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CENTRAL MICHIGAN ASSOCIATION OF REALTORS

NEWSLETTER

In this Newsletter!

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*hello
Spring*

VOLUME 12, ISSUE 3

March 2020



www.cmiar.com

MARCH CALENDAR

2nd	
Membership Committee	9am
Bylaws Committee	1pm
RPAC Taskforce	2pm
3rd	
Education Committee	9am
10th	
Board of Directors	9am
Membership Meetup	5pm – 7pm
11th	
Standard Forms Committee	1pm
13th	
Continuing Education	9am
24th	
Brokers Meeting at Brass Cafe	11:30am
31st	
MLS Advisory Committee	10am

APRIL CALENDAR

6th	
Membership Committee	9am
7th	
Education Committee	9am
14th	
Board of Directors	9am
15th	
Legislative Political Affairs Committee	1pm
16th	
Realtor Self Protection Seminar	12pm-4pm
17th	
Finance Committee	1pm
21st	
General Membership Meeting	8:30am
28th	
MLS Advisory Committee	10am

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"That's Who We R" Campaign

For REALTORS®... "That's Who We R" functions as a rallying cry, instilling pride in REALTORS®' everyday actions and all the ways they go above and beyond to improve the lives of their clients, consumers, and their communities.



For Consumers...

"That's Who We R" educates consumers on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics, practices advocacy, and is backed by the nation's largest professional trade association.

IN 2020...

consumers are encouraged to "Look for the R" when buying or selling a property in order to ensure they are working with a REALTOR®, who has the highest level of professionalism.

More Details at: <https://www.nar.realtor/thats-who-we-r>

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ICCU
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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

2020

Leadership

PRESIDENT

Paul Bigard

PRESIDENT ELECT

Shelley Kemmerling

PAST PRESIDENT

Adam Vibber

TREASURER

Jim Parsons

SECRETARY

Melissa Gross

DIRECTORS

Tricia Boerma

Gretchen Meeker

Emma Fuller

Sandra Jeffery

Marci Browne

AFFILIATE

DIRECTOR

Lori Young

Directors Corner

Highlights from the February Board of Directors Meeting:

Special Guest: Randy Golden, Grievance Committee Chair. A motion was made to send to Bylaws committee to create the language to reduce the number of members on the Grievance Committee to no less than 9 members and no more than 11 members. Motion supported. APPROVED

A motion was made to approve the 2020 Committee List. Motion supported. APPROVED

Discussion revolved around a new FSBO idea from the PR Committee. No action taken

A motion was made to form a task force of Executive Committee members, NGLR reps and AE Rhynard to recommend a NGLR MLS administration opportunity. Motion Supported APPROVED

The Pro Standards workshop was well received and had great reviews.

A motion was made to approve new members, pending orientation. Supported. APPROVED

General Membership Meeting



Thank you to guest speakers be Jake Gregory and Nathan Workman from the Gratiot homeless shelter, Hope House.

Last year 200+ volunteers filled 900 volunteer slots and donated 2300 hours with an overwhelmingly positive volunteer experience. Jake and Nathen invite you to join them by donating your time by volunteering or contribute financially to Hope House.

Become a volunteer, view training videos or sign up for a shift at there website: www.gchopehouse.org/volunteer

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.

Spring Continuing Education Classes



Jack Waller, NCI Associates

6-Hour Con-Ed (2 are legal)

DATE: March 13th, 2020

TIME: Registration at 8:30am, Class is 9:00am to 3:00pm

LOCATION: Mt Pleasant City Hall (320 W Broadway)

COST: \$45 Non Member, \$5 Member (with education voucher)

Deadline for registration is on March 11th, 2020.

Email Trevor@cmiar.com to sign up



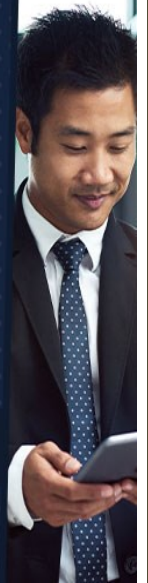
YOUR BUSINESS IS ON THE
GO, AND YOUR EDUCATION
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PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.
PRODUCTS NOT INCLUDED: OH & MD PRELICENSING AND
ALL EXAM PREP PRODUCTS.



Realtor Self Protection Seminar



CMAR is partnering with sponsors Isabella Community credit union, Commercial Bank, and Mt. Pleasant Abstract to present USA-Realtor self-defense seminar.

This seminar will cover situational awareness, safety for your office, Realtor self-defense equipment and tool box, safety/ security concepts, showing safety, pre-attack indicators, physical behavior indicators, and hands on Self-defense.

Date: April 16th, 2020 12:00 PM to 4:00pm

Location: Mt Pleasant Community Church

This course counts as four hours of continuing education credits.

Email Trevor@cmiar.com to sign up



**COMMERCIAL
BANK**



AGENTS ON THE MOVE

Nicole Noteboom moved to Weichert,
REALTORS, Broadway Realty

Dropped Members:

Ivy Coy, 7 Stars Agency

Marilee Fleming, Avant Garde Realty



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CMAR SALES COMPARISONS

February	2019	2020
Units Sold	67	59
Average Sale	\$148,272	\$138,411
Total	\$9,934,224	\$8,166,249

President Report - February

Excerpts: We kicked off 2020 with a Day of Vision where Directors and Committee Chairs met. We agreed that we would approach the coming year with the golden rule in mind. I believe there are three pillars to this statement. Respect for one another and yourself; understanding always for one another as these are long term relationships; and gratefulness as it brings value to the relationship regardless of the issue.

All committees have met at least once during the month of January. All committees are conducting SWOT, an exercise asking each group to identify their Strengths, Weaknesses, Opportunities, and Threats. There has been great participation and I look forward to sharing the results with you.

COMMITTEE NEWS

Events Committee

Discussed possibly having an event at the Isabella County Fair and having the PR committee also be a part of this planning. Lori will invite the PR committee to our next meeting and Carrie will get some one from the fair board to come.

Standard Forms Committee

MOTION to remove "on or before _____, 20____" from item number 3 under new mortgage and add "and subject to appraisal" at the end of the sentence, Supported. MOTION PASSED.



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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:

My seller entered into a purchase agreement that contains a clause that says that the earnest money deposit will become non-refundable if the closing does not occur by the date specified in the purchase contract. The closing date has passed, but the buyer is disputing the release of the money. Since the contract says the deposit is non-refundable, can the money be released to the seller?

ANSWER: NO. If there is a dispute between the buyer and the seller over the deposit, the law requires that the money stay in a broker's trust account until there is either an agreement between the parties or a court order. The fact that one of the parties' claims to the deposit is clearly wrong does not make a difference.

www.mirealtors.com/Legal-Resources

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AE Report

We saw another transition at the Administrative Assistant position. I was on my own for a couple of weeks and got pretty much behind on both jobs. But now I'm happy to introduce our new Administrative Assistant, Trevor Turner, and he's making up for lost time. Please welcome him to his new position when you get a chance.

Every committee met during the month of January. President Paul presented a SWOT analysis to each committee, as well as the BOD. It made for some interesting discussions. If you stop by the office, you can see their work on the walls all over the BOD room.

At the end of the month, I travelled to Ypsilanti with President Paul for the Michigan Realtors Achieve leadership event. We listened to leadership speakers, attended a couple of classes, and brought home a 2019 RPAC Over Goal award for the association.

And then on February 4-5, the NGLR Representatives, Dallas Agle and Adam Vibber, and I travelled over to Midland to spend two days on strategic planning for our MLS. We set some audacious goals, but I am confident that we are well-positioned to achieve them.

Welcome to our
new CMAR Affiliate
Members:

William Schuh,
Schuh's Services

Matt Forystek,
Isabella Community
Credit Union

Schuh's Services

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2020 Census NAR Partnership



NATIONAL
ASSOCIATION of
REALTORS®

The United States Census Bureau has designated the National Association of Realtors® as a National Partner for the upcoming 2020 Census. With the Bureau seeking to enlist the support of various national organizations, NAR is asking the 1.4 million Realtors® nationwide to help drive Census participation in their respective communities.

March 4, 2020 from 2 p.m. – 3 p.m. (EST): NAR will host a Census Webinar with U.S. Census Bureau for all NAR members to participate and learn more about the upcoming 2020 census

Mid-March 2020: The Census Bureau will be inviting households to participate in the 2020 census*, and households can begin completing the Census survey by mail, phone, or online at 2020census.gov([link is external](#))

20 PARTICIPATE IN THE CENSUS
It's about **FAIR** Representation

What to Know about the Census and Why It Matters

\$1.5 trillion
in federal funds are allocated to states, communities and local governments to spend on vital programs

Schools Hospitals Roads Public Works

Participation is constitutionally mandated

The results determine how many seats states are allocated in the **House of Representatives**

The Census begins in March 2020

Every household will have the option of responding

Online By mail By phone

The Census Bureau will NEVER ask for

- ✗ Social security numbers
- ✗ Bank/credit card account numbers
- ✗ Political party information
- ✗ Donations

2020census.gov

NATIONAL ASSOCIATION of REALTORS®

April 1, 2020: National Census Day! This is a nationally recognized day, and by this date every U.S. household will receive an invitation to participate in the 2020 census, and to respond by mail,

Census data are invaluable to the NAR research team. Based upon decennial census data, NAR is able to:

- Analyze census data related to the number of homebuyers in a particular area or universe of sales
- Compare census data to NAR's local and national figures;
- Forecast and make projections about housing industry growth;
- Evaluate trends in generational housing demands and populations at state and local levels;
- Analyze migration trends of recent movers to identify potential customers and markets;
- Identify trends in household formation; and
- Better understand the population of homeowners who have been affected by natural disasters.