

METROPOLITAN REALTOR®

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SEPTEMBER 2021



**REALTOR®
SAFETY**
PROGRAM

Keeping You
and Your
Agents Safe

MORE INFORMATION ON PAGE 3



VOLUME 18, NUMBER 9
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
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 www.GMARonline.com

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SEPTEMBER 2021

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STAY SAFE ON THE JOB YEAR-ROUND

WITH TIPS AND TOOLS FROM NAR AT [NAR.REALTOR/SAFETY](https://nar.realtor/safety)



SAFETY PRESENTATION MATERIALS

PowerPoint presentation template, talking points, handouts and more



ARCHIVED SAFETY WEBINARS

Open Houses, Social Media, Identity Theft and more



OFFICE FORMS

For REALTORS® and clients



VIDEOS AND MONTHLY ARTICLES

Watch and share the new video, "Safety Tips for Real Estate Professionals"



MARKETING MATERIALS

Flyers and web banner ads



SOCIAL MEDIA CONTENT

Follow @nardotrealtor on Twitter, Facebook and Instagram for weekly safety tips to share

For questions about NAR'S REALTOR® SAFETY PROGRAM, contact safety@nar.realtor



NATIONAL ASSOCIATION OF REALTORS®



By KATIE WEAVER - 2021 GMAR President
 President@gmaronline.com

When will “All men are created equal” really become a thing?

Not to diminish the writings of our forefathers, but really, isn't it about time everyone is treated equally? Our news is flooded with stories of inequality in Real Estate today, from racial profiling to lower property values. Now I know there are several examples of inequality, but these were just two recent issues that hit close to home...

Many of you may have heard the story on August 1st about a fellow Realtor, Eric Brown and his client being detained at a showing. The mere fact that they were black and seen entering a home is cause to believe they were attempting a robbery? WHAT??? I must be naive, I thought we were past this by now. Well, at least I'd hoped we were.

The National Association of REALTORS President Charlie Oppler issued a statement on the events of August 1.

WASHINGTON (August 6, 2021) – NAR President Charlie Oppler issued the following statement on the detainment of Eric Brown: "The detainment of Eric Brown, a Realtor® from Michigan, and his clients during a recent home showing was deeply disturbing. Brown, his client and his client's 15-year-old son – all of whom are Black – had guns drawn upon them by local police and were placed in handcuffs after neighbors reported a break in at the property. While, thankfully, neither Brown nor his clients were physically harmed in the incident, racial profiling – and the humiliation, indignity and trauma that comes with it – has no place in our country. NAR's top priority is the safety and well-being of all of our members as we work tirelessly each and every day to make the American Dream of owning a home a reality for all."

Read more on Mr. Brown's story:

[Black real estate agent, clients handcuffed outside of Michigan home they were viewing \(nbcnews.com\)](https://www.nbcnews.com/black-real-estate-agent-clients-handcuffed-outside-of-michigan-home-they-were-viewing-nbcnews.com)

Also, over the years many reports have come out regarding lower home appraisal values when the owners are black. Black Homeowners looking for a fair appraisal have gone so far as to have a white friend pose as the owner and remove family photos. The difference in values are astonishing. Shameful really.

Black, white, red or blue, equal is equal. With everything else going on in the world today, seems like we could at the very least, get this one right.

[President Biden Takes on Home Appraisals That Hurt Black Homeowners \(realtor.com\)](https://www.realtor.com/president-biden-takes-on-home-appraisals-that-hurt-black-homeowners-realtor.com)

I highly encourage every REALTOR to become part of the solution by completing the NAR Diversity Challenge by completing all three training sessions. You'll be surprised at how much you'll learn!

Fairhaven, At Home with Diversity Certification, Implicit Bias Training.

[Fairhaven.realtor online simulation course Implicit Bias Training](https://www.fairhaven.realtor.com/online-simulation-course-implicit-bias-training)

We would love to have you join GMAR's Diversity and Inclusion Committee, go to:

www.GMARonline.com

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.



GREATER NEIGHBOR AWARD

The #Greater Neighbor Award recognizes REALTORS® who have made an extraordinary impact on their community through volunteer work.

Nomination period begins August 2nd. Nominations must be received by no later than **September 30th 2021** to be considered for the award.

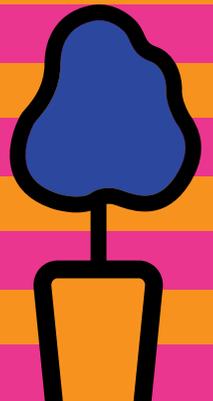
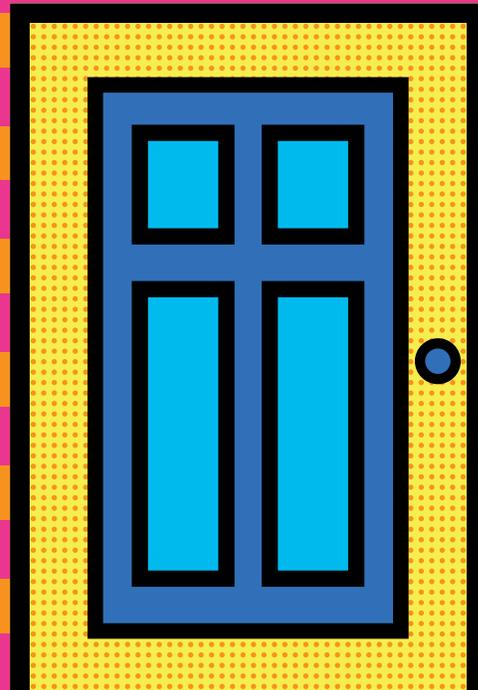
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By VICKIE LIVERNOIS
Chief Executive Officer

Not all Associations are created equally

As you read this article, the staff at GMAR are in full “dues season” mode. This time of the year seems to come quickly for us; I am sure those of you who are Premier members may feel the same way.

First, let me start by confirming that your GMAR membership dues have not increased in YEARS! The Board of Directors fully believes and lives up to their goal of providing extraordinary benefits while keeping the fees low to our members at just \$150 per year. As GMAR is the local association, we collect the Michigan Realtors® and the National Association of Realtors® annual dues.

While I hope that we have done an excellent job explaining the various benefits of membership, such as education, networking, and so on, I want to take a quick moment to highlight what makes GMAR Greater.

One of the most important and most surprising items that many members I speak to are unaware of is the fact that being a Realtor®, you not only abide by the Code of Ethics, but you also have the agreement of cooperation and compensation with other Realtors®. That's right; you have the ability to be PAID for the work you do when representing a buyer or seller.

But what about GMAR?

What makes us #Greater?

Why are we the local association that you should entrust your industry membership with?

With the extraordinary educational opportunities available to members both online and in-person, with some very affordable options, we have trained more Realtors® than any other association in the state and more than most across the country.

We bring our members the latest education you need to be successful, to be able to answer your client's questions on the fly. We also provide the tools and resources you need to be the critical point of contact for your clients.

We are also the best grassroots protection in the industry. GMAR is very involved in ensuring that we continue to protect the industry and homeownership rights. We are out there, attending city council meetings and meeting with local legislators to share our viewpoints with local legislators so you can continue to do business in the different communities, such as placing a for sale sign on the property. In addition, our staff and volunteers work tirelessly to interview candidates running for office to ensure they are Realtor friendly and understand the concerns we share. While much of this work is done behind the scenes, we always ensure we keep our members top of mind so you can continue to do business without harmful legislation restricting how you do business.

GMAR Gives Back! Each year, GMAR gives thousands of dollars to local communities through our placemaking grants, and volunteers give their time to clean up public spaces. We also give back not only to our members but to their families too through our Scholarship Program, which provides funding to further their education or assist with college expenses for their children.

The list really does go on.

I think if you've had the opportunity to get involved, you see that our staff and leadership are here to make this the Greatest Association and to make everyone feel welcome to our GMAR Family!

There are friendships made, some lessons learned, and knowledge gained that all add to the fantastic experience.

So, in closing, I ask you not to be a member because “you have to,” but to get involved.

Join a committee, attend some educational courses, take part in our events, stop by our store to pick up some Realtor® gear, or grab a cup of coffee and chat! We are here to help you be a Greater Realtor!



Congratulations to our **2021 Realtor®** of the Year

Recognized by his peers for his exemplary dedication to the betterment of the Realtor® Organization, the Real Estate Profession, and the community.



CHRISTOPHER AYERS



Congratulations to our **2021 Realtor®** Active in **Politics**

Recognized by her peers for her leadership in the political arena by generously providing her time and resources to further political causes that support the real estate profession.



KAREN GREENWOOD





By TRAVIS GREER
GMAR Director of Realtor®
and Community Affairs

Land Banks on the Rise

More communities are turning to land banks to help address vacant, abandoned, and tax-delinquent properties. Since 2010, over 200 land banks have launched nationwide, said Brian Larkin, director of the National Land Bank Network at the Center for Community Progress.

Land banks acquire and maintain distressed properties with the goal of transferring them back to responsible ownership and productive use, thereby aiding the revitalization of communities.

Larkin spoke on Tuesday at the National Association of REALTORS®’ “Land Banks: A Tool for Recovery and Stabilization” webinar. He presented the findings from NLBN’s “State of Land Banks” survey, which invited land banks throughout the U.S. to share their data to help assess the impact that the entities are having on vacant and abandoned properties. Sixteen states currently have comprehensive enabling legislation, which grants states the authority they need to intervene and act on tax-foreclosed properties, and an additional three have state enabling legislation, which supports actions by cities and counties. According to Larkin, states need more of both. “Land banks are public entities,” he said. “All action starts with the state, and that’s where we need to see legislation. State laws enable the processes that expedite and clear the titles to distressed property.”

Funding for land banks is another area where action is required. The survey found that 47% of land banks have a staff of one full-time equivalent employee or less. And 50% of land banks don’t have the data and software necessary to identify current and potential inventory. “There is a huge need here,” said Larkin. “Land banks are looking to chart their future, and they need greater resources.”

Three federal bills that have the potential to provide some of the much-needed funding

that could help land banks carry out their work, Larkin said. The American Rescue Plan Act, enacted in March, includes \$360 billion in funding for state, local, and territorial governments for economic relief; the recently introduced Restoring Communities Left Behind Act could offer up to \$5 billion to address community distress; and the still-in-the-works National Land Bank Network Act could provide up to \$60 million specifically for cash-strapped land banks. “These bills all represent ways in which creative funding can be available for land banks,” said Larkin. “These funds could be used to create vibrant communities.”

Other highlights from the survey:

- Land banks have a median of 40 properties but an average of 1,887 properties.
- Michigan and Ohio have the largest number of properties. In Ohio, Cleveland has 3,000, while in Michigan, Detroit has the most with 82,000.
- 87% of parcels held by land banks are vacant lots.

These vacant lots are where land banks can be particularly proactive partners, said Larkin. Land banks can help with strategizing—positioning properties to be the best value for the community around them. “We not only look at what is good for the individual property, but also what is good for the property right next to it. Land banks prioritize residents and the community around them.”

The webinar was the fifth in NAR’s six-part “Policy, Practice, Process: Transforming Neighborhoods Through Equitable Revitalization” series. Sign up for the final webinar: <https://realtorparty.realtor/events/policy-practice-process-webinars>



ELECTIONS
HELD IN
OCTOBER

INTERESTED IN BEING A **GMAR DIRECTOR?**

Submit your nomination for GMAR Director Election today! Director Opportunities are available for districts 2, 6, 8, 9 and three At Large Directors. Submissions must include a headshot and a paragraph referencing what makes you a great candidate for your district

Submit nominations **August 30th-September 13th**

Locate the districts by zip code here: www.gmaronline.com/elections



Want to **LEVEL UP**

YOUR CAREER?

Getting involved with your association by participating in a GMAR committee is a great way to **LEVEL UP**. We have something for everyone and are currently accepting applications. Apply today and accept the challenge to be a #GreaterRealtor.

Applications Open: **September 1st - October 30th**

APPLY ONLINE: <http://bit.ly/GMARCommitteeApp>

Abdallah, Ahmad–Temple Realty LLC
 Alali, AAshahla–KW Home Realty
 Appelbaum, Rochelle–KW Home Realty
 Awades, Julian–Keller Williams Paint Creek
 Bal, Kanwaljit–Chana Realty LLC
 Barrett, Robert–Sharco Realty, LLC
 Bawden, Charles–Keller Williams Realty Central
 Beatty, David–Coldwell Banker Weir Manuel Bi
 Becka, Admir–KW Advantage
 Beeks, Alan–EXP Realty, LLC
 Bell, Virginia–C Miles Realty LLC
 Binder, Krystal–KW Professionals
 Blandon, Daniel–KW Domain
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 Bratcher, Donte'–National Realty Centers Northv
 Bready, Oraibe–Berkshire Hathaway HomeService
 Brewer, Joseph–Rocket Homes Real Estate LLC
 Broder, Jordan–Broder Portfolio LLC
 Broder, Merrilee–Broder Portfolio LLC
 Brown, Richard–Keller Williams Somerset
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 Chahin, Christopher–Real Estate One Novi
 Chalifour, Tracey–Resource Realty Group
 Chen, Chao–1st. Michigan Realty LLC
 Christian, Jacques–Rocket Homes Real Estate LLC
 Clark, Johnny–Clients First, Realtors®
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 Conn, Michael–KW Advantage
 Croft, Katy–Re/Max Defined
 Cruz, Lazaro–Vision Realty Centers, LLC
 Dallo, Kevin–EXP Realty, LLC
 Dancik, Alexis–KW Professionals
 Dardashtian, Zeinab–KW Advantage
 Davies, Austin–KW Advantage
 Dell, Corey–Real Living Kee Realty SCS
 Desmier, Gleville–Signature Sotheby Internationa
 Desmier, Shane–Signature Sotheby Internationa
 Dozier, Keith–Century 21 Curran & Oberski
 Dumanois, Bethany–Brookstone, Realtors
 Duplessis, Tiasia–KW Advantage
 Edwards, Jeanne–KW Advantage
 Emerson, Jason–EXP Realty, LLC
 Fered, Carolyn–@properties Collective
 Firestone, Anna Maria–Preferred, Realtors Ltd
 Ford, Felicia–Century 21 Curran & Oberski
 Fortuna, Terrence–Berkshire Hathaway Home Servic
 Fountain, Ricky–Century 21 Curran & Oberski
 Fox, Megan–Andover Real Estate
 Freer, Brittan–Hinton Real Estate Group
 Gade, Subrahmanyam–EXP Realty, LLC
 Gentry, Holly–Brookstone, Realtors
 Gittler, Ashley–Real Living Kee Realty
 Gooch, Gabrielle–Keller Williams Metro
 Grant, Donald–21 United Realty
 Grant, Vickie–21 United Realty
 Graves, Kelly–Century 21 Curran & Oberski
 Gutman, Andrew–The Farban Group
 Hall, Tashaynara–Superior Home Realty
 Hanna, Firas–Great Lakes Real Estate Agency
 Harbin, Aaron–KW Advantage
 Harris, Adriana–RichRealty
 Harris, Kenaeya–C Miles Realty LLC
 Hayward, Steven–Woodward Square Realty, LLC
 Hildebrand, Ryan–Rocket Homes Real Estate LLC
 Hoch, Shawn–Michigan Power Brokers LLC
 Holman, Shawn–Rocket Homes Real Estate LLC
 Homan, Monique–Keller Williams Realty Central
 Hunt, Susan–Real Estate One Rochester
 Hussey, Aidan–M 1 Realty Inc.
 Jenuwine, Amanda–Keller Williams Metro
 Jernigan, Dardnella–Ambassador Real Estate Inc.
 Jones, Paul–EXP Realty, LLC
 Jones, Dawanna–Real Estate One
 Jones, Jeffrey–Sahara Real Estate Group
 Jones, Tracy–Keller Williams Somerset
 Jones, Lamont–Life Inside Realty LLC
 Kalaj, Chelsea–Keller Williams Metro
 Kaounas, George–True Realty LLC
 Kassem, Mohamed–KW Professionals
 Kelly, LaToya–MV Realty of Michigan
 Kennedy, Virginia–LighthouseReal Estate Group
 Konarzewski, Anthony–Arterra Realty Clinton Twp
 Kowalik, Kevin–Brookstone Realtors LLC
 Kushon, John–KW Advantage
 Lambarth, Kory–Good Company Realty
 Lawrence, Bestina–The Lane Agency
 Lee, Daric–EXP Realty, LLC
 Lemond, Quinton–Keller Williams Metro



Levesque, Julia–Real Estate One Novi
Locke, Rory–Woodward Square Realty, LLC
Loka, Madhavi–Real Estate One Novi
Long, Sharon–KW Advantage
Magnavita, Thatyana–EXP Realty, LLC
Mancuso, Victor–KW Professionals
Manley, Emily–KW Advantage
Massey, Christopher–EXP Realty, LLC
McGee, Summer–Keller Williams Metro
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Mendoza-Herrera, Daniella–EXP Realty, LLC
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Snipes, Carletta–EXP Realty, LLC
Sokolowski, Nathan–Realty Executives Home Towne
Spitler, Riley–Century 21 Curran & Oberski
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Tang, Yun–Crown Properties International
Tankersley, Wendy–Remerica United Realty
Taylor, Robyn–KW Advantage
Thayer, Michelle–Janis Degreory & Associates
Theakston, Elianna–Key Realty One
Thomas, Brittany–EXP Realty, LLC
Tolford, Karena–Red Barn Realty LLC
Tyler, Aubrie–Coldwell Banker Town & Country
Venetico, Laurence–Rockpointe Properties LLC
Vigliotti, Aubuney–Fathom Realty
Vogelezang, Shannon–Expert Realty Solutions Inc.
Wakerly, Taylor–Arterra Realty Michigan LLC
Walker, Ashley–Community Choice Realty
Washington, Glenn–Keller Williams Paint Creek
Webb, Amy–Goedert Real Estate
Wieczorek, Nathan–Woodward Square Realty, LLC
Williams, Latoia–EXP Realty, LLC
Wims, Courtney–Great Lakes Real Estate Agency
Yazjie, Nebal–Community Choice Realty
Yoo, Alexandria–Pro Realty, LLC
Zetuna, Martin–EXP Realty, LLC

We Couldn't Do It Without You

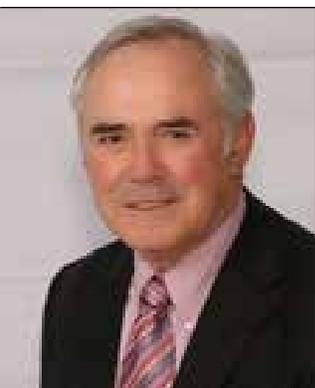
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FOR THE MONTH OF JULY 2021:

GALLOWAY & COLLENS, PLLC





By GORDON MCCANN
GMAR RPAC Chair



What RPAC Does for You

What does RPAC do for me is a common theme among those who do not invest in their future income. We do this by acting as one voice, known as [The REALTOR® Party, that is you](#). It is a powerful alliance of REALTORS® and NAR, and Michigan Realtors® Association working to protect and promote homeownership and property investment. The REALTOR® Party speaks with one voice to advance candidates that build strong communities and promote a vibrant business environment.

How is this done, you might ask. The REALTOR® Party is effective at all levels of government because of its grassroots strength. That strength is exhibited in advocacy as well as community involvement. Advocacy Everywhere is designed to expand the influence of the National Association of REALTORS®, Michigan Realtors®, and GMAR Associations on public policy at the local, state, and federal levels and to increase REALTOR® and consumer participation in calls

for action (CFA). With the mobile alerts thru text messaging, the Call for Action request gives us the strength of 1-2 hour notifications and responses to our members of congress within 3 to 4 hours.

The collective force of real estate professionals is 1,400,000

nationwide, 34,000 Realtors® in Michigan, and at GMAR, we have the joint influence of over 10,000 Realtors® when we advocate on your behalf.

Some of our victories this year are the Short-Term rental protections bill, the first-time buyer's savings account. Other areas include Unemployment insurance for Independent Contractors and the ability for Realtors® to have group health insurance. These and many more advocacy issues are some of the returns you are receiving on your RPAC investment at GMAR.

JUMPSTART YOUR GLOBAL BUSINESS!



Virtual Lunch and Learns

Join us for this free virtual lunch and learn event from the comfort of the couch and learn more about launching your international real estate portfolio. Get the answers to questions like: How do I start my global business? Where do I begin? When should I begin? And what resources are available?

Our guest speaker is Dee Dee Ohara Blizard, Broker/ Owner

of Global Real Estate Consulting LLC, a boutique real estate firm that helps clients buy, sell or invest in real estate with border-free positioning. In her 24+ years in real estate, Dee Dee's real estate & consulting experience has touched the United States, Japan, France, China, Singapore, Brazil, Ireland, England, Mexico, and Cyprus.

[Register for Free Today!](#)



Thank You GMAR RPAC Investors

GMAR would like to extend a sincere thank you to all of the members who have made their investment in RPAC, the REALTORS® Political Action Committee. By investing in RPAC, these members are supporting REALTOR®-friendly legislators and policy initiatives that reflect the REALTOR® core values; protecting private property rights, reducing burdensome regulations on the industry and preserving the American Dream of Homeownership.

Below we recognize and applaud GMAR members who invested in RPAC for the month of July 2021.

Joseph Anderson	Warren Greenwood	Mark Lagana	Gary Reggish	Jamillah Watkins
Robbin Barnes	Elizabeth Harris	James Littlepage	Elizabeth Rogers	Katie Weaver
Christin Bracken	Richard Harrison	Judith Lovrine	Jaye Sanders	Mark Webberly
Loretta Brown	Kevin Hultgren	Shana Maitland	Adam Shepherd	Misty Weisenberger
Lora Carlton	Lorraine James	Roger Martin	Theresa Spiro	Mary Wolfe
Deborah Consiglio	Ronald Jasgur	Shannon Monaco	Greg Taylor	Jerry Yatooma
Debra DeAngelo	Frances Johnson	E'toile O'Rear-Libbett	Eva Vermeesch	Michelle Zarghami
Melissa Degen	Mary Anne Kennedy	Jeffrey Packer	Christopher Waring	

*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



REALTOR® SAFETY TIPS

Be informed about REALTOR® Safety. Along with the resources available from NAR, review the tools and resources available from your State and Local REALTOR® Associations.

 Learn more at [NAR.realtor/safety](https://www.nar.realtor/safety)





By RENEE SMITH
2021 GMAR Affiliate Committee Chair
Title Partners/Business Development Manager
rsmith@mytitlepartners.com

Winding Down Summer

As we celebrate the beginning of September with the Holiday we know as Labor Day, including parades, picnics, barbecues, and fireworks displays, it is essential to know that this Holiday resulted from a time of unrest back in the 1800s. Adults and even children worked 12+ hour days seven days a week (not unlike our real estate industry these days!!).

Eventually, labor unions began to form, and the workers started to strike due to unsafe working conditions and unfair pay. In hoping to repair ties with the unions and workers, congress decided to make Labor Day a legal Holiday giving the laborers a day to rest. This led to many celebrations on the first Monday of September, which we know as Labor Day, and sadly brings us to an end of the summer season and an exciting

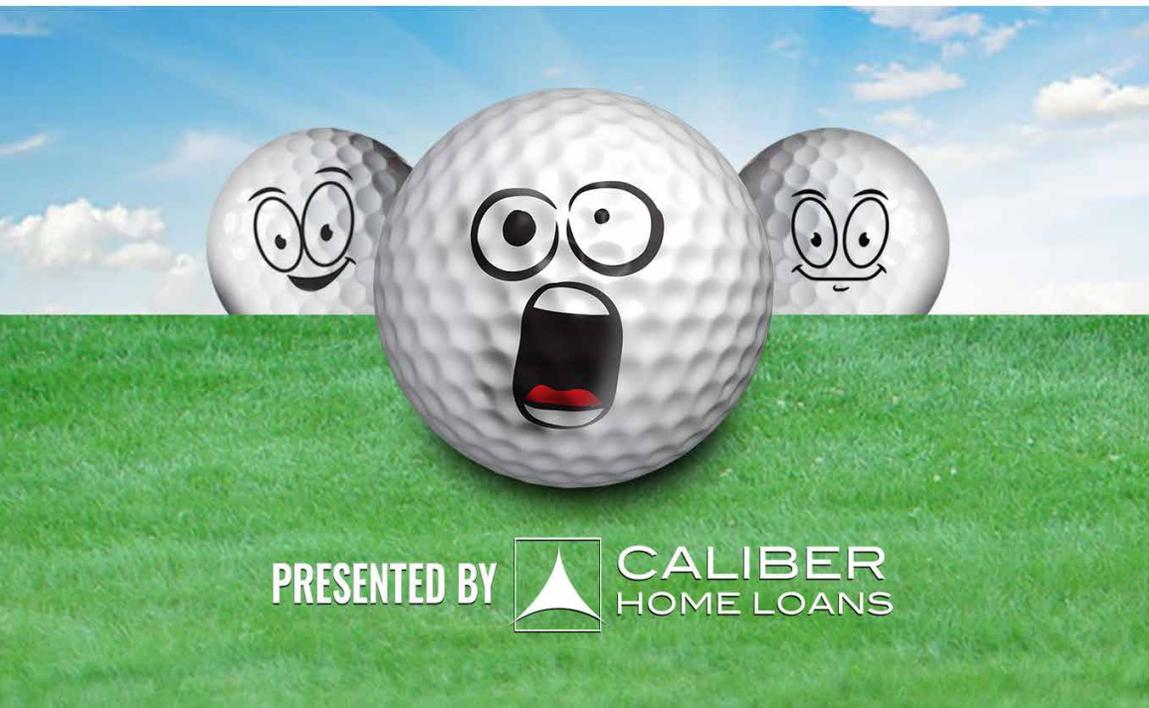
return to school for the kiddos here in Michigan!

Although as sad as we are to see summer come to an end, it is also exciting to have one of the most beautiful seasons we have in our great state begin! The fall is a time for cider mills, color tours throughout the state, bonfires, and so much more!

Your affiliate committee hopes you have had a chance to enjoy your summer and know we are always here to assist you and your clients through the seasons of the real estate market!

Below please find a great site to locate events happening through out the state in September!

<https://www.travel-mi.com/September-Michigan.html>



PRESENTED BY  CALIBER HOME LOANS

**THURSDAY,
SEPTEMBER 23RD**

4-6 p.m. | Topgolf Auburn Hills
500 Great Lakes Crossing Drive | Auburn Hills, MI 48326

LIMITED AVAILABILITY
Purchase your tickets today!

Cost: Starting at \$35
Includes: appetizers, drinks, and two hours of golf

SPONSORED BY:



www.gmaronline.com/events

GMAR EDUCATION CALENDAR 2021

SEPTEMBER VIRTUAL & IN-HOUSE CLASSES

Register for all classes by visiting GMARonline.com/calendar

NAR CODE OF ETHICS

CE Credits: 3 Standard
September 8
9:00 a.m.- 12:00 p.m.
1:00 p.m.- 4:00 p.m.
VIRTUAL & In- House
Instructor: Diane Kroll
FREE: Membermax & EduPass
\$10, Non-Members

ACCREDITED BUYER'S REPRESENTATIVE DESIGNATION (ABR)- 3 DAYS

CE Credits: 13 standard, 2 legal
September 8-10
12:00 p.m. – 4:00 p.m.
VIRTUAL
Instructor: Deanna DuRussel
FREE, Membermax & EduPass
\$99, Members
\$115, Non-Member

REAL ESTATE SAFETY MATTERS: SAFE BUSINESS

NAR Safety Course
CE Credits: 3 Elective
September 10
10:00 a.m.- 1:00 p.m.
VIRTUAL & In- House
Instructor: Furhad Waquad
FREE, Membermax & EduPass
FREE, Members
\$20, Non-Members

MSHDA

CE Credits: 1 standard
September 13
10:00 a.m. – 11:00 a.m.
VIRTUAL
Instructor: Darren Montreuil
FREE, Membermax & EduPass
FREE, Members
\$25, Non- Members

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard| 3 legal
September 15
9:00 a.m. – 3:00 p.m.
VIRTUAL
Instructor: Diane Kroll
FREE, Membermax & EduPass
FREE, Members
\$35, Non-Members

BROKER SHORTS-LEGAL QUESTIONS

CE Credits: 2 Legal
September 16
1:00 p.m. – 3:00 p.m.
VIRTUAL
Instructor: Deanna DuRussel
FREE, Membermax & EduPass
\$20, Members
MEMBERS ONLY
Broker & Associate Brokers Only

FEMA & FLOOD ZONE COURSE

CE Credits: 2 legal
September 17
10:00 a.m. – 12:00 p.m.
VIRTUAL & In- House
Instructor Karol Grove
FREE

GUIDANCE TO COMPLIANCE

CE Credits: 2 legal
September 20
1:00 p.m. – 3:00 p.m.
VIRTUAL
Instructor: Deanna DuRussel
FREE, Membermax & EduPass
FREE, Members
\$20, Non-Members

NAR MARKETING STRATEGY & LEAD GENERATION

CE Credits: 8 standard
September 22
9:00 a.m. – 5:00 p.m.
VIRTUAL & In- House
Instructor: Diane Kroll
FREE, Membermax & EduPass
\$79, Members
\$119, Non-Members

GMAR STANDARD CONTINUING EDUCATION

CE Credits: 3 standard| 3 legal
September 24
9:00 a.m. – 3:00 p.m.
VIRTUAL & In- House
Instructor: Diane Kroll
FREE, Membermax & EduPass
FREE, Members
\$35, Non-Members

RESORT & SECOND HOME (RSPS)- 2 DAYS

** Must attend both days**
CE Credits: 7 standard
September 29 & 30
9:00 a.m. – 12:30 p.m.
VIRTUAL
Instructor: Rick Conley
FREE, Membermax & EduPass
\$39, Members
\$49, Non-Member

REAL ESTATE PROFESSIONAL ASSISTANT (REPA)- 2 DAYS

CE Credits: 14 standard & 1 legal
September 28 & 29
9:00 a.m. – 4:00 p.m.
VIRTUAL & In- House
Instructor: Bart Patterson
FREE, Membermax & EduPass
\$100, Members
\$150, Non-Member

Knowing your  Instructor



“ Education is imperative to your success. Education is reading the fine print, experience is what you get when you don't.”

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

Bart Patterson
GMAR Instructor

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



JULY 2021

QUICKTAKES RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

4,492

INVENTORY DECREASE SINCE **JULY**

19.0%

AVERAGE SALES PRICE **OF A HOME**

284,567

TOTAL SUPPLY **OF HOME INVENTORY**

1.6 MONTHS



JULY 2021

QUICKTAKES OAKLAND, WAYNE & MACOMB



OAKLAND COUNTY

TOTAL NUMBER OF
HOMES SOLD **1,627**

AVERAGE SALES PRICE
FOR **JULY** **407,657**

WAYNE COUNTY

TOTAL NUMBER OF
HOMES SOLD **1,589**

AVERAGE SALES PRICE
FOR **JULY** **230,148**

MACOMB COUNTY

TOTAL NUMBER OF
HOMES SOLD **1,338**

AVERAGE SALES PRICE
FOR **JULY** **230,000**

Local Market Update – July 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.

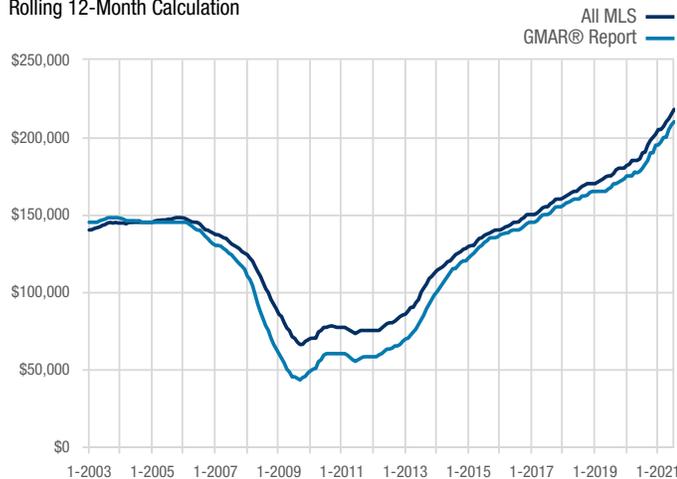
Residential Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	6,744	6,815	+ 1.1%	34,353	36,753	+ 7.0%
Pending Sales	5,442	4,691	- 13.8%	25,785	29,394	+ 14.0%
Closed Sales	5,394	4,492	- 16.7%	22,478	27,176	+ 20.9%
Days on Market Until Sale	38	18	- 52.6%	45	25	- 44.4%
Median Sales Price*	\$212,000	\$235,950	+ 11.3%	\$185,000	\$215,185	+ 16.3%
Average Sales Price*	\$255,043	\$284,567	+ 11.6%	\$225,841	\$268,656	+ 19.0%
Percent of List Price Received*	98.9%	102.6%	+ 3.7%	97.7%	101.4%	+ 3.8%
Inventory of Homes for Sale	8,329	6,746	- 19.0%	—	—	—
Months Supply of Inventory	2.3	1.6	- 30.4%	—	—	—

Condo Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1,289	1,142	- 11.4%	6,623	7,094	+ 7.1%
Pending Sales	970	868	- 10.5%	4,652	5,944	+ 27.8%
Closed Sales	973	832	- 14.5%	4,171	5,537	+ 32.7%
Days on Market Until Sale	43	20	- 53.5%	48	33	- 31.3%
Median Sales Price*	\$176,000	\$206,550	+ 17.4%	\$171,650	\$196,500	+ 14.5%
Average Sales Price*	\$201,768	\$238,966	+ 18.4%	\$204,368	\$233,833	+ 14.4%
Percent of List Price Received*	97.9%	101.2%	+ 3.4%	97.5%	99.9%	+ 2.5%
Inventory of Homes for Sale	1,973	1,321	- 33.0%	—	—	—
Months Supply of Inventory	3.0	1.6	- 46.7%	—	—	—

* 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.

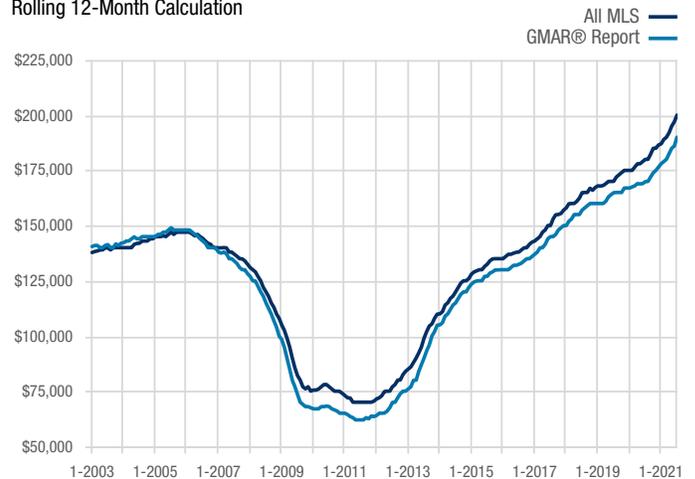
Median Sales Price - Residential

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 August 6, 2021. All data from Realcomp II Ltd. Report © 2021 ShowingTime.

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact:

Francine L. Green, Realcomp II Ltd. [248-553-3003, ext. 114], fgreen@corp.realcomp.com

Days on Market (DOM) for Homes Decreases to All-Time Low of 3 Weeks in July, Median Sales Price Continues Ascent as Sales Slow

Quick Facts

-19.4%

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

-18.7%

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

+13.7%

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

-1.2%

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.

July Real Estate Market Commentary:

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

Closed Sales decreased 19.4 percent for Residential homes and 19.6 percent for Condo homes. Pending Sales decreased 18.4 percent for Residential homes and 21.3 percent for Condo homes. Inventory decreased 27.8 percent for Residential homes and 38.7 percent for Condo homes.

The Median Sales Price increased 13.0 percent to \$243,000 for Residential homes and 18.9 percent to \$220,000 for Condo homes. Days on Market decreased 63.6 percent for Residential homes and 56.1 percent for Condo homes. Months Supply of Inventory decreased 36.0 percent for Residential homes and 50.0 percent for Condo homes.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 17,000 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	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		17,213	17,002	- 1.2%	89,060	92,811	+ 4.2%
Pending Sales		14,744	11,982	- 18.7%	70,585	76,803	+ 8.8%
Closed Sales		14,800	11,929	- 19.4%	61,107	71,413	+ 16.9%
Days on Market Until Sale		55	21	- 61.8%	63	31	- 50.8%
Median Sales Price		\$211,000	\$240,000	+ 13.7%	\$191,800	\$222,000	+ 15.7%
Average Sales Price		\$250,605	\$283,942	+ 13.3%	\$228,396	\$267,165	+ 17.0%
Percent of List Price Received		98.9%	102.3%	+ 3.4%	97.9%	101.1%	+ 3.3%
Housing Affordability Index		162	143	- 11.7%	178	154	- 13.5%
Inventory of Homes for Sale		25,138	17,756	- 29.4%	--	--	--
Months Supply of Inventory		2.5	1.6	- 36.0%	--	--	--

Listing and Sales Summary Report July 2021



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change	Jul-21	Jul-20	% Change
All MLS (All Inclusive)	11,929	14,800	-19.4%	\$240,000	\$211,000	+13.7%	21	55	-61.8%	17,756	25,138	-29.4%
City of Detroit*	328	381	-13.9%	\$70,000	\$55,000	+27.3%	43	70	-38.6%	1,265	1,706	-25.8%
Dearborn/Dearborn Heights*	184	250	-26.4%	\$187,250	\$162,500	+15.2%	13	28	-53.6%	264	311	-15.1%
Downriver Area*	408	528	-22.7%	\$180,000	\$146,000	+23.3%	12	29	-58.6%	480	595	-19.3%
Genesee County	520	701	-25.8%	\$189,350	\$169,900	+11.4%	16	47	-66.0%	810	880	-8.0%
Greater Wayne*	1,449	1,896	-23.6%	\$210,000	\$180,000	+16.7%	13	32	-59.4%	1,865	2,449	-23.8%
Grosse Pointe Areas*	77	134	-42.5%	\$370,000	\$350,000	+5.7%	21	56	-62.5%	158	237	-33.3%
Hillsdale County	49	82	-40.2%	\$145,000	\$157,950	-8.2%	48	88	-45.5%	118	135	-12.6%
Huron County	12	21	-42.9%	\$108,500	\$122,000	-11.1%	56	110	-49.1%	41	55	-25.5%
Jackson County	275	246	+11.8%	\$189,000	\$172,500	+9.6%	44	72	-38.9%	497	411	+20.9%
Lapeer County	93	139	-33.1%	\$275,000	\$230,000	+19.6%	22	49	-55.1%	218	268	-18.7%
Lenawee County	145	180	-19.4%	\$184,000	\$175,000	+5.1%	52	76	-31.6%	312	318	-1.9%
Livingston County	326	412	-20.9%	\$348,500	\$294,950	+18.2%	20	38	-47.4%	456	642	-29.0%
Macomb County	1,338	1,599	-16.3%	\$230,000	\$199,900	+15.1%	17	36	-52.8%	1,608	2,012	-20.1%
Metro Detroit Area*	5,410	6,751	-19.9%	\$253,000	\$226,000	+11.9%	18	36	-50.0%	8,117	10,768	-24.6%
Monroe County	206	224	-8.0%	\$215,000	\$181,000	+18.8%	25	47	-46.8%	326	360	-9.4%
Montcalm County	81	105	-22.9%	\$206,000	\$160,000	+28.8%	19	81	-76.5%	114	134	-14.9%
Oakland County	1,969	2,463	-20.1%	\$324,225	\$281,000	+15.4%	18	34	-47.1%	2,923	3,959	-26.2%
Saginaw County	204	203	+0.5%	\$150,000	\$129,000	+16.3%	19	41	-53.7%	263	247	+6.5%
Sanilac County	45	70	-35.7%	\$168,000	\$153,750	+9.3%	30	81	-63.0%	118	139	-15.1%
Shiawassee County	90	104	-13.5%	\$180,000	\$135,000	+33.3%	28	58	-51.7%	104	146	-28.8%
St. Clair County	206	263	-21.7%	\$219,500	\$196,950	+11.4%	16	55	-70.9%	367	441	-16.8%
Tuscola County	38	39	-2.6%	\$183,000	\$136,750	+33.8%	14	25	-44.0%	69	59	+16.9%
Washtenaw County	508	585	-13.2%	\$349,950	\$302,500	+15.7%	16	34	-52.9%	1,061	1,443	-26.5%
Wayne County	1,777	2,277	-22.0%	\$190,000	\$165,000	+15.2%	19	38	-50.0%	3,130	4,155	-24.7%

* Included in county numbers.

GMAR Announces Class of 2021 Scholarship Recipients



[Southfield, Michigan] (September 09, 2021) – Despite the chaos this year has brought on all of us, the Class of 2021 will likely end up being one of the most resilient high school graduation classes in recent history. GMAR’s commitment to its members has never been greater—and the Higher Education Scholarship is just another example of that commitment.

In August, GMAR gave nearly \$20,000 in scholarships to the children of GMAR members! To qualify, graduating seniors applied for the scholarship earlier this year and committed to attending a Michigan college or university.

This year’s class of scholarship recipients are attending 19 of Michigan’s universities and colleges. The list of schools includes the University of Michigan, Michigan State University, Eastern Michigan University, Adian College, Spring Arbor, Kettering University, Schoolcraft College, and more!

If your child or dependent will graduate from high school in 2022, mark your calendars for May 2022, when the 2022 GMAR Scholarship Application goes live! Be sure to check out gmaronline.com/member-benefits to learn more.

Join us in celebrating the GMAR’s Class of 2021 Scholarship Recipients!

TOOLSHOP

MONTHLY SALE

Visit us online!

 gmaronline.com/toolshop



248-478-1700



7495- Testimonial Sold Map

One side says *Sold* & the other side *Happy New Homeowner*

September Sale Price: \$9.99



Check out our website for all the items that are on sale or on clearance

6231- Denver Business Card Holder

September Sale Price: \$8.00



Great Items for Christmas Gifts, Birthday Gifts for your Favorite REALTOR

6102- Corrugated Signs

Choose from a few Titles

September Sale Price: \$3.50



Locate our New Items on our website for the GMAR Store

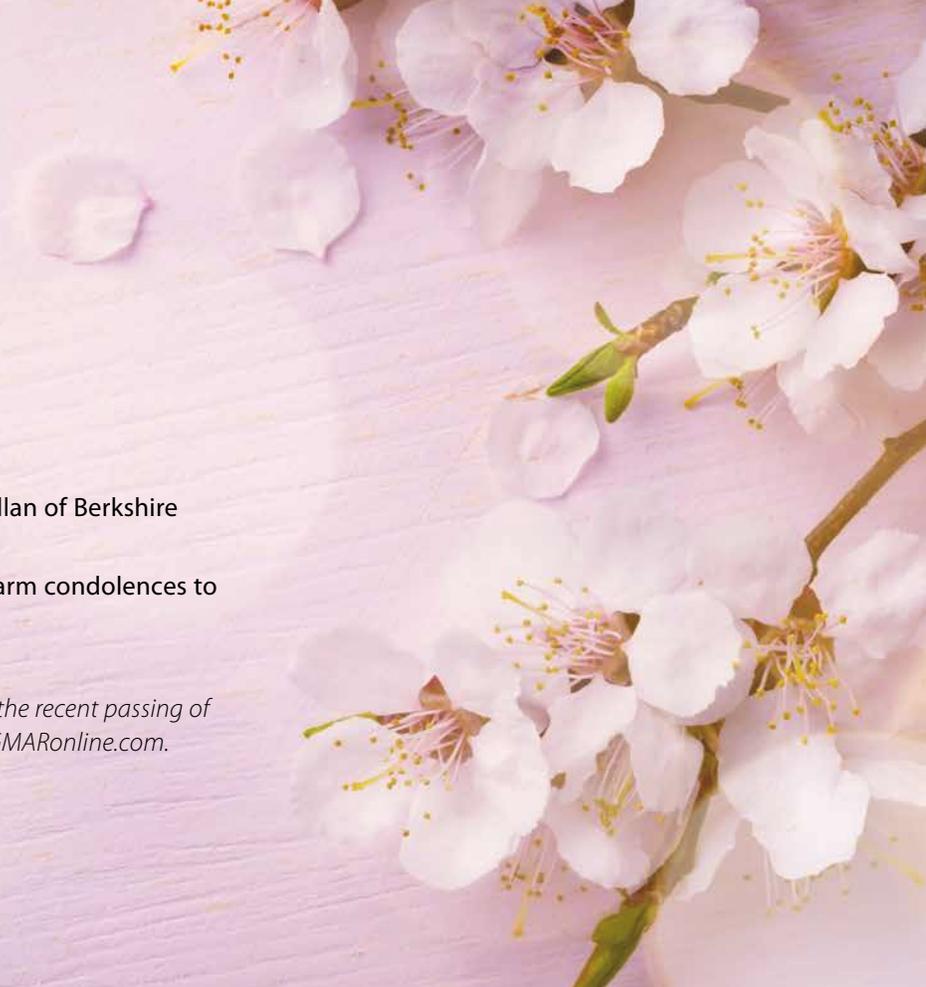
With Our Deepest Sympathy

JOHN CALLAN

We are sad to inform you of the passing of John Callan of Berkshire Hathaway HomeServices.

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

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.



Meet your **Affiliate**



Parks Title has been serving Michigan homeowners for more than 30 years, providing our customers with personalized communication, fast and accurate title services, and a confident, secure closing experience. We continue to meet the needs of a challenging economy and build relationships with our clients that allow us to facilitate the smoothest possible transaction for their buyers and sellers.



Visit us online!
www.parkstitle.com

Fall Meeting

September 27th | 11:30am-4:00pm

KIRKBRIDE HALL

The Village at Grand Traverse Commons

Happy Hour

September 27th | 4:30pm-6:30pm

THE BARREL ROOM

Enjoy Drinks and Hors d'oeuvres

Tunnel Tours

September 27th | 4:30pm & 5:00pm

30 Minute Tours, \$10 per Ticket

Limited Quantities Available

Reach out to Chelsea Cain for
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Yung Chung Team
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yung.chung@pillartopost.com



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REAL ESTATE SAFETY MATTERS

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Developed in partnership with NAR's REALTOR[®] Safety Program, Real Estate Safety Matters: Safe Business = Smart Business is a three-hour course that teaches real estate professionals how to limit risk and increase safety for themselves and their clients.

 **GMAR EDUCATION** Virtual, Hybrid and On-Site Classes

SEPTEMBER 10th
10:00am – 1:00pm

 **Greater Metropolitan Association of REALTORS[®]**



NEXT CLASS:
FREE FOR ALL MEMBERS
Wednesday, September 15th
9:00am – 3:00 pm

GMAR Standard
Continuing Education
for Real Estate Professionals **2021**

Presented online via

zoom



MSHDA Homeownership Programs

September 13, 2021 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 Eric Dusenbury at (517) 242-8169 or email dusenburye@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
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Approved for 1 Elective
Continuing Education Credits

REGISTRATION INFORMATION:

Name: _____ License #: _____

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Email: _____

Visa MasterCard Discover American Express:

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EduPass™ / MemberMax™

Expiration Date: _____

Signature _____

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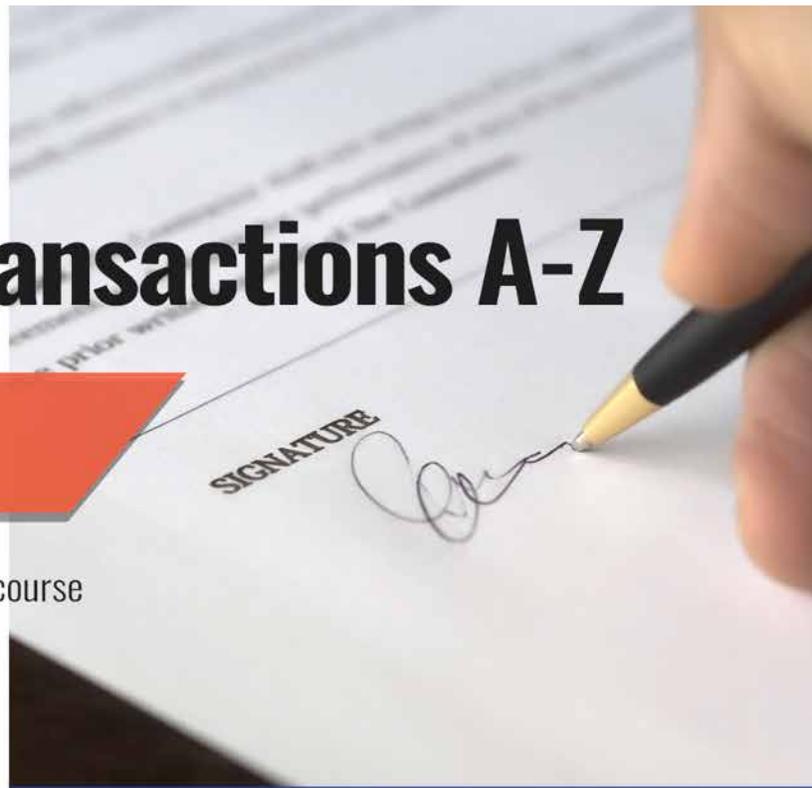
AN ONLINE ZOOM CLASS!

September 16th | 9am – 12pm

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Free for all members!

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



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LEGAL QUESTIONS

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, September 16th

1:00pm – 3:00pm

Presented online via

zoom

REGISTER ONLINE! www.gmaronline.com



FEMA & Flood Zone

A GMAR HYBRID CLASS!

September 17th | 10:00am – 12:00pm

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GMAR EDUCATION

Virtual, Hybrid and
On-Site Classes



Guidance to Compliance

AN ONLINE ZOOM CLASS!

September 20th | 1:00pm – 3:00pm

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

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



GMAR VIRTUAL EDUCATION



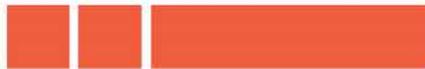
A
AFFILIATE

**MORNING
CHAT**
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!

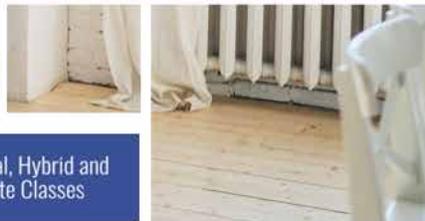
SEPTEMBER 21st
9:00am – 10:00am

Register Online:
GMARONLINE.COM/CALENDAR



NEXT CLASS:
FREE FOR ALL MEMBERS
Friday, September 24th
9:00am – 3:00 pm

GMAR Standard
Continuing Education
for Real Estate Professionals **2021**



 **GMAR EDUCATION** Virtual, Hybrid and On-Site Classes



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8 elective credits
Meets NAR Code of Ethics
requirement of 2.5 hours

The **Marketing Strategy & Lead Generation** course takes a deep dive into how using proven networking, branding, and marketing strategies can build your real estate business.

After completion of this course you will be able to:

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- Employ a creative and memorable marketing approach to generate leads
- Use social media and technology to effectively track and communicate with leads
- Successfully convert leads into loyal clients

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This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® designation go to www.REBAC.net

Take the course!

September 22, 2021
8:45 a.m. Registration
9:00 a.m. – 5:00 p.m. Class

24725 W.12 Mile, Suite 100, Southfield, MI

MemberMax/EduPass: FREE!

GMAR Members: \$79.00

Non-Members: \$119.00

Call (248) 478-1700

Online at GMARonline.com



Presented by:

Diane Kroll

CRS, ABR, SRES, MRP, PSA



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ASSOCIATION of
REALTORS®**

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Resort & Second Home

Property Specialist Certification

A 2-PART ONLINE ZOOM CLASS!

September 29th & 30th | 9:00am – 12:30pm

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Special Member Pricing!

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



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EMPOWER
OUR FUTURE.**



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NATIONAL
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REAL ESTATE PROFESSIONAL ASSISTANT



14 Elective & 1 Legal Michigan CE credits

REAL ESTATE PROFESSIONAL ASSISTANT

certificate course



**NEW
CLASS**

Visit www.gmaronline.com for a full course description.



September 28 & 29, 2021

ZOOM

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

MemberMax/EduPass: FREE!

GMAR Members: \$100.00

Non-Members: \$150.00

Call (248) 478-1700



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



The Real Estate Professional Assistant course is owned by the Real Estate Business Institute (REBI) and the National Association of REALTORS®.

