



# Impact



**Ann Peterson**  
**NOCBOR President**

Hello Spring! I cannot believe it is almost May. This time of year I have always looked at Spring as a time of renewal. Taking the time to enjoy the beauty Spring brings to the properties that will soon become new residences! Homes always look so nice with the fresh new flowers, trees and green grass, after months of white everywhere!

I would like this issue to be an overview of a few items which are so important to NOCBOR.

## RPAC Contributors

First, I am so excited to say "Thank You" to all of you who have contributed to RPAC so far this year! We are well on our way of setting a record for our Board RPAC donations and I will keep you updated as we continue until we reach 100% RPAC participation. This contribution plays a dynamic roll in the direction our industry and profession as we head into the future. Thank you to the RPAC Task Force which has been diligently contacting our members for support. Thank you Mike Labadie, Jenifer Rachel and Mary Rettig, your support and commitment is most appreciated.

## NAR Legislative Meetings

Second, spring is also the time for the NAR Legislative Meetings held in Washington, D.C. May 13 - 18. If you have not been involved in this incredible event, I ask that you place it on your bucket list. As a Realtor®, it is so important today to be involved in your community as well as legislative happenings at the State and National levels. These meetings educate us and bring fresh new ideas to help us understand we are not alone in the situations we face every day in our profession. Real estate is ever changing and we really need to be educated to be good guides for the consumers we represent. We also have the opportunity to meet our Legislators during the Hill visits and discuss our issues with them personally. We will have lots to report in our next issue as our Past Presidents and current NAR Directors, Tom Kotzian and Ray O'Neil, represent us in, D.C. So proud to have their dedication to our profession and my hope is to see more of you get involved to continue carrying the torch. If you have any concerns we can take with us, please reach out.

## Continuing Education

Third, I would like to speak to you about another topic, Continuing Education. I understand fully that we can get busy quickly and push this aside however, this information is important now. Did you know there are more and more cases against Realtors® and real estate offices every day for so many different reasons? Don't think for a moment it won't happen to you. We are all vulnerable and what you don't know can hurt your business. We need to place this at the top of our to-do-list, so we learn about the changes sooner rather than later. Never stop learning! It could change your business.

Another topic I feel we should all start paying attention to is Title Insurance. We definitely need more education on this

subject. Do you know what is covered in a Title Insurance Policy? Lender Policy? Do you know what a Lady Bird Deed is? Do you know what happens when you do a Quit Claim Deed? Do you understand title insurance enough to explain it to your clients? Do you know what happens when you take a home out of a Trust and refinance the home?

Well, we are not supposed to give legal advice, so I would ask each of you that if you do not know the answers to these questions you need to reach out to your title companies and seek to understand. The title commitments you receive should be reviewed thoroughly so you know what needs to be taken care of before you can close on a property. Reach out to your title company. Remember we are not attorneys and we do not give legal advice. On your next title order, read the commitment, make sure you are familiar with the requirements to close so you can be a better steward to your client...Because Title Matters!

**We have another General Membership meeting fast approaching on May 7, 2019, with special guest speaker, Tim Skubick, at Deer Lake Banquet Center at 8:15 a.m., breakfast and 9 a.m. meeting in Clarkston.**

**Our Annual Golf Outing is slated for Wednesday, August 7, at the Fountains in Clarkston. Don't forget to sign up!**

Get ready for the Spring market and enjoy the ride! Together WE Stand Strong!

I love being a Realtor!!!  
Your President, Ann Peterson





## 2019 OFFICERS

President Ann Peterson, GRI, ABR, SRES, e-PRO 495-8877  
President-Elect Maddy Dishon 620-1000  
Treasurer Steve Stockton, SFR 360-2900  
Secretary David Niezgoda 625-0200

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Jennifer Rachel, ABR (Past President) 394-0400  
Mary Rettig 646-5000  
Marcy Soufrine 360-2900  
Suzi Stemper 810-238-8888

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Katie Balkwell Director, Special Projects  
Janet Sneckenberger Director, Finance  
Millie Traylor Administrator, Member Services  
Tonya Wilder Executive Assistant

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Education/Technology Dana Fox  
Executive Ann Peterson, GRI, ABR, SRES, e-PRO  
Government Affairs Ray O'Neil, GRI, GAA, RAA  
Membership Services Brenda Davis  
Nominating Jennifer Rachel, ABR  
Professional Standards  
Arbitration Kay Pearson, CRS  
Eric Pernie  
Ethics Sally Bell  
Pam Bradshaw  
Mary Rettig  
Kathleen Sanchez  
Grievance Paul Carthew

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Geoff Leach 360-9100

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Ann Peterson, GRI, ABR, SRES, e-PRO

## NAR® DIRECTORS

Tom Kotzian, GRI  
Ray O'Neil, GAA, RAA

## MR® DELEGATES

Ann Peterson, GRI, ABR, SRES, e-PRO  
Maddy Dishon

## NORTH OAKLAND COUNTY BOARD OF REALTORS®

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

## Board of Directors February, 2019

**MOTION CARRIED** to approve One (1) Primary Designated Realtor®; Fifty-two (52) Primary Realtors®; One (1) Secondary Designated Realtor® and Two (2) Affiliates.

## Board of Directors March, 2019

**MOTION CARRIED** to approve Five (5) Primary Designated Realtors®; Fifty-Nine (59) Primary Realtors®; Three (3) Secondary Designated Realtors®, One (1) Secondary Realtor® and One (1) Affiliate.

**MOTION DEFEATED** to accept the proposal of a new MLS category, "active, no show" as provided by Al Block, GMAR President.

**MOTION DEFEATED** that NOCBOR Membership Services Committee produce and provide a real estate related cable program.

**MOTION CARRIED** to approve the February 1, 2019 Decision of the Ethics Hearing Panel dismissing violations of Articles, 1, 3, 15 and 16 of the Code of Ethics, **Kamenetski v. Placencia**.

**MOTION CARRIED** to approve the February 7, 2019 Decision of the Ethics Hearing Panel dismissing violations of Article 3 of the Code of Ethics, **Ali v. Lagrois**.

**MOTION CARRIED** to approve the February 26, 2019 Decision of the Ethics Hearing Panel dismissing violations of Articles 1 and 9 of the Code of Ethics, **Mott v. Evans & McGlaun**.

**NOCBOR**  
**"Charging Less**  
**Offering More"**

## 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.*

## In Memoriam

**Joe Tersigni**, (Times Realty), husband of **Shirley Tersigni** and father of **Kevin Tersigni**, passed away on March 13, 2019. NOCBOR members, Directors and staff extend their deepest sympathy to the entire Tersigni family.

Sincere condolences to **Tom** and **Cary Wilhelm** (Wilhelm Associates) on the loss of their beloved mother, Henrietta, who passed away on March 13, 2019

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Dawna May**, (Real Living John Burt), who passed away on March 20, 2019.

Lynn Rutterbush, father of **Scott Rutterbush** (RE/MAX Encore) passed away on March 26, 2019. NOCBOR members, Directors and staff extend their deepest sympathy to the Rutterbush family.

Condolences to **Cheryl Waring**, RE/Max Encore, whose father Dennis Deselets, passed on April 1, 2019.

The North Oakland County Board of Realtors® extends deepest sympathy to the family and friends of **Matt Sanders**, husband of **Laura Sanders**, RE/MAX Encore who passed away on April 2, 2019.

## Recognition for Supporting the Industry!

The Realtors® Political Action Committee is proud to recognize over 500 NOCBOR members who have taken the responsibility of financially contributing to RPAC, your Realtors® political insurance, to guarantee an upfront row seat in the legislative process.

Special recognition and appreciation to Affiliate **Rick Linnell** (Linnell & Associates), and Realtors® **Ann Peterson** (Ann Peterson Realty), **Jennifer Rachel** (Keller Williams Premier), **Mary Rettig** (RE/MAX Classic) and **Steve Stockton** (Keller Williams Showcase) for their generous 2019 contribution of \$1,000.

# Local Market Update – March 2019

This is a research tool provided by Realcomp.



## NOCBOR® Report

Covers the following northern areas of Oakland County: Auburn Hills, Bloomfield Twp, Brandon Twp, City of the Village of Clarkston, Springfield Twp, Fenton, Groveland Twp, Holly Twp, Holly Vlg, Independence Twp, Keego Harbor, Lake Angelus, Lake Orion Vlg, Orchard Lake, Orion Twp, Ortonville Vlg, Oxford Twp, Oxford Vlg, Pontiac, Rose Twp, Sylvan Lake and Waterford Twp.

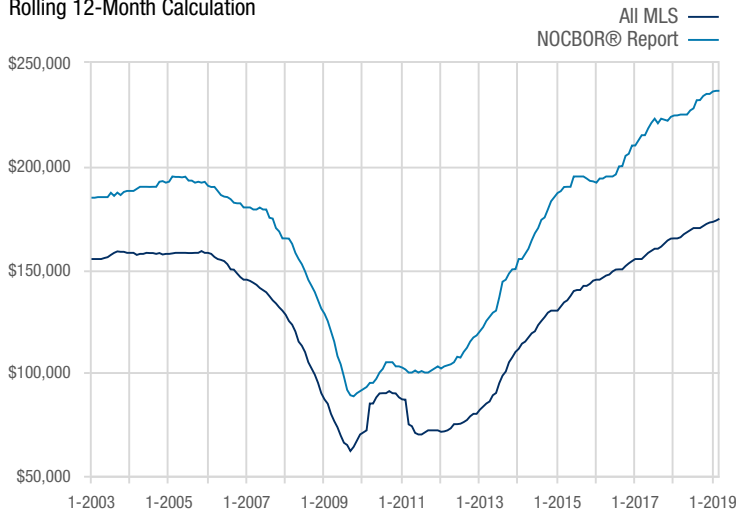
Residential	March			Year to Date		
Key Metrics	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	632	534	- 15.5%	1,467	1,371	- 6.5%
Pending Sales	403	381	- 5.5%	982	1,038	+ 5.7%
Closed Sales	340	355	+ 4.4%	817	863	+ 5.6%
Days on Market Until Sale	44	45	+ 2.3%	47	49	+ 4.3%
Median Sales Price*	\$234,950	\$234,500	- 0.2%	\$214,500	\$221,650	+ 3.3%
Average Sales Price*	\$302,511	\$278,444	- 8.0%	\$276,969	\$273,433	- 1.3%
Percent of List Price Received*	98.0%	97.5%	- 0.5%	97.0%	97.2%	+ 0.2%
Inventory of Homes for Sale	1,147	932	- 18.7%	—	—	—
Months Supply of Inventory	3.0	2.5	- 16.7%	—	—	—

Condo	March			Year to Date		
Key Metrics	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	122	97	- 20.5%	257	215	- 16.3%
Pending Sales	85	54	- 36.5%	196	142	- 27.6%
Closed Sales	66	48	- 27.3%	150	125	- 16.7%
Days on Market Until Sale	49	30	- 38.8%	43	35	- 18.6%
Median Sales Price*	\$136,750	\$178,000	+ 30.2%	\$136,750	\$175,000	+ 28.0%
Average Sales Price*	\$192,997	\$218,407	+ 13.2%	\$176,500	\$211,462	+ 19.8%
Percent of List Price Received*	98.2%	97.8%	- 0.4%	97.4%	97.9%	+ 0.5%
Inventory of Homes for Sale	146	125	- 14.4%	—	—	—
Months Supply of Inventory	2.2	2.0	- 9.1%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

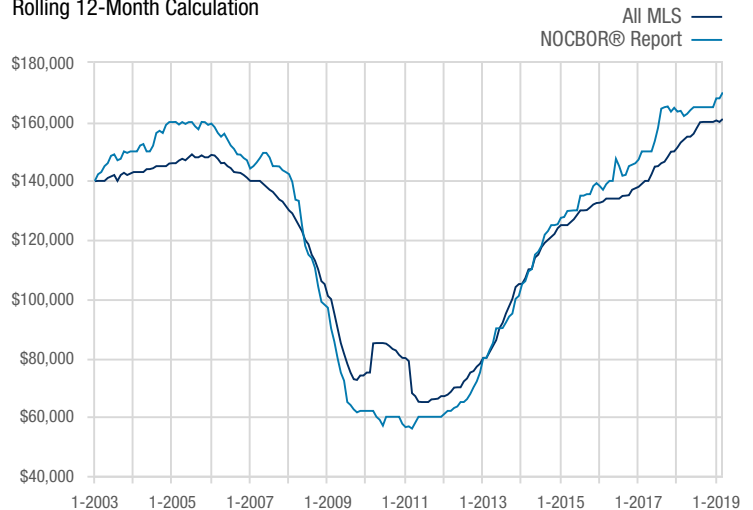
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# NOCBOR Events

APRIL  
MAY  
JUNE

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
22	23 9:30 a.m. – 3:30 p.m. 2019 Con-ed Jack Waller	24	25 9:30 a.m. “Book Of The Month Club” 11 a.m. – 12 p.m. Free Workshop “The In’s & Out’s Of New Construction Financing” Dana Fox	26 10 – 11 a.m. Free Workshop “3D Your Listings” Joe Akers	27 8 a.m. – 4:30 p.m. Pre- License
29 10 a.m. Electronic Lock Box Workshop 1 p.m. Electronic Lock Box Workshop 9 a.m. – 5 p.m. “At Home With Diversity” (AHWD) Ursel Mayo	30 8:30 a.m. -3 p.m. New Member Orientation	1 10 – 11 a.m. Free Workshop “Seller Disclosure Act” (1 hour con-ed) Sally Bell 1 p.m. Electronic Lock Box Workshop	2 Realcomp Tools Of The Trade Suburban Collection	3 10 a.m. – 12 p.m. Free Workshop “Realcomp Workshop” Realcomp Staff	4 8 a.m. – 4:30 p.m. Pre- License
6 6 – 10 p.m. Pre License	7 8:15 a.m. General Membership Meeting at Deer Lake Racquet Club	8 6 – 10 p.m. Pre License	9 9 a.m. – 5 p.m. RENE “Real Estate Negotiation Expert”	10 9 a.m. – 5 p.m. RENE “Real Estate Negotiation Expert”	11 8 a.m. – 4:30 p.m. Pre- License
13 9:30 am. Education/Tech 6-10 p.m. Pre License	14 9:30 a.m. Membership Services 10 – 11:30 a.m. Free Workshop “Top Defects That Cause Stress” Kerri Mustola	15 11 a.m. – 1 p.m. Free Workshop “FHA, VA, RD & Underwriting The Appraisal” Janice Hurt 6-10 p.m. Pre License	16 9:30 a.m. Grievance Committee Group A 1 p.m. Ethics Hearing	17	18 8 a.m. – 4:30 p.m. Pre- License
20 6-10 p.m. Pre License 11:30 am. Government Affairs	21 10 a.m. Electronic Lock Box Workshop 1 p.m. Electronic Lock Box Workshop	22 8:30 a.m. – 3 p.m. New Member Orientation Jack Waller 6-10 p.m. Pre License	23 9:30 a.m. – 12:30 p.m. Free Workshop “Comprehensive HUD Training 2019” Evduza Ramaj	24	25
27 OFFICE CLOSED	28	29 1:30 p.m. BODs’ Mtg 6-10 p.m. Pre License	30 9:30 am. 3:30 pm. 2019 Con-ed (6 hrs con-ed) Jack Waller	31	1
3 6-10 p.m. Pre License	4 10 – 11:30 a.m. Free Workshop “Top Defects That Cause Stress” Kerri Mustola	5 6-10 p.m. Pre License	6	7	8
10 9:30 am. Education/Tech 11:30 am. Government Affairs 6-10 p.m. Pre License	11 9:30 a.m. Membership Services	12 11 a.m. – 1 p.m. Free Workshop Visa/Trust & Land Contracts Janice Hurt	13 8:30 a.m. – 3 p.m. New Member Orientation Jack Waller	14	15
17 10 – 11:30 a.m. Free Workshop “Top Defects That Cause Stress” Kerri Mustola	18 10 a.m. – 12 p.m. Free Workshop Grant Money for Your Business, Investor Clients or Non-Profits Jeannie Sample	19 9:30 a.m. – 3:30 p.m. 2019 Con-ed Sally Bell	20 9:30 a.m. Grievance Committee Group B 9:30 a.m. – 3:30 p.m. 2019 Con-ed Lori Chmura	21 11 a.m. – 12 p.m. Free Workshop “Cannabis & Residential Real Estate” Angelique Fowler	22
24	25 9:30 am. 3:30 pm. 2019 Con-ed (6 hrs con-ed) Jack Waller	26 1:30 p.m. BODs’ Mtg	27 9 a.m. – 5 p.m. SRES “Senior Real Estate Specialist” Lori Chmura	28 9 a.m. – 5 p.m. SRES “Senior Real Estate Specialist” Lori Chmura	29

NAR Washington D.C.

# “NOCBOR Honor Roll Of Political Minds”

Abraham, Brian	Capoccia, Anthony	Fields, Stacy	Irwin, Mary Ann	Linnell, Richard	Norman, Brenda
Adams, Sally	Carroll, Thomas	Finley, Kelly	Isaac, Imad	Litteral, Jon	Novotny, Frank
Adams, William	Carroll Mancini, Lori	Flynn, Susan	Isaac, Ryan	Lloyd, Robert	O'Dwyer, Margaret
Akers, Roy	Chartier, John	Ford, Emily	Jabbour, George	Lower, Thomas	O'Neil, Raymond
Albright, Amy	Chastein, Shelley	Foreman, Cathrine	Jablonski, William	Ludwig, Peggy	O'Neil, Carol
Alhindi, Hanna	Chirla, Ion	Fox, Dana	Jacobs, Pat	Lusk, Jill	Oswalt, Sherry
Allen, Rhea	Chmielewski, Douglas	Fraidenburg, Donna	Janette, Patricia	Maccarone, Elena	Paris, Joseph
Alliston, Paula	Christensen, Paul	Frohriep, Jeremy	Janowski, David	MacDonald, Scott	Parker, Mary
Altenritter, Kim	Chudik Stepen	Fuciarelli, Peter	Jarbou, Fawwaz	Mackenzie, Olga	Parkison, Brian
Alter, Gaylene	Ciecko, Andrew	Galed, Ereny	Jarvis, Elizabeth	Makaroff, Constance	Partaka, Chad
Anderson, Leslie	Cini, Phillip	Galinac, Joseph	Jennings, Voizell	Mandeville, James	Patterson, Karen
Anderson, Patrick	Clark, Betty	Gallagher, Peter	Jernigan, Bradley	Maniaci, Joseph	Pauwles, Ricky
Anspach, Michael	Cloutier, Alicia	Gallagher, Sharon	Jessop, Kristina	Manthey, Susan	Pearson, Kay
Antone, Anthony	Combs, April	Gammon, Rodney	Jiddas Gray, Keith	Marcinak, Karen	Pence, Ann
Antonick, David	Conrad Zeske, Kathleen	Gardner, Mark	Johnson, Christine	Marks, Peter	Penz, Ronald
Apap, Jack	Cook, Robin	Gates Beers, Cheryl	Johnson, Lynn	Marks, Peter	Perkins, Julia
Armstrong, Marsha	Corey, Janet	Gegas, Zoja	Jones, John	Martin, Stacey	Petco, Ashley
Atanasovski, Arsen	Corley Calderon, Candice	Genser, Howard	Jones, Melissa	May, Brian	Peters, Barbara
Ayers, Karly	Costa, Peter	George, Michael	Junkin, Terrie	McBain, Valerie	Peterson, Ann
Bailey, Jill	Courtney, Elizabeth	Gibson, Cindy	Juska, Jennifer	McCort, Kevin	Petrucci, Nicolas
Baker, Kathryn	Courtney, Michael	Giessler, Kimberly	Juzzwik, Rosemary	McCoy, Pamela	Pfaff, Nykole
Baldrice, Brian	Covert, Carla	Gillen, James	Kakish, Maryann	McDaniel, Grant	Phillips, Alfred
Balon, Kathleen	Crampton, Victoria	Gilman, Patricia	Kangas, Richard	McDaniel, Michele	Piceu, Jacqueline
Banks, Maurice	Crowe, Michael	Gjelaj, Artan	Kaplan, David	McDonald, Donna	Plourde, Laura
Barghout, Bechara	Cumming, Dawn	Goetz, Karen	Kapsalis, Georgia	McDonald, Robert	Plunkett, Carolyn
Barnett, Larry	Cupp, Janet	Goffar, Carolyn	Kaverley, Mary	McDunnah, William	Porritt, James
Barr, Carol	D'Amico, Quin	Gojcaj, Vitore	Kayne, Chris	McGuckin, Tony	Powell, Taz
Bassett, Amy	Daniels, Allan	Goldberg, Howard	Keels Peters, Paula	McKindles, Ryan	Powers, Aimee
Bates, Jonathan	Darmanin, Joanna	Goode, Ronald	Kelly, John	McKinley, Edward	Prendergast, Laura
Batten, Angela	Darmanin, Michael	Gourand, Nicole	Kennedy, Derrick	McNulty, Kevin	Prichard, Marilyn
Bax, Mandy	Daugherty, Gerald	Gourand, Jill	Kennedy, Meghan	McPharlin, William	Promo, Robert
Beaumont, Teresa	Davis, Laurie	Gourand, Eric	Kennedy, Robert	Meixel, Patricia	Proszek, Kimberly
Bell, Sally	Davis, Brenda	Grauer, Kyle	Kersten, Anne	Mendez, Hank	Rachel, Jenifer
Belluomo, Nancy	Daw, Sandra	Green, Judy	Kersten, Cheryl	Mendez, Luis	Ragland, Brian
Bender, Lisa	Day, Joseph	Griffin, Debra	Khami, Jerry	Mendoza, Kristie	Rakestraw, Andrea
Benfield, Lisa	Degasperis, Daniel	Grober, Diane	Khan, Huma	Mersino, Christopher	Rakowski, Jessica
Bently, Margaret	DeMil, Susan	Guerriero, Kenneth	Kimbrough, David	Mersino, Karen	Ramaj, Evduza
Benzinger, Robin	Dendler, Susan	Hable, Andrew	Kindig, Nelson	Metcalfe, Lynn	Rappold, Robert
Berdych, Toni	Denno, Benjamin	Haggard, Alan	King, Shannon	Metters, Joseph	Ratkiewicz, Connie
Bess, Amber	Denno, Michelle	Hamilton, Linda	Kinkela, Janis	Miller, Kenneth	Raupp, Jeffrey
Beznos, Harold	Derry, Jane	Hampton, Lisa	Knuth, Elaine	Mineau, Michelle	Ray, Carol
Bigelow, Jill	Devine, Amy	Handelsman, Benjamin	Koby, Karen	Mladenoff, Linda	Raymond, Paul
Bobcean, Faith	Devine, Jon	Harding, Melanie	Kortze, Robert	Modi, Mitalnen	Rea, Shana
Bonventre Boner, Mandy	DeVore, Robert	Harris, Lisa	Kosmalski, Susan	Mohanachandran, Prasanna	Rea, David
Borland, Dylan	DiMercurio, Damiano	Harris, Samuel	Kostopoulos, Kostan	Mollett, Andreea	Reader, Russell
Boskovich, William	Direzze, Lauren	Hartman, Bruce	Kourlos, Haralambous	Mollett, Brian	Reeds, Michael
Bowles, Tammy	Dishon, Madeline	Harvala, Mark	Kraft, Stacey	Moore, Latisha	Reid, Richard
Brace, Frank	Diskin, Matthew	Havermahl, Virginia	Kramar, Michael	Moradiya, Rajesh	Relken, Samantha
Bradburn, Steven	Dixon, Tamara	Hayes, Ivanna	Kravitz, John	Morgan, Chantal	Remski, James
Bradshaw, Pamela	Dodson, Kari	Healy, Jack	Krol, Bruce	Morris, Allen	Rettig, Mary
Brewer, Lori	Dowler, Kaitlin	Heidt, Julie	Kroninger, Maria	Morris, Misty	Riabucha, Halena
Brikho, Sana	Dowler, Marie	Helland, Karen	Kujan, Theodore	Morrow, Eva	Rich Vallone, Candice
Brooks, Brenda	Dupuie, Denise	Henry, Mary	Labuda, Diane	Mulrenin, Brandon	Riemenschneider, David
Bruce, Cheryl	Eaglen, Tari	Henry, Rick	Lagrois, Kyle	Murphy, David	Rissman, Gustave
Bruss, Jeffrey	Ebel, Charles	Hoang, Thuy	Lambrecht, Kristine	Murray, Michael	Robinson, Orlando
Bruzzese, Larry	Elam White, Andrea	Hogan, Christina	Lamphier, Mark	Nagle, Wendy	Rocz, Ronald
Buckley, Mary Kay	Ellis, Yan	Hollenbeck, Kristen	Lannen, Alexandra	Nagy, Nicole	Roehling, Kathleen
Budreau, Sarah	Elya, David	Honingford, Anita	Lantz, Harlen	Najjar, Nick	Rolph, Judy
Bugar, Robert	Embrey, Lee	Hoopfer, Gerald	Lawrence, Michael	Nanes, Harry	Rosseel, David
Buick, James	Erfe, Felix	Hoover, Mary	Leach, Geoffrey	Navarre, James	Rowen, Amber
Bullis, Michelle	Estes, William	Houston, Kelly	LeBourdais, Julie	Neil, Justin	Ryniewicz, Richard
Burke, Erika	Faitel, Alan	Howarth, David	Lenk, Leah	Nelson, Thomas	Sabo, Jim
Burt, John	Fakhouri, Sahar	Howe, Richard	Lenk, Stan	Neveau, Thomas	Saenz, Wenceslao
Burt, Julie	Farabee, Rachel	Hubler, Jacquelin	Leonard, Carolyn	Newcomb, Linda	Salman, Kimberly
Cahalan, William	Fareed, Fady	Huddleston, Donald	Leporowski, Michael	Newman, Ronald	Sanchez, Ariel
Calcaterra, Janice	Ferguson, William	Hughes, Kristine	Leszczynski, Amie	Ng, Maggie	Sanders, Tiffany
Calson, Nancy	Ferrero, Alberto	Hursley, Margaret	Leventis, Andrea	Nienow, Rebecca	Sanders, Matthew
Campbell, Susan	Ferro, Frank	Huyck, John	Levine, Sheila	Noll, Pamela	Sanford, Donna
Cantarella, Eva	Fetty, Marjorie	Iacobelli, Gina	Lewy, Zachary	Nordling, Tammy	Sanford, Sandra

# "NOCBOR Honor Roll Of Political Minds"

(RPAC continued from page 5)

Sarkisian, Gayle  
Scaccia, Anthony  
Schaefer, Paul  
Schick, Daniel  
Schickm Zatkoff, Annette  
Schroder, Thomas  
Schwarzentraub, Penny  
Seaver, Philip  
Senior, Wayne  
Shahmurad, Zaid  
Sherry, Daniel  
Shuler, Michelle  
Siddiqui, Ali  
Siegle, Kenneth  
Simms, Rose Mary  
Skowronek, Anna  
Skylis, James  
Slaton, Brandy  
Smart, Karen  
Smith, Kimberly  
Smith, Roger  
Smith, Sophie  
Smith, Deborah  
Soufrine, Marcy  
Sparre, Jackie  
Stahl, Bert  
Stanczak, Jason  
Stanczak, Jennifer  
Stanton, Marian  
Stemper, Susan  
Stewart, Patrick  
Stewart, Monique  
Stillman, Nicole  
Stockon, Janet  
Stolle, Traci  
Stone, Jan  
Stoner, Charles  
Story, Carol  
Strnad, Susan  
Stuart, Craig  
Stulberg, Edward  
Suess, Peggy  
Sullivan, Brian  
Swaney, Dennis  
Swanson, Lynn  
Swartz, Julie  
Swenson, Todd  
Tan, Stewart  
Taylor, Sharon  
Tedesco, Thomas  
Teeley, Patricia  
Thiede, Terri  
Thietten, Ray  
Tobin, Aubrey  
Todd, April  
Tolbert, Amber  
Tolliver, Nichole  
Tower, Stephanie  
Tremaine, Jennifer  
Tyson, Sarah  
Ulaj, Vera  
Ulrich, Richard  
Valenti, Janis  
Villeneuve, Gina  
Viswanath, Nagamani  
Volpe, Miles  
Waldorf, Lynne

Waligora, Catherine  
Walker, Kyle  
Wallace, Angela  
Wallace, Neil  
Warren, Mark  
Wcisel, Paulette  
Weems, Teri  
Wei, Mei  
Weiner, Susan  
Weiss, Walter  
Welty, Patrick  
Wessel, Carl  
Wessel, Christopher  
Wessel, Sarah  
West, William  
Wetzel, Scott  
White, Erica  
Whittenberg, Barbara  
Wilhem, Thomas  
Wilson, Diane  
Winther, Scott  
Wojtaszek, Susan  
Wolber, Angell  
Wolf, Robert  
Wolfe, Ryan  
Wood, Judy  
Worley, David  
Wu, Catherine  
Yaldoo, Faik  
Ybarra, Armando  
Yestrepky, Joseph  
Yiannatji, Gina  
Yono, Jonathan  
Yono, Teresa  
York Hesse, Lori  
Young, Mark  
Young, Nicholas  
Zaccardelli, Catherine  
Zacharevich, Katherine  
Zanni, Erica  
Zawicki, Alexi  
Ziejka, Christine  
Zito Smith, Patricia  
Zudell, Tina  
Zuehlk, Jennifer

**RPAC NOCBOR  
Contributors  
531**

**Contributed:  
\$31,527**



## Special Recognition for NOCBOR Contributors

With more than 500 members strong, NOCBOR is proud to recognize the following members, who have unselfishly contributed more than their "fair share" to the Realtors® Political Action Committee (RPAC) in 2019:

Angela Batten	Real Estate One/Clarkston	\$150
Jon Devine	Keller Williams Advantage	\$100
Dana Fox	Lake Michigan Credit Union	\$100
Patricia Jacobs	NOCBOR	\$250
Terrie Junkin	RE/MAX Nexus	\$373
Richard Linnell	Linnell Associates	\$1,050
Robert Lloyd	CMH Appraisals	\$100
Ronald Newman	Real Estate One/Clarkston	\$100
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Evduza Ramaj	Inside Realty	\$200
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Richard Ryniewicz	CENTURY 21 AAA North	\$100
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Steve Stockton	Keller Williams Showcase	\$1,000

Your RPAC contributions helps keep the Realtors® organization strong and your voice at the forefront of issue advocacy. RPAC works exclusively to identify and endorse Realtor®-friendly candidates who understand your issues and willing to apply that understanding in the legislature. Thank you for your financial commitment.

### Make your Investment in RPAC today!

From protecting private property rights, to fending off burdensome regulations on our industry, Michigan Realtors® work with our lawmakers to craft sound policy that benefit all of us.

The Realtors® Political Action Committee (RPAC) is the best way a Realtor® can protect his or her business. RPAC is the only grassroots and issues mobilizing force that exists to protect and promote the tradition of home ownership and real estate investment in Michigan. By investing in RPAC, 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 – more than 31,000 members strong – sharing in the success on issues and concerns important to you!

Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of Realtors® RPAC. All amounts forwarded to the National Association of Realtors® RPAC are charged against the applicable contribution limits under 52 U.S.C. 30016. Nothing herein shall be construed as a solicitation of contributions from non-members. A copy of the federal report, filed by National RPAC with the Federal Election Commission, is available for purchase from the Federal Election Commission, Washington D.C.20463. State reports are filed with the Michigan Secretary of State, Elections Division, Lansing, Michigan.

# RPAC Is Your Business Insurance!

## Backdoor Workshops (Free)

Thursday, April 25 (11 a.m.- 12 p.m.)  
**"The In's & Out's of New Construction Financing"**  
 Dana Fox

Friday, April 26 (10– 11 a.m.)  
**"3D Your Listings"**  
 Joe Akers

Wednesday, May 1 (10 – 11 a.m.)  
**"Sellers Disclosure Act"**  
 Sally Bell

Wednesday, May 1 (1 – 2 p.m.)  
**"Electronic Lock Box"**  
 Kate Balkwell

Friday, May 3 (10 a.m. – 12 p.m.)  
**"Home Snap, Remine, Lions Desk,  
 And RateMyAgent"**  
 Realcomp Staff

Tuesday, May 14 (10 – 11:30 a.m.)  
**"Top Defects That Cause Stress"**  
 Kerri Mustola

Wednesday, May 15 (11 a.m. – 1 p.m.)  
**"Lunch & Learn: Government Lending FHA, VA, RD  
 & Underwriting The Appraisal"**  
 Janice Hurt

Tuesday, May 21 (10 - 11 a.m.)  
**"Electronic Lock Box"**  
 Kate Balkwell

Tuesday, May 21 (1 – 2 p.m.)  
**"Electronic Lock Box"**  
 Kate Balkwell

Thursday, May 23 (9:30 a.m. – 12:30 p.m.)  
**"Comprehensive HUD Training – 2019"**  
 Evduza Ramaj

Tuesday, June 4 (10 - 11:30 a.m.)  
**"Top Defects That Cause Distress"**  
 Kerry Mustola

Wednesday, June 12 (11 a.m. – 1 p.m.)  
**"Lunch & Learn: Visa/Trust & Land Contracts"**  
 Janice Hurt

Tuesday, June 17 (10 – 11:30 a.m.)  
**"Top Defects That Cause Stress"**  
 Kerri Mustola

Tuesday, June 18 (10 a.m. – 12 p.m.)  
**"Grant Money For Your Business,  
 Investor Clients or Non-Profits"**  
 Jeannie Sample

Friday, June 21 (11 a.m. – 12 p.m.)  
**"Cannabis & Residential Real Estate"**  
 Angelique Fowler

To register: [nocbor.com](http://nocbor.com)

Location: NOCBOR

## 2019 Continuing Education

<u>Date</u>	<u>Instructor</u>
Thursday, May 30	Jack Waller
**Wednesday, June 19	Sally Bell
Tuesday, June 25	Jack Waller
Tuesday, July 23	Jack Waller
**Friday, July 26	Sally Bell
**Wednesday, August 14	Sally Bell
Tuesday, August 27	Jack Waller
**Saturday, August 31	Sally Bell
Wednesday, September 11	Jack Waller
Friday, October 11	Jack Waller

**Please note: The 6 hour continuing education courses listed above include 2 hours of the required legal. COURSES WITH \*\* NEXT TO IT ALSO INCLUDE THE NAR MANDATED CODE OF ETHICS.**

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

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

To register: [nocbor.com](http://nocbor.com)

Location: NOCBOR

## New Members Orientation

*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.*

**Tuesday, April 30  
 Wednesday, May 22  
 Thursday, June 13  
 Wednesday, July 17  
 Friday, August 23  
 Tuesday, September 24  
 Tuesday, October 22**

Instructor: Jack Waller

Classes begin at 9 a.m.

To register: [nocbor.com](http://nocbor.com)

Location: NOCBOR

## Real Estate Negotiation Expert®

Thursday, May 9 & Friday, May 10

This two day course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client. The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day. Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice.

**Time:** 9:00 a.m. – 5:00 p.m.

**Cost:** \*\$300 (includes materials)

**Bring Your Buddy:** \$255.00

**Instructor:** Lori Chmura

**Register** [nocbor.com](http://nocbor.com)

*\*Qualifies for the NOCBOR interest free Education loan.*

**Location:** NOCBOR

## Seniors Real Estate Specialist

Thursday, June 27 & Friday, June 28, 2019

To receive the Seniors Real Estate Specialist® designation, you must be a Realtor® in good standing with the National Association of Realtors® and complete the SRES® training course, and successfully pass the final exam. SRES® designees are also required to complete at least three transactions with senior clients within twelve months of their training course. This course counts as 15 hrs. Broker Pre-licensing credit and includes 1.5 hours of Fair Housing or can be used for 12 hours of Real Estate Continuing Education. \*NOCBOR members qualify for interest free loan.

**Time:** 9:00 a.m. - 5:00 p.m.

**Cost:** \*\$300.00 (includes material and SRES Council annual dues)

**Bring a Buddy:** \*\$255

**Instructor:** Lori Chmura

**Register at** [nocbor.com](http://nocbor.com)

**Location:** NOCBOR

## Accredited Buyer Representative\*

Friday, August 9, & August 16, 2019

"Marketing Practice" & "Office Policy, Negotiations and Relocations." Both classes are approved by REBAC (Real Estate Buyer's Agent Council) and fulfills the educational requirements for the ABR Designation. ABR counts as 15 hours of real estate continuing education credit or can be used toward 90 hour broker pre-licensing requirement. Must take an elective for designation\*. \*Qualifies for the NOCBOR interest free Education loan.

**Time:** 9:00 a.m. – 5:00 p.m.

**Cost:** \*\$310 (includes elective, materials & first year dues)

**Bring a Buddy:** \*\$263.50

**Instructor:** Lori Chmura

**Register** [nocbor.com](http://nocbor.com)

**Location:** NOCBOR



## Real Estate Negotiation Expert

ABR (Elective)\*

## Military Relocation

Friday, May 10 or Thursday, July 11

The goal of this course is to educate the real estate professional about working with current and former service members to find the housing solutions that best suit their needs as sellers or buyers and take full advantage of military benefits and support. You will learn how to provide real estate services at any stage in the service member's military career that meet the needs of this niche market. \*Qualifies for the NOCBOR interest free Education loan.

**Time:** 9 a.m. – 3:30 p.m.

**Cost:** \$75.00 (if taken independent of the ABR Course)

**Instructor:** Lori Chmura

**Register:** [nocbor.com](http://nocbor.com)

**Location:** Middleton Real Estate Training

## ABR (Elective)\*

## Real Estate Investing

Friday, May 17, or Thursday, July 11, 2019

This REBAC elective course covers the fundamentals of real estate investments that practitioner's need to know to expand their business services. Learn to adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn to goal set, plan, evaluate, and acquire properties as well as manage them. \*Qualifies for the NOCBOR interest free Education loan.

**Time:** 9 a.m. – 3:30 p.m.

**Cost:** \$75.00 (if taken independent of the ABR Course)

**Instructor:** Lori Chmura

**Register:** [nocbor.com](http://nocbor.com)

**Location:** Middleton Real Estate Training



## NCI ASSOCIATES

## Monday & Wednesday Evenings

Pre License Training  
40 Hours

May 6, 8, 13, 15, 29 and  
June 3, 5, 10, 2019

NOCBOR  
4400 W. Walton Blvd  
Waterford, MI 48329

8 a.m. – 4 p.m.

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The At Home with Diversity® course is the core course in order to obtain the At Home with Diversity® Certification. The At Home with Diversity® course counts for elective credit toward the ABR®, CIPS®, CRS®, RSPS® and PMN® designation.



## At Home With Diversity® Course

This course contains 7 hours of continuing education, 2 of which includes legal

**Date:** Monday, April 29, 2019 (9 a.m. - 5 p.m.)

**Instructor:** Ursel Mayo

**Location:** NOCBOR  
4400 W. Walton Blvd. Waterford, MI 48329

**Cost:** \$110.00

Visit [nocbor.com](http://nocbor.com) to register



NATIONAL  
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DIVERSITY™



## Facebook Settles Discrimination Lawsuits

The world's largest social networking company had been accused of repeatedly violating the Fair Housing Act. Social media giant Facebook is making significant updates to its online ad platform for housing, employment and credit ads as part of its settlement agreements ending five prior discrimination lawsuits filed against it.

Between 2016 and 2018, Facebook repeatedly found itself in legal hot water over alleged violations of the Fair Housing Act on its advertising platform, even after the company claimed to take steps to solve the problem.

Facebook first faced scrutiny over its online advertising practices, after an investigation from ProPublica in October 2016 found that Facebook allowed advertisers to exclude certain ethnic groups when posting ads for housing. This allowed advertisers, in effect, to create digital "whites-only" housing listings.

At the time of the initial investigation, Facebook said it would prevent this from happening again, but a year later, in November 2017, ProPublica found it was still able to place similar discriminatory ads. The Department of HUD filed a housing discrimination complaint against Facebook in August 2018. In the wake of that complaint, Facebook slashed more than 5,000 targeted ad options on its platform to limit the ability for advertisers to exclude audiences that relate to attributes such as ethnicity or religion.

The five lawsuits Facebook announced it has settled. According to National Fair Housing Alliance, the settlement agreement between fair housing groups and Facebook sets a new industry standard in Big Data and Tech concerning civil rights laws.

As part of its settlement agreement with fair housing groups, Facebook denied any wrongdoing or liability, but agreed to pay \$1.95 million to the groups for alleged damages and expenses.

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# The Future Of MLS Is Now

If the multiple listing service is real estate's greatest invention, it may also be the industry's greatest source of angst. In an era when the public can easily access information about any property in the U.S., MLS data remains dispersed, with more than 600 systems operating around the country.

That's not good for brokers, says Sam DeBord, managing broker and vice president of strategic growth for Coldwell Banker Danforth in Seattle. "The job of our association is to put the needs of our broker members and their clients first. That can't happen if we're trying to maintain a traditional model that can no longer support them."

DeBord recently chaired a National Association of Realtors® presidential advisory group that looked at the future of MLSs. The group recommended that NAR actively encourage consolidation and provide support for MLSs that want to join forces. Among the PAG's recommendations is a grant program that would help MLSs cover the cost. The idea is expected to be considered during NAR's budget review process in March.

For some brokers and association executives, consolidation feels like losing local control of data. But DeBord says it isn't just about a large organization absorbing a smaller one. "There are mergers, partnerships, data shares. We want to kickstart conversations between MLSs in order to achieve better result for Realtors®—better technology and cost structures and access to broader markets."

Visions of a more united MLS world have been around for decades. Of the 627 MLSs in operation today, 76 are regional, some with tens of thousands of members. Just in the last four years, the number of MLSs has declined by 19%. "But there are still markets where agents need to join three, four, even five MLSs to serve their clients," DeBord says.

Achieving a successful consolidation is no walk in the park. Five years ago, a group of Illinois associations began consolidation talks. "We had eight to 12 associations involved in the discussions at any given time. We even got so far as vendor selection," says Dallas Hancock, CEO of the Peoria Area Association of Realtors®. After two years of discussion, it was clear the group didn't have a shared vision, and the effort was disbanded.

Now, it's back on track with a smaller, more unified group. Later this year, four associations will bring 3,000 Realtors® from Illinois and two Iowa counties together to form a new MLS, RMLS Alliance. The difference between then and now: a unity of purpose and a solid business plan that lays out governance and division of labor.

While access to a larger market area is often cited as the reason for consolidations, that wasn't the case with RMLS Alliance, Hancock says. "There was no big member outcry for it, but we looked at the direction things were moving and knew if we wanted to continue to provide our members with the best technology available, we'd need to grow."

Another union in the offing is NYMLS, the consolidation of New York-area MLSs operated by the Long Island Board of Realtors® and Hudson Gateway Association of Realtors®. The combined entity will serve 40,000 Realtors®. NYMLS has created a website where people from both associations can get updates and read frequently asked questions, says Jim Speer, CEO of the new entity.

Both Speer and Hancock expect additional growth for their joint ventures and say NAR's support will help. "It's a fabulous idea," Speer says. "There are people who know consolidation would make sense, but they don't know where to turn."

NAR aims to change that. "From our research and experiences, we know that many MLSs struggle to keep their budgets above water and maintain technology minimums," DeBord says. "Our consensus was that many more MLSs would engage in a conversation about consolidation if they had the information and funding to ensure success."

## Drone Rules Pave Way For Listing Photos To 'Pop'

Drone-enable real estate photography has ballooned in recent years and new federal rules may make it easier to get that perfect shot, especially at that magic "twilight" hour or in cities.

The Federal Aviation Administration is proposing new rules that would allow drones to be flown at night and over people without waivers, as long as certain conditions are met. The new drone rules "will help communities reap the considerable economic benefits of this growing industry and help our country remain a global technology leader," states U.S. Department of Transportation Secretary Elaine Chao.

As of January 1, 2019, there were nearly 1.3 million registered drones and more than 116,000 registered drone operators in the U.S., many of them hobbyists, first responders and infrastructure inspectors. Some are also enterprising real estate agents and photographers, keen on using innovative technology to offer their clients a new way to market for sale home listings. Experts say the proposed rules will offer real estate pros even more opportunities to impress, though they see a potential for abuse.

The FAA's proposal would allow drones to fly at night without a waiver if the operator has received appropriate training, completed approved testing and if the drone is equipped with anti-collision lighting designed to be visible from a distance of at least 3 miles. The rule would also allow drones to make routine flights over people without a waiver under certain conditions. Any drone weighing less than 0.55 pounds, including any cargo, could be flown over people.

The new regulations take a reasonable approach to find a balance between allowing more freedom to operate drones while taking precautions not to compromise public security tangibly.



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# User Friendly Version of The Code of Ethics

**Article 1** – Don't lie.

**Article 2** – Don't BS clients.

**Article 3** – Cooperate with Realtors®.

**Article 4** – Report agency disclosure.

**Article 5** – Disclose if you are the buyer.

**Article 6** – Avoid side deals.

**Article 7** – Get paid from one source only.

**Article 8** – Escrow the money.

**Article 9** – Put EVERYTHING in writing.

**Article 10** – Don't discriminate.

**Article 11** – Know your stuff.

**Article 12** – Advertise properly.

**Article 13** – Don't pretend to be a lawyer.

**Article 14** - Cooperate with the Board regarding your case.

**Article 15** – No bashing other Realtors®.

**Article 16** – Don't steal clients.

**Article 17** – Arbitrate – don't litigate.

## Housing In General

Many first-time home buyers will have a tougher time getting a mortgage. The Federal Housing Administration is tightening its underwriting requirements for FHA-insured loans because the agency is worried that too many risky mortgages are being made. The move reverses a 2016 decision to loosen underwriting standards.

Lenders will now have to do more time-consuming manual underwriting for the riskiest borrowers. About 83% of FHA loans go to first-time home buyers. Lenders say they will see a reduction in their FHA business of up to 15%. Originations will shrink by about 5% to 15%. The impact will be felt in a few months.

The outlook for lenders isn't rosy. A modest uptick in new loan originations isn't enough to offset the sharp drop in mortgage refinancing over the past few years. Banks like Wells Fargo and J.P. Morgan face more competition from nonbank lenders.

The housing market's biggest long-term worry: slow household formation. The huge millennial generation is aging into its prime home-buying years. Many 20- and 30-somethings are marrying later, moving out of apartments later, or living with their parents longer, keeping a lot of potential demand off the table.

## Did You Know?

Independent mortgage firms now originate most home loans in the U.S. Led by Quicken Loans, Freedom Mortgage and loanDepot, they originated 66% of the loans in the first quarter of 2019. Nonbanks' market share jumped from 24% in 2008 to 54% in 2017. They don't take deposits, using short-term loans and cash to originate mortgages.

Banks pulled back from the subprime market after the 2008 financial crisis, allowing nonbanks, whose share of the total market keeps growing, to dominate. Most low and middle income borrowers no longer use banks, nor do 64% of minorities. Nonbanks are also the top lender to borrowers with mortgages backed by Uncle Sam.

Concerns about the sufficiency of nonbanks' capitalization levels are growing. Firms say worry about their exposure to interest rate and default spikes is overblown.

Investors who pounced on real estate after the market crash are dialing back. House flipping, scooping up fixer-uppers and foreclosures, intending to resell quickly, making some improvements and turning a profit, was down 4% in 2018 from 2017. Cities with the biggest drop-offs: Cape Coral, Fla.; Columbus, Ohio; Portland, Ore.; and Virginia Beach, VA. Meanwhile, flipping is still going strong in Birmingham, Ala.; Las Vegas; Memphis, Tenn.; Phoenix; and Tampa, Fla...places hardest hit by the crash.

Blame shrinking returns, mounting costs, little inventory and more players. Profits hit a seven year low in 2018, while flippers' ranks jumped 63% since 2008. And online buying firms have found an edge over regular flippers by using algorithms.

Homes will still get pricier in 2019, but not as much as in the last few years. Average price growth is 4%, compared with 7.6% early last year. It will keep slowing. States bucking the national trend: Ala., Ark., Del., Iowa, Ky., N.C., S.D., Tenn. and Wis. are seeing home prices bid up at the same pace. Strong demand is pushing prices up faster in Idaho, Miss. and S.C. Particularly hot: Boise, Idaho, and Odessa, Texas. Go figure!

Starter homes will keep getting more expensive faster than the fanciest ones. From 2000 to 2018, the cheapest third of most homes in big markets rose in value by 20% to 40% more than the most expensive one third. The trend is not abating.

Manufactured housing could take a bite out of the starter home crunch. Erecting more manufactured houses would replenish stock and tame price inflation. Per square foot, mobile homes cost about half what traditionally built homes cost.

But the country's NIMBY mentality stymies the sector. Localities are biased against mobile homes. The property value boom also pushed out many trailer parks.

This year's sales of manufactured housing are likely to reverse 2018's drop, leading to 6% pickup in production. Factory housing is oil field workers' top choice.

## Support NOCBOR Affiliate Members

Akers, Roy (HiTech Real Estate)	248-238-4449
Barnett, Larry (Attorney at Law)	248-625-2200
Bartus, Barb (Michigan First Mortgage)	248-666-2700
Brosnan, Brenda (Summit Funding)	248-515-3855
Bruce, Cheryl (Seaver Title)	248-338-7135
Buick, James (Team One Credit Union)	248-508-0135
Dawson Michael (Union Home Mortgage)	248-467-0257
Fox, Dana (Lake Michigan Credit Union-White Lake)	248-884-6600
Franskoviak, Michael (Franskoviak & Company, PC)	248-524-5240
Galvez, Joseph (John Adams Mortgage)	248-390-1124
Gelbman, Mark (Caliber Home Loans)	248-266-7809
Green, Brent (Lake Michigan Credit Union)	248-484-7117
Hudson, Matt (First American Title Co.)	248-789-6371
Jarvis, Beth (Title Connect)	586-226-3506
Katsiroubas, Mary (First National Home Mortgage)	855-910-2700
Kirkpatrick, Mark (Floortrends)	248-220-3015
Kirkpatrick, Mark (XCEL Carpet Cleaning)	248-462-2393
Kraft, Stacey Grava (Home Warranty of America)	248-330-1076
LaPorte, Jeff (The Home Team Inspection)	248-366-6215
Linnell, Richard (Linnell & Associates)	248-977-4185
Lipson, Craig (Jet Directing Funding Corp.)	269-598-7171
Mustola, Mark (Value Check Home Inspections)	810-750-0000
Oates, Lynn (Envoy Mortgage)	248-218-0663
Peterson, Ann (Title Connect)	248-220-3015
Porritt, James Jr. (Attorney At Law)	248-693-6245
Proctor, Michael (Michael Proctor)	248-931-1018
Powsner, Carl (Lighthouse Title Co.)	810-606-0050
Rose, David (Rose Certification Inspections)	248-625-9555
Sasek, Luke (Cutco)	616-295-5537
Seaver, Phil (Seaver Title)	248-338-7135
Siebert, Brian (First National Home Mortgage)	855-910-2700
Silpoch, Brian (Transnation Title Agency, Metro Davison)	248-605-0600
Spencer, Grant (Michigan First Mortgage)	248-721-6676
St. Amant, Ron (Changing Places Moving)	248-674-3937
Zetye, Lauren (Movement Mortgage)	248-840-0972
Zuniga, Heidi (Metro North Federal Credit Union)	248-674-0491

## Legal Q & A

**Q:** Can I agree with my church that I will donate \$500 to every member of my church who lists and sells their home with me?

**A: No.** While you can agree to make a charitable donation for every property you list and sell, you cannot pay a fee to an organization for referring its members to you. The fact that the organization is a religious or charitable organization does not change the analysis.

**Q:** Can I advertise a program whereby I agree to donate \$500 to my local high school booster club for every home I list and sell?

**A: Maybe.** If the promotion is advertised broadly in the community (e.g., in the local newspaper), the promotion is probably permissible. If, on the other hand, the promotion is advertised only in the local booster club's newsletter, it may be viewed as an unlawful referral fee. In the latter case, the booster club may be viewed as referring business to you in exchange for a donation. Again, the fact that the booster club is a community service program does not change the analysis.

**Q:** My business model is such that my brokerage firm never holds buyers' earnest money deposits. Am I nonetheless required to maintain a trust account?

**A: No.** You are only required to maintain a trust account if you are holding money belonging to others.

**Q:** I represent someone who is interested in leasing a house. Am I required to provide an agency disclosure form?

**A: Yes.** The agency disclosure law defines a real estate transaction as one involving the sale OR LEASE of real estate consisting of not less than one or not more than four residential dwelling units or a building site for a residential unit. MCL 339.2517(11)(g).

**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 counteroffer 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:** I am a Realtor® who represents 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. It 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 Maki, 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.

**Q:** I am a Realtor® representing a seller in the sale of a vacant parcel of land that is zoned residential. An agent representing a buyer has requested a Seller's Disclosure Statement. The buyer's agent claims that a Seller's Disclosure Statement is required for the sale of all properties that are zoned residential. Is this true?

**A: No.** The Seller Disclosure Act applies only to the transfer of not less than 1 or more than 4 residential dwelling units. MCL 565.952.

**Q:** What if an earnest money deposit check bounces?

**A:** Realtors® role as an escrow agent is a neutral role and, therefore, the Realtor® should notify both parties if the buyers' earnest money check bounces.

# Legal Hotline

# 800-522-2820

## Conditionally Withdrawn Is Under Contract

In conjunction with the NAR Code of Ethics, as well as Realcomp's MLS Rules, Realtors® should not solicit property owners under contract with other Realtors®.

"Conditionally Withdrawn" status indicates the property is still UNDER CONTRACT with the listing agent/listing broker but is no longer being actively marketed. A "Conditionally Withdrawn" listing is NOT available and Realtors® should not solicit property owners as these properties are under contract.

## Things You Do To Earn Commissions

You've heard this, "Selling real estate is an easy business." Many believe sites like Zillow provide all the information they need to locate the right house and close the transaction. There are three primary reasons consumers hold these beliefs:

1. The realty TV shows have glamorized the business of showing properties and writing offers without showing the behind-the-scenes work it takes to close a transaction.
2. Many of the technology companies promote the belief that an algorithm is the only thing needed to help a consumer locate and then close on a property.
3. The industry as a whole has done a poor job in communicating all the steps required to close the transaction.

If locating a property online is so easy, how come 52% of buyers named finding the right property as the most important reason they went with an agent? Next, in importance was helping buyers with price negotiations (11%) and third was handling the paper work (6%). The truth of the matter is that agents earn their commissions at the negotiating table, overcoming transaction problems and coordinating all the service providers required to reach the closing table. The next time someone ask you to reduce your commission or says, "I can get my house sold cheaper on the web," remind them that locating the right house is merely the first step in a very complex process.

The hardest work starts once the property is placed under contract. When a client tells you that all you had to do to close the transaction was to put a sign in the front yard, you can share your list that shows everything required to close a transaction in your area.



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## Electronic Lock Boxes

### Assistant (Personal Assistants)

MLS users with an assistant permission can:

- Receive a limited access SentiSmart™ credentials (this is provided on request only) and is a billable account.
- Access only lockboxes of team members.
- Access their own information, as well as any team members online.
- If given credentials to the SentiSmart app (first bullet point above), this user can use SentiSmart to release the shackle of lockboxes owned by the team members.
- If this user does not have credentials to SentiSmart™ - listing agents can generate a shackle release code for a specific lockbox for a specific day and this user can use that code to release the shackle. (The shackle release code can be used by anyone given the code by the listing agent).

### Office Staff (Office Assistants)

MLS users with an office staff permission can:

- Access their own information, as well as individuals within their office online.
- They can see and run reports for the entire office inventory of lockboxes and credentials.
- This is a non-billable account.
- Listing agents can generate a shackle release code for a specific lockbox for a specific day and this user can use that code to release the shackle. (The shackle release code can be used by anyone given the code by the listing agent).

## Michigan Realtors® Scholarships

Do you know a college student pursuing a degree in the real estate industry? The Michigan Realtors® Scholarship Trust is looking for applicants today. The MARST awards scholarships from \$500 to \$3,000 to students taking real estate related courses.

The scholarships are intended for full-time college students and Michigan residents. Students must be entering junior, senior or post-graduate studies and the awards are distributed over two semesters. The MARST administers two scholarship funds: the Russel A. Pointer and the Barney Harkins Scholarship and Education Fund. Applicants are automatically considered for financial assistance from both funds.

Completed applications for consideration of the 2019-20 academic school year must be submitted to Michigan Realtors® by the deadline, **May 31, 2019**. The application form is available at the Michigan Realtors® web site, [www.mirealtors.com/education-events/scholarships](http://www.mirealtors.com/education-events/scholarships).

Questions can be directed to [mwilliston@mirealtors.com](mailto:mwilliston@mirealtors.com)

## General Membership Meeting

Deer Lake Banquet Center  
6167 White Lake Rd  
Clarkston, 48346

Tuesday, May 7, 2019

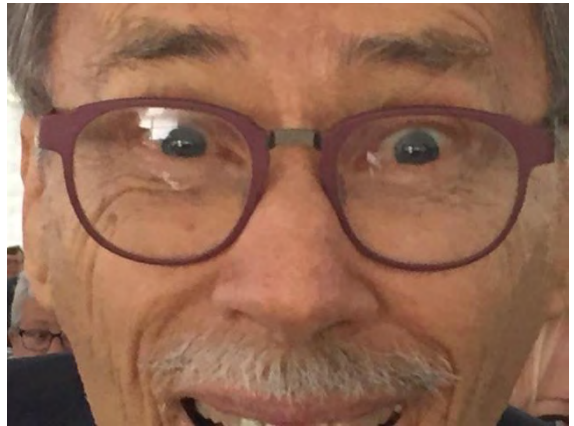
**Featuring: Tim Skubick**  
(WWJ - Lansing News Correspondent)

### “Off The Record”

8:30 a.m. Buffet Breakfast

9:00 a.m. Program

Members Free  
Non-Member \$20



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