



Impact



Jenifer Rachel
NOCBOR President

Let the New Year Begin!

I pray that you all had a great holiday season. That you enjoyed your family and friends, and you are looking forward to a very successful 2019. Your success depends a lot on how you plan for it. Success for most of us doesn't just happen, it is planned. So, set those goal, make a plan how to reach them, and stick to it.

As I look back on 2018, I feel grateful for all the opportunities and challenges that my position has granted me and the things I have learned. I have been fortunate enough to serve with an amazing, giving group of people and have learned a lot from them and with them. I have learned to check my outfit before leaving the house for a business meeting. I have learned to stand my ground on my beliefs and stand strong on my rock while inviting others to do the same. I have seen all that goes on behind the scenes to makes our Board, in my opinion, one the most informed and progressive groups of Realtors® in Michigan. Our Board is usually the first out there to give historical knowledge and lead our industry to success that keeps things in check.

Review 2018 Accomplishments

The Board has ushered in a very important change with lockboxes that will make our agents and our clients much safer. I know there will be some bumps in the road, but I encourage all of you to use them. The wrinkles will work themselves out and industry will move forward as a result. The lockboxes will notify you when an agent accesses your listed property, who they are, and when they returned the key and left. This will put an end to the agents giving their customers codes, the problem of who didn't return the key, and when the house is ready to go back to for our clients, just to name a few benefits.

We most recently saw an extension for the National Flood Insurance. We celebrated the 50th Anniversary of the Fair Housing Act, reminding us how far we have come. We helped pass legislation that implemented an 18 month statute of limitation for complaints against licensed real estate appraisers. We passed legislation on clarity of Michigan Transfer Tax. We moved legislation through the House and Senate for First Time Home Buyers Savings Accounts, making it easier for people to save for their first home. Our political endorsements saw an 87% success rate of the legislators who support Realtor® issues.

Looking forward to 2019

My hope for this year is that more members will choose to get involved. Get a copy of the schedule of the Committees and show up. We have some new Committee Chairmen and I promise you will learn something that will make you a better Realtor®. I hope that our members will get on board with supporting the funds that protects and moves our industry and legislation forward. RPAC, no matter what side of the aisle you fall on, is a very important tool for our future.

Our Board has a lot of work to do in this area. We have very low member participation in giving to this important insurance fund. Include it when paying your dues. It is less than a dinner out for you and your spouse. I hope some of you will volunteer for a State level or National position. You can apply for next year on line when the applications are being taken. Usually in the fall.

I hope that we all remember that we are on the same team to get our clients homes sold or get our clients a new home. Be kind to other Realtors®. Help them if they miss something. Make the experience great for our clients. If we do, they will be less likely to do a deal without us. Now, get out there and make it happen. And thank you for allowing me to represent you during 2018.

Jenifer Rachel
Keller Williams Premier

Offers Must Be Affirmed

The Directors of the National Association of Realtors® have amended the Standard of Practice 1-7 of the Code of Ethics, which will take effect on January 1, 2019. An additional sentence was added to the SOP 1-7 for clarification in writing as to the status of submitted offers.

"Upon the written request of a cooperating broker who submits an offer to the listing broker, the listing broker shall provide a written affirmation to the cooperating broker stating that the offer has been submitted to the seller/landlord, or a written notification that the seller/landlord has waived the obligation to have the offer presented."

Realtors® agree to remain obligated to the duties imposed by the Code of Ethics. The duties imposed by the Code of Ethics encompass all real estate-related activities and transactions.



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

BOARD OF DIRECTORS

David Botsford 626-2100
Brenda Davis 556-7400
Jon Devine 625-5700
Matt Diskin 228-4647
Dana Fox 884-6600
Cheryl Gates-Beers 620-8777
James Gillen 845-2669
Tom Kotzian, GRI (NAR Director) 652-8000
Geoff Leach 360-9100
Ray O'Neil, GAA, RAA 674-3333
Jenifer Rachel, ABR (Past President) 394-0400
Mary Rettig 646-5000
Marcy Soufrine 360-2900
Suzi Stemper 810-238-8888

STAFF

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

COMMITTEE CHAIRMEN

Budget & Finance Maddy Dishon
Bylaws Tom Kotzian, GRI
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 Jenifer Rachel, ABR
Professional Standards
Arbitration Kay Pearson, CRS
Ethics Eric Pernie
Sally Bell
Pam Bradshaw
Mary Rettig
Kathleen Sanchez
Grievance Paul Carthew

REALCOMP II LTD. GOVERNORS

David Elya, CRS, GRI, ABR, SFR, e-PRO 652-7000
Geoff Leach 360-9100

REALCOMP USER GROUP

Tanya Dempsey Mitchell
Matt Diskin
Geoff Leach
Marcy Soufrine

REALCOMP SHAREHOLDERS' TASK FORCE

Ray O'Neil, GAA, RAA
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

Board of Directors November, 2018

MOTION CARRIED to approve Three (3) Primary Designated Realtors®; Sixty-nine (69) Primary Realtors® and Seven (7) Secondary Realtors®.

MOTION CARRIED to recommend to Realcomp Governors to postpone any action regarding the Realtor® Corporate Ally Program until there is a clarification as to how the dollars will be spent.

MOTION CARRIED to recommend to Realcomp that the proposed forms prepared by Brian O'Keefe be postponed for signatures until Realcomp Shareholders' attorney review the forms.

MOTION CARRIED to elect Geoff Leach to serve as NOCBOR Realcomp Governor for years 2019-2021.

MOTION CARRIED to elect Matt Diskin, Tanya Dempsey-Mitchell, Geoff Leach and Marcy Soufrine to serve on the Realcomp User Group in 2019.

Board of Directors December, 2018

MOTION CARRIED to approve One (1) Primary Designated Realtor®; Forty-six (46) Primary Realtors®; Five (5) Secondary Designated Realtors® and One (1) Affiliate.

MOTION CARRIED to instruct Realcomp to destroy all documents/forms prepared by Brian O'Keefe and signed by NOCBOR Governors.

MOTION CARRIED to instruct Realcomp to provide all Shareholders with any and all retention letter or documents pertaining to Realcomp legal counsel.

MOTION CARRIED to elect Mary Rettig, RE/MAX Classic, to the position of Director for the term, 2019-2020.

In Memoriam

Ruth Ellsworth-Jones, beloved mother of **Lynn Kacy**, (Coldwell Banker Weir Manuel), passed away on November 24, 2018. NOCBOR members, Directors and staff extend their deepest sympathy to the Jones/Kacy family.

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Kim Joiner Turner**, (Coldwell Banker Weir Manuel), whose mother, Wilma Joiner passed away on December 25, 2018.

Michigan Realtors® Tap NOCBOR Talent

Many NOCBOR members have stepped up and taken the responsibility of actively participating as volunteers at the Michigan Realtors®. Without the members involvement, whether it's your local association, State or National, the organization is unable to function without the members assuming the roles of leadership. Committee members are the wheels of the locomotive that pulls the rest of the cars! NOCBOR is grateful and proud that the following members have been appointed to 2019 MR® Committees:

Convention

Matt Diskin

Leadership Academy Selection

Jenifer Rachel

Mi Council of Real Estate Appraisers

Harvey Elam
Brian Kirksey
Ray O'Neil

Public Policy

Ray O'Neil
Jenifer Rachel

RPAC Trustees

Ray O'Neil

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

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.

2019 NOCBOR Officers

President

Ann Peterson, GRI, ABR, SRES, e-PRO
(Ann Peterson Realty)



Ann has successfully served on the City Council for Rochester since 2014. In 1989, Ann started her professional career in real estate sales. In 2011, Ann volunteered her experience, wisdom and passion to NOCBOR. As a Major Investor in RPAC, Ann understands and appreciates the need to politically

network in order to promote the "American Dream." She has earned her broker's license, as well as the GRI®, ABR® and SRES® Designations, and the e-Pro® Certification. Ann served as Realcomp Governor for over three years, as well as a member of the Michigan Realtors® Public Policy Committee. As 2018 Vice Chairman of NOCBOR Government Affairs Committee, and 2019 NOCBOR President, Ann is prepared to work with the members of the Michigan Legislature. Recognized as NOCBOR 2015 Realtor®-Active in-Politics and recipient of the 2016 Distinguished Service Award recipient, NOCBOR is proud to have the talent of President Ann Peterson.

Treasurer

Steve Stockton, SFR
(Keller Williams Showcase Realty)



Licensed as a real estate salesperson in 1977, Steve Stockton has been phenomenal in developing and branding his Stockton Team. After receiving his broker's license in 1981, Steve and his wife, Janet, led home sales in the North Oakland County area for over 25 years.

Steve completed the Michigan Builder's training course in 1980 and is licensed in the field of construction. Steve acknowledges that his 3 years serving on the Board of Directors has been very enlightening and has specifically left him with an appreciation for the years of service that many NOCBOR members have volunteered their time, experience and wisdom. Steve admits that he has gained a thorough understanding of the responsibilities of the Board. Steve has served on the Professional Standards Committee and as Chairman of NOCBOR Grievance Committee in 2014. NOCBOR members will benefit from Steve's profound sense of commitment.

President-Elect

Maddy Dishon
(RE/MAX Encore)



Maddy Dishon is the broker/owner of RE/MAX Encore in Clarkston. Maddy openly admits that she had a vision in 1994, when she was licensed as a real estate salesperson, to ultimately own her own real estate company. In 2001, Maddy's vision became a reality, when she established RE/MAX

Encore. Her involvement in NOCBOR, began in 2004, when she volunteered to serve on the Board's Grievance Committee for three years. In 2006, Maddy served as Chairman of the Grievance Committee which led her to serve as a member of the Professional Standards Hearing Panel for over 12 years. She has served over 10 years as a member of NOCBOR Directors, and as NOCBOR Treasurer in 2012. Maddy was recipient of the NOCBOR "Humanitarian of the Year" award in 2005 and in 2007, recognized as the "Broker-of-the-Year." Maddy's visionary instinct will be of huge benefit to NOCBOR members.

Secretary

David Niezgoda
(Real Estate One-Clarkston)



David Niezgoda has been an active NOCBOR member since 1999. Just completing his third term as Chairman of the NOCBOR Membership Services Committee, David can take credit, along with his Committee team members, for a very successful fundraiser in adopting five Christmas families in 2018. David has served on the

Board of Directors since 2012, along with participating on the Budget & Finance Committee, 2017-19, and will return in 2019 for his second term as NOCBOR Secretary. David was elected by NOCBOR membership to serve as a member of the NOCBOR Nominating Committee in 2016. His passion and commitment to the profession of real estate and to the Code of Ethics and Standards of Practice of the National Association of Realtors® is recognized and appreciated by all who have had the fortunate experience of working with David. David has the determination and desire for the success of NOCBOR.



Powered by First National Bank in Howell



home sweet loan

Our mortgage team is sold on helping your clients find the sweet spot to meet their individual loan needs.

With a portfolio designed to finance an array of home loans, let us treat you and your clients to a better experience that gets the deal done.

Brian Frankovich, Jeff McGee, Nevin Mitchell and Brian Seibert

NMLS # 1030421

NMLS # 131378

NMLS # 826871

NMLS # 131376

We will help your clients
GET MOVING



6501 Highland Road, Waterford, MI 48327

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2018 NOCBOR Leadership

Board of Directors

Jenifer Rachel, President
Ann Peterson, Pres-Elect
David Elya, Treasurer
David Niezgoda, Secretary
David Botsford
Jon Devine
Maddy Dishon
Matt Diskin
Dana Fox
Cheryl Gates-Beers
James Gillen
Tom Kotzian
Geoff Leach
Ray O'Neil
Marcy Soufrine
Suzi Stemper
Steve Stockton
R.W. Watson

Budget & Finance

Ann Peterson, Chm
David Elya, V. Chm
Tom Kotzian
David Niezgoda
Jenifer Rachel

Bylaws

Tom Kotzian, Chm
Michael Anspach
Mark Harvala
David Kimbrough
Denise Misaras

Education/Technology

David Elya, Chm
Dana Fox, V. Chm
Tina Aginaga Novak
Marsha Armstrong
Rick Bailey
Barb Bartus
Cheryl Bruce
Jon Devine
Robert DeVore
Mark Gelbman
Ben Handelsman
Mark Harvala
David Henderson
Darrell Hudiburn
Terrie Junkin
Charles Laird
Harlen Lantz
Geoffrey Leach
Evduza Ramaj
Angie Ridley
Lynn Swanson
Paulette Wcisel
Cathy Weller

Executive

Jenifer Rachel, President
Ann Peterson, Pres-Elect
David Elya, Treasurer
David Niezgoda, Secretary
Tom Kotzian, Past Pres

Government Affairs

Ray O'Neil, Chm
Ann Peterson, V. Chm
Sally Bell
Eva Canterella

Government Affairs Con't

Michael Cawley
Jon Devine
Dana Fox
Mark Harvala
Gerald Hoopfer
David Kimbrough
Michael Labadie
Harlen Lantz
Ron Newman
Jenifer Rachel
Jeffrey Raupp
Mary Rettig
Angie Ridley
Brian Seibert
Sunny Sky
Grant Spencer
Traci Stolle

Grievance

Joan Falk, Chm
Paul Carthew, V. Chm
Eva Cantarella
Brenda Davis
John Goings
Brad Jernigan
Terrie Junkin
Dick Kangas
Mike Licavoli
Angie Ridley
Tammy Schuh
Kathy Solan
Marcy Soufrine
Liz Stevenson
Kate Zacharevich

Membership Services

David Niezgoda, Chm
Brenda Davis, V. Chm
Beth Arnold
Matt Diskin
Mary Katsiroubas
Stacey Kraft
Lynn Oates
Mike Proctor
Kim Romero
Julie Scagnoli
Grant Spencer
Ron St. Amant
Natalie Vaughn
Lauren Zetye
Tina Zudell

Nominating

Tom Kotzian, Chm
David Botsford
Cheryl Karris
Geoff Leach
Denise Misaras
Mary Rettig
R.W. Watson

Arbitration

Sally Bell
Eric Pernie
Kay Pearson

Ethics

Sally Bell
Kay Pearson
Mary Rettig
Kathleen Sanchez

Professional Standards

Angela Batten
Pamela Bradshaw
Sue Dendler
Maddy Dishon
Cheryl Gates-Beers
Gerald Hoopfer
Lynn Kacy
Bruce Krol
Denise Misaras
David Montgomery
Paul Mychalowych
Tom Nanes
Alyce Smith
Steve Stockton
Randy Wilcox

Realcomp Governors

David Elya
Geoff Leach

Realcomp User Group

Matt Diskin
Geoff Leach
Tanya Mitchell Dempsey
Ann Peterson

Realcomp Shareholders

Task Force
Ray O'Neil
Jenifer Rachel

TOGETHER WE'LL MEET THE CHALLENGE IN 2019

Invest your time and talent in NOCBOR by volunteering to serve on a Committee in 2019.

Please indicate your selections below and return this form to info@nocbor.com, or NOCBOR, 4400 W. Walton Blvd., Waterford, MI 48329, or fax it to (248) 674-8112, no later than December 27, 2018.

COMMITTEES AVAILABLE:

Bylaws

Members meet on direction of the Board of Directors to consider amendments to the Bylaws for recommendation to the general membership.

* Education/Technology (Second Monday @ 9:30 a.m.)

The Education/Technology Committee provides members with frequent and affordable opportunities to achieve knowledge and competence in an evolving business climate. To promote an atmosphere of equal opportunity in a multi-cultural community through a commitment to education, awareness and an appreciation of others. To communicate technology resources to NOCBOR members to drive their productivity.

* Grievance (Third Thursday @ 9:30 a.m.)

Selected members serve to review requests for arbitration (commission disputes) and to determine the possibility of member violations of the Code of Ethics. ***This Committee requires three (3) years of service. Members completing tenure serve on the Professional Standards Hearing Panel***

* Government Affairs (Second Monday @ 9:30 a.m.)

Promote to NOCBOR members education, awareness and involvement in the legislative process.

* Membership Services (Second Tuesday @ 9:30 a.m.)

The Committee makes recommendations to the Board of Directors on matters pertaining to eligibility, qualifications and approval for the election to membership. The Committee promotes an awareness of Board functions to members to help improve participation and develop new membership benefits.

* Meets each month

FIRST CHOICE: _____

SECOND CHOICE: _____

Name: _____ License: 6501- _____

Firm Name: _____

Business Phone: _____ E-Mail: _____

Thanks To All 2018 NOCBOR Volunteers

NOCBOR Events

January

February

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
24 MERRY CHRISTMAS OFFICE CLOSED	25 MERRY CHRISTMAS OFFICE CLOSED	26	27	28	29
31 HAPPY NEW YEAR OFFICE CLOSED	1 HAPPY NEW YEAR OFFICE CLOSED	2	3	4	5
7	8	9 10 a.m. Free Workshop "3D Your Listings" Joe Akers	10 11 a.m. Free Workshop "New Construction Financing" Dana Fox	11 9 a.m. – 3:30 p.m. ABR Elective "Military Relocation" In Troy Lori Chmura	12
14 9:30 a.m. Education 11:30 a.m. Government Affairs	15 9:30 a.m. Membership Services	16 10 a.m. Free Workshop "Grant Money For You New Business Investor Clients For Non Profit" Jeannie Sample	17 9 a.m. SRES "Senior Real Estate Specialist" Lori Chmura 9:30 a.m. Grievance Committee Group A	18 9 a.m. SRES "Senior Real Estate Specialist" Lori Chmura	19
21 6-10 p.m. Pre License Class OFFICE CLOSED	22 9 a.m. – 3:30 p.m. ABR Elective "Real Estate Living" In Troy Lori Chmura 10 a.m. Free Workshop "3D Your Listings" Joe Akers	23 10 a.m. – 12 p.m. Free Workshop "Fall In Love With Social Media" Brian White 6-10 p.m. Pre License Class	24 10 a.m. Free Workshop "Creating Trust & Comfort" Adam Randville	25 11 a.m. Free Workshop Cannabis & Residential Real Estate Angelique Fowler	26
28 10 a.m. Interboard Arbitration Hearing 6-10 p.m. Pre License Class	29 10 a.m. Interboard Arbitration Hearing	30 10 a.m. Free Workshop "Creating Fast And Accurate CMA's" Rick Bailey 1:30 p.m. Board of Directors 6-10 p.m. Pre License Class	31	1 10 a.m. Ethics Hearing 1 p.m. Ethics Hearing	2
4 6-10 p.m. Pre License Class	5 10 a.m. Free Workshop "3D Your Listings" Joe Akers	6 10 a.m. Facebook Ads That Really Work For Realtors® Brian White 6-10 p.m. Pre License Class	7 10 a.m. Ethics Hearing 1 p.m. Interboard Arbitration Hearing	8 9 a.m. – 1 p.m. Professional Standards Training Jack Waller 9 a.m. – 3:30 p.m. ABR Elective "New Home Construction" In Troy Lori Chmura	9 1 – 3 p.m. Free Workshop "First Time Home Buyers" Dana Fox & Andy Dirks
11 9:30 a.m. Education 11:30 a.m. Government Affairs 6-10 p.m. Pre License Class	12 9:30 a.m. Membership Services	13 6-10 p.m. Pre License Class	14 10 a.m. Free Workshop "New Construction Financing" Dana Fox	15	16
18 6-10 p.m. Pre License Class	19	20 6-10 p.m. Pre License Class	21 9:30 a.m. Grievance Committee Group B	22 11 a.m. Free Workshop Cannabis & Residential Real Estate Angelique Fowler	23
25	26	27 1:30 p.m. Board of Directors	28		

The Mortgage Industry Encouraging

Mortgage lenders' struggles will continue next year as rising interest rates cause borrowers to sharply curtail refinancing. Originations of new loans will actually rise modestly as the growth in home prices eases. But re-fis will slide. Last year, they made up 35% of all originations. This year, 28%, 2019 is predicted 23%. With refinances down, lenders must compete harder for buyers' business. They can't significantly relax their lending standards because of regs put in place after the housing bust. But they'll approve borrowers with slightly weaker credit scores and less ability to make large down payments. Some first time buyers and other folks who may not have been able to qualify for a loan in the past will now be able to.

It could soon be easier for workers in the gig economy to get a mortgage. Lenders generally favor mortgage applicants with regular, easily verified incomes, which makes it hard for people who do short term or freelance work to get approved. Fannie Mae and Freddie Mac are looking at other types of income that could be used from sole proprietorships, S corporations or farming operations. The number of homebuyers who could benefit is sizable. About one third of Americans engage in some kind of gig work, either as their main source of income or a side job. Being able to demonstrate higher earnings would help them qualify for a larger loan or a more favorable interest rate than what they can currently get.

What You Can Expect!

Your National Association of Realtors® is the largest trade organization in the country. As a member of NAR, you are affiliated with over 1.4 million real estate professionals who have an obligation to represent the rights of private property owners. No other organization represents homeowners. For this reason, RPAC (Realtors® Political Action Committee) was developed. A non-partisan fund, RPAC brings together members and their clients to create one unified voice on key real estate issues. RPAC investments support Realtor®-friendly legislators and sound policy initiatives, which open the doors and pave the way to building a solid housing and commercial market in Michigan. You need to make your investment today. A minimum of \$15 is all it takes to be considered an RPAC Investor!

Without RPAC in 2019 year, you can expect the following:

Banks Serve as Real Estate Brokerages
Abolishment of 6 Month Foreclosure Redemption
Abolishment of 30 Year Mortgage
Abolishment of Mortgage Interest Deduction
Restrictions on Short Term Rentals
No Accountability for Septic Systems
A Service Tax on the Real Estate Industry
Prevalent Private Transfer Fees

Please consider including your RPAC investment when submitting the 2019 annual dues.

Election Recap, Lame Duck, And A Look Ahead

Now that the election is over, the Legislature is expected to be in session for only a handful of days until the end of the year. The time between the election and the end of session is called, "Lame Duck". Our hope is for our top legislative priorities - Statewide Septic Code, First-time Homebuyer Savings Account, and Safeguarding Vacation Rentals - to reach the Governor's desk for signature by the end of the year. If not, these bills will be reintroduced in January at the beginning of the new legislative cycle.

RPAC fared very well in 2018 with an 87% success rate for our RPAC-endorsed candidates! Legislatively, Republicans will retain their Majority in the House (58-52) and Senate (22-18). Leadership positions have been chosen for each respective chamber, as broken down below:

- Senate Majority Leader: Senator Mike Shirkey (R-Clark Lake)
- Senate Majority Floor Leader: Senator Peter MacGregor (R-Rockford)
- Senate Minority Leader: Senator Jim Ananich (D-Flint)
- Senate Minority Floor Leader: Senator Stephanie Chang (D-Detroit)
- Speaker of the House: Representative Lee Chatfield (R-Levering)
- House Majority Floor Leader: Representative Triston Cole (R-Mancelona)
- House Minority Leader: Christine Greig (D-Farmington Hills)
- House Minority Floor Leader: Representative Yousef Rabhi (D-Ann Arbor)

Kiplinger Predicts Lower Home Prices

Among economic headwinds that will weigh on growth during 2019 is trouble in the housing market. Construction of single-family homes will rise by 3% but overall home sales are likely to stay fairly flat. Lofty prices and higher rates on mortgages are putting more homes out of reach of more would be home buyers. As a result, housing will add little to GDP growth in 2019, a real switch from recent years. Meanwhile, look for average home prices to rise 3.5%, less than this year's 5% gain.



Free Workshops

Wednesday, January 9 (10 – 11 a.m.)

“3D Your Listings”

Joe Akers, HiTech Real Estate

Thursday, January 10 (11 a.m. – 12 p.m.)

“New Construction Financing”

Dana Fox, Lake Michigan Credit Union

Wednesday, January 16 (10 a.m. – 12 p.m.)

“Grant Money For Your Business Investor Clients For Non Profits”

Jeannie Sample, Highpointe Realty

Tuesday, January 22 (10 – 11 a.m.)

“3D Your Listings”

Joe Akers, HiTech Real Estate

Wednesday, January 23 (10 a.m. – 12 p.m.)

“Fall In Love With Social Media”

Brian White

Thursday, January 24 (10– 11:30 a.m.)

“Creating Trust And Comfort”

Adam Randville, Yes Network

Friday, January 25 (11 a.m. – 12 p.m.)

“Cannabis & Residential Real Estate”

Angelique Fowler, Redfin Corporation

Wednesday, January 30 (10 a.m. – 12 p.m.)

“Fast And Accurate CMAs”

Rick Bailey, Bailey Realty & Investments

Tuesday, February 5 (10 – 11 a.m.)

“3D Your Listings”

Joe Akers, HiTech Real Estate

Saturday, February 9 (1 p.m. – 3 p.m.)

“First Time Home Buyers”

Dana Fox, Lake Michigan Credit Union &
Andy Dirks, Berkshire Hathaway HomeServices

Thursday, February 14 (11 a.m. – 12 p.m.)

“New Construction Financing”

Dana Fox, Lake Michigan Credit Union

Friday, February 22 (11 a.m. – 12 p.m.)

“Cannabis & Residential Real Estate”

Angelique Fowler, Redfin Corporation

To register: nocbor.com Location: NOCBOR

NOCBOR

"Charging Less, Giving More"

Homebuyer Savings Account

Senate 511 & 512, which creates the Michigan First-Time Homebuyer Savings Account, has unanimously passed the Michigan Senate and will be signed by Governor Snyder before the end of 2018. The Savings Account is a new incentivized savings vehicle to support homeownership rooted in Michigan.

These bills would create a new savings account to be opened, either jointly or individually, to the benefit of a qualified first-time homebuyer beneficiary. Three very valuable uses for this savings vehicle include:

1. For the parent, grandparent, or guardian, the ability to begin saving to the benefit of a minor-dependent towards their first-time home purchase rooted in Michigan;

2. For the individual in high school, college, or beyond, that begins saving for themselves with the goal of homeownership rooted in Michigan;

3. For the individual who has not owned a principle residence in the previous 3-years, whether due to financial hardship, foreclosure, credit recovery, providing a new savings tool for homeownership.

In addition, the account holder could receive up to 20-years of investment deductibility off the account holder's state income tax, while allowing the interest on the account to grow tax-free. Under the legislation, the annual deductibility thresholds are up to \$5,000 for a single tax return and \$10,000 for a joint filing. Contributions for the account would be limited to \$50,000.

Death of the Home Appraisal?

Proposed government regulations would raise the threshold for residential real estate transactions requiring an appraisal to \$400,000, tolling some experts who warn the new rules, if enacted, could be a job killer.

The joint proposal between the Comptroller of Currency (OCC) the Board of Governors of the Federal Reserve System, and the Federal Deposit Insurance Corporation, could greatly impact the real estate appraisal industry and boost real estate portals which offer online estimates.

The agencies believe raising this threshold for residential real estate transactions from the current level of \$250,000, last increased in 1994, could provide meaningful burden relief from the appraisal requirements without posing a threat to the safety and soundness of financial institutions. Transaction lower than \$400,000 would instead require an evaluation, consistent with safe and sound banking practices, that provides an estimate of market value but specifically does not require a licensed or certified appraiser.

According to NAR most recent home sale data, 50% of homes sold in October would not have required an appraisal under the old regulations. However, 35% of the homes sold in the range of \$250,000 and \$500,000. The median home value for all existing homes also climbed above \$250,000, for the first time, meaning the median existing home would not require an appraisal if the regulations were implemented. NAR has indicated that it agrees with the effort to limit the time and cost associated with completing residential real estate transactions while increasing market efficiency. Following the November 21, 2018 proposal, the agencies behind the move are accepting public comments for 60 days.

Seniors Real Estate Specialist

Thursday, January 17 & Friday, January 18, 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)

Instructor: Lori Chmura

Register at nocbor.com

Location: NOCBOR



ABR (Elective)*

Military Relocation

Friday, January 11, 2019

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

Location: Middleton Real Estate Training



ABR (Elective)* (New) Real Estate Investing

Tuesday, January 22, 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

Location: Middleton Real Estate Training



ABR (Elective)*

New Home Construction

Friday, February 8, 2019

The goal of this course is to help real estate professional's gain the product and transaction knowledge needed in order to guide buyer-clients through the steps and processes for purchase, construction, and customization of a new home. Students will learn how to interact with new home builders and sales representatives to protect client's interest while developing productive business relationships. This course counts for 6 hours of real estate and appraisal continuing education. *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



Location: Middleton Real Estate Training

Accredited Buyer Representative*

Friday, March 15 & March 22, 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)

Instructor: Lori Chmura

Register nocbor.com

Location: NOCBOR



Real Estate Negotiation Expert®

Thursday, May 9 & Friday, May 10

This new 2 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. *Qualifies for the NOCBOR interest free Education loan.

Time: 9:00 a.m. – 5:00 p.m.

Cost: *\$300 (includes materials)

Instructor: Lori Chmura

Register nocbor.com

Location: NOCBOR



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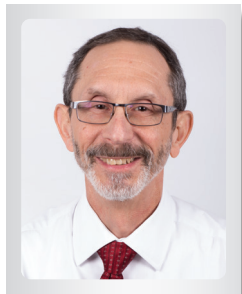
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Mark Gelbman

Mortgage Loan Originator
NMLS ID# 112342

(248) 457-4528

Mark.Gelbman@LMCU.org



Over 17 years experience!

Dana Fox

Mortgage Loan Originator
NMLS ID# 563033

(248) 592-5521

Dana.Fox@LMCU.org

*Money Magazine, November 2017. Rated #1 out of all banks and credit unions in Michigan.

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Bartus, Barb (Michigan First Mortgage)	248-666-2700
Brosnan, Brenda (Summit Funding)	248-515-3855
Brown, Mike (First American Title Company)	248-789-6371
Bruce, Cheryl (Seaver Title)	248-338-7135
Buick, James (Team One Credit Union)	248-508-0135
Diaz, Julie (Commission Express of Michigan)	248-737-4400
Davis, Kimberly (Clearview Homes)	248-310-2744
Fahs, Diya (Wells Fargo Home Mortgage)	248-731-0545
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LaPorte, Jeff (The Home Team Inspection)	248-366-6215
Linnell, Richard (Linnell & Associates)	248-977-4185
McTaggart, Ross (Buyers Protection Group)	248-705-2029
Mustola, Mark (Value Check Home Inspections)	810-750-0000
Oates, Lynn (Envoy Mortgage)	248-218-0663
Patterson, Randall (Pillar To Post)	248-755-3422
Porritt, James Jr. (Attorney At Law)	248-693-6245
Proctor, Michael (Michael Proctor)	248-931-1018
Rogers, Dan (Advantage Mortgage Company)	248-789-6923
Romero, Kim (First American Home Warranty)	248-595-9773
Sable, Brian (1 st Security Mortgage)	248-760-3713
Sasek, Luke (Cutco)	616-295-5537
Seaver, Phil (Seaver Title)	248-338-7135
Sebastain, Jeff (America's Preferred Home Warranty)	800-648-5006
Siebert, Brian (First National Home Mortgage)	855-910-2700
Smith, Aaron (Next Door Photos)	810-240-1694
Spencer, Grant (Michigan First Mortgage)	248-721-6676
St. Amant, Ron (Changing Places Moving)	248-595-3937
Stahl, Tammy (Steelman Inspections)	248-688-7161
Taylor, Kenneth (Title One)	734-427-8000
Turner, Shelia (Cislo Title Company)	248-594-0975
Don White (Genisys Credit Union)	248-322-9800
Zetye, Lauren (Marketplace Home Mortgage)	248-840-0972

Legal Q & A

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

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

Q: I run a real estate office and I would like to call past clients to see if they are interested in buying new properties or selling their current one. Can I call these clients if they are on the Do Not Call Law registry?

A: Since you have a past business relationship with your clients, you may call them for up to 18 months after the end of the relationship, unless and until they ask you to not to call again. In addition, if a prospective client on the Do Not Call registry calls you to inquire about your services, you may call him for 3 months unless and until he asks not to be contacted.

Q: I received an offer through a buyer's agent who is a participant in my MLS but never showed the property to his buyers. It turns out that his clients contacted the sellers directly and arranged a showing without a licensee present. The buyers then contacted the buyer's agent and asked him to write up an offer. Do I have to pay the buyer's agent commission if he did not show the house?

A: Yes. An offer of compensation through an MLS does not require that the agent bringing the buyer show the buyer the house. An agent may qualify as procuring cause even if he or she did not show the house to the buyers.

Q: I am listing a 10-acre residential property that is traversed by a utility easement. The easement will service a housing development in the near future. Is my seller required to disclose this easement?

A: Yes. The Seller Disclosure Act requires that a seller of residential property disclose any easements affecting that property

Q: Eight months ago, both the buyer and the seller claimed the earnest money in connection with a failed transaction. I did not hear anything on this until the buyer called recently and requested the money. Can I release the earnest money to the buyer without contacting the seller?

A: Once a dispute has occurred, Rule 313(6) requires a Realtor® to keep the earnest money deposit until the parties reach an agreement or until there is a court order directing the release of the funds. After a dispute arises, there is no provision that allows a Realtor® to release the deposit after a stated time period has elapsed. Note that under Michigan Escheats law, if an escrow agent "has a contract with one party, but a release cannot be secured from the other party," the funds must be reported to the State three years from the date of the last contact with the missing party

Q: I have a prospective buyer who is Hispanic. He told me that he wants to live in a "Hispanic neighborhood." What can I do about this?

A: The client needs to be told that it is illegal for you to direct him/her to particular neighborhoods based upon ethnicity or nationality of the residents in that neighborhood. If, on the other hand, the client identifies a particular geographic area in which he wishes to live, the Realtor® can honor the client's request to limit the search to that neighborhood. The Realtor® would be well-advised to have a written record as to the client's specific request.

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 your existing company you should file Form LCL-013 (Request for Name and/or Address Update).

Realtor® Goes Missing

This is not the tragic story of another Realtor® being attacked. But rather the story of the Realtor® brand value being attacked. Brad Inman asked a rather productive question on the popular Inman Coast to Coast Facebook group, “How Important is it for a licensed real estate agent to be a member of NAR?” The post invited healthy commentary. Way to go Brad!

My hope is that every Realtor® Association in America and around the world takes note of the post and the many responses. The one that inspired this post is that “Associations do a crap job of explaining the benefits.” For any Association of Realtors®, there is a simple roadmap to follow in your communications plan. These are the key points that you need to reinforce in the communications to your members:

1. In some markets, you must be a Realtor® to access the MLS.
2. In some markets, MLS service is discounted to Realtors®.
3. Arbitration for compensation is managed by the AoR.
4. Lockboxes are offered by the AoR.
5. Forms are offered by the AoR.
6. Who would defend the industry from HUD attacks?
7. Who would defend the industry from Department of Justice attacks?
8. Who would defend the rights of property owners?
9. Who would fight government over-regulation?
10. The Code of Ethics works – holding fellow Realtors® to a higher standard that is arbitrated by the AoR.
11. Blocks solicitation of the seller under the exclusive contract.
12. Fight against crazy actions by State Departments of Real Estate.
13. Continuing Education.
14. Community of Professionals.
15. Lobbying Congress for sound policy decisions that ensure a robust real estate marketplace (RPAC).
16. Keeping lawyers out of real estate transactions.
17. A local Board of Realtors® of peers who are seeking ways to improve our profession here on main street.
18. MLS of Choice.

Opportunities not posted

1. Agent and Broker Ratings.
2. Agent and Broker transaction stats and market share reports.
3. Housing Reports.
4. Data Standards.
5. Rules Standards.
6. Broker Public Portal.
7. Creation of the MLS.
8. Countless legal defenses from Class Action lawsuits.
9. Events.
10. Speaker Series.

To reinforce the value of being a Realtor®, Associations need to create a surround sound system of speaking to members that include newsletters, website resource, social media engagement, and events. Associations have the financial resources to effectively communicate and plenty to say.



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Fannie Mae And Freddie Mac

The Federal government may scale back its mortgage market role in 2019. Mark Calabria was nominated to lead the Federal Housing Finance Agency, which oversees Fannie Mae and Freddie Mac. He wants Uncle Sam out of the market. The government-sponsored enterprises guarantee most U.S. residential mortgages.

Two big steps he could take, raise lender fees and/or cut conforming loans' size. The GSEs charge lenders fee to back their mortgages on the secondary market. Upping those could make other financial institutions more attractive buyers for lenders. The GSEs can buy only loans of certain dollar amount, known as conforming loans. Private lenders try to stay below that limit, as they want to sell their loans to the GSEs. Lowering the maximum and increasing the fees would reduce Uncle Sam's exposure to the housing market and maybe attract private capital, letting him step further back.

"Special Awards & Installation Luncheon"

December 7, 2018



Thanks to everyone who attended the luncheon held at Petruzzello's in Troy!

Congratulations:

Affiliate-Of-The-Year, Brenda Brosnan (Summitt Funding)
Distinguished Service, Matt Diskin (Property Valuation Group)
Humanitarian-Of-The-Year, Linda Rea (Real Estate One Rochester)
Manager-Of-The-Year, Karen Creech (Real Living John Burt)
Rookie-Of-The-Year, Andy Dirks (Bershire Hathaway HomeServices)

Battle For Data Control

The Greater Las Vegas Association of Realtors® briefly stunned the real estate industry when it announced it would no longer automatically syndicate listings to Zillow and ListHub, before abruptly reversing course two weeks later amidst intense backlash. But on the heels of what would have been a significant move, with potential impact on the group's 14,000 members, GLVAR merely reignited an issue that's long been discussed in the industry, only to quiet in recent years. Now, experts say, the battle over who controls data is back in the fore front, with individual multiple listing services and agents grappling over customized syndication strategies from region to region.

The debate reignited when GLVAR made the decision to end automatic syndication to Zillow, the nation's most-viewed listing portal and ListHub, a syndication owned by Move Inc. The battle over listing syndication is hardly new and GLVAR isn't the first association to end automatic syndication. In 2015, Connecticut Realtors® stopped syndicating to ListHub. In 2014, the North Alabama Association of Realtors® ceased syndicating listings to realtor.com. And, in 2013, the Austin Realtors® in Texas, pulled the plug on syndicating to ListHub. GLVAR had previously cut off syndication to realtor.com in December, 2017, citing concerns over data security. Some MLSs, like Northwest Multiple Listing Service, have never directly syndicated to Zillow.

In recent years, suspicious over syndication appeared to have died down, with industry leaders finding a balance between controlling their own data and ensuring it receives the maximum amount of exposure from consumers, even as agents continue to publicly raise concerns over who controls their listings.

At the onset, the reason behind GLVAR's move was to give brokers in southern Nevada more control of where their data went. GLVAR subsequently walked the decision back after brokers voiced their disapproval. Despite a relative moment of calm between agents, multiple listing services and syndicators like Zillow, several startups are continuing the fight to keep listing data in the hands of brokers. On an annual basis, every MLS should be looking at, what are the services being provided, and what are the brokers asking them for; and if the brokers come to them and say we want this or we don't want that, the MLS should be reactionary.

By The Numbers

Thirty-five Realtor® candidates were elected to State and local offices across the country! This year, NAR was involved in 13 federal and 252 state and local independent expenditure campaigns and 25 issue campaigns with 53 Realtor® candidates running for state and local offices.

The typical amount of federal assistance provided by the Federal Emergency Management Agency (FEMA) to property owners after a disaster is \$2,500. In comparison, insurance companies typically provide more than \$100,000. On November 3, 2018, FEMA and NAR signed a Memorandum of Understanding, representing a partnership to educate property owners and help the nation better prepare for disasters.





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Monday, January 21 - Wednesday, February 20

NCI ASSOCIATES
(Monday & Wednesday for 5 weeks)

NOCBOR
4400 W. Walton Blvd
Waterford, MI 48329

6 – 10 p.m.

Register no later than January 18, 2019
with Visa/Mastercard

586-247-9800 or 586-247-9820 (fax)
\$275 includes materials

Local Market Update – November 2018

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.

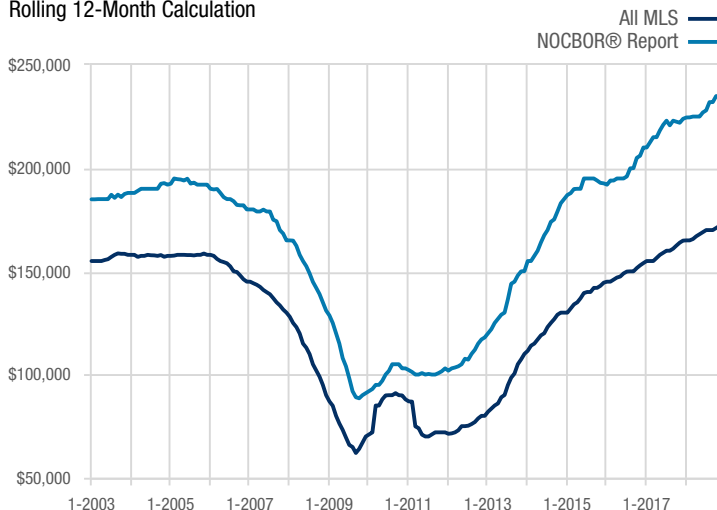
Residential	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	424	464	+ 9.4%	7,331	7,205	- 1.7%
Pending Sales	325	288	- 11.4%	4,460	4,254	- 4.6%
Closed Sales	415	350	- 15.7%	4,376	4,155	- 5.1%
Days on Market Until Sale	42	34	- 19.0%	38	35	- 7.9%
Median Sales Price*	\$213,500	\$239,450	+ 12.2%	\$223,225	\$236,000	+ 5.7%
Average Sales Price*	\$270,045	\$287,771	+ 6.6%	\$281,646	\$296,553	+ 5.3%
Percent of List Price Received*	97.5%	97.2%	- 0.3%	97.7%	97.8%	+ 0.1%
Inventory of Homes for Sale	1,418	1,283	- 9.5%	—	—	—
Months Supply of Inventory	3.6	3.5	- 2.8%	—	—	—

Condo	November			Year to Date		
Key Metrics	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	65	75	+ 15.4%	1,004	1,083	+ 7.9%
Pending Sales	45	51	+ 13.3%	736	775	+ 5.3%
Closed Sales	51	61	+ 19.6%	714	751	+ 5.2%
Days on Market Until Sale	36	39	+ 8.3%	41	34	- 17.1%
Median Sales Price*	\$141,600	\$147,800	+ 4.4%	\$163,500	\$164,900	+ 0.9%
Average Sales Price*	\$186,880	\$181,501	- 2.9%	\$200,402	\$195,293	- 2.5%
Percent of List Price Received*	96.9%	96.7%	- 0.2%	97.5%	97.7%	+ 0.2%
Inventory of Homes for Sale	187	123	- 34.2%	—	—	—
Months Supply of Inventory	2.9	1.8	- 37.9%	—	—	—

* 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.

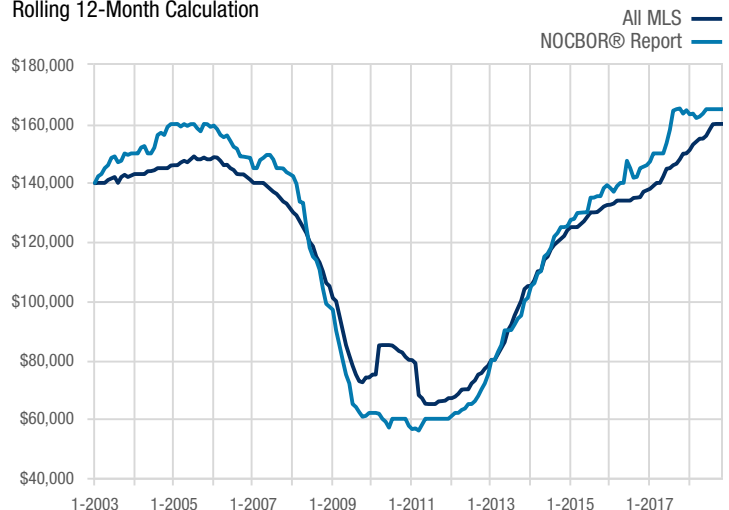
Median Sales Price - Residential

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.

The Legal Update
qualifies for 2 hours of
mandated law for the
2019 continuing
education program

Speakers:

Tom Kotzian

(NAR Director)

Jack Waller

(NCI Associates)

Rick Linnell

(Linnell & Associates)

General Membership Meeting

February 19, 2019

MICHIGAN **"2019 LEGAL UPDATE"**

8:15 a.m. Breakfast

9:00 a.m. Program

Deer Lake Banquet Center

6167 White Lake Rd

Clarkston, MI 48346



Members Free/Non-Members \$20

Reservations are necessary. RSVP by February 15, 2019

Reservations made and not cancelled prior to the meeting will be charged \$20.

Thank you for understanding. nocbor.com to register

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