



Impact

A Message From....



Bill Haviland, GRI, e-PRO
NOCBOR President

Changes Headed Your Way!

On Wednesday July 24, for the second time in history, the National Association of REALTORS® (NAR) held a special meeting of its Board of Directors. The purpose of the meeting was to discuss changes in the operating agreement that governs *realtor.com*. It is a fact that in term of unique visitors to real estate Web sites *realtor.com* was, at one time, the undisputed leader. Lately other real estate sites have taken over the front position in this category. It is the belief of NAR's Chief Technology Officer and others in leadership at NAR that it is in the best interests of REALTORS® to broaden the comprehensiveness of the *realtor.com* Web site. As a result of the discussion, a nearly unanimous vote was passed to recommend adding content to *www.realtor.com* and its mobile apps in order to enrich the consumer experience and make *realtor.com* more competitive in the online listing space. The changes will enable *realtor.com* to:

- Display unlisted new homes and new-home communities.
- Display unlisted rentals.
- Obtain listings from entities that are not REALTOR®-owned, as well as from brokers who are not REALTORS®.

- Identify and flag properties where a notice of default has been recorded, auctions of distressed properties, short sales, foreclosures and bank-owned properties. (Brokers will have the right to opt-out by contacting *realtor.com* customer care.)

Consumer for-sale-by-owner properties are still precluded from the site.

At its meeting on July 31, 2013, your NOCBOR Board of Directors voted to send a letter to NAR objecting to these policy changes.

Realcomp Is Changing

I was surprised last week to learn that the vast majority of Realcomp users have not changed over to the new RC03 system. The old Realcomp II system is scheduled to shut-down in November, 2013, approximately 13 weeks. The RC0 system has been available since November, 2012. There is no question at the time of the switch over, a huge number of users will not be ready to work on the new system. Do yourself a favor and do not be one of them!

Finance Is Changing

Implementation of the Dodd – Frank Act begins January, 2014. Part of the legislation deals with seller-financing and brings significant changes to financing provided by sellers. NOCBOR Director Allan Daniels offers a great course on these changes at NOCBOR. It is approved for two hours of legal con ed and is a must for any agent that expects to be working with buyers and sellers using seller-financing. Allan will offer, “Hardcore Regulations: The Demise of Seller Financing” at NOCBOR on Wednesday, August 28 at 9:00 a.m.

It is not easy to keep up with all the changes going on in our business. Add to the changes in our business, the changes in technology that change how we do business and we have a lot to learn!

It is time that you consider attending the MAR convention. This year it is at Soaring Eagle Casino & Resort in Mt. Pleasant, September 25-27. This is a great chance to learn technology and find out how others in the industry are applying it to their business. Pick up some con-ed hours, enjoy the company of your peers and be inspired by some great speaker!

Respectfully,
Bill Haviland
Haviland Real Estate

Questions & Answers About the Vote

In what way will the site reinforce the REALTOR® brand? Besides the name, which will remain *realtor.com*®, the site will show the value of using a REALTOR® when buying, selling or investing in real estate; it will give consumers tools to differentiate between REALTORS® and real estate agents who are not REALTORS®; and it will visually identify listings that are represented by REALTORS® by marking them with the REALTOR® logo. The site will also help consumers understand the work and advocacy being done by NAR and members to protect homeowners' rights. These changes make it more important than ever for REALTORS® to claim their individual **Find-a-REALTOR®** profile pages on *realtor.com*® to ensure that their listings are clearly marked as REALTOR® listings.

How can REALTOR® take advantage of the benefits of claiming their free profile? Member agents and offices can locate their profile in the **Find-a-REALTOR®** directory and select the link to “Login to Control Panel,” or visit <http://marketing.realtor.com/engage/realtor-profile.php> for more detailed instructions. Members operating as a team can also create a team profile. (For additional information, go to *nocbor.com*)



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Treasurer Maddy Dishon	620-1000
Secretary Cheryl Gates-Beers	620-8777

BOARD OF DIRECTORS

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David Botsford	626-2100
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Allan Daniels	335-6166
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Tony Haviland	742-8773
Tanya Mitchell-Dempsey	625-0200
David Niezgoda	625-0200
Ray O'Neil, GAA, RAA	674-3333
Ann Peterson	256-5436
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Rhona Ravenell	202-6824
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Real Property Valuation	Matt Diskin

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NORTH OAKLAND COUNTY BOARD OF REALTORS®

4400 West Walton | Waterford | MI | 48329
Phone (248) 674-4080 | Fax (248) 674-8112
E-mail: boardoffice@nocbor.com
www.nocbor.com

Board of Directors

June, 2013

MOTION CARRIED to approve two (2) Secondary Designated REALTORS®; thirty-nine (39) Primary REALTORS®; and one (1) Affiliate.

MOTION CARRIED to amend the date of record from January 31, 2013, to **March 15, 2013**, for assessment rebate per active Primary and **Secondary members**.

MOTION CARRIED to approve transportation for thirty (30) NOCBOR members to the Tigers game on Tuesday, August 27, 2013, for a cost not to exceed Seven Hundred Fifty (\$750) Dollars.

Board of Directors

July, 2013

MOTION CARRIED to approve six (6) Primary Designated REALTORS®; fifty-one (51) Primary REALTORS®; one (1) Secondary Designated REALTOR and two (2) Affiliates.

MOTION CARRIED to strongly object to Realcomp purging historical data.

MOTION CARRIED to approve the Tri-County Holding Company to provide referral fees to individuals who contract with Tri-County Holding Company at a 70-30% split. Tri-County Holding Company to retain 30% of the fee.

MOTION CARRIED to send a letter to NAR expressing NOCBOR's dissatisfaction with the action of the NAR Directors in approving the RIN Board of Directors in amending the operating agreement with Real Select.

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.

NOCBOR Annual Membership Meeting

Featuring:
Real Estate Attorney
Greg McClelland

Tuesday, October 8, 2013

8:30 a.m. Breakfast
9:00 a.m. Program

Location: T.B.D

Receive 2 FREE hours of legal update as mandated by the State of Michigan.

Tigers Game

Order your tickets today and join members of your REALTOR® family on Tuesday, August 27, when the Oakland Athletics will challenge the Detroit Tigers at Comerica Park, 7:08 p.m., and NOCBOR will provide the transportation to and from the Park. Tickets are only \$40 plus transportation! The Membership Services Committee is sponsoring this event and tickets can be picked up by calling 248-674-4080.

Convention & Expo

Don't miss the chance to attend the largest congregation of REALTORS® in Michigan on Tuesday, September 24 – Friday, September 27, at Soaring Eagle Casino & Resort in Mt. Pleasant. MAR has plans to provide attendees with some of the best programs and events than ever before offered. You won't want to miss the REALTOR® Royale on Thursday, September 25, when everyone will laugh and dance the night away. Register online at mirealtors.org.



NOCBOR Major Investors

On the evening of June 19, 2013, at the Ocean Prime restaurant in Troy, NOCBOR teamed up with the Michigan Association of REALTORS® hosting a cocktail reception for the purpose of promoting the value of the REALTOR® Political Action Committee (RPAC).

The evening's hosts, **Amy Albright, David Botsford, Allan Daniels, R.W. Watson** and **Keith Stonehouse**, discussed legislative and legal issues impacting the real estate profession, and convinced the small group invited to support the real estate industry by participating as a major RPAC investor.

NOCBOR is proud to announce the names of its members, who have made a sound financial investment to protect the rights of private property owners, and to support elected officials who are committed to issues on behalf of the REALTOR® organization.

On behalf of over 2,900 members, special recognition is extended to **Madeline Dishon**, (Re/Max Encore/Clarkston), who committed **\$4,000**, and qualifies for the **Crystal R/President's Club** and **Emily Ford**, (Morgan/Milzow) who generously committed as a member of the **Sterling R President's Club** with an investment of **\$3,000**.

REALTORS® **Joan Falk** (C-21 Town & Country); **Bill Haviland** (Haviland Real Estate); **Brad Jernigan** (C-21 Town & Country) and **Ron Rocz** (Re/Max Showcase Homes) each invested \$1,000 as a **Sterling R** member. NOCBOR Affiliate members **Beth Jarvis** (Title Connect, LLC.) and **Jamie Nummer** (Somerset Lending Corp) joined as **Sterling R contributors** by each investing **\$1,000**.

The REALTORS® Political Action Committee (RPAC) promotes the election of pro-REALTOR® candidates across the U.S. This has been one of the missions of the more than 1 million REALTORS® since 1969. The purpose of RPAC is defined as REALTORS® raise and spend money to elect candidates who understand and support their interests. RPAC is your professional business insurance and you can't expect the "other" guy to pay your portion! Consider making your investment today!



Governor Signs Legislation

Senate Bill 383, now Public Act 104 of 2013, which preserves the foreclosure redemption period, has been signed by Governor Snyder. The initial legislative proposal was to shorten Michigan's 6 month redemption period in order to pursue short-sales and other transactions that provide for homeowner-to-homeowner transfers.

Senate Bill 383 expands upon the current law providing for criminal penalties for damage done during the redemption period by providing lending institutions with the flexibility to perform inspections on the property after Sheriff Sale to make sure it is being kept up and not being stripped of its valuables. If the bank finds that the property is being stripped of its possessions or vandalized, the bank may take the homeowner to court to accelerate the redemption period.

While Governor Snyder recognized the importance of signing the legislation into law, he insisted that further, specific follow-up measures are needed in order to protect homeowners, lenders and communities. In addition, he believes that "keeping Michiganders in their homes must remain our first goal. It not only benefits the homeowner, but it also helps the lender ensure the home retains value and reduces vacant structures in our neighborhoods." A work group will be scheduled to find solutions to these issues.

Director Candidates

Don't you think it's time that you took an interest in the professional organization that assists you in making a living? Would you consider committing to monthly meetings, approximately 2 hours, and the opportunity to make a difference?

NOCBOR members must elect four (4) REALTORS® to serve for a term of three (3) years on the Board of Directors. Also, the members **MUST** elect an Affiliate member to serve for a term of one (1) year.

NOCBOR Nominating Committee will conduct interviews of candidates interested in serving on the Board of Directors on August, 13. It is the job of the Nominating Committee to conduct candidate interviews and to recommend the qualified candidates to the NOCBOR membership for election. Interested members can submit the official Nomination form, available at nocbor.com, no later than August 8, 2013.

Members, who would prefer to be nominated by petition, must collect the signatures of twenty-five (25) NOCBOR REALTOR® members. Petitions must be submitted to NOCBOR office at least five (5) business days, September 16, prior to online voting, September 24. The last day of voting is October 8, 2013, during NOCBOR Annual Membership meeting.

Legal Q & A

Q: I am a REALTOR® that bought a property at a Sheriff's sale. The owner of the property no longer occupies the property. As the buyer, am I allowed to declare the property abandoned and shorten the redemption period to 30 days?

A: No. Only a mortgagee can file an affidavit of abandonment to shorten the redemption period after a sheriff's sale. A successful third-party bidder at a foreclosure sale cannot use the abandonment process.

Q: I am representing a seller of a house and some land. The state has approved construction of a wind farm adjacent to my seller's property. Construction will begin this coming spring. Must this be disclosed?

A: More than likely yes. The Seller Disclosure Act has a section that asks specifically whether there is "farm or farm operation in the vicinity; or proximity to a landfill, airport, shooting range, etc." While there is no definitive answer to this question, it is certainly a reasonable interpretation that a future wind farm would fall within this description.

Remember, that the ultimate decision as to whether something should be disclosed should always be left to the seller-client. A listing agent who advises her seller-client that something need not be disclosed has arguably assumed responsibility for any later problem that arises.

Q: I am currently leasing a house to a tenant whose former boyfriend has been stalking and harassing her. She wants to terminate the lease early and go into hiding. Can she do this?

A: Yes, if she has a "reasonable apprehension of present danger." Changes to the Landlord-Tenant Act (MCL 554.601 1b) allow tenants to terminate a rental agreement in cases of domestic violence, sexual assault or stalking.

The law states: "...a tenant shall be released from his or her rental payment of obligation in accordance with the requirements of this section after submittal of written notice of his or her intent to seek a release and written documentation that the tenant or his or her child from domestic violence, sexual assault, or stalking. Submittal of written notice shall be made by certified mail."

Written documentation of a reasonable apprehension of present danger includes:

- A valid personal protection order.
- A valid probation order, conditional release order or parole order.
- A written police report that has resulted in the filing of charges by a prosecuting attorney.



LEGAL HOTLINE
800-522-2820

Support NOCBOR Affiliate Members

Justin Bankston (First American Title Insurance)	248-789-6371
Barnett, Larry (Attorney at Law)	248-625-2200
Bartram, Scott (Diversified Heating & Cooling)	800-680-6244
Bartus, Barb (Watson Group Financial Corp)	248-666-2700
Becker, Jeff (America's Preferred Home Warranty)	800-648-5006
Daigle, Tom (National Home Lending)	248-623-1234
Edginton, Ten (U.S. Bank Home Mortgage)	248-866-9460
Elmore, Amy (Liberty Title)	248-259-3888
Felix-Smith, Laura (Seaver Title)	248-338-7135
Fitzpatrick, James (Fifth Third Bank)	248-625-3142
Gourand, Jill (Transportation Title of Michigan)	248-605-0600
Hill, Cheri (Bank of America)	248-408-6805
Hinsperger, Baron (Sterling Title Agency)	586-323-8025
Howell, Jason (Chase)	248-886-0208
Izrailov, Emil (Independent Bank)	248-689-1200
Jarvis, Beth (Title Connect)	586-226-3506
Kehig, Mike (Fidelity National Title)	248-594-9390
Kerr, Craig (Style Me Detroit)	800-476-3134
Kingsbury, Timothy (Town Mortgage Company)	248-247-1800
LaPorte, Jeff (The Home Team Inspection)	248-366-6215
Linnane, Jim (Wells Fargo Home Mortgage)	515-213-4291
Morrow, Mick (Huron Valley Financial)	248-623-2280
Nummer, James (Somerset Lending Corp)	248-895-4541
Patterson, Randall (Pillar To Post)	248-755-3422
Pieron, Angela (Partners Title Agency)	248-625-1799
Porritt, James Jr. (Attorney At Law)	248-693-6245
Prichard, Geoffrey (Title Express, LLC)	248-855-1445
Proctor, Michael (Michael Proctor)	248-931-1018
Rose, David (Ross Certified Home Inspection)	248-625-9555
Seaver, Phil (Seaver Title)	248-338-7135
Seibert, Brian (Watson Group Financial Corp)	248-666-2700
Silpoch, Brian (Transnation Title Agency of Michigan)	248-605-0600
Stonehouse, Keith (Franklin Title Agency)	248-564-4022
Stoumbos, George (Wolverine Bank)	989-225-1390
Sullivan, David (Credit Technologies, Inc.)	248-313-1027
Taylor, Cindy (Huron Valley Financial)	248-623-2280
Vigillius, Pete (Troy Abstract & Title Agency)	248-989-1100

Q: My seller received an offer for \$200,000 and countered that offer at \$210,000. After the counteroffer had been delivered to the buyers' agent, but before the buyers responded to the counteroffer, the seller decided not to take a chance and withdrew his counter offer and accepted the buyers' offer for \$200,000. I have been told that the buyers will not honor the contract. Don't we have a binding contract?

A: No. The sellers' counteroffer operated as a rejection of the buyers' offer. Once an offer has been rejected, it is "terminated" and cannot thereafter be resurrected and accepted. Legally, where you are at now is the seller has offered to sell the property on the terms originally proposed by the buyer, which offer can be accepted (or rejected) by the buyer.

Q: My buyer client made an offer on a house listed by another company. The listing agent told me that he had called his seller and that the seller had accepted my client's offer. I never received the written acceptance and I have since found out that the seller entered into a contract with another buyer. My buyer believes that he should get the house because of the verbal acceptance of his offer. Is he correct?

A: No. The statute of frauds (MCL 566.108) requires that a contract for the sale of real estate be in the form of a signed written document in order to be enforceable. Since the so-called acceptance came through verbal communications between the seller, the listing agent, and the buyer's agent and was never reduced to a signed writing, the contract is unenforceable.
(This column is provided by the law firm of McClelland & Anderson)

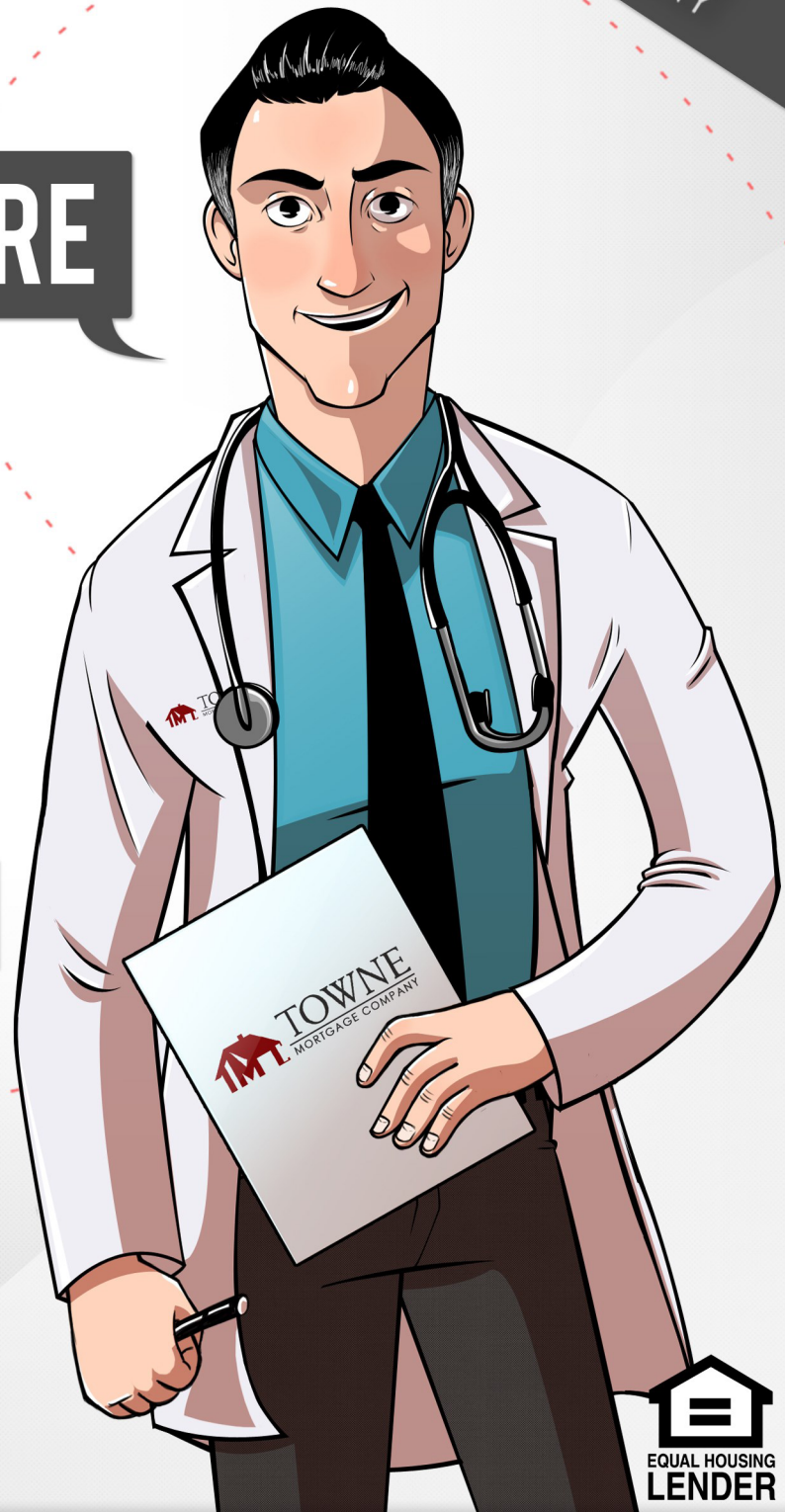
**COMATOSE
LISTINGS?**
THE DOCTOR IS MAKING HOUSE CALLS

TOWNE
MORTGAGE COMPANY

REHAB IS THE CURE

**203K RENOVATION
203K STREAMLINE
BENEFIT PLAN**

- ▶ **SELL MORE**
- ▶ **LIST MORE**
- ▶ **MAKE MORE**



NOCBOR Events

AUGUST
SEPTEMBER
OCTOBER

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
5	6	7 9:30-10:30 a.m. HUD Buyers Program	8 8:30 a.m. Golf Outing @ Fountains	9 10 a.m. REALTORS® Property Resource Training	10
12 9:30 a.m. Education/Tech 11:30 Government Affairs	13 9:30 a.m. Nominating Committee	14 10 a.m. Backdoor Workshop Photo Workshop Style Me Detroit	15 9 a.m. – 5:30 p.m. (RES 201) Broker License Preparation	16 9:30 – 10:30 a.m. HUD Buyer's Program	17
19 10:30 a.m. Tablet/iPad Tutoring Class 1 p.m. Successfully Selling HUD Homes (2 hrs con-ed)	20 9 a.m.-12 p.m. Septic & Well, Deck Construction, New Home Construction (3 hrs con-ed)	21 10 a.m. "It's All In The Cloud" (2 hrs con-ed) 12 p.m. Executive 1:30 p.m. BODs' Mtg	22 9:30 a.m. Grievance 9 a.m. – 5:30 p.m. (RES 201) Broker License Preparation	23 10:30 a.m. Real Property Valuation	24
26 9:30 a.m. Course 1400-(6 hrs con-ed) Jack Waller OAKLAND COUNTY AUCTION	27 9:30 a.m. New Member & COE 1:30 p.m. Arbitration 7 p.m. Tigers Game	28 9-11 a.m. Hardcore Regulations (2 hrs legal con-ed)	29 9 a.m. – 5:30 p.m. (RES 201) Broker License Preparation	30	31
2 MEMORIAL DAY OFFICE CLOSED	3	4 9 – 5:30 p.m. (RES 201) Broker License Preparation	5 9:30 a.m. "Successfully Selling HUD Homes Advanced" (2 hrs con-ed)	6 9 a.m. Roundtable w/ Congressman Bentivolio	7
9 9:30 a.m. Education/Tech 11:30 a.m. Gov't Affairs 6-10 Pre-License Class	10 6-10 p.m. "Introduction to Property Management"	11 10 a.m. – 1 p.m. Transnational Referral Certification 6-10 Pre-License Class	12 9 a.m. Membership Services 6-10 p.m. "Introduction to Property Management"	13	14
16 6-10 Pre-License Class BOD's Petition Deadline	17 9:30 a.m. Course 1400 (6 hrs con-ed) Sally Bell 6-10 p.m. "Introduction to Property Management"	18 6-10 Pre-License Class 12 p.m. Executive 1:30 p.m. BODs' Mtg.	19 9:30 a.m. Grievance 9 a.m. – 5:30 p.m. (RES 203) "Policies & Procedures" 6-10 p.m. "Introduction to Property Management"	20 10 a.m. RCO3 Online Training	21
23 6-10 Pre-License Class	24 6-10 p.m. "Introduction to Property Management"	25 1 p.m. Successful Selling HUD Homes (2 hrs con-ed) 6-10 Pre-License Class	26 9 a.m. – 5:30 p.m. (RES 203) "Policies & Procedures" 6-10 p.m. "Introduction to Property Management"	27 10 a.m. Real Property Valuation BOD's Online Voting Begins 9:30 a.m. Course 1400 (6 hrs con-ed) Sally Bell	28
30 6-10 Pre-License Class 9:30 a.m. Course 1400-(6 hrs con-ed) Jack Waller	1 6-10 p.m. "Introduction to Property Management"	2 6-10 Pre-License Class	3 9:30 a.m. "Selling HUD Homes-Advance" (2 hrs con-ed) 6-10 p.m. "Introduction to Property Management"	4 9 a.m. – 5:30 p.m. (RES 203) "Policies & Procedures"	5
7 6-10 Pre-License Class BOD's Online Voting Concludes	8 8:30 a.m. Annual Membership Meeting	9 6-10 Pre-License Class	10 9 a.m. Membership Services Casino Bus Trip 9 a.m. – 5:30 p.m. (RES 203) "Policies & Procedures"	11	12 9:30 a.m. Course 1400 (6 hrs con-ed) Sally Bell
14 9:30 a.m. Education/Tech 11:30 Government Affairs	15 9:30 a.m. Course 1400-(6 hrs con-ed) Jack Waller	16 10 a.m. Nominating Committee	17 9:30 a.m. Grievance	18	19
21 9:30 a.m. Course 1400 (6 hrs con-ed) Sally Bell	22	23	24 9 a.m. – 5:30 p.m. (RES 202) Contracts & Fair Housing	25 10 a.m. Real Property Valuation	26
28	29 9:30 a.m. New Member & COE Jack Waller	30 12 p.m. Executive 1:30 p.m. BODs' Mtg.	31 9 a.m. – 5:30 p.m. (RES 202) Contracts & Fair Housing		

Backdoor Workshops (Free)

HUD Buyers Program

Charlene Lucas
Wednesday, August 7 (9:30 a.m.)

REALTORS® Property Resource

Nancy Robinson
Friday, August 9 (10:30 a.m.)

Photo Workshop

Style Me Detroit
Wednesday, August 14 (10 a.m.)

HUD Buyers Program

Charlene Lucas
Friday, August 16 (9:30 a.m.)

Tablet/iPad Tutoring Class

Ben Handelsman, David Henderson & Geoff Leach
Monday, August 19 (10:30 a.m.)

“Successfully Selling HUD Homes”

James Gillen
Monday, August 19 (1 p.m.)
(2 hours con-ed)

Wells & Septic, Deck Construction, New Home Construction

Randy Patterson
Tuesday, August 20 (9 a.m. – 12 p.m.)
(3 hours con-ed)

“It’s All In The Cloud”

Angie Ridley
Wednesday, August 21 (10 a.m.)
(2 hours con-ed)

“Hardcore Regulations”

Allan Daniels
Wednesday, August 28 (9-11 a.m.)
(2 hours legal con-ed)

Location: NOCBOR

Introduction to Property Management

September 10, for 4 weeks (32 hours)
Tuesdays & Thursday evenings 6 – 10 p.m.
Lori Chmura

This course is designed to help you better understand the profession of property management. It includes career opportunities discussion, Michigan laws as it relates to the profession, as well as guidance to provide quality level service to clients. This course is approved for 32 hours. Broker credit with 3 hours of Fair housing or as 32 hours of real estate continuing education which includes 6 hours of legal update.

\$375.00 pre-paid
\$380.00 walk-in
Location: NOCBOR

Broker License Prep (RES 201)

Thurs, Aug 15, 22, 29 & Wed, Sept 4

9 a.m. – 5:30 p.m.

Jack Waller

*This flagship course provides the information you need to successfully complete your real estate broker’s license exam. No gimmicks, no unnecessary materials just to fill time. This class concentrates on solid information, testing techniques, developing good exam preparation habits and confidence building. All subjects likely to be tested on the PSI exam are covered. The course uses **Michigan Real Estate Law & Practice, Full Text and Study Guide**, by Jack Waller, as the critical reference textbooks*

30 statutory hours

\$325.00 includes textbooks and instructions

Location: NOCBOR

Policy & Procedures for Real Estate Risk Management (RES 203)

Thurs, Sept 19 & 26; Fri, Oct 4 & Thurs, Oct 10

9 a.m. – 5:30 p.m.

Jack Waller

This exceptional program is the only one of its type to actually help you create or upgrade the most important tool in your risk management arsenal: A company Policy & Procedure Manual. While our industry is under constant legal assault, it’s 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 “signed on” to your new or revised policy! A complete, sample Policies and Procedures template is delivered via this program. Students uniformly rave how powerful this program is from a risk management perspective!

30 statutory hours

\$325.00 includes textbooks and instructions

Location: NOCBOR

Contracts & Fair Housing (RES 202)

Thurs, Oct 24, 31; Wed, Nov 6 & Thurs, Nov 14

9a.m. – 5:30 p.m.

Jack Waller

This fast-paced and unique program covers two critical risk management issues for Brokers and Managers. Learn what skills agents must possess when breaking down and communicating contract and form details to their savvy customers and clients. Learn from a Broker’s or Manager’s perspective how to teach and coach your agents to do this correctly. This course also delivers all 9 required hours of fair housing in a practical, real world format. You already know the history and theory: Now it’s time to focus on “What to do and say,” “When to do it” and “How!”

30 statutory hours

\$325.00 includes textbooks and instructions

Location: NOCBOR

NOCBOR CONTINUING EDUCATION

Course 1400 M5624/M5625/M5626



DATE	INSTRUCTOR	HOURS	TIME	COST
Monday, August 26	Jack Waller	6	9:30 a.m.-3:30 p.m.	\$40.00
Tuesday, September 17	Sally Bell	6	9:30 a.m.-3:30 p.m.	\$35.00
Friday, September 27	Sally Bell	6	9:30 a.m.-3:30 p.m.	\$35.00
Monday, September 30	Jack Waller	6	9:30 a.m.-3:30 p.m.	\$40.00
Saturday, October 12	Sally Bell	6	9:30 a.m.-3:30 p.m.	\$35.00
Tuesday, October 15	Jack Waller	6	9:30 a.m.-3:30 p.m.	\$40.00
Monday, October 21	Sally Bell	6	9:30 a.m.-3:30 p.m.	\$35.00
Friday, November 8	Jack Waller	6	9:30 a.m.-3:30 p.m.	\$40.00

To register, visit www.nochor.com or call (248) 674-4080! Registration sheets must be completed with payment to hold your place in class! Take your Continuing Education today!

40 HOURS

PRE-LICENSE TRAINING

*Monday, September 9, 2013
(Monday & Wednesday for 5 weeks)*

NCI ASSOCIATES

*North Oakland County Board of REALTORS®
4400 W. Walton Blvd, Waterford, 48329*

6-10 p.m.

\$235.00 includes materials

Register: by phone with Visa/MasterCard

No later than September 6, 2013

586-247-9800 or 586-247-9820 (fax)



Ask about
**TRI-COUNTY HOLDING
COMPANY**
One of many NOCBOR benefits

**NOW OFFERING
REFERRAL FEES**

Multiple Offers

The information provided in this article has been developed by the Michigan Association of REALTORS®. It addresses many of the inquiries which you may have posed and validates, once again, that sellers are not required to reject an offer in writing or even acknowledge receipt of an offer. A buyer can request that a seller respond in writing but the seller has no legal obligation to do so.

License law requires that all offers to be forwarded by a licensee to the seller. After the offers are delivered, the seller may consider them in any order he/she desires. A seller can accept, reject or counter an offer. Or, the seller can choose to do nothing or sit and wait for a second offer.

There is no requirement on multiple offers that a seller treat each potential buyer equally or fairly (except for the protected categories under discrimination). A seller is not required to take the highest offer, but could actually take a lower offer based on terms or cash. The seller can disclose the amount of offers to none, some or all of the other potential buyers.

A seller can offer one buyer an opportunity to submit another bid, without offering the other buyers a similar opportunity. Any material change to a counteroffer is a rejection and becomes a counteroffer back to the other party. An offer or counteroffer can be revoked at any time before it is accepted (even if it contains an expiration date).

An offer **cannot** be accepted orally. You do not have a binding contract until the written acceptance is delivered to you (or agent). An offer **can be** revoked orally. A seller is not required to accept a full price and terms offer.

The buyer's agent is generally prohibited from contacting the seller who is represented by another agent.

Special Awards

It's time to nominate your favorite and most deserving business associate for the **NOCBOR 2013 Special Awards Program**. Listed below are the award categories. Nominations must be submitted to NOCBOR no later than October 25, 2013.

Broker/Manager-Of-The-Year: You know who this is! It's that person who you can always count on and consider part of your support system. This candidate can be nominated by any NOCBOR member. A narrative must accompany nomination.

Cultural Diversity Member: Someone who has displayed a sense of awareness and commitment to our multi-cultural community.

Distinguished Service: The nominee must be a REALTOR® member. To nominate a candidate for this award, please submit a narrative describing a real estate transaction in which the nominee displayed a true sense of professionalism and ethical behavior. This is your chance to express your appreciation for a "job well done!"

Rookie-Of-The-Year: Must be nominated by the Designated REALTOR® of the office with which the nominee is affiliated. The award will be given to an individual who has been in the business less than 18 months, and will be based on productivity and congeniality.

Humanitarian & Community Service: This award must go to a REALTOR®. It will be in recognition for outstanding contributions and dedication toward the betterment of the community.

Affiliate-Of-The-Year: This award must go to an Affiliate member. REALTORS® can nominate Affiliate-Of-The-Year nominees on the basis of outstanding professionalism and Board activity.

This is your opportunity to nominate your favorite REALTORS® and Affiliate members.



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Appraisal Classes Offered

NOCBOR member **Brian Kirksey**, Senior Appraiser and AQB Certified USPAP Instructor, is authoring two programs, specifically for NOCBOR members, which he will instruct on **Thursday, November 21** and **Friday, November 22**, at NOCBOR.

“Introduction Statistics for Real Estate Professionals” will be offered on **November 21**. The class will focus on basic statistical measurements, analysis of measurements and gather/organizing of data. Participants will learn how to use Excel (version 2010 or greater) to gather, refine and analyze real estate data from a variety of sources. Participants will need a laptop running Excel version 2010 or greater) and a basic understanding of excel. (7 hrs con-ed)

“Intermediate Statistics for Real Estate Professionals” is ideal for participants who have taken Intro to Stats, or have a good understanding of statistics and spreadsheet analysis. The class, offered on **November 22**, will focus on integrating statistical measurements into daily practice and will help participants develop multiple regression models and discuss the limitations and uses of regression modeling in real estate. Participants will need a laptop running Excel version 2010 or greater and an intermediate understanding of Excel. (7 hrs con-ed)

The class will begin at 8:30 a.m., and conclude at 5 p.m. Course fee is \$75, however, attendance of both will be discounted at \$135. Register at info@nocbor.com or call, 248-674-4080.

Oakland County Tax Sale

NOCBOR members are once, again, invited to participate in the Oakland County Tax Sale, which will take place on **Monday, August 26** (Townships & Villages); **Tuesday, August 27** (Cities, except Pontiac) and **Wednesday, August 28** (Pontiac). For the first time in the history of the Oakland Tax Sale, the auction won't be held at the County building. Because of the enormity of the event, the **Ultimate Soccer Arena**, 867 South E. Blvd., Pontiac, will host the Oakland County Tax Sale.

Selected properties will be available for showings by qualified REALTORS®. NOCBOR will provide the list of available properties to participating agents. The list of properties will be updated regularly, with new properties added as they become available for showings.

NOCBOR has the names of those REALTORS® who previously attended the required training held in 2012. These individuals will be qualified to participate in the upcoming auction through the NOCBOR/County arrangement. The **Commission Agreement** with the County, as well as the **Designated Limited Buyer-Agency Agreement** and the **Waiver & Release of Liability**, will be forwarded to participating agents.

Should you be interested in participating this year in the Oakland County Tax Auction and you have not previously attended the training program, please contact NOCBOR, 248-674-4080, for upcoming training dates.



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Professional Headshots

NOCBOR MEMBERS - ONE DAY ONLY PRICING

StyleMe Detroit is bringing their professional photo studio to the NOCBOR photo workshop Wednesday August 14th at 10am. Take advantage of one-day-only special pricing for NOCBOR members and an opportunity to get professional business headshots ON SITE that day. Call 800-476-3134 for details.

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What Buyers Really Want!

If data is the currency of the new economy, then the National Association of REALTORS® is flush with it based on the recent release of the **2012 Profile of Home Buyers & Sellers**. This annual survey of more than 5,700 respondents offers ample information about homebuyers.

What matters most? The quality of the neighborhood, convenience to job, and overall affordability of homes are the top three factors influencing neighborhood choice. Overall, only 25% of the survey respondents chose a neighborhood based on the quality of the schools. But, among families with children under 18 residing in the home 46% chose based on school district quality, down from 55% last year and 61% prioritize the quality of the neighborhood, down from 72% last year.

Hunkering down! Once moved into their newly purchased home, the typical buyer expects to live there for 15 years, which is up significantly from 2010, when the typical buyer expected to stay 10 years. Younger buyers (18-24 years old) expect to stay for only five years.

Tighter Credit. Many buyers are now facing tighter credit standards, causing the typical buyer profile to shift. For example, this year's report displayed the highest shared of married couples and the lowest share of single buyers since 2001.

Getting Mortgages. While the share of homebuyers reporting that the process of obtaining a mortgage is more difficult than expected is about the same as last year (40%), it is higher than the figures reported in the 2009 and 2010 reports.

Become Part of the Future, Now!

Referrals are a substantial source of income for many real estate professionals. Work in this business long enough and do a good job, and clients will be handed to you. U.S. based sales agents know this well, and know the value of referrals from fellow professionals. Referrals are so valuable, in fact, we pay for them, typically around 25% of our side of the transaction for residential and between 10% and 15% for commercial, although this varies from agent to agent and transaction to transaction. Our Canadian colleagues also practice this. Except for a relatively small handful of brokers elsewhere, however, paying for client referrals is generally not done and, in some cases, is outwardly rejected. U.S. REALTORS® have a hard time understanding why this is so. But, many of our colleagues around the globe are not yet aware of the profits and opportunities in referrals.

In some international markets, commission percentages are very small, so brokers are less inclined to share. In other markets, clients remain clients of the original broker, even if they work with another broker to buy outside their market, so there is no legal or logical basis for “transferring” a client to another professional. To complicate matters further, some U.S. states prohibit paying a fee to an “unlicensed entity,” which seems to make sense, until you wish to do business with a broker in a country where there is no licensing. Efforts have been made to educate licensing authorities about this issue and to provide model language to accommodate a global market. The point is that there are still barriers to payment of cross border referral fees, for a variety of reasons.

NOCBOR is offering REALTORS® a first-time opportunity to attend the **Transnational Referral Certification (TRC) course on Wednesday, September 11** (10 a.m.-1 p.m.). The course, instructed by **Furhad Waquad**, is designed to inform brokers worldwide about the benefits of client referrals as a source of income; about the benefits to both the client and broker/agent; and about the specific tools and resources available from the International Consortium of Real Estate Associations (ICREA). The course fee is \$119, and qualifies for 3 hours of continuing education.

Once students successfully complete the course and pass the exam, a certificate is automatically generated online and the broker/agent’s name is added to a searchable database of TRC professionals. This database of certified professionals is key to the success of the system, as referring agents will now be able to easily locate an ICREA affiliated professional who understands the client referral concept and is interested in doing cross-border referrals. Register by calling, 248-674-4080.

The ICREA has had a Transnational Referral System in place for more than two years. It provides standardized referral forms that brokers can voluntarily use to negotiate specific fee arrangements. This system also provides an arbitration process to use to settle disputes between brokers.

HUD Program Launched In Michigan

On July 1, 2013, HUD implemented the **“Buyer’s Select Program.”** All buyers, whose bids are accepted on or after this date in the State of Michigan, will be required to select their own closing agent. The selling agent will be required to complete an addendum providing the name and contact information of the selected closing agent. This addendum must be submitted with the contract package at the time of bid acceptance.

Closing/settlement fees are a buyer’s expense. HUD will only pay a portion of the closing fees, **if the buyer includes closing costs on line 5 at the time of bid submission** and there are sufficient funds remaining to allow for this fee to be paid. If there are no closing costs included in the bid, the buyer will be required to pay all settlement and closing fees. NOCBOR, in cooperation with **Inside Realty**, will offer those experienced with the HUD selling procedures one (1) hour of information regarding the **“Buyer’s Select Program”** at NOCBOR, on **Friday, August 16** (9:30 a.m.). Register at insiderealty.com or call, 248-674-4080.



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