



111 S. LANSING ST, MT. PLEASANT, MI 48858

PHONE: (989) 773-2564 | FAX: (989) 773-0193

E-mail: office@cmiar.com or holly@cmiar.com

Website: www.cmiar.com

LORI RHYNARD—ASSOCIATION EXECUTIVE

HOLLY BAXTER—ADMINISTRATIVE ASSISTANT



www.cmiar.com

General Membership Meeting April 16th | 11:30am-1pm

Join us and hear a panel of experts provide information about selling Manufactured Homes. Affiliate tables will include member lenders who provide financing programs for Manufactured Homes. Also, we will hold a vote on a proposed bylaws change (to reduce the number of our committees) and will need a quorum of members, so please plan to attend! Call or email to sign up.

Home Buyer's Workshop May 1st | 6-8pm

The Equal Opportunity in Housing Committee is organizing a Home Buyer's Workshop. REALTORS, bring (or send) your clients so they can hear about the home buying process! Speakers include Liz Keegan (Fair Housing Center of West Michigan), a Home Inspector, Lender, Appraiser, and Title Company. We are giving away an Apple iPad and an Amazon Alexa to members of the public (must be present to win). Be sure to contact us to reserve a spot for your client!

Join us at the
GMM for a
Taco Bar
(11:30am)!

CENTRAL MICHIGAN ASSOCIATION OF REALTORS®

NEWSLETTER

VOLUME 11, ISSUE 4

April 2019

APRIL CALENDAR

| | |
|--|---------|
| 2nd | |
| Education/Program Committee | 9am |
| Equal Opportunity in Housing Committee | 10am |
| 8th | |
| Membership/Member Services Committee | 9am |
| MLS Advisory Committee | 10am |
| 9th | |
| Board of Directors Meeting | 9am |
| Standard Forms Committee | 11:30am |
| 12th | |
| Building Committee | 9am |
| 16th | |
| General Membership Meeting | 11:30am |
| 22nd | |
| Publicity/Public Relations Committee | 9am |
| Finance Committee | 1pm |
| 23rd | |
| Events Committee | 9am |
| 26th | |
| Shepherd Maple Syrup Festival* | 4:30pm |

MAY CALENDAR

| | |
|--|------|
| 1st | |
| Home Buyer's Workshop | 6pm |
| 2nd | |
| New Member Orientation | 9am |
| 7th | |
| Education/Program Committee | 9am |
| Equal Opportunity in Housing Committee | 10am |
| 13th | |
| Membership/Member Services Committee | 9am |
| 14th | |
| Board of Directors Meeting | 9am |
| 16th | |
| Legislative/Political Affairs/JPAC Committee | 9am |
| 24th | |
| Alma Highland Festival* | |
| 28th | |
| Events Committee | 9am |
| 30th | |
| Kiwanis Carnival* | |

*CMAR Cares Event!



KAL COTTER, CPI
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Office: 989.463.3146
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Toll Free: 800.870.4603
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www.greenstonefcs.com

Riley Smith
Financial Services Officer
NMLS ID# 1723520

riley.smith@greenstonefcs.com




Kathy Bouck - Mortgage Loan Originator
NMLS ID 800118
989.842.2438 | kbouck@isabellabank.com | 989.289.6893
316 E. Saginaw | Breckenridge, MI 48615
www.isabellabank.com/kbouck



CMAR MONTH SALES COMPARISONS

Data Source: NGLR MLS

| | March | | |
|--------------|-------------|-------------|-------------|
| | 2017 | 2018 | 2019 |
| Units Sold | 84 | 77 | 82 |
| Average Sale | \$108,592 | \$113,496 | \$109,241 |
| Total | \$9,121,750 | \$8,739,215 | \$8,957,830 |

*Data is based on Single Family Listings within CMAR



CMAR 1ST QUARTER COMPARISONS

Data Source: NGLR MLS

| | January-March | | |
|--------------|---------------|--------------|--------------|
| | 2017 | 2018 | 2019 |
| Units Sold | 182 | 196 | 209 |
| Average Sale | \$101,202 | \$107,970 | \$127,727 |
| Total | \$18,418,810 | \$21,162,207 | \$26,694,996 |

*Data is based on Single Family Listings within CMAR

Directors Corner

Highlights from the March Board of Directors Meeting:

- Excerpt from the President's Report: Lori and I have begun meeting Principals in the Association and that feedback has been encouraging as to where we are at inside our membership. We will continue to meet the next several weeks with remaining Brokers. Our first GMM was a great turnout, I look forward to the next GMM where we will vote on a bylaws change. Please try to attend, we will also have valuable info on manufactured housing. Thanks to the Events Committee for hosting Business After Hours at Cheers. I always enjoy talking and getting to know each other more personally. It was a fun time and the snow held just enough.
- Vicki Cole (Chair of the Equal Opportunity in Housing Committee) met with the board to seek approval to apply for a grant. They are working on a Home Buyer's Workshop. Motion Approved.
- The board discussed expanding the Education Voucher program to include additional funding for members who want to gain designations. The board voted to send this to the Finance Committee for their recommendation.
- The board discussed the possibility of organizing a fundraiser for RPAC. They put together a task force to begin the process.

For more complete minutes from the Board of Directors Meeting, visit our website at cmiar.com/members/bodagendas.htm



YOUR OFFER DATES: April 1 to 15

YOUR ACTION: Claim your free .realtor™ domain* + \$10 off G Suite, Professional Gmail + tools, for a full year!

YOUR REWARD: 2018 Profile of Home Buyers and Sellers -Download
VALUE: \$19.95

DETAILS: You will be sent a unique coupon code from the MVP system to redeem your reward in the Store within 2 business days of taking the action. The product will only become free after logging into the Store and then utilizing the coupon code.

You have until May 15, 2019 to order your *2018 Profile of Home Buyers and Sellers - Download* reward from the REALTOR® Store before it expires.

For more information visit <http://mvp.realtor.org>

2019

Leadership

PRESIDENT

Adam Vibber

PRESIDENT ELECT

Paul Bigard

PAST PRESIDENT

Julie Rush

TREASURER

Jim Parsons

SECRETARY

Melissa Gross

DIRECTORS

Steven Stressman

Gretchen Meeker

Dallas Agle

Sandra Jeffery

Marci Browne

Shelley Kemmerling

AFFILIATE

DIRECTOR

Lori Young

CMAR Mission Statement

Central Michigan Association Of REALTORS® is dedicated to serving the community by preserving private property rights and providing educational, ethical, and professional services while holding the REALTOR® to a high standard of accountability.

COMMITTEE HIGHLIGHTS

Education/Program Committee

The committee worked on finalizing plans for the March 22nd continuing education course with Jack Waller. They also confirmed the location of the April GMM (Alma Elks Lodge), and discussed the lunch options. They are planning a safety course in 2019, and discussed different formats they might use.

Equal Opportunity in Housing Committee

This committee met twice in March to work on their Home Buyer's Workshop. They plan to invite a Lender, Home Inspector, Appraiser and Title Company to speak on the process of buying a Home. They have also scheduled Liz Keegan from Fair Housing Center of West Michigan to speak at this event.

Standard Forms Committee

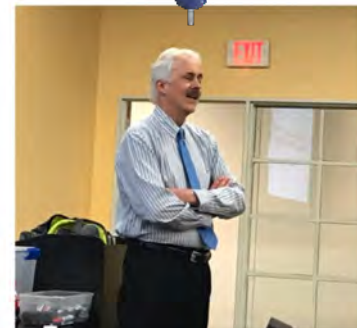
This committee is working on an updated version of the Vacant Land Buy/Sell Agreement.

Membership/Member Services Committee

This committee is beginning work on a couple Affiliate Breakfasts (in Gratiot and Isabella Counties) to bring new Affiliate Members into our Association. More information to come.



Clare Irish Festival



Continuing Education with Jack Waller

CE Marketplace

In order for continuing education credits to count towards your license renewal requirements for the 2018-2021 licensing cycle, the course MUST be certified by the CE Marketplace. Use the CE Marketplace website to find the types of classes you prefer, whether in-person or distance learning. Visit CE Marketplace at:

<https://www.cemarketplace.net>



MR Legal Lines – Question of the Month

With the help of McClelland & Anderson, we are taking the most recently asked questions from our legal hotline and putting them in E-news. We will be featuring a different question each issue.

QUESTION:

I represent a seller who is selling his house that is adjacent to a hospital with a helipad. Does he have to disclose this information in the Seller's Disclosure Statement?

ANSWER:

ARGUABLY, YES. The seller disclosure statement asks about the property's "proximity to a landfill, airport, shooting range, etc." While the use of "etc." in this context is not particularly helpful, arguably the noise made by helicopters landing on an adjacent helipad could have a material effect on the value of the property. When in doubt, a seller should disclose.

For more Legal Q&A, visit <http://www.mirealtors.com/Legal-Resources>



Northern Great Lakes
REALTORS® MLS

March Meeting

- An audit report was presented during this meeting. The report indicated that the financial statement present fairly, in all material aspects, the results of its operations and its cash flows in accordance with accounting principles generally accepted in our country.
- Mr. Pontius (NGLR CEO) suggested the reserve fund balance be raised to a 6-month amount. Current reserve fund balance is at a 3-month amount. No action was taken at this meeting.
- Mr. Pontius (NGLR CEO) stated that work will begin this quarter on reviewing the NGLR Governing Documents. Kim will work to form a task force made up of NGLR Reps to accomplish this work/review. No action was taken at this meeting.
- A motion was passed regarding the use of "Coming Soon" listings. NGLR MLS staff were directed to create new policy language to present at the next NGLR MLS meeting.
- Discussion occurred relative to listing requirements for secondary members, specifically whether or not a participant (primary or secondary member) must load all of their listings on the MLS. Association Executives were advised to notify members that all listings (by primary AND secondary members) in the State of Michigan be uploaded to the MLS within 72 hours of the signed listing agreement. A motion passed to update the policy manual to reflect NGLR MLS service area as the State of Michigan.
- A discussion occurred regarding Disclosure of Surveillance Equipment in listed property. The subject will be forwarded to McClelland and Anderson for a legal opinion.

NGLRMLS TIPS & TIDBITS

Copy/Clone Listings

We had a couple people ask how to copy/clone one of their listings. Here's the steps:

- In Paragon, click on the "Listings" icon, then select "MAINTAIN Listings" from the drop down menu.
- Search for your listing using the search fields that appear, but do not open the listing.
- While still in list/spreadsheet view, click "Select an Action..." (found on the far right of the listing row, in the "Action" column).
- Click "Copy/Clone Listing" from the pop-up menu.

Enjoy!

Take on the month of April with 20% off CE

Purchase your online real estate education with The CE Shop

promo code: APRIL20

The CE Shop

AE Report

Excerpt from the March Report:

On February 14th, 34 CMAR members attended the professional standards workshop in Saginaw, brought to us by Michigan REALTORS. Some of them were brand new to their roles, so the day was very enlightening for them.

Just a few days later we held our first GMM of the year. Our speaker, Ryan Griffus, was phenomenal and we got a lot of information about our local needs and resources.

The next day we braved the weather again to attend our first NGLR MLS board meeting of the year. It was a long meeting with lots of discussion about the various issues we run in to frequently. We are getting a lot of good feedback regarding our new Realist add-on to Paragon. If you haven't had a look, you will want to get familiar with it soon, and do some training if you get the chance.

Finally, the principal broker visits have begun. We had some great dialogue, both positive and negative, with everyone we met. We also had some things to hand out. Looking forward to the next round of visits.

CMAR Cares



The Publicity/Public Relations Committee is working on providing opportunities for CMAR Members to reach out into

the surrounding communities! Visit our SignUpGenius page to view more information.

April 26th Event: Shepherd Maple Syrup Festival (information below)



Shepherd Maple Syrup Festival

April 26th | 4:30-7:30pm

Come to the Shepherd Middle School to wait on tables at the Shepherd Maple Syrup Pancake Dinner! Volunteers can eat for free following their shift. Visit our SignUpGenius page for more details or to sign up!





eKey Users:

If your key has signal, it should automatically update overnight. However, it's always a good idea to update your key in your office before going on showings. One update and your key will be good to go for the day. The update button is located in the blue ribbon at the bottom of your screen.

DisplayKEY Users:

Your DisplayKEY automatically updates at night, but only if it's in the cradle which is connected to a computer with internet access and is powered on. Your key will tell you it's expired if it did not update overnight. To manually update, press "enter", then press the down arrow four times until you see "manual esync". Press enter again, then place your key in the cradle.

QUESTIONS? You can find all kinds of resources at supraekey.com

Welcome New Real Estate Offices!

Khoury Real Estate
6967 W. Q Ave.
Kalamazoo, MI 49009
(269) 352-4648
Designated REALTOR: Easa Khoury
Agent: Ivy Coy

Colliers International
333 Bridge St. NW
Suite 1200
Grand Rapids, MI 49504
(616) 774-3500
Designated REALTOR: Jon Potvin
Agent: Steve Poole

AFFILIATES ON THE MOVE:

Leaving CMAR

Michelle Pitts, Commercial Bank
(no longer doing mortgages)

Changing Companies

Matthew Bednorek is now with PrimeLending!



Matthew Bednorek
Loan Originator
NMLS: 292821

989.488.4826 office
989.317.5383 mobile
877.398.2376 fax
matthew.bednorek@primelending.com
lo.primelending.com/matthew.bednorek
214 West Wackerly Road Suite 200
Midland, MI 48640



PrimeLending NMLS: 13649

Home Loans Made Simple.



Men or women both beware.
If you would feel better taking
someone with you then you
should. Safety is smart, not a
weakness.

TERESA H., SARASOTA, FL

AGENTS ON THE MOVE:

Welcome New Members:

Jessica Vinciguerra, Results Realty

Welcome Returning Members:

Justin Wohlfert, Kolar & Co.

Transferred Agents:

Katherine Routheaux, Praedium Realty
Candi Mersino, Praedium Realty
Marilee Fleming, Avant Garde Realty
Gaylon Koutz, America's Choice Realty

Agents Leaving CMAR:

Amanda Hall, Century 21 Central
June Bonstelle, Weichert, Realtors Broadway Realty