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CENTRAL MICHIGAN ASSOCIATION OF REALTORS

NEWSLETTER

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June 2020



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2020

Leadership

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Click Above for MI REALTORS COVID-19 Information

For MI REALTORS Toolkit Click Image

MICHIGAN REALTORS® Governor Gretchen Whitmer signed [Executive Order 2020-110](#), rescinding her “Safer at Home” Order, and moving the entire state to phase four of the [MI Safe Start Plan](#). This action removes most of the restrictions that real estate brokerages and clients have been operating under. As we reported last week, Michigan Realtors® was working with the Governor’s Office to remove the previously imposed real estate restrictions. Effective immediately, the following real estate activity is now permitted:

- Private showings are no longer limited to 4 individuals on the property;
- Open Houses are now permitted. However, as an enclosed public space rather than a private showing, masks should be required for those individuals participating. Participants should also adhere to existing 6-foot social distancing requirements;
- Tenant-occupied property may now be shown subject to any requirements under the current lease;

Short-term rental properties may now be marketed without any state-imposed limitation. However, local restrictions may still be in force.

This order also makes clear that real estate offices that are open for business must continue to follow the Governor’s workplace rules contained in an earlier order (Executive Order 2020-97, available [here](#).)

A summary of these rules for Realtors is available [here](#).

As always, please visit <https://mirealtors.com/Industry-Resources> for regular updates.

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.

Directors Corner

Krystal Campbell, Standard Forms, presented the new purchase agreement proposal.

BOD discussed the proposed changes and correct verbiage. Changes were recommended a few changes and sent the form back to committee for changes.

A motion was made to extend to due date for CMAR dues to 60 days vs. 30 days. Supported. APPROVED



Kathy Bouck - Mortgage Loan Originator
NMLS ID 800118

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316 E. Saginaw | Breckenridge, MI 48615
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The 2020 CMAR dues billing has gone out to each Realtor (unless you are a Life Member). This year, you have an extra 30 days to pay your dues, so the due date is August 1st. If you are struggling to make ends meet, please reach out confidentially to Lori at the Association office prior to June 30th.

CMAR SALES COMPARISONS

MAY	2019	2020
Units Sold	97	59
Average Sale	\$132,300	\$121,300
Total	\$14,153,800	\$7,650,712

Local Community Service supported by Statewide Resources



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Lori Young
Office Manager | Closing Department

LPAR Committee

5/5/2020: Since we are tasked with interviewing politicians in the 99th district, this month, we have made a motion and seconded to proceed via email. The RPAC Realtor State Candidate Form will be sent to the three candidates. This form of "interview" has also been approved. Candidates will be given a deadline, for response by May 19th with intent to Review May 21st. From there we must make our recommendations by June 5th.

5/21/2020: Review of applications for State Candidate. Short conversation followed by a motion and a second that CMAR endorse Hauck as the State Rep and that MAR financially support him. All in favor, motion passes.

Standard Forms Committee

Discussed #4 New Mortgage, adding language stronger than just a pre-qualification letter. MOTION to remove "written pre-qualification letter" from the new mortgage section. Supported, MOTION PASSED.

Discussed the propane tank being related to #17. Decided not to make any changes.

Discussed the LBP Disclosure and allowing 72 hours to respond which would coincide with the Seller Disclosure timeline as well. MOTION to add, "Buyer will have 72 hours after hand delivery of the disclosure statement (or 120 hours after delivery by registered mail) to terminate this Agreement by delivery of a written notice to Seller or Listing Realtor. Supported by Larry Bean, MOTION PASSED.

Discussed verbiage in Property Taxes. MOTION to add "most recently issued tax bill available at the time of closing" and remove "latest assessment and millage figures". Supported, MOTION PASSED.

MOTION to add "Upon closing, the tax proration is final" as the last sentence in Property Taxes, Supported, MOTION PASSED.

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Presidents Report

Would the person who is familiar with how to deal with a world wide pandemic, who has all the answers to all the questions, who has made all the right decisions, who has all the good ideas and who knows exactly what to do in a time like this, would that person please stand up?

Yes, I say that in jest.

One year from now, all of us will be better prepared to be that person. One year from now will we remember this time as it feels right now – uncertain and at times – panicked? Or will we look back on this time as more of an inconvenience? Maybe somewhere in the middle. Time will tell and how you, yourself view life will form your understanding of this time in history.

The Michigan Realtors has released the Safely Reopening Real Estate Toolkit. It can be found on our CMIAR Facebook page. It contains some great information. There has been much excitement about the reopening of our great industry.

The Board of Directors will be meeting again online for the month of May. All committees are also encouraged to meet online to continue the Association's work. Hopefully in person meeting will resume again in the near future.

Thank you again to all the first responders, police and fire department, health care workers as well as to all the behind the scenes heroes – people who make and donate masks, donate financial help, and who call others just to check in. Thank you to agents helping other agents, with unemployment filing, with helpful suggestions and for discussing reopening our market. Being a Realtor means being a responsible member of a community that we all call home.

AE Report

April, the month that disappeared. Last month I said I was anticipating the return of normalcy. Now, thirty days later, I am not sure that will ever happen. There will be a new normal, and we must embrace it. Our world has changed in significant ways. Our communities will continue to see the repercussions of this pandemic for a very long time.

As I write this on May 8th, Realtors have just gone back to work. But it is a quite different experience. The safety of ourselves, our clients and customers, buyers and sellers, and all of our families is of utmost importance. We have been given very good instructions on healthy protocols for the handling of buyers and sellers, but we must always remember that the seller decides what the protocols are for the showing of their home.

Our profession and our association have a reputation for ethical standards that we must continue to uphold. Realtors must not be seen as "rule-breakers" out in our communities. As a reminder, licensed professionals charged with a misdemeanor will have their fines doubled and risk losing their license. And there is an 18-month window for turning in "rule-breakers".

Please continue to be safe. At the Association level, we will continue to hold virtual meetings of all types. We are even planning our first virtual GMM meeting in June. For now, Trevor and I continue to work from home, but we are just a phone call or email away, should you need anything! God bless and keep us!

Baxter's Home Improvements



Jim Baxter
Residential Contractor

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REALTORS OWN IT COINS

REALTORS® Own It Coins celebrate REALTORS® Own It Spirit -- *that when we take ownership of our associations, change happens, and when we each bring our unique gifts and insights to the table, our organization evolves.*

Current Owners of coins and number they have:

Emma Fuller—II

Shelley Kemmerling—III

Cheryl Reeves—I

Douglas Labelle—I

Dallas Agle—II

Randy Golden—II

Sandra Jeffery—I

Steven Stressman—II

Krystal Campbell—I

Greg Hall—I

Adam Vibber—I

Sandi Jeffery—I

Lori Gamble—I

Marci Browne—I

Lori Young—I

Alaina Wills—I

Gretchen Meeker—I

Susan Massaway—I

If you have received a coin you can register it [here](#)

If any of the information above is incorrect please contact

Trevor@cmiar.com



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AGENTS ON THE MOVE

Jessica Stephenson to eXp Realty

Helen MacGregor to Preadium Realty

Welcome Back:

Daniel Johnson, DLJ Appraisal Service



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