

Central Michigan Association of REALTORS®



**CMAR**

www.cmiar.com

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LORI RHYNARD—ASSOCIATION EXECUTIVE

HOLLY BAXTER—ADMINISTRATIVE ASSISTANT

# Affiliate Drive

First CMAR member to bring in 3 new members (REALTOR® or Affiliate), approved by the Board of Directors, will receive \$100 cash!! Plus, we are offering \$100 off new membership fees until the end of May. Visit our website for more information at [cmiar.com/Join/join.htm](http://cmiar.com/Join/join.htm)

*DEADLINE: June 1st!*



## SAVE \$100

When you sign up to be a member of CMAR® before June!

Join the Central Michigan Association of REALTORS®, your local real estate organization! Become an Affiliate business member, a REALTOR® member with an existing office, or join as a brand new Brokerage. Present this coupon to CMAR staff with your membership application and receive \$100 off your new membership fees.

The Central Michigan of REALTORS® office is located at:

111 South Lansing Street, Mt. Pleasant, MI.

Offer Expires: May 31

CENTRAL MICHIGAN ASSOCIATION OF REALTORS®

# NEWSLETTER

VOLUME 7, ISSUE 5

May 2015

Affiliate Affair pictures on page 3!



## MAY CALENDAR



4th

Publicity & Public Relations Committee 9:00am

7th

New Member Orientation 10:00am-3:30pm

12th

Board of Directors Meeting 8:30am

19th

Education/Program Committee 9:00am

20th

Building Committee 1:00pm

25th

Memorial Day, CMAR Office Closed

## JUNE CALENDAR

1st

Publicity & Public Relations Committee 9:00am

2nd

Membership/Benefits Drive Committee 9:00am

4th

Finance Committee 1:00pm

9th

Board of Directors Meeting 8:30am

16th

Education/Program Committee 9:00am

Find Calendar of events and meetings anytime at:  
[http://www.cmiar.com/CMAR\\_Calendar\\_2014.html](http://www.cmiar.com/CMAR_Calendar_2014.html)

## ISABELLA BANK

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Robert L. Wheeler

Senior Vice President  
Retail Loan Manager - Central Region  
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Kurt E. Feight, CIC  
Certified Insurance Counselor



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Wolverine Engineers  
& Surveyors, Inc.

Greg Vaughn, P.S.

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Ph: 989.966.1500  
Fx: 517.676.9396  
www.wolveng.com

## MONTH SALES COMPARISONS

	April 2014	April 2015
Units Sold	61	76
Average Sale	\$89,877	\$105,620
Total	\$5,482,504	\$8,027,125



REALTOR® MAGAZINE'S  
GOOD NEIGHBOR AWARDS

Don't Forget! This year's Good Neighbor Award  
deadline is **May 15, 2015**. For more information,  
go to [www.REALTOR.org/gna](http://www.REALTOR.org/gna)

# Affiliate Affair!



Thank you Affiliates for all that you do for us!

## WELCOME NEW AGENTS:

Aaron Abair,  
Century 21 Bowerman/Peake

Auric Stressman,  
Coldwell Banker MPR

Michelyn Crowley,  
America's Choice Realty



## 2014-2015 Leadership

### **PRESIDENT**

Jim Parsons

### **PRESIDENT ELECT**

Jim Vanas

### **PAST PRESIDENT**

Sue Welling

### **TREASURER**

Leslie Walton

### **SECRETARY**

Julie Rush

### **DIRECTORS**

Barbara McCollom

Dave Zamarron

Rick Arlt

Randy Golden

Lee Aldrich

Meredith Lott

Marci Browne

### **AFFILIATE**

### **DIRECTOR**

Paul Alexander

## 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.

## The Code Is Your Business

MARCH 2015 | BY GRAHAM WOOD, BRUCE AYDT

Working in real estate comes with its fair share of irritations. Agents who don't return calls in a timely manner or clients who make inappropriate demands can be frustrating, to say the least. But discerning when difficult behavior crosses the ethical line can sometimes be tricky—whether it pertains to your dealings with other REALTORS<sup>®</sup>, clients, or the general public. To help you distinguish actual infractions from misunderstandings or simply poor manners, we look at five real-life business dilemmas and describe how the REALTORS<sup>®</sup> Code of Ethics applies.

### Disclosing Multiple Offers

It's heartbreaking to tell buyer clients they've been outbid when you didn't even know there were other offers on the table. You may feel as if you've been wronged—but is it time to call your association's grievance committee? Not necessarily.

Karen, an agent in West Palm Beach, Fla., blamed the loss of a deal last year on a listing agent who didn't disclose competing offers until the eleventh hour. Karen, who asked not to be fully identified because of the sensitivity of the matter, submitted her buyer's offer and received a preliminary acceptance from the seller. (Such an acceptance is not binding in the way a signed purchase contract is.) The buyer even had a home inspection done. But when pressed to move forward on the deal, the listing agent said the seller was considering other offers.

"The listing agent had previously told me she was just waiting for the seller to sign the official paperwork [for the buyer's offer]," Karen says. "At no point did she say that we didn't have an executed offer. She never said anything about other offers."

Karen says she believes the listing agent's lack of candor cost her the deal because her client missed out on the opportunity to increase the offer. However, failure to disclose other offers isn't automatically a violation of the Code.

What the Code Says (Article 1, Standard of Practice 1-15 and SOP 1-13(5)): Two conditions must be met before a

listing agent has any duty to disclose multiple offers: The seller must grant permission to disclose such information, and the buyer or cooperating agent must ask for the disclosure. The same applies to revealing who obtained the offers—whether they were obtained by the listing agent, another agent with the listing agent's firm, or a cooperating broker. So if Karen didn't pose the question to the listing agent, or if the seller didn't grant the listing agent permission to disclose, the listing agent did nothing wrong.

The lesson is this: Cooperating agents should always ask the listing agent if other offers exist and, if so, who procured them. They should also inform buyers that their offer and its terms are not confidential and can be disclosed by a seller to other parties. The exception: A confidentiality agreement between a buyer and seller—entered into before presenting the buyer's offer—would obligate a seller not to disclose the buyer's offer. While rare in residential real estate, such agreements are common in commercial transactions.

More in next month's issue...

## WELCOME NEW AFFILIATES! Prime Lending

**PrimeLending**  
A PlainsCapital Company.

**Steve Branigan**  
Loan Officer  
NMLS# 161997

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## Sherry Reiss

**digitalfirst**  
M E D I A

**Sherry L. Reiss**  
Account Executive  
The Morning Sun

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# Northern Great Lakes REALTORS<sup>®</sup> MLS

## UPDATE FROM APRIL NGLR MLS BOARD MEETING

- The Board elected a new Vice President, Jim Parsons!  
The current NGLR board is:

General Manager - Kim Pontius  
 President - Matt Dakoske  
 Vice President - Jim Parsons  
 Secretary/Treasurer - Ric Braun  
 Representative - Catherine Barris  
 Representative - Pam Mork  
 Representative - Greg Morris  
 Representative - Jim Vanas

- MLS Administrator Report: After the March 25th Paragon enhancement, some issues occurred with copy/clone, CMA information, and saved searches. They are working to correct the problems. A slowing in performance time in Paragon has been noted and is under investigation at this time.

## MAR 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 a licensed real estate agent. Whenever I host an open house, I have my unlicensed assistant accompany me to answer the door and ask prospective buyers fill in a register. Several agents have told me that unlicensed assistants cannot attend open houses. Is this correct?

### ANSWER:

IT DEPENDS. A non-licensee cannot independently conduct an open house. The manner described above is allowable since the unlicensed assistant is acting as a host/hostess and not performing any licensed activities.

For more Legal Q&A, visit the new Legal Resources Web site

Bill Winter  
 wwinter@fourseasonsex.com

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## CONGRATULATIONS MARIA! Maria has moved to Academy Mortgage



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 C (989) 513-3436  
 F (989) 775-8711

**Maria Fernetto**  
 Senior Loan Officer

524 East Mosher St. Ste 300  
 Mount Pleasant, MI 48858

Maria.Fernetto@AcademyMortgage.com  
 http://www.academymortgage.com/MariaFernetto



## Get the REALTOR<sup>®</sup> Action Center Mobile App



The new REALTOR<sup>®</sup> Action Center mobile app contains a host of features to help you VOTE, ACT and INVEST on to go:

- Mobile Advocacy
- Mobile Investing
- Action Profiles
- Advocacy Reports

REALTOR<sup>®</sup> Party Tracker



### CMAR Vision Statement:

CMAR, a premier REALTORS<sup>®</sup> Association, provides focused educational opportunities, enriched membership services, community involvement, and expansion of technology for its members and the public.

Thank you for your help in making our Habitat for Humanity Collection day a success!



Special thanks to Phil Kruska, Jessica Turner, Vicki Cole (and of course, Habitat for Humanity!)

## CMAR Board of Directors Actions: April 2015

See website for full monthly BOD minutes:  
<http://cmiar.com/members/bodagendas.htm>

- Motion that CMAR commits to comply with and fully implement the National Association of REALTORS® Core Standards. Support, PASS.
- Motion that the recommendation that NGLR representatives shall come from the MLS Advisory Committee, and is subject to approval by the BOD. An NGLR representative must be a current member of the BOD, or must have served as an active member of the MLS Advisory Committee for a minimum of (1) one full year within the previous (2) two years, and must be a REALTOR® member in good standing. Terms will be staggered, with one representative appointed each year. All representatives shall serve a (2) two year term, and limited to no more than (2) two consecutive terms. In the event of a vacancy, the MLS Advisory Committee will recommend a replacement representative to the BOD for approval to fulfill the remainder of that term. Support, PASS.
- Motion to appoint Jim Vanas as CMAR representative to NGLR for the 2015-2016 term, recommendation from the MLS Advisory Committee. Support, PASS

### An Exclusive Offer for NAR Members.

Save \$50 today on an AHS® Home Warranty for your OWN home.

Save now >



As a member of the NATIONAL ASSOCIATION OF REALTORS® you can save \$50 now on an American Home Shield® Home Warranty to protect your OWN home or other residential properties you own.

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