111 S. LANSING ST, MT. PLEASANT, MI 48858
PHONE: (989) 773-2564 | FAX: (989) 773-0193
E-mail: office@cmiar.com or holly@cmiar.com
Website: www.cmiar.com
LORI RHYNARD—ASSOCIATION EXECUTIVE
HOLLY BAXTER—ADMINISTRATIVE ASSISTANT

www.cmiar.com

CENTRAL MICHIGAN ASSOCIATION OF REALTORS®
NEWSLETTER

ABR Designation Course
Thursday & Friday, November 7th & 8th

This course, taught by Rick Conley, is loaded with 2 legal and 13 elective continuing education credits (15 total). We will be meeting at the ICCU in Mt. Pleasant from 9am to 4:30pm both days. The cost is $249 (19 or less attendees) or $199 (20 or more attendees). Bring your friends!

Deadline for registration/cancellation is 5pm on Tuesday, November 5th

"Fill a Mayflower" Food Drive
November 22nd | 10-11am or 4-5pm

Come and help during the MY104.3 and United Way of Gratiot & Isabella County's "Fill a Mayflower" Food Drive at Ric's Food Center in Mt. Pleasant! We are looking for 4 CMAR Volunteers for each time slot (10-11am and 4-5pm). Visit our CMAR Cares SignUpGenius page to sign up!

Annual Awards Banquet
December 4th | 5:30pm Social Hour

Join us for our Annual Awards Banquet at Bucks Run Golf Club! Members of CMAR will receive a free ticket, and guests are $30 each. More information coming soon!

VOLUME 11, ISSUE 11
November 2019

NOVEMBER CALENDAR

4th	
Membership/Member Services Committee	*9am*
5th	
Education/Program Committee	*9am*
7th	
New Member Orientation	*9am*
7th & 8th	
ABR Designation Course (2 days)	*9am*
12th	
Board of Directors Meeting	*9am*
13th	
Standard Forms Committee	*1pm*
22nd	
"Fill a Mayflower" Food Drive	
25th	
Publicity/Public Relations Committee	*9am*
26th	
Events Committee	*9am*
28th & 29th	
CMAR Office Closed (Thanksgiving)	

DECEMBER CALENDAR

2nd	
Education/Program Committee	*9am*
4th	
Annual Awards Banquet	
10th	
Board of Directors Meeting	*9am*
24th	
CMAR Office 1/2 Day (Christmas Eve)	
25th	
CMAR Office Closed (Christmas Day)	
MERRY CHRISTMAS!	

CMAR MONTH SALES COMPARISONS

Data Source: NGLR MLS

	October		
	2017	**2018**	**2019**
Units Sold	104	98	102
Average Sale	$125,601	$127,811	$139,694
Total	$13,062,587	$12,525,500	$14,248,801

*Data is based on Single Family Listings within CMAR

CMS&D
Central Michigan Surveying & Development
Tim Bebee
510 West Pickard St.
Suite C
Mt. Pleasant, MI 48858
Phone: 989-775-0756
E-mail: info@cms-d.com

HBA
HOME BUILDERS ASSOCIATION OF CENTRAL MICHIGAN
Carmelina Crisci
Executive Officer
(989) 775-7747
Cell (989) 621-6891
Fax (989) 775-7748
carmi@hbacm.com
www.hbacm.com
2026 Independence Dr. • Mt. Pleasant, MI 48858

Certified Home Inspections of Michigan, LLC
Carl D. Crawford
Home Inspector
Phone: (989) 424-9200
cdcrawford65@yahoo.com
certifiedhomeinspectionsofmichigan.com
Certified Inspected

ISABELLA BANK
Leslie J. Thielen
Mortgage Loan Officer
Ph. 989-779-6334
Fx. 989-775-8209
lthielen@isabellabank.com
www.isabellabank.com
139 E. Broadway St. | Mt. Pleasant, MI 48858

SHERWOOD AUCTION SERVICE, LLC
Joe Sherwood
OWNER/AUCTIONEER
HOME (989) 681-7653 • OFFICE (989) 640-9401
email: sherwoodauctioninfo@yahoo.com
www.sherwoodauctionservicellc.com

Directors Corner

Highlights from the October Board of Directors Meeting:

- Excerpt from the President's Report: Had a great time down to Detroit at the Michigan Realtors Convention. Had some great speakers, networked and got to spend time with several in our Association that made the trip down. If you haven't gone before or it's been a while since you've been, make the trip next year. It's in Grand Rapids and you'll be glad you went.

Thanks to those who joined us for Directors & Doughnuts!

For more complete minutes from the Board of Directors Meeting, visit our website at cmiar.com/members/bodagendas.htm

YOUR OFFER DATES: November 1 to 15

YOUR ACTION: Register for a Digital Marketing Best Practices workshop hosted by Adwerx, a REALTOR Benefits® Program Partner

YOUR REWARD: 10% off your Adwerx digital advertising campaign, PLUS a chance to win three months of Sphere advertising (valued at $300).

DETAILS: REALTORS® are invited to participate in a member-only Digital Advertising workshop led by Adwerx marketing experts.

Sign up for one of two workshop dates, by clicking the "ACT NOW" button (at mvp.realtor.org) and filling out the form. You'll receive 10% off your next Adwerx digital advertising campaign PLUS a chance to win three months of Sphere advertising (valued at $300). Sphere of influence advertising empowers you to stay top-of-mind with a targeted digital ad campaign to everyone on your contact list. Learn more about Adwerx's offerings including the Sphere product. Workshop dates:

Friday, November 8th, 1-2pm EST
Friday, November 16th, 12-1pm EST

Visit mvp.realtor.org for more details

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

Election Committee

The election committee met to review the results of the 2020 Board of Director Elections! The winners (announced at the October GMM) are:
President Elect: Shelley Kemmerling
Secretary: Melissa Gross
Directors: Emma Fuller & Gretchen Meeker
Fulfilling Shelley's term as Director: Tricia Boerma

Membership Committee

The Membership Committee met to finalize plans for the Affiliate Event! They met at the Mountain Town Station on Monday, October 21st.

Standard Forms Committee

Work continues on the Vacant Land Buy/Sell Agreement. The committee identified several areas of the form that require attention.

Finance Committee

The Finance Committee met in October to review the financials of the Association. They also prepared a proposed change to the Financial Policy regarding mileage reimbursement to present to the Board of Directors.

Events Committee

The Events Committee met and discussed the Fall Family Fun Day at Papa's Pumpkin Patch. There was a good turnout, and participants seemed to enjoy the day. They also discussed plans for the upcoming Annual Awards Banquet taking place at the Bucks Run Golf Club on December 4th.

RPAC Task Force

The Board has organized an RPAC Task Force to plan an RPAC fundraising event. The Task Force met this month and are looking at an event in early 2020.

Papa's Pumpkin Patch

Ben Theile, Morse Moving & Storage at the GMM

Affiliate Appreciation Event

NGLRMLS TIPS & TIDBITS

Pending or ATB Status

As you're going about your real estate business, remember to update the status in your listings. The NGLR Policy Manual gives you three (3) calendar days to update the status of your listing to Pending or ATB once you have an accepted offer. This is regardless of contingencies! If your listing status has not been updated, and your listing is reported to NGLR, you will receive a warning email from the Compliance Officer giving you three days to correct the status before you run the risk of receiving a fine. After the first fine of $25, you will be fined $5 per day until your listing status is updated, so be sure to keep your listing status up to date!

Not sure which status to enter? Here's the definition of Pending and ATB:

Pending:

A property that is not allowing showings or accepting back-up offers.

Active Taking Backups (ATB):

A property that has an accepted offer but is still available for showings and still accepting back-up offers.

A final note, if your listing is pending/ATB and the deal falls through, you can just change the status back to Active. If the listing agreement has expired while in pending status the listing will automatically expire on its own (unless you also update the expiration date).

For more information, read the NGLR MLS Policy Manual.

THE LITTLE RED BOOK
SAFETY RULES — to — LIVE BY FOR REALTORS®

Never enter any personal information on a shared computer or public Wi-Fi. Always run a virus scan before doing your online banking.

ROBERTO W., HOLLYWOOD, FL

AE Report

Excerpt from the October Report:

I had two trips away from the office this week, one a week's vacation in Florida, it was both hot and relaxing, and three days in Detroit for the Michigan Realtors Convention, neither hot nor relaxing.

There were about a dozen CMAR members at the convention getting their continuing education and spending time at the expo and other networking opportunities. I attended a couple of classes, including the Legal Update, and a several hour meeting of the MRAEC, while I was there.

On a personal note, my second grandchild, Hailey Rose, was born a week ago and is happy, healthy, and very alert. I have been scheduled for surgery to remove cataracts from both eyes on October 28th and November 18th. If all goes well, I will only be absent from the office for two days each time.

Praedium Realty Robin Stressman & Associates has moved!

209 E Chippewa Street
Mt. Pleasant, MI 48858

AGENTS ON THE MOVE:

Agents Transferring Offices:

Jessica Vinciguerra, Superior Real Estate Professionals

Agents Leaving CMAR:

William Loker, Colliers International

Vicki Cole, Central Real Estate

Nicholas Schlosser, PPM Realty

Anna McKeown, Coldwell Banker MPR

Andrew Laferty, Weichert, Realtors Broadway Realty

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:
I am representing a buyer that entered into a purchase agreement to buy a house being sold by the trustee of an estate. During our inspection, we discovered that the house had a termite infestation. When we asked the seller about it, we discovered that the seller had learned of possible infestation from a previous buyer who terminated their contract. Was the trustee seller required to disclose the existence even though exempt from the Seller Disclosure Act?

ANSWER:
NOT NECESSARILY. While sellers may choose to disclose known defects, in Michigan, sellers generally have no legal duty to volunteer information about a home other than the requirements imposed by the Seller Disclosure Act. (Sellers may not deliberately conceal known defects or make statements about the condition of a home that are incomplete or misleading.)

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

Continuing Education Opportunities at CMAR

Course: ABR Designation

Date/Time: November 7th & 8th | 9am—4:30pm (both days)

Location: Isabella Community Credit Union (2400 S Isabella Road)

Instructor: Rick Conley, Real Estate Education Services

Cost: $249 (19 or less attendees) OR $199 (20 or more attendees) BRING YOUR FRIENDS! Attend both days of class and receive $125 back from CMAR. Payment due Tuesday, November 5th.

Course Information: ABR Designation Course. Includes 15 hours of Con-Ed Credit (2 are legal)

AFFILIATES ON THE MOVE:

Renewed CMAR Membership

Roots Property Inspection, Matt Weckesser

Welcome New CMAR Member!

Wildfire Credit Union, Angela Hine

Thank you to all who donated to RPAC with their MR/NAR dues!

Dallas Agle	Gayleen Eberhart	Diane Lopez	Matthew Showalter
Andrew Alexander	Kathy Edwards	Meredith Lott	Cookie Shugart
Melissa Allen	James Engler	Helen MacGregor	Auric Stressman
Tina Alwood	Amanda English	Patricia Mallory	Robin Stressman
Paula Arndt	Erica Ervin	Susan Massaway	Steven Stressman
Kim Baltierra	Kurt Fisher	Barb McCollom	Jayson Sumerix
Larry Bean	Robert Fleming	Renee McConnell	Bryce Updegraff
Dianne Beard	Clare Fleming	Rick McGuirk	Adam Vibber
Mary Beard	Carol Franklin	Erick Mendez	Jessica Vinciguerra
Lora Beatty	Emma Fuller	Larry Mott	Leslie Walton
Dave Bowers	Tom Goodwin	Joe Olivieri	Mark Walton
Pam Bowers	Greg Hall	John Pavlik Jr.	Sue Welling
Penny Brecht	Chad Hilts	Cindy Rank	Joe Wentworth
Jennifer Brockway	Sandra Jeffery	Cheryl Reeves	Jack White
Marci Browne	Kevin Keating	Heather Rhodes	James Wideman
Kristi Bush	Linda Keeler	Julie Rush	Tia Williams
Krystal Campbell	Mike Klumpp	Pam Rzepecki	Randi Wynne-Parry
Elizabeth Douglass	Donna Kolar	Carme Schafer	Amberly Zimmer
Daniel Dwyer-Snyder	Philip Kruska	Peter Shannon	

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests. The money to accomplish this comes from voluntary contributions made by REALTORS®. These are not member's dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. RPAC doesn't buy votes. RPAC enables REALTORS® to support candidates that support the issues that are important to their profession and livelihood.

REALTORS® Political Action Committee
NATIONAL ASSOCIATION of REALTORS®

REALTORS® Political Action Committee
NATIONAL ASSOCIATION of REALTORS®

RPAC Progress 2019:
As of 10/10/19

# of CMAR Members	% of members who donated	2019 Goal	2019 YTD Investments	% of goal reached
187	39.04%	$6,770	$9,645	142.5%