



Impact



David Botsford
NOCBOR President

Let's start with looking at why we pay dues to be part of the REALTORS® organization. Your dues are proportionately paid to the National Association of REALTORS®, the Michigan REALTORS® and your local Board, NOCBOR. The most important part of all these organizations is that when we become REALTORS®, we agree to adhere to a Code of Ethics which makes our organization professional. Our Code of Ethics makes us accountable to the consumer, "your client" and to each other to compete on the same playing field and also under the same rules.

One example is the MLS. When we have an **Exclusive Right to Sell Contract**, we have a fiduciary obligation to our client that security of their home is paramount. When we are permitted to install a lockbox on a home, we have accepted the liability to protect the property. We agree that only REALTORS® will be permitted access to the home. This means that if you allow a home inspector access to the home, they must be accompanied by a REALTOR®. This is usually done by the buyer-agent, but under no circumstances done without a

REALTOR® accompanying them. Lockbox codes should **NEVER** be given to unlicensed individuals. Realcomp has established a fine of \$5,000 when this rule is violated, which could put many agents out of business. Unfortunately, we have had several incidents where this was not adhered to and agents have been held responsible for theft and other breaches of security to their clients.

Let's get upbeat, now! We are enjoying a great upswing in our housing market. New construction is everywhere, and inventory shortages throughout Southeastern Michigan. Can you say, "Sellers' Market"?! Mortgage rates at history lows and Michigan now at 4.4% unemployment. In my 38 years in real estate, with mortgage rates in the 3% range, I have not seen such a perfect market. You need to go out and get your unfair share. Just remember that markets change swiftly and you need to always plan for the downturn that always happens following a great market.

Always treat others as professionals and put your clients' interest first. They will come back to those they have great relationships with. Stay in touch with your data base of sphere of influence people and never stop touching them in a contact management data base.

Take advantage of all the upcoming training that NOCBOR offers. Our business is always changing and it is important to stay on top of all the new trends.

Tom Kotzian, NOCBOR 2016 President-Elect, is offering a series of workshops this spring and summer, which will provide you with training and knowledge.

The "Listing Skills" workshops, offered by Tom, will equip you with the necessary listing skills used by top superstars in the

country. Beginning Friday, April 29 and concluding on Friday, July 1, you will learn to have greater confidence to a path of income producing activities, instead of complacency. Seating will be limited and NOCBOR members are offered the series for **FREE**. Watch for registration soon.

Thank you,
David Botsford
NOCBOR President

"Listing Skills Workshops"

Lead Generation Skills (Prospecting Scripts), Friday, April 29, 1-3 p.m.

The Gold Mine (Your Sphere of Influence), Friday, May 6, 1-2 p.m.

Personality Styles (Getting on the Same Wave Length) Friday, June 3, 1-2 p.m.

Pre-Listing Package (With Pre-Qualifying Questions), Friday, June 10, 1-2:30 p.m.

Listing Presentation (With Director's Cut Workbook), Friday, June 17, 1-3 p.m.

Handling Objections (With Closing Question Techniques), Thursday, June 23, 1-2:30 p.m.

Business Planning for Listing Success (With Numbers Analyzer), Friday, June 24, 1-3 p.m.

Top Producer Coaching & Accountability (With Coaching Worksheets), Friday, July 1, 1-3 p.m.

Instructor: Tom Kotzian, affiliated with Century 21 Town & Country, is a national recognized coach and trainer.



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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 March, 2016

MOTION CARRIED to approve Six (6) Primary Designated REALTORS®; One Hundred Thirty-Nine (139) Primary REALTORS®; five (5) Secondary Designated REALTORS® and Five (5) Affiliate members.

“Tools of the Trade”

Realcomp's annual “Tools of the Trade REALTORS® Expo” is scheduled to be held on Thursday, April 28, 2016, 8:30 a.m. – 3:30 p.m. at the Ford Community & Performing Arts Center, in Dearborn. Realtors® and support personnel are invited to attend.

In Memoriam

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Mike Wang** (Myco's Real Estate) who passed away on April 2, 2016.

Save the Dates

NOCBOR General Membership Meeting, MSU Management Center in Troy, **June 7; “Parking Lot” Party**, NOCBOR, **June 16; Golf Outing**; Pine Knob, **August 4; Annual Awards & Installation Luncheon**, The Palace, **December 9.**

RPAC Winners

NOCBOR extends special recognition and appreciation to the following members for voluntarily contributing more than their RPAC “Fair Share” in 2016. **Simon Thomas** (Max Brook) generously contributed **\$250** and **Jenifer Rachel** (Keller Williams) contributed **\$200**. **Angie Batten** (Real Estate One) supported RPAC with **\$150** contribution, and **Curt Carson** (RE/MAX Showcase), **Lorrie Fiteny** (Sandora & Fiteny) and **Pat Jacobs** (NOCBOR) contributed **\$100** each.

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.

President's Circle

The RPAC President's Circle is an influential group of country-wide REALTORS® who contribute directly to REALTOR®-friendly candidates at the federal level. **David Botsford**, NOCBOR 2016 President and principal owner and broker of Keller Williams, voluntarily joined the NAR President's Circle Program in 2013.

Political Action Committees, like our REALTORS® Political Action Committee (RPAC), can only legally contribute \$10,000 per election cycle to a Member of Congress. The President's Circle Program supports REALTOR® Party Champions-Members of Congress who have made significant achievements in advancing the REALTOR® public policy agenda. The President's Circle Program allows REALTORS® to contribute beyond RPAC dollars and increase the strength of the REALTOR® voice on Capitol Hill.

2016 Good Neighbor Awards

NOCBOR member, **John Kersten**, owner and principal broker of Century-21 Town & Country, was one of five recipients recognized in 2015 by the REALTOR® Magazine as award winner of the Good Neighbor program.

Based on commitment to their profession, as well as their communities, five (5) REALTORS®, who make an extraordinary impact on their communities through volunteer work, will receive \$10,000 grants, national publicity and travel expenses to attend the 2016 REALTORS® Conference & Expo in Orlando, November 3-7. In addition, five (5) honorable mentions will receive \$2,500 grants for their charitable projects.

Nominees must be NAR members. Their volunteer work can be in any field and does not have to be related to housing. Entries must be postmarked by Friday, May 13, 2016. The official **2016 Good Neighbor Awards Entry Form** is available on nocbor.com Web site.

2016 Housing Market

According to *The Kiplinger Letter*, the housing market is poised for a solid year. In fact, it's shaping up to be slightly better than 2015, when many parts of the U.S. saw housing perk up.

Credit will continue to ease some this year. More and more large banks are rejoining small ones in a heightened emphasis on making mortgage loans, after having backed away from mortgage lending following the financial crisis. Non-bank lenders are gaining market share, especially with tech-savvy millennials, who aren't shy about obtaining loans from lenders they'll never meet. Among such lenders: Quicken Loans, PennyMac, PHH Mortgage and Freedom Mortgage. By using apps and other technology to collect info from potential borrowers, they can issue loans more efficiently and faster than traditional lenders.

Coinciding with the uptick in lending: more potential buyers seeking mortgages this year as they see their paychecks swell a bit in strengthening job market that's forcing up wages. Stronger household formation and continuing low mortgage rates will also spur buyers. Growth in households, moreover, is fueling a clamor for apartments in metro areas.

Builders will scramble to keep up with demand for housing of all types. Inventories of new homes are especially tight. Construction is constrained by, among other things, a big shortage of skilled home construction workers. The need for new homes will increase as sales of existing homes rise. Homes sold by downsizing baby boomers, as well as by buyers looking to move up. But, some builders will continue to focus on putting up multifamily homes... the quickest way to expand inventory and make more efficient use of workers.

Housing markets overall will be strongest in the West and in the South, where they are boosted by strong population growth. Not that home prices are rising at near-double digit rates in San Francisco, Denver, Portland, Ore., Seattle and Dallas. More modest growth will pace much of the Northeast and Midwest. Boston is a bright spot in the Northeast, while Minneapolis, Columbus, Ohio, Des Moines, Iowa and Indianapolis will be among the top gainers in the Midwest. But states and cities that largely rely on strong oil prices will lag the field. Baton Rouge, La., and near fracking hot spots in N.D., Wyo., and Pa. Continued interest by investors in homes in New York, Florida, Michigan and elsewhere will compete with home buyers, pushing up home prices.

U. S. Economy

Current Fed Chair Janet Yellen appeared recently with predecessors Ben Bernanke, Alan Greenspan and Paul Volcker for a panel discussion at the International House of New York, seeking to dispel worries the U.S. is headed back toward recession.

"This is an economy on a solid course, not a bubble economy," Yellen declared. "It has made tremendous progress from the damage of the financial crisis." Other comments from the "Fed Four" marked a further sign of guarded confidence from the world's most powerful (past and present) economic policy makers.

In The Eyes Of The Appraiser

What constitutes a bedroom? Based on *The Dictionary of Real Estate Appraisal, 5th Edition*... a room into which an occupant can fit a conventional bed. Local zoning and health codes may also establish minimum requirements. For purposes of this standard, a bedroom should be at least 90 square feet with at least one bedroom in the dwelling of at least 120 square feet. To be defined as a bedroom, the space should have a standard size, single door which provides a separation of spaces and allows for privacy within the room.

A bedroom should have a closet and a window that provides an emergency exit, natural light and ventilation. Bedrooms should have direct access to a bathroom, hallway or other common living area. The intent of a room may also help to define the space in older dwellings. Such rooms, intended for use as a bedroom, as long as they meet the door and window criteria, may be defined by local custom.

Condo Act Revisions

Legislation modifying the condominium development process passed unanimously in the State Senate. **Senate Bill 610**, sponsored by Senator Margaret O'Brien (R-Portage), amends the Condominium Act to revise provisions under which a developer may withdraw undeveloped portions from a project, or convert them to "must be built." SB 610 is receiving wide-ranging support from the real estate and home building industry. Its passage would create a clearer road map for developers and Condominium Associations, when considering the future of a development and how to treat undeveloped property-eliminating automatic triggers that could create unintended consequences for all interested parties. In addition, this legislation would address some FHA approval issues that members have been experiencing, when marketing condominiums, by allowing greater flexibility in meeting occupancy and ownership requirements for a condominium development. The Bill now heads to the State House Local Government Committee.

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From riders and
lock boxes to
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signs and more!

NOCBOR Events

April

MAY

JUNE

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
18 11:30 a.m. Government Affairs	19 2-3 p.m. RPR Basics: Tools For Building Your Business (1 hour con-ed) Nancy Robinson	20 10 am. – 1 pm. Backdoor Workshop Deck Construction; Swimming Pool Safety& Electrical Tips (3 hours con-ed) Randy Patterson	21 9:30 a.m. Grievance Committee	22	23
25 9:30 a.m. – 11:30 a.m. Comprehensive HUD Training-2016 Evduza Ramaj (2 hours con-ed)	26 10 a.m. – 3:30 p.m. Floyd Wickman Program	27 12:30 pm. Executive 1:30 p.m. BODs' Mtg	28 10 am – 12 pm. New Member/COE Jack Waller Realcomp Tools Of The Trade	29 1-3 p.m. Free Backdoor Workshop Lead Generation Skills Tom Kotzian	30
2 10 a.m. – 3:30 p.m. Floyd Wickman Program	3 2-3 p.m. RPR Advanced: Hit The Bulls Eye On Perfect Pricing With RPR (1 hour con-ed) Nancy Robinson	4	5	6 1-2 p.m. Free Backdoor Workshop The Gold Mine Tom Kotzian	7
9 9:30 am. Education/Technology	10 9 am. Membership Services 10 a.m. – 3:30 p.m. Floyd Wickman Program	11 10 am. – 1 pm. New Construction, Roofing & Plumbing (3 hours con-ed) Randy Patterson	12 10 a.m. Interboard Arbitration Hearing	13	14
16 11:30 am. Government Affairs	17 10 a.m. – 3:30 p.m. Floyd Wickman Program	18 10 a.m. – 12 p.m. "Selling Your Story: Media Communications In A YouTube World" Angie Ridley	19 9:30 a.m. Grievance Committee 8 a.m. – 4:30 p.m. "Appraising vs. Assessing"	20 8 a.m. – 6 p.m. "National 7 Hours USPAP" and " 2 Hours Law"	21 8 a.m. – 4:30 p.m. "FMNA Collateral Underwriter: What Is It Looking For?"
23 10 a.m. – 3:30 p.m. Floyd Wickman Program	24 9:30 a.m. – 11:30 a.m. Comprehensive HUD Training-2016 Evduza Ramaj (2 hours con-ed)	25 12:30 pm. Executive 1:30 pm. BODs' Mtg	26 9 a.m. – 4 p.m. CNE3 Scott Sowles	27 9 a.m. – 4 p.m. CNE3 Scott Sowles	28
30 MEMORIAL DAY OFFICE CLOSED	31 10 a.m. – 3:30 p.m. Floyd Wickman Program	1 1 p.m. Interboard Arbitration Hearing	2 9 am – 12:30 pm. New Member/COE Jack Waller	3 1-2 p.m. Free Backdoor Workshop Personality Styles Tom Kotzian	4
6	7 8:15 a.m. Breakfast General Membership Meeting @ MSU Management Center	8	9 10 a.m. – 3:30 p.m. Floyd Wickman Program	10 1-2:30 p.m. Free Backdoor Workshop Pre-Listing Package Tom Kotzian	11
13 9:30 a.m. Education/Tech 11:30 a.m. Government Affairs	14 9 a.m. Membership Services	15	16 9:30 a.m. Grievance Committee 6-8 p.m. Parking Lot Party @ NOCBOR	17 1-3 p.m. Free Backdoor Workshop Listing Presentation Tom Kotzian	18
20	21	22	23 1-2:30 p.m. Free Backdoor Workshop Handling Objections Tom Kotzian	24 1-2 p.m. Free Backdoor Workshop Business Planning Tom Kotzian	25
27 6-10 p.m. (New) Pre License Class	28	29 12:30 pm. Executive 1:30 pm. BODs' Mtg 6-10 p.m. Pre License Class	30		

NAR Washington D.C.



Every lender can do the easy deals, but we do the impossible.

Sometimes bad things happen to good people. If your client doesn't meet Fannie Mae guidelines, we may be able to help them using Turning Point®. This portfolio loan has simplified requirements and is ideal for clients with the following scenarios:

- Recent bankruptcy
- Recent foreclosure
- Bad divorce
- Recent short sale
- Self-employed borrowers
- Non-warrantable condo
- Unique property
- Jumbo sized loans



*Minimum down payment is 10% down and must be owner occupied.



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Personal Information In Listings

The REALTOR® (Agent only) remarks field is designated for personal information that is not permitted in the content of listings, photos, and/or virtual tours. (Example: A website link or phone number **cannot** display on the listing photo, virtual tour, or public remarks, but **can** be entered in the REALTOR® remarks field.)

Photos and virtual tours may show the brokerage sign in the yard. However, the sign cannot be the focus of the photo.

Examples of “personal information” include:

- E-mail addresses
- Phone number
- Fax number
- Any website URLs, including HUD, Ebay, and virtual tour links (Note: virtual tour links should be added in the virtual tour section under input)
- Model information, including dates, times and hours
- Open house and tour information, including dates, times and hours
- Office/Agent logos or slogans
- Auction information, including dates and/or times and/or location



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Partners Data Sharing

Realcomp has a new partnership with Northern Great Lakes REALTORS® MLS, which will increase property exposure for buyers and sellers, while also granting REALTORS® extensive access to listing data.

This new collaboration will allow Realcomp Subscribers access to Northern Michigan listing data to help metro Detroit consumers locate Northern Michigan properties, and in turn, northern Michigan REALTORS® gain exposure to metro Detroit listings.

Realcomp subscribers gain access to listings that belong to members of Central Michigan Association of REALTORS®, Northeastern Michigan Board of REALTORS®, and the Traverse Area Association of REALTORS® as part of this most recent partnership.

Scholarships Available

Michigan REALTORS® provides assistance towards the higher education of burgeoning real estate professionals. Ensuring the success of our future members is one of the top priorities.

The Michigan REALTORS® Scholarship Trust provides scholarships to full-time undergraduate and graduate students who are taking classes that will lead them to a real estate career. If you are a college student seeking a career in the real estate field, you may be eligible to receive up to \$2,000 in awards from the multiple scholarship opportunities. The application deadline is July 1 of each year for the following academic school year.

Eligibility Requirements:

- Awards range from \$500 to \$2,000 and are distributed over two semesters.
- Must have at least an average grade point of 2.0 on a 4.0 scale of equivalent of a “C” average.
- Must exemplify character including demonstrated evidence of good citizenship.
- Must be taking courses which are related to the real estate field, such as real estate, business, marketing, finance or law.
- Must be a full time student, entering junior, senior year or post-graduate work at a university or college.
- Must provide a copy of college transcript to date.
- Must complete and submit application by July 1 for the following academic year.
- Applications due July 1, 2016
- **Download 2016 Scholarship Application**

Backdoor Workshops (Free)

"RPR Basics: Tools for Building Your Business"

Tuesday, April 19 (2-3 p.m.)
Nancy Robinson

"Deck Construction; Swimming Pool Safety & Electrical Tips"

Wednesday, April 20 (10 a.m.)
(3 hours con-ed)
Randy Patterson

"Comprehensive HUD Training - 2016"

Monday, April 25 (9:30 a.m.)
(2 hours con-ed)
Evduza Ramaj

"Lead Generation Skills" (Prospecting Scripts)

Friday, April 29 (1-3 p.m.)
Tom Kotzian

"RPR Advanced: Hit the Bulls Eye On Perfect Pricing with RPR"

Tuesday, May 3 (2-3 p.m.)
Nancy Robinson

"The Gold Mine" (Your Sphere of Influence)

Friday, May 6 (1-2 p.m.)
Tom Kotzian

"New Construction, Roofing & Plumbing"

Wednesday, May 11 (10 a.m.)
(3 hours con-ed)
Randy Patterson

"Selling Your Story: Media Communications In A YouTube World"

Wednesday, May 18 (10 a.m. – 12 p.m.)
Angie Ridley

"Comprehensive HUD Training - 2016"

Tuesday, May 24 (9:30 a.m.)
(2 hours con-ed)
Evduza Ramaj

"Personality Styles" (Getting on the Same WaveLength)

Friday, June 3 (1-2 p.m.)
Tom Kotzian

"Pre-Listing Package" (With Pre-Qualifying Questions)

Friday, June 10 (1-2:30 p.m.)
Tom Kotzian

"Listing Presentation" (With Director's Cut Workbook)

Friday, June 17 (1-3 p.m.)
Tom Kotzian

"Handling Objections" (With Closing Question Techniques)

Thursday, June 23 (1-2:30 p.m.)
Tom Kotzian

"Business Planning for Listing Success" (With Numbers Analyzer)

Friday, June 24 (1-3 p.m.)
Tom Kotzian

"Top Producer Coaching & Accountability" (With Coaching Worksheets)

Friday, July 1 (1-3 p.m.)
Tom Kotzian

To register: nocbor.com

Location: NOCBOR

2016 Con-ed

Friday, July 15

Friday, August 29

Thursday, September 26

Monday, October 17

Instructor: Jack Waller

9:30 a.m. – 3:30 p.m. (6 hours con-ed)

Course fee: \$40.00 member/\$50 non-member

To register: nocbor.com

Location: NOCBOR

New Members & Realtors® Code of Ethics Training

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 \$20 fee.

Thursday, April 28

Thursday, June 2

Wednesday, August 3

Tuesday, September 20

Friday, October 21

Tuesday, November 29

Instructor: Jack Waller

Classes begin at 9 a.m.

To register: info@nocbor.com

Location: NOCBOR



"Seller Suite"

Thursday, May 26 & Friday, May 27

9 a.m. – 4 p.m.

Instructor: Scott Sowles

*The one skill area that clients expect in their real estate professional is negotiation skills. Negotiation skills determine the ultimate outcome for both sides in a negotiation. The clients set the goals they want to achieve and it's the agent's responsibility to persuade or influence the other side to accept the terms. **Clearly, the best trained negotiator has the advantage.***

You must complete three CNE courses, in any order, to earn your MCNE Designation. There is no annual fee. Once earned, you are a CNE for life!! Qualifies for the NOCBOR interest free Education loan.

\$299

To register: <http://www.cvent.com/d/9fqp8g>

Location: NOCBOR

“Appraising vs. Assessing”

Thursday, May 19

8 a.m. – 4:30 p.m.

Appraising vs. Assessing (#11857): Approved for 7 hours C.E. in MI. This course seeks to discuss and understand the commonalities and differences in the systematic processes used in professional appraising and assessing. We will compare and contrast the viewpoints of appraising for property taxation purposes and that of appraising for a client. Additionally, this course will give appraisers a better understanding of those appraisals completed by assessors and will provide the student with a set of best practices tools and insights for dealing with property tax appeals. **Cost: \$140 MAREA members, \$190 non-MAREA members.**

To register: <http://www.nmu.edu/continuingeducation/node/47>

Location: NOCBOR

“National 7 Hours USPAP & 2 Hours Licensing Law Review”

Friday, May 20

8 a.m. – 6:30 p.m.

National 7-hours USPAP (#01700901): Approval pending. Mandatory 7 hours C.E. every license cycle. This is the 2016-2017 version of the 7-hour, National USPAP update published by the Appraisal Foundation. The course is taught by an AQB Certified USPAP instructor and will fulfill your obligation to take the National USPAP update course once per continuing education cycle. In addition to highlighting the changes to the 2016-2017 edition of USPAP, the course clarifies a number of commonly misunderstood USPAP issues and provides practical, real-world illustrations to help you in your daily practice. **Cost: \$140 MAREA members, \$190 non-MAREA members, workbook is included. Textbook will be available for classroom use and may be purchased with advance notice for \$85.**

Michigan Licensing Law Review (#01700900): Mandatory 2 hours C.E. every license cycle. This two-hour course will discuss licensing laws at every level, the occupational code, and the governing boards, Michigan Consumer & Industry Services' Board of Appraisers and the National Appraisal Foundation. **Cost: Free for MAREA members, \$60 non-MAREA members.**

To register: <http://www.nmu.edu/continuingeducation/node/47>

Location: NOCBOR

“FMNA’s Collateral Underwriter: What Is It Looking For”

Saturday, May 21

8 a.m. – 4:30 p.m.

After all segments, the student will be exposed to the Collateral Underwriting program and be able to better understand the origin, history and basic concepts of the Fannie Mae Collateral underwriting (CU) program and process. In varying segments, the CU process and system of automated review will be examined. This will lead the appraiser to be better prepared when completing the FNMA URAR 1004 mortgage appraisal and process. A better understanding of guidelines, explanations and rationale's will result in a more comprehensive and a higher review score is hoped as the result. **Cost: \$140 MAREA members, \$190 non-MAREA members.**

To register: <http://www.nmu.edu/continuingeducation/node/47>

Location: NOCBOR

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Broker License Prep (RES 201)

Thursdays, August 4, 11, 18 and 25

9 a.m. – 5:30 p.m.

Instructor: 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. The class concentrates on solid information, testing techniques, developing good preparation habits, and confidence building.

• 30 hours

\$325.00 includes textbooks and instructions

To register: nciassociates@comcast.net or 586-247-9800 x21

Location: NOCBOR

Policies & Procedures For Real Estate Risk Management (RES 203)

Thursdays, September 8, 15, 29 & Wednesday 21

9 a.m. – 5:30 p.m.

Instructor: 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 – A 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!

• 30 hours

\$325.00 includes textbooks and instructions

To register: nciassociates@comcast.net or 586-247-9800 x21

Location: NOCBOR

Broker Law Specialty: Contracts & Fair Housing (RES 202)

Thursdays, October 13, 20, 27 & November 3

9 a.m. – 5:30 p.m.

Instructor: Jack Waller

This fast-paced 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 increasingly savvy customers and clients. Learn from a Broker's or Manager's perspective how to teach and coach you agents to do this correctly. This course also delivers the required 9 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 hours

\$325.00 includes textbooks and instruction

To register: nciassociates@comcast.net or 586-247-9800x21

Location: NOCBOR

Fair Housing Filings

Christina Ligi, a person with disabilities as defined as the FHAA of 1988, suffers from mental and physical illnesses. Upon the advice of her treating physician to use an emotional support animal to mitigate the symptoms of her disabilities, Ms. Ligi brought home a declawed, sprayed, immunized therapy cat. Shortly after, the Defendant Connors threatened to have her evicted under a pet policy. Both the plaintiff and her physician requested that the apartment allow for an accommodation, which was denied. Ms. Ligi retained Attorney Brian Hartwell, who contacted FHCMD for assistance. A complaint was filed and the action was assigned to the Honorable Avern Cohn.

The Fair Housing Center of Metropolitan Detroit has filed a federal court lawsuit against the Jewish Senior Life of Metropolitan Detroit after extensive testing evidence was gathered throughout the last half of 2013. The results indicated that the African American testers were subjected to racial steering, false representations as to vacancies at Meer Apartments, and imposition as to terms and conditions and services and facilities. The case has been assigned to the Honorable Gershwin Drain.

Dar'sha Hardy, an African American woman with a 5-year old son, inquired about renting a dwelling at the Iron Properties, also doing business as River Park Lofts in Detroit. Upon her visit, a rental agent informed her of a "No Kids in This Building" policy. This policy is in clear violation of the Fair Housing Amendments Act of 1988 that prohibits discrimination against families under the age of 18 as set forth in the statute referred as Familial Status. Testing by the FHCMD supported the allegations of familial status and race discrimination as well. The lawsuit was filed in Federal Court before the Honorable John O'Meara.

Settlement

Plaintiff, Joyce Simmons, a resident of the Grosse Pointe Condominium community in Harper Woods, Michigan, made several requests to her landlord, Dieter Kies, to allow her a reserved handicap parking space close to her home. Ms. Simmons is disabled within the meaning of the Fair Housing Amendments Act of 1988 and the Michigan Persons With Disability Civil Rights Act, and her treating physician provided ample information supporting her need for a reserved parking space. However, Defendant Deter refused each and every request. Ms. Simmons contacted the Fair Housing Center of Metropolitan Detroit. A federal lawsuit was filed against Vision Property Management Group and the Grosse Pointe Condominium Association. The action was resolved and the terms of the settlement are confidential. The Honorable Mark Goldsmith was assigned the case.

**April is
Fair Housing Month**

Do You Have Insurance?

Joining the REALTORS® Political Action Committee (RPAC) is the best way a REALTOR® can protect their real estate profession. RPAC is the only grassroots and issues mobilizing force that exists to protect and promote the tradition of home ownership, private property rights and real estate investments in Michigan.

The members of "NOCBOR HONOR ROLL OF POLITICAL MINDS" have financially contributed to RPAC to support legislators, who believe in protecting private property rights, preserving the American dream of home ownership, fighting for tax reforms and reducing burdensome regulation on your business. By becoming a member of this distinguished group, you'll not only have the power to make a change in the way you do business, but you'll also become part of a statewide network, sharing in the success on issues and concerns important to your profession.

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Have you paid your professional insurance this year? You still have time to add your name to the "NOCBOR Honor Roll of Political Minds!" Contact 248-674-4080 to join the RPAC movement!



Pre License Training

40 hours

Monday, June 27, 2016

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(Monday & Wednesday for 5 weeks)

NOCBOR

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6 – 10 p.m.

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\$240 includes materials

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Adams, Kori	Clark, Lisa	Gentner, Anthony	Jenkins, Heather	McKindles, Ryan	Quinn, Andrew	Spencer, Shirley
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Legal Q & A

Q: I am selling a piece of commercial property that has a lower SEV now than when I purchased it. Is this transaction exempt from state transfer tax?

A: No. The declining SEV exemption from the state transfer tax is not applicable to commercial property. It is only applicable to residential property that is your principal residence.

Q: Is it true that an agency disclosure form is not required for commercial property?

A: Yes. The law requires an agency disclosure form only if the property in question includes one to four dwelling units or a residential building site. MCL 339.2517. Note that some commercial property includes residential dwelling units. Disclosure would be required for those types of properties.

Q: I want to change the name of my brokerage company. Do I need to get a new license?

A: No. If you are simply changing the name of you existing company you should file Form LCL-013 (Request for Name and/or Address update).

Q: Six months ago the buyers refused to go forward with the purchase of my sellers' home. The deal is dead, but the earnest money is still in dispute. Are my sellers prohibited from selling their home to someone else as long as the earnest money is in dispute?

A: No. The status of disputed earnest money has no effect on you sellers' right to sell their home. The earnest money dispute does not create a lien upon the property, nor does it entitle the buyers to prevent a subsequent sale. The sellers should, however, contact an attorney if there is any chance that the buyers are still claiming a right to purchase the home.

Q: I represent the sellers as a listing broker. An offer came in from another office but my seller is currently out of town and cannot be reached. The seller authorized me via telephone to accept the offer on my seller's behalf. Is this an enforceable contract?

A: No. A broker can sign a binding purchase agreement on behalf of the buyer or seller only if he has explicit written authority to do so. Verbal authority over the telephone would NOT be sufficient. A listing agreement by itself does not give the broker authority to bind his/her principal to a contract for the sale of land absent explicit language granting such power. *Weitting v McFeeters*, 104 Mich App 188 (1981). Moreover, the written authorization must be very specific. The agent's lack of written authority renders the purchase agreement void and does not bind either party unless it is ratified by each. *Baldwin v Schiappacasse*, 109 Mich 170, (1896)

Q: Does the buyer or seller get to choose the title company?

A: This is simply a matter of contract between the parties. REALTORS® should keep in mind, however, that RESPA prohibits a seller from requiring the buyer to purchase title insurance from a particular title company. This restriction would not apply in the typical situation where the seller is paying for the buyer's owner's policy. However, this prohibition would apply if the seller required the buyer to purchase the lender's policy from a particular title company.

Q: I am a REALTOR® representing a buyer. My buyer became interested in a property and wanted to make an offer. I contacted the listing agent and he told me that an offer had been made for less than full price. My buyer really wanted this property and decided to make a full price offer. The listing office then contacted me and told me that my buyer should present his "best offer." The listing agent told me that he made the same request of the first buyer. If is my understanding that since my buyer made a full price and terms offer, the seller must sell him the property. Am I correct?

A: No. The Michigan Court of Appeals has held that a listing does not constitute an "offer" and cannot therefore be "accepted." *Eerdmans v Make*, 226 Mich App 360 (1997). It should be noted however, that depending on the terms of the listing contract, a seller who rejects a full price and terms offer may nonetheless be obligated to pay a commission to the listing broker.

LEGAL HOTLINE
800-522-2820

General Membership Meeting
Tuesday, June 7, 2016

“Significant Real Estate Related Case Law”

Written, Produced, Directed & Starring

TOPICS COVERED

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The Great Lakes
Artificial Bodies of Water
Public Road Adjoining Lakes

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Duty of Care
Duty of Persons Entering the
Property
Duty to Persons Outside of the
Property

• **TAXATION**

Taxable Value
State Real Estate Transfer Tax Act

• **EARNEST MONEY DEPOSITS**

• **EASEMENTS**

• **REAL ESTATE LICENSING**

• **MICHIGAN CONSUMER
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8:15 a.m. Breakfast

9:00 a.m. Program

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