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LORI RHYNARD—ASSOCIATION EXECUTIVE

HOLLY BAXTER—ADMINISTRATIVE ASSISTANT



[www.cmiar.com](http://www.cmiar.com)



## General Membership Meeting February 19th | 11am Registration

Mark your calendars to attend our next General Membership Meeting at the Lincoln Reception Center. Our guest speaker is Ryan Griffus, the Executive Director of the Isabella County Restoration House. We are asking members to bring items to the GMM to donate to the ICRH, including hygiene products (feminine hygiene, body wash, razors), gas cards and bus passes. Cash donations will also be appreciated.

## Lunch & Learn February 28th | 11am-1pm

Join us at the ICCU to hear Kurt Grashaw present “Social Media and Your Multi-Persona Brand”. Special thanks to Mt. Pleasant Abstract & Title for providing lunch, and ICCU for providing the location. Seating is limited to 40. Please contact CMAR to register.

CENTRAL MICHIGAN ASSOCIATION OF REALTORS®

# NEWSLETTER

VOLUME 11, ISSUE 2

February 2019

## FEBRUARY CALENDAR

1st	
Day of Discovery	
5th	
Education/Program Committee	9am
Equal Opportunity In Housing Committee	10am
7th	
New Member Orientation	9am
11th	
Membership/Member Services Committee	9am
MLS Advisory Committee	10am
12th	
Board of Directors Meeting	9am
Strategic Planning Committee	11:30am
Committee Chair Forum	1pm
19th	
General Membership Meeting	
26th	
Events Committee	9am
28th	
Lunch & Learn	11am

## MARCH CALENDAR

5th	
Education/Program Committee	9am
Equal Opportunity In Housing Committee	10am
7th	
Standard Forms Committee	11am
11th	
Membership/Member Services	9am
12th	
Board of Directors Meeting	9am
14th	
Legislative/Political Affairs/RPAC Committee	9am
22nd	
Continuing Education (Jack Waller)	9am
26th	
Events Committee	9am
Election Committee	10am

## Roots Property Inspection LLC

### **Matt Weckesser**

InterNACHI Certified Professional Inspector

matt@rootsinspection.com

www.rootsinspection.com

**989.615.4415**





**FOUR SEASONS EXTERMINATING**



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Credit Union  
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NMLS #1025380

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## CMAR MONTH SALES COMPARISONS

Data Source: NGLR MLS

	January		
	2017	2018	2019
Units Sold	53	60	52
Average Sale	\$100,073	\$117,466	\$122,658
Total	\$5,303,900	\$7,048,000	\$6,378,216

\*Data is based on Single Family Listings within CMAR

## Mt. Pleasant Water Testing

*Well & Septic Inspections*



*Water Testing Lab*

5701 W. Baseline Rd.  
Weidman, MI 48893

**Phone: 989-644-8269**  
**Fax: 989-644-3295**

### Highlights from the December Board of Directors Meeting:

- Excerpt from the President's Report: Happy 2019 Central Michigan Association of Realtors! What a surreal experience, writing my first President's Report. You all recall my "Puzzle Piece Speech" from the banquet. Well, keeping that spirit alive into this year and building off the idea that we are all pieces in the real estate puzzle, we have a puzzle out at the Association office. Feel free to stop by and add a piece to the puzzle, whether you're in the office for business or just a reason to stop by and say hello. (The President's report is now available on YouTube!)
- The Board met in January for their Enrichment Day. During their meeting they discussed the inclusion of board member's names in the minutes. They decided that in the interest of being a cohesive unit they would no longer include the names of board members who make or second motions.
- The board members and CMAR staff were given REALTORS Own It Coins. These coins serve as tokens of gratitude. Receivers do not keep the coins, but are instructed to re-gift the coins: they pass them along to other REALTORS who embody the Own It Spirit. If you receive a coin you can register it at [nar.realtor/gratitude](http://nar.realtor/gratitude) then look for an opportunity to pass it on!

For more complete minutes from the Board of Directors Meeting, visit our website at [cmiar.com/members/bodagendas.htm](http://cmiar.com/members/bodagendas.htm)



**YOUR OFFER DATES:** February 1 to 15

**YOUR ACTION:** Register for any 2019 NAR Tech Edge event

**YOUR REWARD:** The 4 Secrets to Real Estate Success Webinar Download

**VALUE:** \$29.95

**DETAILS:** Join us for one of our series of one-day tech conferences around the U.S. designed for agents who are eager to learn how new technologies impact their real estate business. Sessions are presented by NAR speakers and local experts, and teach agents mobile marketing, reputation management, content creation, and more!

Registration is now open and starts at just \$49. Plus, any registration between February 1-15, 2019 earns you a free webinar entitled The 4 Secrets to Real Estate Success Webinar from the REALTOR® Store! Choose any one of 8 events across the country. Simply register to attend, and within 48 hours of registration you'll receive the link to order/download your reward using a unique coupon code.

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

The Committees have held their January Organizational Meetings! See the Chairs and Secretaries below:

### Building Committee

Chair: Mark Walton, Richmar Realty  
Secretary: Carrie Smith, Isabella Bank

### Bylaws/Policies Committee

Chair: Paul Bigard, Paul Bigard Real Estate  
Secretary: Dallas Agle, Century 21 Pioneer

### Education/Program Committee

Chair: Shelley Kemmerling, Coldwell Banker MPR  
Secretary: Krystal Campbell, Weichert

### Election Committee

Chair: Julie Rush, Weichert  
Secretary: Randy Golden, RE/MAX of Mt. Pleasant

### Equal Opportunity in Housing Committee

Chair: Vicki Cole, Central Real Estate  
Secretary: Greg Balcom, Mercantile Bank

### Events Committee

Chair: Alaina Wills, Corporate Settlement Solutions  
Secretary: Carrie Smith, Isabella Bank

### Finance Committee

Chair: Jim Parsons, Century 21 Central  
Secretary: Sherri Downing, Commercial Bank

### Grievance Committee

Chair: Randy Golden, RE/MAX of Mt. Pleasant  
Vice-Chair: Shelley Dixon, EXIT Choice Realty  
Secretary: Wendy Loomis, EXIT Choice Realty

### Legislative Committee

Chair: Steven Stressman, Praedium Realty  
Secretary: Amy Ervin, Mercantile Bank

### Membership Committee

Chair: Wendy Loomis, EXIT Choice Realty  
Secretary: Julie Rush, Weichert



Northern Great Lakes  
**REALTORS® MLS**

## No December Meeting

*Fall in love with your CE!  
Save 20% all month*

Purchase your online real estate  
education with The CE Shop

*promo code: FEBRUARY20*

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And here's some more...

### MLS Advisory Committee

Chair: Dallas Agle, Century 21 Pioneer  
Secretary: Julie Rush, Weichert

### Professional Standards Committee

Chair: Becky Thornhill, Property Professionals  
Vice-Chair: Lee Aldrich, Richmar Realty  
Secretary: Brandon LaBelle, LaBelle Realty

### Publicity/Public Relations Committee

Chair: Marci Browne, America's Choice Realty  
Secretary: To Be Determined...

### Standard Forms Committee

Chair: Larry Bean, Praedium Realty  
Secretary: Doug LaBelle, LaBelle Realty

### Strategic Planning Committee

Chair: Paul Bigard, Paul Bigard Real Estate  
Secretary: Adam Vibber, Century 21 Lee-Mac

### Technology Committee

Chair: Kurt Fisher, Weichert, Realtors Broadway Realty  
Secretary: Mark Schreiber, Mt. Pleasant Abstract & Title

## MR Legal Lines – Question of the Month

**W**ith 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 am representing a buyer in the purchase of an investment property that currently has a tenant who has 8 months left on his lease. Is the buyer obligated to honor the terms of the lease?

### ANSWER:

A buyer who had knowledge of the existence of the tenant will be obligated to honor the lease (because the buyer would not qualify as a bona fide purchaser). The seller will typically want to make certain that the buyer expressly agrees to assume the seller's obligations under the lease. Otherwise, if the buyer tries to evict the tenant, the seller could be liable to his tenant for breach of contract damages.

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



## Managing Keyboxes

With the update to the Supra app, you may be seeing some things. Weird things. One of the most confusing might be showing notifications for listings that are not yours. Here's probably what happened: When you open the shackle of a keybox, the Supra app asks you if you want to add the keybox to your inventory. The problem is that the prompt it easily overlooked, and agents accept it just to get on with it. Once a keybox is added to your inventory, it stays there. Forever. Even if you move companies, the keybox will remain in your inventory. The good news is that you can clean out your inventory and stop being pestered by these irrelevant notifications.

### How to Delete a Keybox:

- Open the Supra eKEY app and select **My Keyboxes**.
- Select a keybox.
- Select **Program Keybox**.
- Select **Delete** then **Yes** to confirm.



Crooks and creeps come in all shapes and sizes. Some dress nicely and some don't, so don't judge someone just by their looks.

KEITH B., FOLSOM, CA

## CMAR ETHICS ACTIVITY REPORT | 2018

	Article(s) of the Code alleged to have been violated	Referred by Grievance Committee for hearing?	Article(s) found by Hearing Panel to have been violated	Appeal of Hearing Panel decision?	Board of Directors final action	Discipline imposed (if any)
Complaint #1	Article 14	Yes	Article 14	No	Ratified	Letter of Warning and In Person attendance at Code of Ethics Course
Complaint #2	Article 14	No				
Complaint #3	Article 14	Yes	Case dropped prior to hearing			

## NGLRMLS TIPS & TIDBITS

### #1 COMPLIANCE ISSUE FOR JANUARY

**CREATED SALES!** It is really not surprising that this status has garnered the most notices this month as Members are rushing to get credit for 2018 listings. Here's some things you should know to prevent those Compliance emails from showing up in your inbox.

**What is it?** For those of you who don't know, Created Sale is an option for members who have situations such as one-party listings, FSBOs, Transaction Coordinators, out of the area solds, etc. To get credit in our MLS for these listings, you can use the Created Sale status.

**How do I do that?** To use the Created Sale option, enter all the information into the listing, then change the status to "Sold-Created Sale" and enter the Sold Information.

**What are the requirements?** Here's the rub. All the required fields for a run-of-the-mill listing must be met in a Created Sale listing. This includes disclosures, five pictures, lot dimensions, owner's name...all of it. The only exceptions are that the interior photo is not required, and you will not receive a late fee if you are entering it after the 72 hour/3 calendar day time frame.

**What if I only have one side?** Here's the other thing. In a lot of cases (especially out of the area listings), you were probably the buyer's agent, and the listing belonged to someone else. The problem is that you cannot enter the name of non-members into our system as the list agent. If you are an Admin or a Broker, you can enter "non-member" in the appropriate field. However, be warned: once you save the list agent as "non-member" you will no longer have access to your listing! You can also opt to shoot the CMAR office an email once you've completed your listing and we can change the list or sell agent to non-member for you.

## AE Report

### Excerpt from the January Report:

Happy new year! Lots of things are new around here: a new President and a new Treasurer, as well as a smaller BOD with only 12 members. We have a new budget, new committees and new committee chairs. We have a new Supra app, new Paragon features like Realist (have you checked that one out?) and a new event called the Day of Discovery. That's a lot of new!

After listening to Adam's first Presidential speech he made for last month's awards banquet (it will forever be known as the Puzzle Speech) I went out and got a puzzle for the association office. Naturally it is a Disney's Toy Story puzzle. We invite everyone who comes in the office for whatever reason to sit down, relax for a minute and put a piece or two in the puzzle, and grab a piece of candy.

Other than that, it got pretty quiet the second half of December and Holly and I each got to take some time off for rest and relaxation. The phones are ringing again though, and it looks like everyone will be busy as long as the weather stays like it has been. Let's have a great year!



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 PRESIDENTS CLUB

**HEIDI SITTS**

MORTGAGE ORIGINATOR

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W: ChemicalBankMI.com

NMLS # 533609



### Welcome New Appraiser Office!

The Showalter Group (Appraisal Office)  
318 West Wright Avenue  
Shepherd, MI 48883  
(989) 804-4000  
Owner: Matthew Showalter



## Welcome New Real Estate Offices!

Coldwell Banker WMH Greenville  
301 W. Maplewood Dr.  
Suite 1-A

Greenville, MI 48838  
(616) 754-9100

Designated REALTOR: Debra Townsend

Coldwell Banker Lakes Realty  
8520 100th Avenue  
Canadian Lakes, MI 49346  
(231) 972-8300

Designated REALTOR: Rick Kempton

## AGENTS ON THE MOVE:

### Welcome New Members:

Austin Smith, Century 21 Lee-Mac

### Transferred Agents:

Anita Boven, Century 21 White House Realty  
Kolina Mako, Coldwell Banker Lakes Realty

### Agents Leaving CMAR:

Ronald Aldrich, Allstate Appraisers  
Cody Quinn, EXIT Choice Realty  
Ferrill Christensen, Grace Appraisal  
Tracy Snyder, Impact Real Estate  
Wendy Allen, Mission Realty  
Rene Pastotnik, EXIT Choice Realty

## CMAR Lunch & Learn

Feb 28th | 11am-1pm

At ICCU

“Social Media and  
Your Multi-Persona  
Brand”

Kurt Grashaw presenting  
(Mt. Pleasant Abstract & Title)

Seating limited to 40!

Contact CMAR to register

Phone: (989) 773-2564



**RPAC  
Final #s  
2018:**

As of 12/31/18

# of CMAR Members	% of members who donated	2018 Goal	2018 YTD Investments	% of goal reached
186	50.54%	\$6,783.59	\$9,677.00	142.65%