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CENTRAL MICHIGAN ASSOCIATION OF REALTORS

# NEWSLETTER

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VOLUME 13, ISSUE 4

April 2021



www.cmiar.com

2021

Leadership

**PRESIDENT**

Shelly Kemmerling

**PRESIDENT ELECT**

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**PAST PRESIDENT**

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Greg Hall

Tia Williams-Pung

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**AFFILIATE**

**DIRECTOR**

Alaina Wills



# CMAR CASH FOOD DRIVE

**APRIL 1ST - APRIL 30TH 2021**

Through the month of April CMAR will be collecting cash (or check) to support the local food banks in Gratiot and Isabella counties.

**Please note on envelope or check "Donation"**

Donations can be dropped off in the CMAR office drop box or mailed to:

**Central Michigan Association of REALTORS  
111 S Lansing  
Mt Pleasant, MI 48858**

## Directors Corner

Motion was made to instruct NGLRMLS reps to take a request to NGLR board to make rental amount and taxable value a required field. Supported. APPROVED

Motion was made to approve changes to the By Laws, Article XI to be presented to the GMM at the April meeting. Supported. APPROVED.

Motion was made to approve changes to the Policy and Procedures. Supported. APPROVED ([Full Minutes Here](#))



### 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.

## APRIL CALENDAR

6th	
Education Committee	9am
12th	
Membership Committee	9am
Standard Forms Committee	2pm
19th	
Events Committee	9am
20th	
General Membership Meeting	12pm
21st	
Finance Committee	
22nd	
Legislative/RPAC Committee	10am
27th	
Lunch and Learn	12pm

## MAY CALENDAR

4th	
Education Committee	9am
6th	
New Member Orientation	9am-3pm
10th	
Membership Committee	9am
11th	
Board Of Directors Meeting	9am

\*ALL MEETINGS HELD VIA ZOOM\*

**[Up-To-Date Google Calendar Click Here](#)**

## Legal Lines Questions from MIREALTORS

With the help of McClelland & Anderson, we are taking the most recently asked questions from our legal hotline and putting them in E-News.

**Question:** I represent a buyer who is interested in a home that I once had listed but is now listed with another firm. What can I tell my buyer client?

**Answer:** An agent's duty of confidentiality survives the termination of an agency relationship. You may not disclose information that your former client told you in confidence— For example, their "bottom line" price. Information which was disclosed to potential buyers who looked at this home while you had it listed is not confidential.

**Question:** My Buyers do not want their identity disclosed to the seller until after the purchase agreement is signed. Can we submit an anonymous offer?

**Answer:** If the seller is willing, you can negotiate the terms of the purchase agreement anonymously, but keep in mind that you will not have a binding contract until it is actually signed by both parties. (A REALTOR should never sign a contract on behalf of an undisclosed buyer— or even arrange for someone else to do so without the involvement of an attorney.)

For more legal resources, Visit [law.mirealtors.com](http://law.mirealtors.com)



Leslie J. Thielen  
Mortgage Loan Officer

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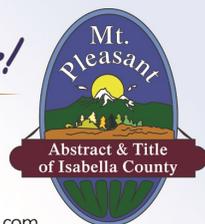
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Local Community Service supported by Statewide Resources



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[lyoung@mtpleasantabstract.com](mailto:lyoung@mtpleasantabstract.com)



**Lori Young**  
Office Manager | Closing Department

To comply with MIOSHA Rules

The CMAR Association Office is open limited  
business hours,  
by appointment only.

**Monday 9am– 12pm**

**Wednesday 9am— 12pm**

**Thursday 1pm—5pm**

[Appointment link](#)

[Visitor Questionnaire link](#)



# SHEPHERD MAPLE SYRUP FESTIVAL DRIVE THRU MEAL



## Pickup days and times:

Saturday, April 24th 8am-5:00pm  
Sunday, April 25th 8am-2:00pm

- **DIRECTIONS:** 380 S. Third Street  
When entering the Sweetest town around on Wright Ave, go South on Third street, straight to the end of street and enter school parking lot. Follow the cones and directions from this point
- **FOR INFORMATION CONTACT:** Kathy Edwards (989) 854-1866 [kedwards@mpr.net](mailto:kedwards@mpr.net)
- **ADULT VOLUNTEERS NEEDED!**
- Meals and Cooked Sausage will be available by pre sales/ CHECKS and CASH ONLY
- Meal Tickets Available from Shepherd Mercantile Bank, Shepherd Isabella Bank, Shepherd Bar and Maple Syrup Members
- Shepherd Sugar Bush Products, Maple Syrup and Candy will be available to purchase near the line up for meals

[www.shepherdmaplesyrupfest.org](http://www.shepherdmaplesyrupfest.org)

### SAUSAGE

One box of  
Homemade, Cooked,  
Sausage Links

**\$20.00**  
Approx. 3lbs.

### MEAL

3 Pancakes,  
4 Homemade Sausage  
Links, Syrup, Butter,  
and Milk

**\$9.00**  
Per Meal

Ticket Sales  
for Meals will  
be available  
during the  
event!

Members Leaving CMAR  
Office– Miller Realty  
Kenneth Miller, Miller Realty  
Tressia Skinner, Miller Realty



IT'S NEVER TOO LATE TO LEARN ONLINE

SAVE  
**30%**

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PROMO CODE **LEARN30**

VALID 4/5-4/6 UNTIL 11:59PM CST. PRICES, PROMOTIONS, AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE. PRODUCTS NOT INCLUDED. ICH-PRE LICENSING

Hello REALTORS,

Shepherd Maple Syrup Festival is asking for 16 volunteers to cover two shifts. (8 volunteers per shift)

Saturday April 24th 10:30 am to 1:30 pm. Sunday April 25th 11:00 am to 2:00 pm.

Volunteers would go to the car window, pick up tickets and fill orders from the tent. Volunteers can eat free afterwards.

Only signing up kids in High School and Adults because of traffic flow.

All offices who are interested in selling meal tickets are eligible to Win a Mitchells Gift basket.

If you are an office manager or broker who is interested in selling tickets please select the "Office Sell Tickets" option in the sign up and complete the last three questions.

Sales would be from April 1st to April 20th. [Click here for Volunteer Sign Up](#)

## Committee Excerpts

### Membership Committee:

[\(Full March Minutes Here\)](#)

It was decided that we would contact new agents with talking points on two occasions- now to tell them about con-ed and remind them of the \$40 voucher and then early April to remind them of GMM and the lunch and learn.

Create a flyer to get to the membership highlighting the benefits of membership. In addition to what was already on the slides, Add the \$40 education voucher, GMM , lunch and learns and access to affiliate partners as additional benefits. Will include links so that we can share this info easily with the membership.

### Public Relations:

[\(Full March Minutes Here\)](#)

Maple Syrup Festival- April 24-25. No children are allowed to volunteer this year. They are asking for volunteers to sell meal tickets and to deliver meals at the drive through. We would be runners. A Mitchell's gift basket will be awarded to the person who sells the most tickets. An idea about purchasing tickets and donating to those in need, (possibly checking with local churches to see if they can help distribute), was discussed.

We discussed volunteering for two shifts. Saturday, April 24, 10:30-1:30 and Sunday, April 25, 11:00-2:00.

[To Volunteer Click Here](#)

## Committee Excerpts

MLS Advisory Committee: [\(Full March Minutes Here\)](#)

MLS Mandated Changes: Reviewed Summary of 2021, NAR MLS Changes. Motion with support: Per NAR mandated guidance, any complaint requiring an ethics hearing will be heard by the complainant's local association.

MICHRIC Data Share: The members supported continued discussion at the NGLR MLS level by CMAR's NGLR Representatives.

MLS Rule Regarding Video Surveillance: Brief discussion occurred relative to privacy considerations, whether video and audio are allowed. Discussed changing MLS data input to include the topic. NGLR MLS Representatives will add the topic to the next NGLR MLS meeting.

Homesnap: Members were encouraged to view a Homesnap webinar scheduled for April 1-4th at 12:00. Homesnap is developing a showing/scheduling platform that is scheduled to become available in the 2nd quarter of 202L as an alternative to ShowingTime.



### Single Family Sales for March 2021

	Units sold	Sales Volume	Average Sale Price
2020	77	\$10,499,300	\$136,354
2021	99	\$14,442,509	\$145,883

As of April 2nd 2021



### Nancy Kellicut

Loan Originator, NMLS # 1438489

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Fax: 989-642-0181  
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Shepherd, MI 48883  
nkellicut@nfm lending.com  
www.nfm lending.com/nkellicut



## NEW CMAR MEMBERS

Larry Anderson, Weichert REALTORS Broadway

Phil Kruska, Commercial Bank

Kristine Olejniczak, eXp Realty-The Carrie T Collection

Alexzandra Allen, eXp Realty-The Carrie T Collection

## Presidents Report

Hello,

It looks like we have all had a busy month. Units sold were up for the month of February and so was the average sales price. March appears to be heading in the same direction.

I would like to thank all those that attended the GMM and the committee chairs that helped put it together. If you were not able to attend hopefully you have had an opportunity to watch the recorded version. We are all working hard to keep everyone informed. I am looking forward to the time we can all meet in person.

The updated Purchase Agreement is completed, (for now). Thank you to the forms committee for their ongoing efforts. They provided Brokers and Agents an opportunity to have all of the changes explained and we should be ready to upload this into our offices.

There have been several educational events this first quarter. I had an opportunity to have a virtual coffee clutch meeting with approximately 17 other association presidents, led by .E'toile Libbertt, MAR's 2021 President. It was a good networking opportunity. It was also reassuring to know realtors all over Michigan are facing many of the same challenges that we are facing. This week the BOD and members of the Grievance and Pro Standards committees had an educational opportunity with Jack Waller. Coming up on March 19th is the spring legal con-ed led by Jack Waller Registration is open now, don't forget to use your \$40 credit.

Like me I know many of you are tired of so many virtual meetings. We are by nature people that like to be out and about interacting with the public, but like always, as Realtors, we do what we must to get the job done and to serve our clients to the best of our ability.

“Patience isn't a virtue; it's a necessity”. Lou Holtz  
Shelley Kemmerling CMAR President



**ICCU**  
Isabella Community  
Credit Union  
www.ICCUonline.com

**Gail Zeneberg**  
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**MICHIGAN  
REALTORS®**  
Industry News & Resources

## Association Executive Report

AE Report

3/5/2021

Spring seems imminent! Days are getting longer, and the sun is warmer, such a hopeful time of year. Of course, the housing market is downright hot already.

The association continues to grow as we keep adding brand new Realtors. February saw a net gain of six, after January's net gain of five. I hear that everyone is super busy, including our affiliates.

We continue to hold all of our meetings on Zoom, and are planning a 6 hour continuing education course on March 19<sup>th</sup> and our next GMM on April 20<sup>th</sup> also on Zoom. After that, who knows? ☐

Our new residential Buy and Sell is available on the website now and should be available in zipForms soon. Speaking of our website, a new version of that will be available very soon as well. It will be much more mobile-friendly!

As of today, COVID restrictions were lightened to now allow for three households to gather, so your buyers can bring the in-laws now! I'm proud of all of you that have faithfully stuck to the guidelines, no matter how inconvenient...

**THAT'S WHO WE R!**

Carry on,

Lori



Bill Winter  
wwinter@fourseasonsext.com

**FOUR SEASONS EXTERMINATING**

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PO Box 590  
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Fax: 989 352 6401  
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**APRIL IS FAIR HOUSING MONTH**  
Stop and think. Operating on autopilot has consequences.

Rolling through your day relying on muscle memory? Just because something seems natural doesn't mean it's the right choice. NAR is committed to helping you take a closer look at fair housing, and take action.

April is Fair Housing Month and a great time to make sure you're helping build thriving communities. Fair housing impacts all NAR members, all markets and all neighborhoods.

**Check yourself. Educate yourself. Hold yourself accountable. Because That's Who We R.**

Every April, REALTORS® commemorate the passage of the Fair Housing Act of 1968 with events and education that shine a light on housing discrimination and segregation. Fair Housing Month signifies a recommitment to expanding equal access to housing.

Implicit bias is often a manifestation of muscle memory. A go-with-your-gut unconscious choice, act, or opinion with immeasurable consequences that can—and have—impacted generations.

Slow down, course correct, and take action. Throughout the year we must remain steadfast in our commitment breaking down biases, holding ourselves accountable, and upholding the letter of the law.

So, refresh your memory, and open your mind. There's always more to know, and we can all do better.

[Fair Housing Month \(nar.realtor\)](http://nar.realtor)

**Mercantile**  
Bank of Michigan

**Lisa Fish**  
Assistant Vice President  
Mortgage Lender  
NMLS # 616508

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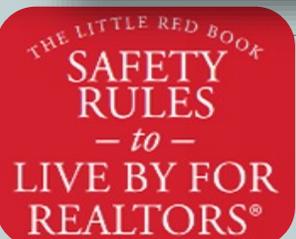
## Understanding Your MLS

Do You Know if you receive an MLS fine, you may submit a "Request For Waiver of Fine" if you feel the fine was imposed inaccurately or incorrectly?

We can avoid most fines by simply correcting the error when the Compliance Officer emails notice of the infraction, however, occasionally there are extenuating circumstances. The "Request For Waiver of Fine" can be found on the Paragon site under MLS Documents, send the completed form to the Compliance Officer. The Compliance Officer then chooses 3 NGLR MLS Representatives who review your request and independently vote that the fine is rescinded or the fine stands.

The NGLR MLS Representatives are always chosen from the non-offending Partner Associations, therefore, Requests For Waiver of Fines from a CMAR participant are reviewed by Representatives from Aspire North (formerly TAAR) and NEBOR. Their decision is final and no other appeal is considered.

If you find yourself wondering if you've committed a rule infraction, contact the NGLR MLS Administrator (Lora Nesbitt) and explain the situation. Lora is a wealth of knowledge regarding MLS rules and has broad authority to assist you in avoiding a fine.



Don't park in the driveway if possible. It is not good to have your car blocked. Position yourself and materials in a safe location, such as near an exit. Allow the

visitors to view the property and meet you back at the safe location for questions.

BARBARA A, HUBBARD, OH