



# Impact



**John Burt, GRI**  
**NOCBOR President**

When I was a new broker, we bought our Oxford building which has great road exposure and lots of windows. One day a lady came into our office and asked if she could put a poster in our window. It was to support our schools and I thought, okay, no big deal!

Wow, was I wrong! We received many calls, after putting up that sign, from people driving by that could not believe that I would support such an issue. Some of these calls were not pleasant. Needless to say, no one gets to use the window anymore for non-real estate related business. I have learned that you don't talk about politics. Most people have strong beliefs about our government. If you agree with them, you're okay. If not, you're bad, and you will lose rapport with your clients.

I am going to break my own rule! I am one of those people who think that we need less government, less taxes and let the small businesses grow. I think we should throw all the politicians out. But how do we do this or voice our opinion?

I have not always felt favorably about MAR and NAR. I thought that we pay them a lot of money and they don't do enough for us and most of us paid only because we have to for the services of the MLS. Boy, was I wrong!

My REALTOR® community activities have permitted me to be involved as a member of the MAR Budget Committee. Traveling to the state association, I have had the privilege to get to know some of the staff at MAR. I learned that MAR has lobbyists, Rob Campau and Brad Ward, and all they do is go around to the State legislators and promote policies that favor the real estate industry. They actually work for us! With them, we have been able to keep the banks out of real estate and prevent taxes being levied on our services. I am sure that we are all grateful that we don't have to pay a new sales tax on our commissions.

The only problem is these guys cost money. Yes, I know we all pay the state annual dues and that should cover it. But, it doesn't. Here comes **RPAC** (REALTORS® Political Action Committee)!!

A few years back I remember listening to sales agents say that they would never contribute to **RPAC**. The agents indicated that they didn't want to be told who to vote for political office. But wait a minute, **RPAC** is such much more than that.

Our legislators are only worried about being re-elected, so they help the people who carry the most votes. When the legislators know that we have a war chest of money to spend on an issue, it makes them think twice. The Governor's budget has really set me off! I think it is time to send them a message that we have had enough with the taxes. This is why I support **RPAC**. Let's give it to the bastards!! Hey, are you still reading? I hope so.

Now, the point of my article is this, if you care about our profession, the rights of private property owners and the real estate industry, you should contribute to **RPAC**. It is our way to fight the stupid things our government is doing. You can call NOCBOR to donate any amount of money, \$1, \$5, \$10, etc., that you wish. If it's only a couple of bucks, please still do it. I know I am writing a check and sending it today!

Oh, by the way, NOCBOR takes VISA and, "no," I haven't joined the Tea Party, yet! Get ready for a great "selling and buying" season.

**John Burt, GRI**  
**John Burt Realty GMAC**  
**248-628-7700**  
[jb@johnburtrealty.com](mailto:jb@johnburtrealty.com)

## **NOCBOR Membership Meeting**

### **"2010 Legal Update"**

*Featuring  
Greg McClelland*

**Tuesday, March 9, 2010**

*1:00 – 3:30 p.m.*

*Deer Lake Banquet Center  
6167 White Lake Rd.  
Clarkston 48346*

**FREE TO NOCBOR MEMBERS  
NON-MEMBERS \$20**

*Register no later than  
March 5, 2010*

*Call 248-674-4080 or  
e-mail [info@nocbor.com](mailto:info@nocbor.com)*

*Qualifies for  
2 hours legal con-ed*



**OFFICERS**

|  |          |
|--|----------|
| President John Burt, GRI,                  | 628-7700 |
| President-Elect Doug Hardy, Jr.            | 855-2000 |
| Treasurer Tanya Mitchell                   | 625-0200 |
| Secretary Geoff Leach                      | 360-9100 |
| Past President Amy Albright, CRS, GRI, ABR | 620-1000 |

**BOARD OF DIRECTORS**

|                           |          |
|---------------------------|----------|
| Angela Batten             | 625-0200 |
| David Botsford            | 626-2100 |
| Maddy Dishon              | 620-1000 |
| Laura Felix-Smith         | 338-7135 |
| Cheryl Gates-Beers        | 620-8777 |
| Bill Haviland, GRI, e-PRO | 742-8773 |
| Rick Howe                 | 683-9590 |
| Brian Kirksey             | 336-2086 |
| Linda Mladenoff, CRS, PMN | 568-6337 |
| Ray O' Neil, GAA, RAA     | 674-3333 |
| Jake Porritt              | 693-7400 |
| Cathy Siders              | 360-9100 |
| R.W. Watson               | 736-3000 |

**STAFF**

|                 |                               |
|-----------------|-------------------------------|
| Patricia Jacobs | Executive Vice President      |
| Millie Traylor  | Member Services Administrator |
| Tonya Wilder    | Executive Assistant           |

**CHAIRMEN**

|                                |  |
|--------------------------------|--|
| Budget & Finance               | Doug Hardy, Jr.                                  |
| Bylaws                         | Laura Felix-Smith                                |
| Education & Cultural Diversity | Barb Bartus & Angela Batten                      |
| Executive                      | John Burt, GRI                                   |
| Government Affairs             | Bill Haviland, GRI, e-PRO & Ray O'Neil, GAA, RAA |
| Membership Services            | R.W. Watson                                      |
| Nominating                     | Amy Albright, CRS, GRI, ABR                      |
| Professional Standards         |  |
| Arbitration                    | Gerald Hoopfer                                   |
| Ethics                         | Kathleen Sanchez                                 |
| Grievance                      | Ben Bridwell                                     |
| Technology                     | Geoff Leach                                      |
| Women's Council                | President Amy Albright, CRS, GRI, ABR            |

**REALCOMP II LTD. GOVERNORS**

|                            |          |
|----------------------------|----------|
| John Burt, GRI             | 628-7700 |
| Doug Hardy, Jr., President | 855-2000 |
| Geoff Leach (Alternate)    | 360-9100 |

**REALCOMP USER COMMITTEE**

|                   |          |
|-------------------|----------|
| Jim Fuller, MAI   | 674-4709 |
| Geoff Leach       | 360-9100 |
| Jeff Whitbey, GRI | 656-6500 |

**MAR DELEGATES**

Doug Hardy, Jr.  
John Burt, GRI

**Board of Directors  
January 2010**

**MOTION CARRIED** to approve four (4) Primary Designated REALTORS® and sixty-four (64) Primary REALTORS®.

**MOTION CARRIED** to amend the recommended disciplinary action of the Ethics Hearing panel, dated November 11, 2009, regarding D. Hardy vs. C. Klebba.

**MOTION CARRIED** to support the Grand Rapids Association of REALTORS® in its expansion of territory to include Ionia County.

**Board of Directors  
February 2010**

**MOTION CARRIED** to approve four (4) Primary Designated REALTORS®; two (2) Secondary Designated REALTORS® and thirty-four (34) Primary REALTORS®.

**Designations Earned**

Congratulations, **Alan Clute** (Real Estate One), **Kristine Lambrecht** (Real Estate One) and **Kenneth Poma** (Real Estate One), for earning their **Accredited Buyer Representative** (ABR) Designation!

Alan, Kristine and Kenneth have joined over 43,000 REALTORS® who offer buyer representation services.

**Cultural Diversity Luncheon**

The NOCBOR Education & Cultural Diversity Committee, will host its annual luncheon on **Friday, April 16** (12 - 2 p.m.), during the annual National Fair Housing Month.

The program presented will encompass "Cultural Courtesies." Seating will be limited and early reservations are suggested. Contact NOCBOR, 248-674-4080.

**In Memoriam**

The North Oakland County Board of REALTORS® extends deepest sympathy to the family and friends of **John Kersten** (Century 21 Town & Country.), whose mother, Johanna, passed away on February 24, and sister, Marie, who passed on February 18, 2010.

**"After Holiday Party"**

On behalf of the NOCBOR Membership Services Committee and over 100 guests, that attended the "After Holiday Party" on Friday, January 15 at Fountains in Clarkston, special recognition and appreciation to the following party sponsors:

**Jeff LaPorte** (HomeTeam Inspection Service); **Phil Seaver & Laura Felix-Smith** (Seaver Title); **Short Sales Division/Kased Law**; **Beth Jarvis** (Title Connection); **Timothy Ross** (Ross Mortgage), **Realcomp** and **Nu Image Spa**.

**Let's Have A Party!**

Your NOCBOR Membership Services Committee is ready for another party! It's scheduled on **Friday, April 30, 2010**, (7 p.m.) at JD's Key Club, 1 North Saginaw (downtown Pontiac). JD's is "**Home of the Dueling Pianos**" and a great place for a good time.

This event has been planned to assist our community residents by raising funds to buy groceries to aid local food distribution centers. Pre-purchased tickets are \$10, which will include admission, reserved seating, pizza, great entertainment and fun with friends.

Management of JD's Key Club will provide a percentage of NOCBOR's bar tab and 100% of the admission fee to our "**Food Pantry Outreach Program**." Bring your family, friends and clients and join in on the fun! Tickets at the event will be \$15.

**NORTH OAKLAND COUNTY BOARD OF REALTORS®**  
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 Phone (248) 674-4080 | Fax (248) 674-8112  
 E-mail: boardoffice@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.*

## Backdoor Workshops (Free)

### “Real Estate Forms & Realcomp”

Tuesday, March 2, 2010

### Michigan State Housing Development Authority (MSHDA)

Thursday, March 4, 2010  
(1 hour con-ed)

### “Short Refi Instead of Short Sales”

Tuesday, March 16, 2010

### “You and Your iPhone”

Thursday, April 15, 2010

Location: North Oakland County Board  
(10 a.m. – 12 p.m.)

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## Qualifies For Appraisers

Friday, March 26, 2010

Brian Kirksey, ASA  
(9 hours Con-ed)

7 hours/USPAP - 2 hours/Michigan Law

NOCBOR Members \$80  
Others \$130

Location: North Oakland County Board  
(8 a.m. – 6 p.m.)

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## CRS 111

### Short Sales & Foreclosures

Wednesday, May 5, 2010

LeRoy Houser

\$165

Location: North Oakland County Board  
Registration 8 a.m. (8:30 a.m. – 4 p.m..)

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## 2010 Continuing Education & Code of Ethics Training

| <u>Dates</u>   | <u>Instructor</u> | <u>Time</u> |
|----------------|-------------------|-------------|
| Fri., March 19 | J. Waller         | 9:30 a.m.   |
| Fri., April 23 | J. Waller         | 9:30 a.m.   |
| Thurs., May 13 | J. Waller         | 9:30 a.m.   |

Cost 6 hrs, \$35 member/\$45 non-member, 4 hrs, \$25 member/\$30 non-member, 3 hrs, \$20 member/\$25 non-member and 2 hrs, \$15 member/\$20 non-member.

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## e-PRO® Workshops

The e-PRO® Certification Course is provided by NAR and is specifically designed to help real estate professionals thrive in the competitive world of online real estate.

Students must complete the course within 6 months of registration, only available online. This course can be credited toward the ABR, and e-PRO® is an ABR elective course. Free e-PRO® workshops are scheduled at NOCBOR on **Thursday, April 29** and **Thursday, August 19, 2010**, 1:30 p.m. – 3:00 p.m.

## Web Site Featured

**SimpleTaxAppeal.com** is your first and last stop for all your Michigan Property Tax Appeal needs for residential, commercial and personal property. **Brian Kirksey** (KRES Realty) has developed this unique method to appeal your Michigan property taxes.

Registering for services will provide you access to the industry's foremost experts, along with their tips, techniques and insider hints. This service is available to you 24/7. Go to [nocbor.com](http://nocbor.com) and search “Helpful Links”

## Neighborhood Stabilization Program

The Lighthouse of Oakland County is offering Home Buyer Seminars and Financial Fitness classes at their location, 46156 Woodward Avenue, Pontiac 48342.

The seminars are scheduled each month for four (4) hours, 9 a.m.-1 p.m. Following are the dates: **March 13; April 10; May 8; June 12; August 14; September 11; October 9** and **November 13, 2010**. For additional information, contact Betty Taylor at 248-920-6200, ext. 2406; or e-mail [btaylor@lighthouseoakland.org](mailto:btaylor@lighthouseoakland.org).

## Expert Insight into Home Inspections<sup>SM</sup>



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## Legal Q & A

**Q:** A landlord is currently in the foreclosure process on his investment property. The landlord has tenants that claim they no longer have to pay rent due to the foreclosure. Is this true?

**A: NO.** The tenants are still responsible for the payment of rent to the landlord under the terms of their lease, despite the property being in foreclosure.

**Q:** My sellers are not going to provide a Seller Disclosure Statement because they have never lived in the residence, but have only used it as a rental. Is this proper?

**A: NO.** Sellers are not exempt from Seller Disclosure Act requirements just because they have never lived in the property. Sellers who have owned and leased a residence must nonetheless fill out the Seller's Disclosure Statement to the best of their knowledge. The list of exceptions can be found in Section 3 of the Seller Disclosure Act.

**Q:** I am a real estate broker and have heard that other brokers are giving their salespersons permission to sign closing statements on their behalf. I have always understood that closing statements must be signed only by a broker or associate broker. Am I correct?

**A: YES.** Rule 311 state that "the broker or associate broker who is involved at the closing of a real estate transaction shall furnish, or cause to be furnished, to the buyer and sell, a complete and detailed closing statement signed by the broker or associate broker showing each party all receipts and disbursements affecting that party." R 339.22311(1). An associate broker may not delegate this responsibility to a salesperson, however, in the past, the Department has allowed an associate broker to review and sign a closing statement prior to closing.

**Q:** Would it be ethical for me to advertise a property that appears in the MLS even if I'm not the listing agent? I'd like to include information about a particular property in a newspaper ad. But I'm wondering if I need to first contact the listing broker for permission?

**A: YES,** you do. There are a couple of issues to consider here. When it comes to advertising, the key concept in the Code of Ethics is the "true picture" test. Article 12 says, "REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing and other representations." Standard of Practice 12-4 goes one step further and requires "authority" to advertise a listing: "REALTORS® shall not offer for sale/lease or advertise property without authority."

It should be noted that Internet Data Exchange rules of REALTOR® association, owned and, operated MLSs enable listing brokers to give other participants blanket authority to advertise the listing broker's listings on their Web sites. However, the authority granted under IDX rules does not apply to other media such as newspapers.

## Transfer Tax

You may recall reading in past MAR publications that in April, 2008, Attorney General Mike Cox issued a very helpful opinion aimed specifically at clarifying the proper application of Michigan Transfer Tax exemption "t." While this particular exemption has been on the books since the Act was signed into law, the opinion by Attorney General Cox gave some much needed clarity regarding its usefulness in the current marketplace. With a struggling marketplace and declining values hitting Michigan hard, exemption "t" sets forth that a seller may seek the exemption from paying the state transfer tax if all of the following criteria are met:

1. The property must have been occupied as a principle residence, classified as homestead property;
2. The property's State Equalized Value ("SEV") for the calendar year in which the transfer is made must be less than or equal to the property's SEV for the calendar year in which the transferor acquired the property; and
3. The property cannot be transferred for consideration exceeding its true cash value for the year of the transfer.

The Attorney General noted that the exemption was certainly more applicable to transactions in the current marketplace. However, there are certainly dangers inherent in claiming the exemption without careful consideration of meeting all the qualifications. A claim for the exemption that fails to meet all three criteria above could bring a penalty equal to 20% of the tax assessed in addition to the tax due.

## FHA 203k Loan

The FHA 203k Loan is designed to help build neighborhood revitalization by helping individuals finance the repair and upgrade of their home. To qualify, the structure must be a single-family house, more than a year old with one to four bedrooms.

First, an energy audit must be completed by a qualified professional, who has been approved by the lender. Based on the audit report, the homebuyer can choose which improvements to make. However, installation of smoke detectors and upgrading the heating and cooling system to a more efficient level may also be required.

Second, get bids for the work and establish a firm price with the contractors. The lender will add the amount to the loan.

Third, when closing is completed, the lender sets up an escrow account for the money to be disbursed to the contractor when all work is completed. The mortgage payment may be slightly higher, but the energy savings from the improvements usually offsets the difference.

## Michigan Men Sentenced

A former Flint area real estate broker, Kurt Warren Heintz, 39, of Grand Blanc, and appraiser, James Fish, 41, of Royal Oak, have been sentenced in a multi-million dollar mortgage fraud scheme.

Heintz was sentenced to 65 months in prison on one count of financial institute fraud. Fish was sentenced to 30 months in prison on one count of financial institute fraud. The sentences were imposed on February 10, 2010 by the Honorable Sean F. Cox, United States District Judge.

Heintz is the former owner of Great Lakes Broker Funding in Grand Blanc. Both Heintz and Fish pled guilty to a one count charge that they had devised and executed a scheme to defraud Indy Mac Bank through the use of a fraudulent mortgage application based on a false and inflated property appraisal. Both men agreed to be held responsible for the full extent of their scheme to defraud Flint area institutions, including Indy Mac Bank, Fifth Third Bank, Bank of America, Independent Bank, Mercantile Bank and Union Federal Bank.

The fraud scheme began in May, 2005 and continued through 2007. The FBI reviewed the mortgages obtained in the course of this scheme to defraud and calculated the loss to these and other lending institutions at more than \$14.4 million.

During the sentence, Judge Cox indicated that his sentencing had been heavily influenced by the fact that Fish had stolen the identity of other appraisers and used them on fraudulent appraisals, causing the devastation to entire neighborhoods, the financial cost to unsuspecting purchasers and the damaged and destroyed careers of innocent appraisers. In addition to their prison terms, the two men were ordered to pay restitution. Heintz was ordered to pay, jointly and severally with Fish the sum of \$14,467,547 in restitution to various financial institutions. Fish was ordered to pay, with Heintz, \$4,992,400. Each man was ordered to pay a \$100 special assessment and must serve three years of supervised release upon the completion of their custodial terms.

## Headaches After Short Sales

Vanessa Core short sold her Fredericksburg, Va. home in April, 2008. She and her husband built the house in 2004, but setbacks, both personal (divorce) and professional (housing bust), made it impossible for the real estate agent to keep her home. So she negotiated the short sale and thought that was the end of it.

“My understanding was that the deficiency was negotiated away,” she said. “Then, last November, I got a letter from a lawyer telling me I owed my lender \$65,000. I had to declare bankruptcy. There was no way I could pay it.”

Many homeowners are now in the same boat. And not just those who took out bigger loans than they could afford or who do so called “liar loans” where they didn’t have to verify their income. Because of falling home prices, borrowers who always paid their mortgage but who have run into unforeseen circumstances, like unemployment or a job transfer, can no longer sell their home for what they owe. As a result, they are being forced to short sell or foreclose and are getting caught up in “deficiency judgments.”

After the banks foreclose, it’s very common now to have large deficiencies with houses not worth the balances owed. Lenders mostly declined comment regarding deficiency judgments, but lender, BB&T did indicate it was pursuing more judgments.

Whether banks can and will pursue deficiency judgments depends on many factors, including what state the borrower lives in and whether there’s a second mortgage or other liens. But if the borrowers ignore the possibility of deficiencies, it could haunt them. Once a judgment has been secured, it can be pursued anywhere. Financial records can be subpoenaed; wages can be garnished, and, if you fail to respond, a judge can put you in jail.

Borrowers may not be aware that they should ask the lender for a release from any further obligation. What’s scary is that the judgments don’t have to be obtained immediately. Lenders may wait until debtors have recovered financially before they swoop in. In Florida, the bank can wait up to five years to file. Once the court grants a judgment, the lender has 20 years there to collect, with interest. (*CNNMoney.com*)

## How To Avoid Procuring Cause!

To a large extent, steering clear of trouble is actually quite simple: just do the very best job possible! There are three essential guidelines which will assist you in avoiding any type of commission disputes.

1. **Educate your buyer** - Many procuring cause disputes arise because a buy accepts the services of more than one broker. It’s up to you to instruct them about what they can expect from you (client-level services) and what you expect from them (loyalty) during the course of the relationship.

2. **Obtain a signed Buyer’s Representation Agreement** - Misunderstandings between a buyer and his or her agent can occur in the absence of a written document. The document sets buyers’ expectations and demonstrates the value you bring to the transaction and encourages buyer loyalty. In the event of a dispute between brokers, however, a written agreement in and of itself does not mean that the buyer’s agent is the procuring cause. Also, a written contract doesn’t have to exist for an agency relationship to be in place.

3. **Provide Buyers with Consistent and Substantive Service** - Walk the talk! Make sure you deliver the services you’ve outlined in your buyer counseling session and in your written agreement. A buyer who knows their agent is working hard for them tends to be loyal. Your buyer should know that you are working for them even during periods when there are no properties on the market that fit their needs. When a buyer feels that their relationship with an agent has been terminated through inactivity, known as abandonment, then there’s a greater chance that another agent will fill the void, planting the seed for a procuring cause dispute. (*Bruce Ayd, ABR, ABRM, CRB, e-PRO*)

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## NOCBOR Events

MARCH

APRIL

MAY

| Monday  | Tuesday   | Wednesday  | Thursday  | Friday  | Saturday |
|---|---|--|---|---|----------|
| 1<br>10 a.m.<br>IB Arbitration Hearing  | 2<br>10 a.m.<br>Backdoor Workshop<br>Real Estate Forms &<br>Realcomp  | 3  | 4<br>10 a.m.<br>Backdoor Workshop<br>REALTOR® Community<br>Marketing program & MSHDA  | 5   | 6        |
| 8<br>9:30 a.m.<br>Education/Cultural<br>Diversity<br>11:30 a.m.<br>Gov't Affairs  | 9<br>9:30 a.m.<br>Technology<br>1-3:30 p.m.<br>Legal Update @<br>Deer Lake Banquet  | 10   | 11<br>9 a.m.<br>Membership Services   | 12<br>10 a.m.<br>Mediation  | 13       |
| 15  | 16<br>10 a.m.<br>Backdoor Workshop<br>"Short Refi Instead of<br>Short Sales"<br>1-4:30 p.m.<br>Access Oakland<br>Training @ Oakland<br>County | 17   | 18<br>9 a.m.<br>Grievance<br>11:30 a.m.<br>WCR Luncheon @ NOCBOR  | 19<br>9:30 a.m. – 3:30 p.m.<br>2010 Con-ed &<br>COE Training<br>Jack Waller | 20       |
| 22  | 23<br>1 p.m.<br>Arbitration Hearing   | 24<br>1:30 p.m.<br>BODs                          | 25<br>10 a.m.<br>Ethics Hearing   | 26<br>8 a.m. – 6 p.m.<br>USAPP (9 hrs. Appraiser<br>Con-ed)                 | 27       |
| 29  | 30  | 31   | 1   | 2<br>GOOD FRIDAY<br>OFFICE CLOSED   | 3        |
| 5   | 6   | 7  | 8<br>9 a.m.<br>Membership Services  | 9   | 10       |
| 12<br>9:30 a.m.<br>Education/Cultural<br>Diversity<br>11:30 a.m.<br>Gov't Affairs | 13<br>9:30 a.m.<br>Technology   | 14   | 15<br>9 a.m.<br>Grievance<br>9 a.m.<br>Realcomp Expo @ Ford<br>Conference & Event Center<br>10 a.m.<br>Backdoor Workshop<br>"You and Your iPhone" | 16<br>11:30 a.m.<br>Cultural Diversity<br>Luncheon                          | 17       |
| 19  | 20  | 21<br>1 p.m.<br>Ethics Hearing                   | 22  | 23<br>9:30 a.m. – 3:30 p.m.<br>2010 Con-ed & COE<br>Training<br>Jack Waller | 24       |
| 26  | 27  | 28<br>1:30 p.m.<br>BODs                          | 29<br>1:30 p.m. – 3:00 p.m.<br>e-PRO Workshop   | 30<br>7:30 p.m.<br>JD's KeyClub<br>NOCBOR Food Pantry<br>Fun Raiser         | 1        |
| 3   | 4   | 5<br>8 a.m.<br>CRS Short Sales &<br>Foreclosures | 6<br>9 a.m.<br>Membership Services  | 7   | 8        |
| 10<br>9:30 a.m.<br>Education/Cultural<br>Diversity<br>11:30 a.m.<br>Gov't Affairs | 11<br>9:30 a.m.<br>Technology   | 12   | 13<br>9:30 a.m. – 3:30 p.m.<br>2010 Con-ed & COE Training<br>Jack Waller  | 14  | 15       |
| 17  | 18  | 19   | 20<br>9 a.m.<br>Grievance<br>11:30 a.m.<br>WCR Luncheon @ NOCBOR  | 21  | 22       |
| 24  | 25  | 26<br>1:30 p.m.<br>BODs                          | 27  | 28  | 29       |
| 31<br>OFFICE<br>CLOSED  |   |  |   |   |          |

# 12 Most Common FHA Repairs

The purpose of a repair is to correct deficiencies, which may affect the health and safety of the occupants, or the continued marketability of the property. These conditions are not listed to scare you, but to help you understand and erase any worries you may have. If possible, it is suggested that you make any repairs to your home prior to an appraisal. This will improve the marketability and help the sale or refinance of your home go smoothly.

1. If the home was built prior to 1978, chipping, peeling paint must be scraped and painted. This includes interior, exterior, garages, sheds, fences, etc.
2. Any useful components (appliances, floor covering, etc.) of the home, especially the roof, should have two years of useful life remaining. A roof should have no more than three layers of shingles.
3. Broken windows and doors should be replaced.
4. The cause of negative drainage must be cured (i.e., improve drainage away from house, gutters, french drains, etc.).
5. Health and safety hazards (i.e. electric garage door opener won't reverse with resistance; burglar bars). GFIC outlets are not an FHA requirement.
6. Abandoned inoperable wells must be capped and sealed by a licensed well sealing contractor.
7. Safety handrails should be installed in open stairwells of three or more stairs.
8. Infestation of any kind should be exterminated (i.e., insects, mice, bats, etc.).
9. Damaged or inoperable plumbing, electric and heating systems should be repaired. The appraiser will check these areas.
10. Structural or foundation problems must be repaired.
11. Flammable storage tanks must be removed and filler cap sealed from the inside (i.e., buried oil tank).
12. If there is a crawl space, it will be the homeowner's responsibility to make this area accessible so that it can be thoroughly inspected.

Keep in mind that these are the most common repairs. Contact your lender with specific questions regarding your property. (*Ray O'Neil, GAA, RAA, State Certified General Appraiser*)

## Notice of Applicants

### PRIMARY DESIGNATED REALTOR®

Robert Burland, Coast To Coast Management  
 Rachel Denha, All Realty  
 Paul DePorre, Birmingham Bloomfield Realty  
 Capucina Greer, Racara Realty  
 Michele Kaseta, Dreammaker Realty

### PRIMARY REALTOR®

Susan Adams, Keller Williams Realty  
 Theresa Adlam, Real Estate One  
 George Asker, Community Choice Realty

Patricia Banfield, Willowdale Realty  
 Michelle Battice, Heritage House Realty  
 Michael Bertolo, Keller Williams Lakeside  
 Nataki Biddles, Keller Williams Realty  
 Suzette Boc-Hallman, Keller Williams Realty  
 Vicky Bojaj, Inside Realty  
 Margaret Buckard, Real Estate One  
 Nathan Burns, Keller Williams Realty  
 Anthony Carucci, Keller Williams Lakeside  
 Tina Chandonais, Keller Williams Lakeside  
 Michelle Chappeli, John Burt Realty GMAC  
 Laurie Clark, Real Estate One  
 Christa Coleman, Century 21 Real Estate 217  
 Tara Collins, Keller Williams Realty  
 Christine DuCharme, 3 Tier Real Estate  
 Tamicia Eaton, Edwards REO  
 Kelly Finley, Max Broock  
 Jenny Fortino, Century 21 Town & Country  
 Teri Girten, Keller Williams Lakeside  
 Tami Glasco, Independent Broker Network  
 Chelsea Greenwald, Keller Williams Realty  
 Marian Grout, Eaglestone Realty  
 Albert Hakim, Re/Max Associates  
 Edward Harris, Re/Max Associates  
 DeAnna Husband, Edwards REO  
 Amalia Kaddo, Community Choice Realty  
 Linda Kaleniecki, Real Estate One  
 Khaja Kamaluddin, All Realty  
 Margaret Karabelski, Camelot, Realtors  
 Suzette Katula, Keller Williams Realty  
 James Knox, Century 21 Town & Country  
 Lisa Kotarac, Keller Williams Realty  
 Keith Latinen, Real Estate One  
 Tammy Latour, Re/Max Associates  
 Laura Lawrence, Re/Max Associates  
 Amanda Levesseur, Real Estate One  
 Kathy Loba, Wilhelm & Associates  
 Laura Mac, Keller Williams Realty  
 Donna Magliulo, Century 21 Real Estate 217  
 Lisa Michalak, Inside Realty  
 Thomas Moses, Century 21 Town & Country  
 Harold Osborne, Community Choice Realty  
 Barbara Penna, Cranbrook GMAC  
 Jennifer Peters, Inside Realty  
 Stephen Porter, Coldwell Banker Shootz  
 Michael Rivait, Edwards REO  
 Davis Rizzo, Century 21 Town & Country  
 Michelle Roth, Keller Williams Realty  
 Daniel Schick, Keller Williams Lakeside  
 Donald Smith, Real Estate One  
 Carrol Smith, Keller Williams Realty  
 Paul Sokol, Real Estate One  
 Garrett Steele, At The Lakes  
 James Storhok, Keller Williams Realty  
 Marcus Twyman, Community Choice Realty  
 Stephen Vigh, Jr., Keller Williams Realty  
 Alexander Worlow, Community Choice

### SECONDARY DESIGNATED REALTOR®

Allen Dowty, Re/Max Partners  
 Muhammed Nasser, Real Estate Advantage  
 Cari Ralph, Third Coast Partners

### TRANSFERS

Glenn Allen, Edwards REO  
 Jeffrey Decker, Morgan & Milzow  
 Howard Genser, Keller Williams Realty  
 Nancy Grobbel, Keller Williams Realty  
 Renee Kerr, Keller Williams Realty  
 Kelly Kroetch, Century 21 Today  
 Raymond Lee, Professional Real Estate  
 Eugene Martinez, Keller Williams Realty  
 Randy Miller, Keller Williams Realty  
 Leslie Mona, Keller Williams Realty  
 Angel Myers, Edwards REO  
 Lyle Schaefer, Keller Williams Realty  
 James Wylin, Century 21 Town & Country

|                     |      |
|---------------------|------|
| Primary Offices     | 504  |
| Primary REALTORS®   | 1880 |
| Appraisers          | 196  |
| Secondary REALTORS® | 48   |
| Affiliates          | 19   |
| MLS                 | 165  |

# CRS Course 111

## “Short Sales & Foreclosures”

This new CRS course provides you with practical approaches to the pre-foreclosure and foreclosure process that will result in the successful disposition of the properties. The course explains the intricacies of the short sale, as well as the roles of lenders, sellers, buyers and cooperating agents involved. Dialogues and systems for working with financial institutions and other owners of REO properties are also provided. This course qualifies for SFR certification.

**When: Wednesday, May 5, 2010**

**Time: 8:30 a.m. - 4 p.m.**  
**(Registration 8 a.m.)**

**Location: NOCBOR**  
**4400 W. Walton Blvd**  
**Waterford, Mi 48329**  
**(248) 674-4080**

**Cost: \$165\***

**\*Course qualifies for NOCBOR Education Loan!**



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## North Bloomfield Properties

|   |  |
|---|--|
| <b>West Bloomfield</b><br>7321 Cooley Lake Rd.<br><b>248-366-8484</b> | <b>Auburn Hills</b><br>2215 E. Walton Blvd.<br><b>248-409-2689</b> |
|---|--|



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