



Impact



R. W. Watson
NOCBOR President

Déjà Vu And The Market

The definition of déjà vu is: “the illusion of having previously experienced something actually being encountered for the first time—and that feeling is very familiar!!!”

I’m assuming most of you, who were licensed before the “2008 Bubble Burst,” know what I’m talking about. We now are entering into a very familiar territory of “low housing inventory and high buyer demand.” The reality is, folks, we’re shifting gears. We are now revisiting the world of the “Seller’s Market.”

The common thread which dictates market change is “Supply and Demand,” i.e. inventory is low and the demand for housing is high. We are now seeing it everywhere! The “For Sale” sign gets planted on the front lawn in the morning and the listing agent is receiving two or three offers by late afternoon. At our weekly Sotheby’s office meeting, many agents have a buyer(s) for something that’s not listed in the MLS. And if the home is priced right, it’s a matter of a couple of days before the listing is “pending.” Some REALTORS® are receiving multiple offers with many buyers paying over asking price.

Trying to convince your buyers to pay full price or higher is a challenge even for the “Seasoned” sales agent. But that’s

what’s happening in today’s market place.

It’s 2012, it’s spring-time and it’s déjà vu all over again. The past four years the “Bank-Owns” and “Short Sales” have dominated the market and are no longer the major players. REALTORS® can’t find “Foreclosures” because the banks are not releasing their “Shadow Inventory” and homeowners, with negative equity, are playing the “waiting game” anticipating a quick market recovery. The remaining “over priced” homes shall remain! Again, low inventory—high demand equals a return to the “Seller’s Market.”

So what does this all mean and what’s happening right now?

Crain’s Detroit Business, May 2012 issue, reported that “Sale prices for residential homes in metro Detroit have continued to climb, while the number of sales has dropped.” Again, that’s understandable when we have more consumers and limited inventory. We have 5000 fewer homes on the market than a year ago—a 20% drop to 19,119 listings.

Realcomp reported in April that the region’s median price of sold homes soared 18.6 percent to \$70,000 from \$59,000 a year ago, 10 consecutive months that Metro Detroit’s median price has risen. Home prices in Oakland County increased 9.0 percent to \$114,500 from \$105,000 in 2011.

More interestingly, Realcomp reported 5,429 closed sales for this past April and 49% were CASH SALES; 649 (12 %) Short Sales and 518 Foreclosures for 2012 vs. 581 for 2011-- a change of -11%.

Private sales are now jumping up into the mainstream market. Déjà vu? Whatever you want to call it. This is just reality repeating itself.

New construction is bouncing back and until the banks release their inventory, home values will continue to rise.

So, here’s a word of advice. Get out

there in the field and talk to your sellers. Inform them that if they’re thinking about selling, they should do it now. There is a window of selling opportunity that they shouldn’t miss!

Remember, if you list you last and if you price it right, you and your seller will be going to closing. Have a great summer selling season!

R. W. Watson

SKBK Sotheby’s International

Code of Courtesy

The REALTORS® Code of Ethics was adopted by the National Association of REALTORS® in 1913, almost 100 years ago. The Code was created for more than a simple set of rules for the conduct of real estate transactions. It was developed to measure the professional conduct of its members, while at the same time representing the furthest reach of professional aspiration. When the Code was written by its creators, it was called “A Gift of Vision,” the vision of those who dreamed that the business of real estate could become a profession; the vision of those who believed that the search for the highest and best use of the land required the highest and best measures of professional responsibility; and the vision of those who recognized private ownership of the land as indispensable to political democracy and a free and prosperous citizenry.

The Code has been able to meet all these needs and reconcile all these objectives, with the exception of “common courtesy!” Each of the Articles of the Code is premised on a philosophical basis. However, the issue of courtesy may not always surface with all the responsibilities, obligations, duties and costs affiliated with the current marketplace.

Professional courtesy is something NOCBOR encourages all its members to regularly practice. Because it’s the right thing to do!



Board of Directors May, 2012

In Memoriam

MOTION CARRIED to approve eleven (11) Primary Designated REALTORS®; one hundred nineteen (119) Primary REALTORS® and one (1) Secondary Designated REALTOR®.

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Donna Sanford** (Keller Williams Realty) whose father, passed away on May 26, 2012.

MOTION CARRIED to endorse the candidacy of Oakland County Treasurer **Andy Meisner (D)** and **Bill Bullard, Jr.**, Oakland County Clerk.

MOTION CARRIED to endorse the candidacy of Michigan House of Representatives' incumbents, **Tim Griemel**, District 29 (D-Auburn Hills); **Gail Haines**, District 43 (R-Waterford); **Eileen Kowall**, District 44 (R-White Lake) and **Bradford Jacobsen**, District 46 (R-Lake Orion).

MOTION CARRIED not to authorize the execution of Request for Proposal, Release and Exclusive Negotiation Agreement submitted by MiRealSource.

MOTION CARRIED to rescind the MOTION to deny the request of Robert Pilarcik, Designated REALTOR® of Coldwell Banker Shooltz, for a procedural review of the Arbitration Hearing with regard to Morgan Milzow v. Coldwell Banker Shooltz.

Angie Ridley Member-of-the-Year

Angie Ridley, broker of Complete Realty, was honored during the NAR Mid-Year meetings in Washington, D.C., where she was recognized as the Michigan's Chapter of the Women's Council of REALTORS® Member-of-the-Year. Angie has served as the President of the Michigan WCR and currently serves on NOCBOR's Government Affairs & Technology Committees. Congratulations, Angie!

Emeritus Members Approved

During the Mid-Year meetings in Washington, D.C., the Directors of the National Association of REALTORS® approved eleven (11) NOCBOR members to receive the Emeritus designation, effective January, 2013.

The designation is earned by REALTORS® who have been active members of NAR, MAR and the local association for 40 continuous years.

Following are NOCBOR's 2013 Emeritus members: **Ronald Aniel** (Aniel Realty); **Sherill Baker** (Sherringham Finley & Assoc R.E. Land Homes); **Gary Goike** (C-21 Town & Country); **Bill Hampton** (Real Estate One); **Freddie Hampton** (Keller Williams Realty); **Robert Mather** (Ballard & Associates Realty); **Dennis Nabor** (Keller Williams Lakeside); **Cheryl Nahas** (Michigan's Home Realty); **Ron Newman** (Real Estate One); **Shirley Spencer** (Wilhelm & Associates) & **Troy Travis** (C-21 Town & Country).

If you have been a REALTOR® member of the national, state & local association, continuously since 1973, you are eligible to apply for the Emeritus Designation. Contact Mille, millie@nocbor.com or call 248-674-4080.

"Summer Luau"

You're invited to the NOCBOR "Summer Luau" on Thursday, July 19 (5-10 p.m.) Food, drinks, music and fun!!

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Treasurer Brian Kirksey, ASA	336-2088
Secretary Cheryl Gates-Bears	620-8777

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MISSION STATEMENT

The purpose of the North Oakland County Board of REALTORS® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically, and to promote the preservation of the right to own, transfer and use real property.

Supreme Court Rules

In a case involving mortgage lending, but which has direct application to real estate brokerage, the Supreme Court of the United States has determined that a violation of §2607(b) of the Real Estate Settlement Procedures Act (“RESPA”) only occurs when a split of a settlement-service fee paid by a consumer to a real estate settlement-service provider is split with a third party.

RESPA §2607(b) states that “[n]o person shall give and no person shall receive any portion, split, or percentage of any charge made or received for the rendering of a real estate settlement service [involving] a federally related mortgage loan.” “Real estate settlement services” are defined as covering all services connected to a real estate settlement, including real estate brokerage services.

Three married couples (collectively, “Consumers”) received mortgage loans from Quicken Loans, Inc. (“Lender”). The Consumers filed three separate lawsuits against the Lender, alleging that the Lender had charged fees for which no services were provided and therefore the fees violated RESPA. One such charge was labeled a “loan processing fee,” while another charge was a “loan discount fee,” even though it was alleged the Lender had not provided a discount. The Consumers did not allege that the Lender had split any of these fees with a third party.

The Lender argued that because it had not split its fees with any third parties there was no RESPA violation. The Consumers asserted that a 2001 policy statement issued by the United States Department of Housing and Urban Development (“HUD”) prohibited the collection of unearned fees for real estate settlement services and therefore any of the Lender’s charges where no services were provided violated RESPA. After the lawsuits were consolidated in federal court, the lower courts ruled in favor of the Lender and the Consumers appealed.

The Court affirmed the rulings of the lower court, resolving a split among federal circuit courts of appeal. Previously, some circuits had required a fee split with a third party in order for there to be a §2607(b) violation, while others had followed the HUD policy statement and prohibited unearned fees, even when a settlement-service fee was not split with a third party.

The Court rejected HUD’s policy statement and ruled that a §2607(b) violation requires the payment of a portion of a settlement-service fee by the party collecting the fee to a third party who performed no services in exchange for the fee. Looking at the plain language of §2607(b), the Court found that this section “unambiguously covers a settlement-service provider’s splitting a fee with one or more other persons; it cannot be understood to reach a single provider’s retention of an unearned fee.” Further, the Court stated that the language used by Congress in drafting §2607(b) describes two separate exchanges, where one party receives a settlement fee and then pays a portion of the fee to a third party. Without such payment to a third party, the Court determined that there is no violation of §2607(b).

The Court found the Consumer’s arguments unpersuasive. First, the Court declined to defer to HUD’s RESPA policy statement because HUD’s interpretation was inconsistent with the plain language of the statute. The Court also rejected the argument that the consumers were the ones making the prohibited payments when they paid settlement service providers unearned fees, as Congress

could not have intended to make consumers potentially criminally liable when it banned both the payment and acceptance of certain types of payments.

Finally, the Court also stated that §2607(a) and §2607(b) contain separate prohibitions, rejecting the Consumers’ argument that the two sections must be read in conjunction with each other to ban unearned fees. Section 2607(a) broadly bans kickback arrangements in exchange for referrals of real estate settlement services, whereas §2607(b) covers arrangements dividing specific settlement service payments between two parties. Thus, the Court affirmed the rulings of the lower courts.

NAR filed an amicus curiae brief, arguing that a violation of §2607(b) occurs only when a real estate settlement service provider pays a portion of a settlement service fee to a third party who performs no services in exchange for the fee.
(Freeman v. Quicken Loans, Inc., No. 10-1042)

What Decision Means

Suits alleging a violation of Section 8(b) of RESPA have been brought against real estate brokerages that charge consumers a flat fee in addition to a percentage-based commission. The first such suit, decided in 2009 in the case of *Busby v. JRHBW Realty, Inc. d/b/a Realty South*, sent shock waves through the brokerage community.

In that case, the court found that a fully disclosed administrative brokerage commission paid by a buyer violated Section 8(b) of RESPA because it was not sufficiently related to any specific service performed for the buyer’s benefit and could not be justified by the entire array of services provided to the buyer. In essence, the court found that a price increase violated RESPA merely because it was imposed as a flat fee added to a percentage-based commission as opposed to the brokerage simply charging a higher percentage-based commission. In spite of the fact that the ruling defied logic and was contrary to the language of the statute, other cases alleging the same violation soon followed, with equally troubling results. Today, in light of the unanimous Supreme Court ruling, such fees do not violate Section 8(b) of RESPA unless the broker who is paid the fee splits it and pays a portion of it to a third person outside of the brokerage firm who provides no services in exchange for the fee.

Today’s decision has no impact on any state laws that prohibit charging an administrative fee. Likewise, the decision does not in any way alter RESPA’s prohibition against the payment

Will Housing Crisis End In 2012?

Capital Economics, one of the major news and forecasting services for the mortgage industry, expects the housing crisis to end this year, according to a report released in late February, 2012. The analytics firm notes the average credit score required to attain a mortgage loan is 700, constant with requirements one year ago. Market indicators point not just to a stabilization of mortgage lending standards but also a loosening of credit availability, with banks now lending up to 3.5 times borrower earnings (up from a low during the crisis of 3.2 times). Capital Economics also notes that banks are loosening loan-to-value ratios, calling this “the clearest sign yet of an improvement in mortgage credit conditions.”

Legal Q & A

Q: We had a buyer come to our office who has plainly stated that he does not want a woman representing him. What should I tell him?

A: The Fair Housing Act prohibits a broker from matching clients with agents on the basis of gender (or on the basis of any other protected class).

Q: I am a Broker REALTOR® with an office in Grand Rapids. I would like to expand into the Lansing area. Do I need to have an associate broker supervise the agents on site at this location?

A: Yes. The Occupational Code states: "A branch office maintained in excess of 25 miles from the city limits in which the broker maintains a main office shall be under the personal, direct supervision of an associate broker." MCL 339.2505(3).

Q: I am the listing REALTOR®. The seller has told me that he will not entertain any offers under \$200,000. This request was formalized in the listing agreement. An agent has presented me an offer for \$190,000, which I immediately rejected. The buyer's agent told me I was obligated to present all offers. Is this true?

A: No. It is true that Rule 307(2) states that "a licensee shall promptly deliver all written offers to purchase to the seller upon receipt." However, a seller is certainly entitled to impose whatever requirements he chooses on offers to purchase. Accordingly, we think a reasonable interpretation of the rule requiring delivery of all offers would make such obligation subject to a seller's written instructions to the contrary.

Support NOCBOR Affiliate Members

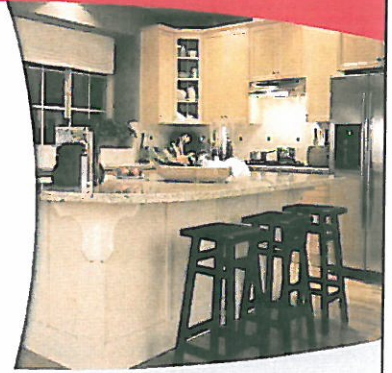
Alley, Robin (Robin Sets The Stage)	248-891-8440
Barnett, Larry (Attorney at Law)	248-673-1099
Bartus, Barb (Watson Group Financial Corp)	248-666-2700
Becker, Jeff (America's Preferred Home Warranty)	800-648-5006
Dault, Joel (Progressive Title Insurance Agency, Inc)	248-552-7500
Felix-Smith, Laura (Seaver Title)	248-338-7135
Fitzpatrick, James (Fifth Third Bank)	248-625-3142
George, Namir (Michigan Institute of Real Estate)	800-861-7325
Heenan, James (Wells Fargo Home Mortgage)	248-865-1404
Hill, Cheri (Bank of America)	248-666-3400
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LaPorte, Jeff (The Home Team Inspection)	248-366-6215
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Q: I am a real estate broker and have a client who is disputing a property tax assessment. My client wants to hire me to prepare a market analysis to assist him in his assessment challenge. Is this something that I can legally do?

A: There is no requirement that a property owner present an appraisal to a board of review or, for that matter, to the Michigan Tax Tribunal ("MTT"). The MTT's rule requires a party pursuing a property tax appeal to file a "valuation disclosure" with the MTT. Rule 205.1252. There is no requirement that the valuation disclosure be prepared by a licensed appraiser. A licensed salesperson (as opposed to a broker) may not prepare a market analysis for this purpose.

Q: My real estate company used to be a franchisee with a national company whose name is a registered trademark. During this time, I bought a number of Internet domain names that included the name of the franchise. I am no longer a franchisee, for this company. May I still legally use the domain names that I purchased?

A: No. Since the name of this national company is trademarked and you are no longer a franchisee, you are not licensed to use this domain name.

Buyers Bilked With Open House

One real estate scammer in Florida seems to have taken the term “open house” a little too literally. Paul Vencatasawmy allegedly raised \$250,000 by posing as a real estate agent and collecting down payments for houses he didn’t have the right to sell. Vencatasawmy and his team of employees allegedly held open houses in foreclosed or vacant homes throughout Central Florida and used his “nice guy” demeanor in an aim to dupe potential buyers, according to one who “fell in the trap.”

Vencatasawmy may have a novel approach to scheming homeowners, but the idea isn’t unique. Mortgage scams have gone up 60% already this year, in part because schemers are using February’s national \$25 billion mortgage fraud settlement to get struggling homeowners to buy into programs thinking that they’re going to receive some of the federal money.

Notable scammers include Deo Buddhu of Connecticut who allegedly promised homeowners access to federal aid money then proceeded to collect an upfront fee, while at the same time telling his victims to stop talking with their banks. This scam has been boon for Buddhu, but it’s resulted in foreclosure for those on the losing end of the deal. Using similar ploy, a Utah man funded his wife’s plastic surgery by duping about 200 homeowners out of up to \$3,000.

Tax-Foreclosed Property Auction

Oakland County will auction tax foreclosed properties to interested bidders on Tuesday, August, 21, 2012 at Commissioners’ Auditorium, 1200 N. Telegraph Rd., Pontiac, according to Andy Meisner, Oakland County Treasurer.

During 2011, NOCBOR cooperated with Oakland County in promoting and marketing over 40 properties of the 2,500 properties delinquent on property taxes for three years. NOCBOR initiated the first pilot program in the State when REALTORS® participated in their county auction of tax-foreclosed properties.

Short Sales

The following statute provides basic understanding of the “short sale”

4155.1 4.C.2.I Short Sales-A borrower is not eligible for a new FHA-insured mortgage if he/she pursued a short sale agreement on his/her principal residence simply to:

* take advantage of declining market conditions, and

* purchase a similar or superior property within a reasonable commuting distance at a reduced price as compared to current market value.

Borrower current at the time of short sale is considered eligible for a new FHA insured mortgage if, from the date of loan application for the new mortgage, all mortgage payments on the prior mortgage were made within the month due for the 12-month period preceding the short sale, and installment debt payments for the same time period were also made within the month due.

Borrower in default at the time of the short sale is not eligible for a new FHA insured mortgage for three (3) years from the date of the pre-foreclosure sale. (A borrower who sold his/her property under FHA’s pre-foreclosure sale program is not eligible for a new FHA-insured mortgage from the date that FHA paid the claim associated with the pre-foreclosure sale.)

Exception: A lender may make an exception to this rule for a borrower in default on his/her mortgage at the time of the short sale if the default was due to circumstances beyond the borrower’s control, such as death of primary wage earner or long-term uninsured illness, and a review of credit report indicates satisfactory credit prior to the circumstances beyond the borrower’s control that caused default.



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New Rules Aim to Speed up Short Sales

The short sale process could get a lot quicker starting this summer under new rules that will require lenders to respond to offers within a month. **Fannie Mae and Freddie Mac will implement the guidelines on June 15.** The changes require mortgage servicers to make a decision within 30 days of receiving a short sale offer. They also must consider requests for pre-approved short sales within that same time frame. If the lender needs more than 30 days, it must give borrowers weekly status updates and a decision within 60 days of the initial application. This extension gives lenders more time to determine the value of the property or to get the approval of a mortgage insurer. The moves are aimed at streamlining the short sale process!

FHA Pre-Foreclosure Training

FHA’s National Servicing Center (NSC) is pleased to announce Pre-Foreclosure Program Sale (PFS) Webinar Training for Real Estate Professionals. FHA’s goal is to close the education and communication gap between FHA servicers and real estate professionals to best serve the needs of FHA borrowers, and mitigate loss to the FHA insurance fund.

Upcoming Webinar (HUD Region 5) Thursday, June 14, 4 pm. At the end of this course, you will be able to:

- Describe how HUD Servicers are required to apply loss mitigation tools to customers in need.
- Identify the benefits, features, and qualification criteria for FHA’s Pre-Foreclosure Sale Program.
- Recognize the difference between the market/appraised value for a property and the minimum acceptable net sale proceeds.
- Identify REALTOR® "Best Practices" when utilizing FHA’s Pre-Foreclosure Program.

NOCBOR Events

June
July
August

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2
4	5 9:00 a.m. Brokers Prep (RES 201)	6 10 a.m. Free Workshop "New Rules Speed Up Short Sales" Phil Seaver, Seaver Title	7	8	9
11 9 a.m. – 5:30 p.m. Policy & Procedures Manuel (RES 203) 9:30 a.m. Education 11:30 a.m. Gov't Affairs	12 9:30 a.m. Technology	13 10 a.m. Ethics Hearing 1 p.m. "New Technologies" & "Manufactured Homes" (2 hours con-ed) Randy Patterson, Pillar To Post	14 9 a.m. Membership Services	15 10 a.m. Free Workshop "Ask The Appraisers" Matt Diskin, Brian Kirksey & Rhona Ravenell	16
18 9 a.m. – 5:30 p.m. Policy & Procedures Manuel (RES 203)	19 10 a.m. "Working In The "Cloud" (2 hours con-ed) Angie Ridley	20	21 9:15 a.m. Grievance	22	23
25 9 a.m. – 5:30 p.m. Policy & Procedures Manuel (RES 203)	26	27 12:30 p.m. Executive Committee 1:30 p.m. BODs Mtg	28	29 9 a.m. – 5:30 p.m. Policy & Procedures Manuel (RES 203)	30
2	3	4 OFFICE CLOSED	5	6	7
9 9:30 a.m. Education 11:30 a.m. Gov't Affairs	10 9:30 a.m. Technology 9:30 a.m. REALTORS® Code Of Ethics Jack Waller	11	12 9 a.m. Membership Services	13	14
16	17	18	19 9:15 a.m. Grievance 5 p.m. "NOCBOR Luau Party"	20	21
23	24	25 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg.	26	27	28
30	31	1 9 a.m. – 5 p.m. "Using MLS Data to Develop Excel Spreadsheets, Statistics & Regression Modeling" Instructor: Brian Kirksey	2 9 a.m. – 5 p.m. "Using MLS Data to Develop Excel Spreadsheets, Statistics & Regression Modeling" Instructor: Brian Kirksey	3	4
6	7 6-10 p.m. "Introduction To Property Management" Lori Chmura	8	9 8:30 am. Golf Outing Fountains 6-10 p.m. "Introduction To Property Management" Lori Chmura	10	11
13 9:30 a.m. Education/Cultural Diversity 11:30 a.m. Gov't Affairs	14 9:30 a.m. Technology 6-10 p.m. "Introduction To Property Management" Lori Chmura	15 10 a.m. Commercial Broker Lien Law Gregg Nathanson (1 hour con-ed)	16 9:15 a.m. Grievance 6-10 p.m. "Introduction To Property Management" Lori Chmura	17	18
20	21 6-10 p.m. "Introduction To Property Management" Lori Chmura	22	23 9:30 a.m. REALTORS® Code Of Ethics Jack Waller 6-10 p.m. "Introduction To Property Management" Lori Chmura	24	25
27	28 9 a.m. – 5:30 p.m. Brokers/Managers (RES 201) 6-10 p.m. "Introduction To Property Management" Lori Chmura	29 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg	30 6-10 p.m. "Introduction To Property Management" Lori Chmura	31	

Backdoor Workshops (Free)

“Ask The Appraisers”

Matt Diskin, Brian Kirksey & Rhona Ravenell
Friday, June 15 (10 a.m.)

“Commercial Broker Lien Law”

Gregg Nathanson (1 hour con-ed)
Wednesday, August 15 (10 a.m.)

“Michigan Commercial Information Exchange”

Nancy McKellar (2 hours con-ed)
Thursday, September 6 (10 a.m.)

“Environmental Legal Update”

Sandy Clark (2 hours legal con-ed)
Monday, October 8

Location: NOCBOR

Working In The “Cloud”

(2 hours con-ed)
\$15.00

Are you really up for all of today's technology? Learn from the professional Angie Ridley talking all about “dropbox” “dropbox2go” “e-signatures” and more! Learn how to streamline your everyday process giving you more time to get out there to get more business or relax...

Tuesday, June 19
10 a.m.

Angie Ridley

Location: NOCBOR

CRS Designees & Others

(2 hours con-ed)
\$10 / Free for CRS Designees
Instructor: Randy Patterson, Pillar To Post

“New Technologies” & “Manufactured Homes”

Wednesday, June 13 (1-3 p.m.)

“How Old Is This House?” & “Problems in Old Homes”

Wednesday, September 12 (1-3 p.m.)

Location: NOCBOR

Pre-License (40 hours)

September 10 – October 10

6-10 p.m.
Mon & Wed for 5 weeks
NCI Associates

Course fee: \$235 includes materials
To register call 586-247-9820

Location: NOCBOR

REALTORS® Code of Ethics

2012 is the year that all real estate agents and REALTORS® must complete their continuing education requirements by October 31st to renew their three-year license. It is also the third year of NAR's Quadrennial Code of Ethics training cycle which must be completed by all REALTORS® by December 31, 2012. Jack Waller, President of NCI Associates, will provide NOCBOR members the required 2 ½ hours of ethics training, which also qualifies for 3 hours of continuing education. Your Code of Ethics training is free, however to take advantage of the con ed credits there is a \$15 fee. Don't wait until October 31st to complete your required continuing education hours! Take advantage of NOCBOR's Code of Ethics Training programs during 2012. Following is the Quad Code of Ethics schedule:

Tuesday, July 10
Thursday, August 23
Friday, September 7
Thursday, September 27

Friday, October 5
Wednesday, October 17
Thursday, November 1
Wednesday, November 14
Friday, December 14

Classes begin at 9:30 a.m.

Location: NOCBOR

Policy & Procedures Manual (RES 203)

Mondays, June 11, 18, 25 and Friday, June 29
9 a.m. – 5:30 p.m.
Jack Waller

This program is the only one of its type to actually help you create or upgrade the most important tool in your risk management arsenal. While our industry is under constant legal assault, its amazing how little attention is focused on this critical issue. Learn from industry and legal experts how to: 1) create or upgrade a personalized, comprehensive policy manual; 2) How to integrate it into your company practices, and 3) How to train staff so everyone is “sign on” to your new or revise policy.

\$325.00 includes textbooks and instructions

Location: NOCBOR

“Using MLS Data to Develop Excel Spreadsheets, Statistics & Regression Modeling”

Wednesday, August 1 & Thursday, August 2
9 a.m. – 5 p.m.
Brian Kirksey

This 14 hour course is geared for all levels of computer and statistics skills and is meant for participants to have spreadsheet tools upon completing the 2-day class. Particularly designed for appraisers, who must have laptop with excel 2007 or greater. Participants will learn the basics of Excel and statistics at the beginning of the class, as well as individually exporting data from local multiple listing services systems to Excel. The second day will concentrate on advanced Excel and statistics applications, including the basics of multiple regression modeling, sensitivity analysis and errors with data sampling.

\$300.00 includes textbooks and instructions

Location: NOCBOR



North Oakland County Board of REALTORS®
2012 Golf Outing

Thursday, August 9, 2012

Fountains
6060 Maybee Rd
Clarkston
(Between Dixie & Sashabaw)

Registration:
8:30 a.m. - 8:45 a.m.

Shotgun Start:
9:00 a.m.

Entry Fee:
\$75 per golfer

18 holes with cart and range balls,
Continental breakfast; bagels,
donuts, yogurt, fruit, juice &
coffee; Lunch "on the turn" hot
dogs & burgers; buffet dinner

Dinner only ticket: \$30.00

Super ticket: \$25.00

Prizes for everyone!!

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INSPECT BEFORE YOU INVEST



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REFERRAL FEES PAID TO AGENTS / BROKERS

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RPM North Metro's full service management will make your client's experience a positive one from beginning to end!

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- Job Verification
- Income Verification
- Criminal Background Check
- Rental History/Eviction Check
- Sex Offender List Check
- Terrorist List Check

MARKET EXPOSURE:

- Professional Marketing Sign
- Listing on Realtor MLS
- Listing on 30+ Websites

EVICTON PROTECTION:

- Eviction Protection Plan Available - Speeds up the Process & Covers Costs

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