** **\$220,000**

## GMAR® Report

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

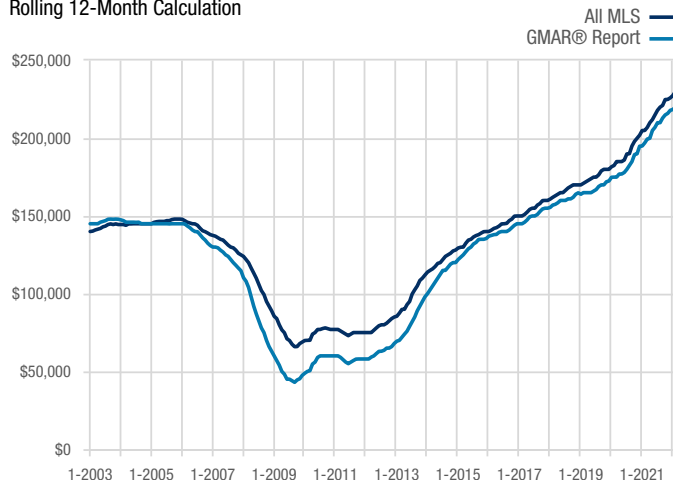
Residential Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	4,958	<b>5,134</b>	+ 3.5%	11,865	<b>12,158</b>	+ 2.5%
Pending Sales	4,161	<b>4,184</b>	+ 0.6%	10,634	<b>10,471</b>	- 1.5%
Closed Sales	3,676	<b>3,378</b>	- 8.1%	9,769	<b>9,200</b>	- 5.8%
Days on Market Until Sale	31	<b>27</b>	- 12.9%	34	<b>31</b>	- 8.8%
Median Sales Price*	\$200,000	<b>\$215,000</b>	+ 7.5%	\$190,000	<b>\$200,000</b>	+ 5.3%
Average Sales Price*	\$255,546	<b>\$272,142</b>	+ 6.5%	\$241,295	<b>\$258,887</b>	+ 7.3%
Percent of List Price Received*	100.3%	<b>101.5%</b>	+ 1.2%	99.4%	<b>100.2%</b>	+ 0.8%
Inventory of Homes for Sale	4,143	<b>4,453</b>	+ 7.5%	—	—	—
Months Supply of Inventory	1.0	<b>1.1</b>	+ 10.0%	—	—	—

Condo Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	1,024	<b>969</b>	- 5.4%	2,541	<b>2,371</b>	- 6.7%
Pending Sales	932	<b>811</b>	- 13.0%	2,264	<b>2,133</b>	- 5.8%
Closed Sales	783	<b>713</b>	- 8.9%	1,967	<b>1,897</b>	- 3.6%
Days on Market Until Sale	42	<b>25</b>	- 40.5%	42	<b>28</b>	- 33.3%
Median Sales Price*	\$186,000	<b>\$219,900</b>	+ 18.2%	\$182,000	<b>\$212,000</b>	+ 16.5%
Average Sales Price*	\$229,997	<b>\$242,976</b>	+ 5.6%	\$221,984	<b>\$242,832</b>	+ 9.4%
Percent of List Price Received*	98.9%	<b>101.3%</b>	+ 2.4%	98.5%	<b>100.2%</b>	+ 1.7%
Inventory of Homes for Sale	1,118	<b>844</b>	- 24.5%	—	—	—
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	—	—	—

\* 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.

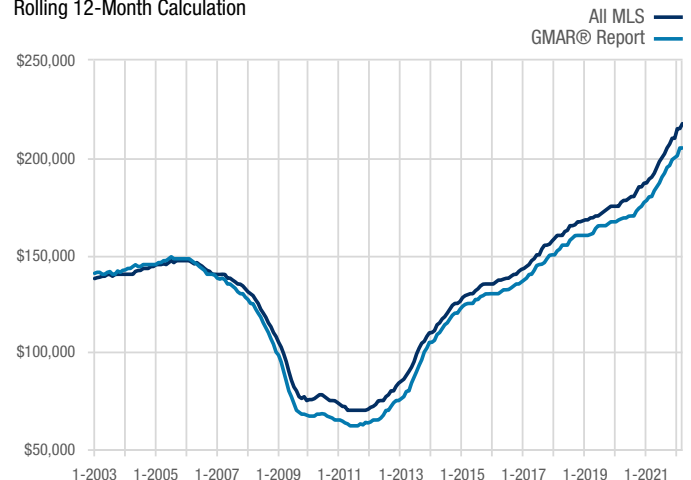
### Median Sales Price - Residential

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 April 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)

## **INVENTORY SHORTAGE CONTINUES TO PUSH MEDIAN SALES PRICES HIGHER**

*Market closely watching potential ramifications of  
inflation, mortgage rates*

### **Quick Facts**

**- 9.3%**

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

**- 8.3%**

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

**+ 9.4%**

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

**- 0.3%**

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.

### **March – National Real Estate Commentary**

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.



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	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		12,587	12,544	-0.3%	29,996	29,584	-1.4%
Pending Sales		11,081	10,160	-8.3%	27,989	26,104	-6.7%
Closed Sales		9,593	8,705	-9.3%	25,279	23,513	-7.0%
Days on Market Until Sale		38	31	-18.4%	43	34	-20.9%
Median Sales Price		\$210,000	\$229,700	+9.4%	\$199,900	\$219,900	+10.0%
Average Sales Price		\$256,816	\$277,119	+7.9%	\$244,109	\$266,421	+9.1%
Percent of List Price Received		100.0%	101.3%	+1.3%	99.3%	100.2%	+0.9%
Housing Affordability Index		188	176	-6.4%	198	184	-7.1%
Inventory of Homes for Sale		11,403	11,083	-2.8%	--	--	--
Months Supply of Inventory		1.0	1.0	0.0%	--	--	--

## Listing and Sales Summary Report March 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change	Mar-22	Mar-21	% Change
All MLS (All Inclusive)	8,705	9,593	-9.3%	\$229,700	\$210,000	+9.4%	31	38	-18.4%	11,083	11,403	-2.8%
City of Detroit*	392	420	-6.7%	\$90,000	\$66,700	+34.9%	50	57	-12.3%	1,600	1,161	+37.8%
Dearborn/Dearborn Heights*	165	158	+4.4%	\$195,750	\$175,000	+11.9%	19	25	-24.0%	142	153	-7.2%
Downriver Area*	345	345	0.0%	\$159,700	\$146,000	+9.4%	23	28	-17.9%	286	301	-5.0%
Genesee County	389	466	-16.5%	\$189,000	\$180,000	+5.0%	34	31	+9.7%	635	542	+17.2%
Greater Wayne*	1,134	1,245	-8.9%	\$190,000	\$180,000	+5.6%	21	27	-22.2%	951	1,166	-18.4%
Grosse Pointe Areas*	73	84	-13.1%	\$356,000	\$351,500	+1.3%	37	39	-5.1%	81	102	-20.6%
Hillsdale County	45	61	-26.2%	\$158,000	\$130,000	+21.5%	56	78	-28.2%	94	70	+34.3%
Huron County	12	7	+71.4%	\$107,500	\$147,000	-26.9%	52	65	-20.0%	20	21	-4.8%
Jackson County	190	168	+13.1%	\$170,000	\$160,500	+5.9%	50	67	-25.4%	315	214	+47.2%
Lapeer County	94	85	+10.6%	\$234,500	\$225,000	+4.2%	42	36	+16.7%	174	160	+8.7%
Lenawee County	108	111	-2.7%	\$185,000	\$175,000	+5.7%	59	60	-1.7%	180	164	+9.8%
Livingston County	195	231	-15.6%	\$375,000	\$310,000	+21.0%	25	37	-32.4%	235	279	-15.8%
Macomb County	1,052	1,109	-5.1%	\$220,000	\$195,500	+12.5%	22	28	-21.4%	974	869	+12.1%
Metro Detroit Area*	4,169	4,560	-8.6%	\$236,050	\$220,000	+7.3%	26	32	-18.8%	5,271	5,241	+0.6%
Monroe County	155	135	+14.8%	\$205,000	\$200,000	+2.5%	45	51	-11.8%	178	234	-23.9%
Montcalm County	58	59	-1.7%	\$225,000	\$170,000	+32.4%	49	47	+4.3%	54	85	-36.5%
Oakland County	1,396	1,555	-10.2%	\$311,556	\$286,500	+8.7%	26	32	-18.8%	1,511	1,766	-14.4%
Saginaw County	162	169	-4.1%	\$120,450	\$130,000	-7.3%	34	32	+6.3%	158	126	+25.4%
Sanilac County	22	30	-26.7%	\$150,000	\$158,750	-5.5%	61	106	-42.5%	68	58	+17.2%
Shiawassee County	75	76	-1.3%	\$145,000	\$132,500	+9.4%	29	32	-9.4%	55	67	-17.9%
St. Clair County	172	168	+2.4%	\$180,000	\$190,000	-5.3%	40	37	+8.1%	197	222	-11.3%
Tuscola County	21	30	-30.0%	\$139,900	\$170,000	-17.7%	62	37	+67.6%	73	36	+102.8%
Washtenaw County	334	391	-14.6%	\$337,000	\$331,000	+1.8%	24	33	-27.3%	622	739	-15.8%
Wayne County	1,526	1,665	-8.3%	\$170,000	\$160,000	+6.3%	29	35	-17.1%	2,551	2,327	+9.6%

\* Included in county numbers.



By JAMES CRISTBROOK  
GMAR RPAC Chair

# RPAC 2022

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

Throughout 2022 I hope to continue to define the importance of RPAC and how it supports legislators and issues that represent housing, protection of private property rights, the health and wellbeing of our industry and keeping us, the Realtor<sup>®</sup>, at the center of the transaction.

With April's Fair Housing Month behind us, June's National Homeownership Month ahead of us and a challenging Spring market all around us your RPAC investment has never been more needed and appreciated!

How can you help make

*The American Dream* Come True?

Make Your RPAC Investment By Clicking On The Link Below

**INVEST TODAY**

# That's How!

# 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 April 2022.

Sandra Ackerman	Kathleen Coon	Dianne Gouin	Mary Anne Kennedy	David Morgan	Charles Smith
Paige Ampey	Elizabeth Corey	Willie Graham	Bonnie Kerman	Jamie Morici	Devon Smith
Wendy Amstutz	Todd Craft	Marnie Gray	Rachel Kerr	Marc Nocera	Kellie Smith
Joseph Anderson	Rebecca Cunningham	Karen Greenwood	Navvab Khajehosseini	Clara Norris	Andrew Soper
Jennifer Aparicio-Zavalza	Jacob Czajka	Warren Greenwood	Pam King	Adam Oberski	Linda Spindura
Phillip Ausman	Christopher Daggy	Aleia Grissom	Elizabeth Kochan	John O'Brien	Theresa Spiro
Cynthia Bagley	Bernadine Davis	Sherita Guider	Bill Kokenos	Dorothy Ohara Blizzard	Nicholas Spranger
Monique Baker	Ericka Davis	Kassidy Hakim	Rebecca Kolbe	Justin Oliver	Carrie Spurrier
McCormick	Emily Day	George Hammer	Maria Kopicki	Pauline Olszewski	Robert Squiers
Sherry Balhorn	Mirgen Dede	Adam Hammons	Dennis Kozak	E'toile O'Rear-Libbett	Kimbrea Squirewell
Kathleen Barker	Melissa Degen	Michael Hannah	Tabitha Kroll	Rana Overall	Wayne Stallworth Jr.
Robbin Barnes	Kristen Delisi	Karen Harlin	Gregory Kunnath	Jeffrey Packer	Johnna Struck
Pam Bartling	Tina Denhardt	Cynthia Harris	Edward Kupets	Bindiya Patel	Lakshmi Subbiah
Riley Batarseh	John DesJardins	Elizabeth Harris	Constance La Barge	Karen Patterson	Frank Tarala
Lawrence Bauman	Lori Dolman	Zoe Harris	Thomas	Joyce Payne	Ronnie Targanski
Ryan Berger	Shinique Dorr	Richard Harrison	Mark Lagana	Sharon Peguese	Stephanie Taylor
Albert Berrie	Shawnita Dotson	Brian Hayes	Sheri Laney	Kelli Peters	Alonzo Thomas
Karen Betzing	Jacqueline Drahman	Sevella Hayes	Victoria Lechner	Dorene Phan	Noble Thomas
Austin Black	Margaret Dresser	Jason Heilig	Sheilah Lemanski	Charles Pickering	Dwayne Toland
Lisa Blake	Courtney Drew	Cheryl Herzog	Brianna Linardakis	Christopher Plummer	Vaughn Travis
Alfred Block	Rebecca Drob	John Hirmiz	Richard Linnell	Steven Potocsky	Nancy Tucker
Nathan Boji	George Drosis	Ashley Holland	Sara Lipnitz	Suzanne Prano	Leticia Villareal
Sharon Borner	Amanda Dryden	Lania Hooks	Edward Little	Jamie Pratcher	Gary Vroom, Jr.
Jason Borregard	Nancy Duncanson	Jennifer Hoover	James Littlepage	Aaron Pringle	Kaulin Wade
Lori Boushelle	Michael Dunn	Kelly Hosang	Vickey Livernois	Kathryn Pytiak	Richard Walker
Christin Bracken	Jon Eckerly	Laura Houghton	Shyran Llewellyn	Shaun Rachko	Christopher Waring
Fabiana Bragagnolo	Ted Edginton, NMLS	Janice Hover	Kimberly Lodge	Crystal Rainey	Catherine Waun
Mark Brikho	#502442	Todd Hovey	Tonya Low	Stephanie Rankin	Katie Weaver
Althea Brown	Alonzo Edwards	Yi Huang	Jane Lowell	Bryan Redmond	Mark Webberly
Mary Brown-Liddell	Cathy Elias	Dashaun Huddleston	Courtney Lucarelli	Amy Rende	Misty Weisenberger
Ryan Brunworth	Ashley Ellentuck	Kevin Hultgren	Carol Lukity	Heidi Rhome	Denise Wesselmann
Janeice Burrell	Dalia El-mokadem	Drew Illes	Daniel Maine	Bianca Robinson	Angelque Whidby
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Nyeesha Caldwell	Rita Fandakly	Narmin Isreal	Skylar Marino	Michael Rousseau	Claire Williams
Alison Cancilliari	Jeffery Fanto	Lorraine James	Yvonne Marks	Keith Ruloff	Lisa Williams
Jeffrey Cash	Michael Fazio	Ronald Jasgur	Diane Martin	Frederick Ryckman	Sheila Williams
Donna Caumartin	Tynetta Felton	S. Toni Jennings	Kameeca Martin	Karen Ryckman	Taylor Williams
Taha Chamalia	Kendra Fenner	Stephanie Jobin	Dominic Marzicola	Elaina Ryder	Wanda Williams
Brandi Chapa	Casey Ferguson	Carl Johnson	Michelle Masi	Anas Saad	Rebecca Williamson
Lori Chattinger	Choya Flowers	Dichondra Johnson	Cecile Massey	Tony Saco	Leanne Willingham
Chung-Ing Chen	Sarah Foster	Elizabeth Johnson	Nick Mastropietro	Silva Sagherian	Donald Wilson
Lance Ching	Cloteal Fowler	Frances Johnson	David Mathieu	Adrienne Sain	Carol Woodard
Syed Chowdhury	Maureen Francis	Liola Johnson	Brooke Matuszak	Mohammad Saleem	Tina Woods
Genevieve Clark	Lauren Franks	Maurice Johnson	David Maurice	Jaye Sanders	Brian Yaldeo
Joel Clark	Neeley Freeman	Sherri Johnson	John McArdle	Cristina Santamaria	Nhia Yang
Tilfeny Clark	Ellen Frink	Jacqueline Jones	Gordon McCann	Michael Schold	Jerry Yatooma
Debby Clinesmith	Nathaniel Fugate	Miranda Jones	Gary McConaughay	Shelley Schoenherr	Jill Yee
Barbara-Rose Collins	T. Scott Galloway	Shawn Jones	Roger McDaid	Carol Schrauben	Cornelius Young
Ke-Aishia Collins-McGhee	Jerry Gardner	Meriem Kadi	John Meesseman	Paul Scott	Anthony Yousif
Staphanie Connor	Duraid Gatie	Jayson Kakos	Susheilla Mehta	Thomas Scott	Jonathan Zaia
Deborah Consiglio	Michelle Gatson	Jenifer Kakos	Margaret Menard	Rutha Sharpe	Michelle Zarghami
Alyssa Cooley	Allison Gorman	Rana Kallabat	Alan Millard	Theresa Shrader	
	Jason Gorman	Roopa Katta	Jennifer Moore	Saif Siddiqui	

\*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



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!

## May 17th

9:00am – 10:00am

3 CE Credits

Register Online  
[GMARONLINE.COM/CALENDAR](http://GMARONLINE.COM/CALENDAR)



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**A 3-PART ONLINE ZOOM CLASS!**

MAY 24th 25th 26th | 9:00am – 12:30pm | 2 Legal | 13 Standard

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SRES



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**AFFILIATE**

**Greater Metropolitan Association of REALTORS™**

MANAGING YOUR BUSINESS:  
**DOLLARS &  
SENSE**

**3**  
CE CREDIT HOURS

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.

May 19<sup>th</sup>  
9am-12pm



# Basic Excel Course

**AN ONLINE ZOOM CLASS!**

May 27th – 1:00pm – 3:00pm | NO Con-ed Credits

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



**GMAR VIRTUAL EDUCATION**

X



# FEMA & Flood Zone

**A GMAR HYBRID CLASS!**

May 12th | 10:00am – 1:00pm | 3 Legal

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 EDUCATION**

Virtual, Hybrid and  
On-Site Classes





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DEVELOPED EXCLUSIVELY BY GMAR MEMBERS, FOR GMAR MEMBERS!

CE MARKETPLACE APPROVED FOR 2 STANDARD CE CREDITS, 4 LEGAL CE CREDITS, AND 3 HOURS CODE OF ETHICS



## Continuing Education Topics:

### Real Estate Inspections:

Learn about the different types of inspections including Certificate of Occupancy, Private Home Inspections, Well & Septic

### Sellers Disclosure Statement:

Find out about the Agent's Role, Exemptions & Liability

### Wire Fraud & Cyber Crimes:

What is Cyber Crime and learn best practices to keep everyone safe

### Leasing:

What is a Lease? What can/cannot be included? Security Deposits, Evictions and more regarding the overall lease process.

### Agency:

Learn about the various types of agency & disclosures for each

### Earnest Monday Deposits:

Your most Frequently Asked Questions Answered

## Time & Location:

**MAY 16, 2022 | 9AM-3PM | VIRTUAL**

**Zoom links will be sent prior to the course**



**For questions, contact:**

Traci Dean | Education Director

**248-522-0341**

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