

METROPOLITAN REALTOR®

GMARonline.com

FEBRUARY 2023



SFR
CERTIFICATION

GMAR Offers Short Sales and
Foreclosure Resource Certification

MORE INFORMATION ON PAGE 20



FEBRUARY 2023

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 Greater Metropolitan
 Association of REALTORS®
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This edition of the Metropolitan REALTOR® is made possible by the following industry partners:

Michigan State Housing Development Authority 5



By NATHAN BOJI - 2023 GMAR President
 President@gmaronline.com

Lead Your Ship!

In mid-January, the GMAR Executive Committee, Board of Directors, Committee Chairs, Vice-Chairs, and GMAR Staff, spent a day in Leadership Training. This training aims to provide GMAR leaders with the proper knowledge and tools to make good decisions that positively impact GMAR members and ensure the corporation's success. We should think about being leaders as REALTORS® working in our businesses and helping the buyers and sellers we represent.

With the changes in our market that we see, especially those detailed in the January 24th presentation - "Economic Expectations with Dr. Lawrence Yun" - being a leader in the marketplace will be a necessity. Buyers will be looking to us to help navigate buying a home with interest rates higher than most have seen in the last several years. Homeowners will want to understand how the values of their homes have changed and what it will take to get their homes sold now, vs. the previous market that was full of urgency.

Broker owners and managers must take their leadership to the next level to help agents adjust to the changing market. To lead agents with years of experience in the industry but need to hone their skills utilizing new industry tools. Also, to lead agents that have only been in the industry for a few years that don't understand the difference in today's market vs. the last few years.

As always, GMAR has many tools to help agents and broker-owners best utilize the information provided by Dr. Yun. There are many educational classes that will help you understand the data and to hone your skills in presenting it to those you represent.

Our market is seeing a shift in how business is being done - make sure you are shifting the methods you use to do your business so you stay ahead and be the leader in your marketplace.

In addition to understanding the market statistics, networking with fellow REALTORS® is as essential as ever. The real estate industry is a relationship business. It runs on your relationships with your buyers and sellers and other REALTORS®. In any transaction, there will be challenges that need to be overcome - having a good working relationship with the agent representing the other side can often times help overcome these challenges with ease.

GMAR provides many opportunities for its members to network. A couple of upcoming events to look out for will be the GMAR Photo Day on February 15, where you can get your professional headshot updated. On March 15, the Introduction to Working with International Buyers and Sellers-Global Event at Urbanrest in Ferndale, will provide excellent information on working with international clients and give you a chance to network with like-minded agents looking to do the same and those that already have a book of international business. You can more detailed information about these events and many more at www.gmaronline.com/calendar.

Take every opportunity to connect with people in our marketplace and industry professionals and put to work the skills you learned so that you are best positioned to have success in 2023 by leading the way.

I look forward to seeing you all at the many events in 2023!



PHOTO DAY

Get your professional headshot taken courtesy of **GMAR**. A member exclusive Benefit!

FEBRUARY 15TH

8:30am-4:30pm

GMAR | 24725 W Twelve Mile Rd, Ste 100
Southfield, MI 48034

Visit gmaronline.com/calendar to register!



YOUR CLIENTS WILL LOVE YOU FOR IT.

Tell them about our **Down Payment Assistance loan of up to \$7,500.***

Combined with a Conventional, Rural Development, or FHA home loan, they can buy that home they've been eyeing. More at Michigan.gov/Homeownership or call 1.844.984.HOME

*Terms and conditions apply.

\$7,500 DOWN PAYMENT ASSISTANCE LOANS





By VICKIE LIVERNOIS
Chief Executive Officer

Are You Engaged?

If you have ever talked to one of our members who volunteers, you may have heard them speak about engagement, but what does that really mean? I think it means something different for everyone when it comes to engagement in their industry and within the REALTOR® association, particularly with GMAR.

Many REALTORS®, by nature, are already typically engaged in their communities, whether it be with their children's schools, or different groups in their communities such as churches, coaching a little league team or volunteering at a food bank or homeless shelter. There are also many REALTORS® who are involved in politics and sit on their local city councils or school boards.

At the real estate industry level, there are differing levels of engagement as well, all providing different opportunities for growth, both personally and professionally.

It could be attending an educational course and furthering your personal development and knowledge, and then taking that knowledge or skill and sharing it with colleagues in your office, sharing it with your clients when you are working on a transaction, or sharing your experiences with a friend over coffee.

Maybe you are looking to meet some new friends and expand your network. What better place to do that than with like-minded people at one of the events GMAR hosts throughout the year?

Have you ever considered joining a Committee at GMAR? Do you have a passion for politics and protecting private property rights? Are you fantastic at fundraising? Maybe you are interested in helping to improve the communities in which GMAR serves on a larger scale?

The opportunities for engaging in YOUR industry, in YOUR association are endless at GMAR. As a nonprofit trade association, we are greater because of the engagement of our members. It doesn't stop here though, many of our members continue and volunteer at the Michigan REALTORS® as well as the National Association of REALTORS®.

I encourage you, if you have been thinking about taking a course, joining us at an event, or getting engaged – do it. It's an experience that is rewarding in so many ways. You are not only making a difference in the industry, but you are also making friendships that are everlasting, you are growing your network and your business, and the knowledge and experience gained is more than worth it. If you are unsure where to begin, stop by any of our upcoming events, everyone is always friendly, welcoming, and ready to talk!

As always, thank you for being a member and choosing GMAR as your local association! We continue to be greater because of our amazing members!

GMAR PLACEMAKING – MAKING A DIFFERENCE IN OUR COMMUNITIES



Every year, GMAR strives to engage with local communities and groups in a multitude of ways. With our Placemaking process we look to develop, and repair underutilized public spaces to increase walkability, accessibility and sustainability. This year the GMAR Placemaking Taskforce funded several projects in the Greater Detroit area.

In Northville, the Bennett Arboretum pathway is a popular walking path for many of the area's residents. Part of this path is a "living" retainer wall planted with local plants, supplying erosion control and a scenic path while walking. However, the walls were not maintained properly and invasive species soon took them over. In 2019, local residents decided to take it upon themselves to clean the walls up. Over the last few years the Northville Beautification Committee has led the efforts to clean the walls up and plant them with native species. This year, GMAR provided gap funding to ensure that the walls would be finished this year. We supported the Beautification Committee as they removed the invasive species, planted native plants and cleaned the area for all to enjoy.



The Seeded Faith Farm Rescue in Almont, MI is a local farm & small animal rescue that not only rescues, rehabs and houses special needs farm animals, but they also open up for school tours and events especially for the special needs community. Last year the rescue looked to increase its impact on the community and expand into providing aid for community members. They applied for GMAR's Placemaking Grant in order to build a permanent structure to house a free food pantry for all. Through a partnership with the National Association of REALTORS®, GMAR was able to fund a majority of the structure costs and allowed Seeded Faith Farm Rescue

to install additional amenities in the structure. They also installed a little library and an area for donated clothes.

GMAR is excited to partner with local governments as well and aid them as they look to renovate existing parks. Last year GMAR worked with Shelby Township to assist in the renovation of the Heritage Garden area. More specifically, GMAR sponsored a pergola in the Garden for visitors to rest under. This area will serve as a place for residents to relax and enjoy many of the other amenities that were added to the Garden. You are likely to find a multitude of art and sculptures around the pond that is the centerpiece of the area.



Placemaking is not just about creating or renovating underused areas, it can also be about beautification and increasing the appeal of spaces that otherwise have no issues. That is what GMAR helped accomplish at Walter and Mary Burke Park in New Baltimore, MI. Partnering with the City of New Baltimore, the Department of Public Services and The New Baltimore Arts and Culture Commission, GMAR helped offset the cost to have (20) new picnic tables decorated by local artists. These tables not only bring a vibrant feel to the area, but also promote local artists and encourage other community members to get involved.

GMAR will soon be opening the application process to apply for 2023 Placemaking Grants. If your community is looking to make improvements, we encourage you to apply! You can find out more information at GMARonline.com, or reach out to Grant Meade, Director of REALTOR® and Community Affairs at Grant@GMARonline.com for more information.



By GRANT MEADE
GMAR Director of Realtor® and Community Affairs

Gas, what is it good for?

If you pay attention to politics or political news, you have no doubt heard the conversation around natural gas stoves. The Governor of Florida has even spoken on the subject, though the State of Florida has fewer than 1 in 20 households using natural gas for heating. Most of the natural gas used in Florida is done so by its' utilities to power the grid. I could explain the convoluted process that brought this forward as a topic of conversation, but that is not the point of this.

What is important is the impact of a conversation across the county on our local politics here in Southeast Michigan. More specifically, on the regulations and ordinances that artificially alter the price of home ownership and purchasing. I mention this as a reminder that the separation of levels of government does not inoculate against the spread of bad ideas.

When talking about the treaty to ratify America's commitment to NATO in the wake of WWII, U.S. Senator Arthur Vandenberg of Michigan made the statement "politics ends at the waters edge." While the quote itself is referring to the need to keep partisan politics out of foreign relations, or at least attempt to, the other side of this statement is as important to understand. Seeing the relationship between politics and news across our country and the issues we fight in our own backyard is quintessential for our association's government affairs. I believe politics should end at the water's edge, but I see that it tends to reverberate inwards. Things that happen at any level of the government, in any part of the nation, are liable to find their way to southeast Michigan.

For example, Ann Arbor, Michigan is considering a local ordinance that would prohibit new buildings and major renovations from connecting to the natural gas supply. This is to ensure that Ann Arbor meets its climate goals. What I have seen in my time working in Michigan politics is that many municipalities look to Ann Arbor as their playbook, looking to copy ideas that they find exciting. I cannot blame them! Adopting an existing process that works is easier than creating something from scratch, but government policies take time to show whether they are effective and what the unintended consequences may be.

What this comes down to is that old American adage, all politics are local. We as an Association, and you as a REALTOR®, do not have the luxury of being unengaged or ill-informed. The issues in DC or the local politics in San Francisco may very well make an appearance at your city council soon. If no one is there to ask how or why, we may be in many losing battles over private property rights soon.

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With Our Deepest Sympathy



JOHN LANCEY HANNETT
Berkshire Hathaway HWWB REALTORS®

John passed away on Friday, January 13th surrounded by his loving family after severe but brief respiratory complications. He was considered by many as the "Dean of Real Estate" in the Birmingham / Bloomfield Hills area. REALTORS® are celebrated as Emeritus with 40 years of service, and he served for nearly 60 years.



JOHN KERSTEN
Century 21 Town and Country

John passed away peacefully on Wednesday, January 18th. Kersten became the Broker / Owner of Century 21 Town and Country in 1980 where he remained until his retirement in 2019. He was deeply committed to supporting Easter Seals of Michigan and was honored with the NAR Good Neighbor Award in 2015 for his dedicated work.

If you would like to let your fellow REALTORS® know about the recent passing of another member, please submit the information to membership@GMARonline.com.



By MELISSA DEGEN
2023 YPN Chair

What is Happening in YPN?

The YPN Committee is excited to serve our members and other industry professionals in 2023 and that begins with our first event on Thursday, March 9. We are pleased to be bringing back Trivia Night and look forward to an evening of networking and fierce competition at Oak Park Social in Oak Park from 6-9 pm. We want to thank Vikki Plagens with CrossCountry Mortgage for sponsoring this event which features trivia from Bryan Laabs with Sporcle. Be sure to get your tickets today as early bird pricing is just \$30! Tickets are available at [GMARonline.com/events](https://www.gmaronline.com/events).

And the opportunities don't stop there as we look to provide an educational panel in May, where we channel Charles Dickens in a "ghosts of markets past" format where we invite seasoned REALTORS®, as well as lenders, and title companies, to share how they've weathered the changing market and how you can best prepare for the ever-changing world of real estate.

In an industry full of competition in various forms, YPN can't pass up a chance to join in with a fun networking event in August featuring a networking event, additional details coming but we know it will be a blast!

And even though we've just started 2023, YPN understands the importance of planning for your future and your business, so we'll be featuring a 2024 Business Planning workshop in early December with featured speakers to help you start the new year off strong.

We look forward to being able to offer up these fantastic opportunities to ALL our members and can't wait to see you all there!



Look forward to an evening of networking
and fierce competition at Oak Park Social
in Oak Park from 6-9 pm

GMAR EDUCATION CALENDAR 2023

SHORT SALE & FORECLOSURE (SFR) - TWO DAYS

CE Credits: 6 Standard, 2 Legal
February 7 & 8, 2023
9:00 a.m. – 12:30 p.m.
VIRTUAL
Instructor: Brent Belesky
MemberMax™ & EduPass Members: FREE*
GMAR Members: \$79
Non-Members: \$125
[REGISTER HERE](#)

RPR – KICKSTART YOUR BUSINESS

CE Credits: 1 Standard
February 13, 2023
10:00 a.m. – 11:00 a.m.
VIRTUAL
Instructor: Janelle Vann
GMAR Members: FREE
Non-GMAR Members: \$10.00
[REGISTER HERE](#)

NEW MEMBER ORIENTATION

CE Credits: 3 Standard
February 14, 2023
9:00 a.m. – 12:30 p.m.
VIRTUAL
Instructor: Shelley Schoenherr
GMAR Members: FREE
[REGISTER HERE](#)

MICROSOFT WORD COURSE

CE Credits: 1 Standard
February 16, 2023
9:00 a.m. – 10:00 a.m.
VIRTUAL
Instructor: Bart Patterson
GMAR Members: FREE
Non-Members: \$20
[REGISTER HERE](#)

RE TRANSACTIONS A-Z

CE Credits: 2 Standard, 1 Legal
February 16, 2023
9:00 a.m. – 12:30 p.m.
VIRTUAL
Instructor: GMAR Strategic Partners
GMAR Members: FREE
Non-Members: \$50.00
[REGISTER HERE](#)

AGENT 101- YOU DON'T KNOW WHAT YOU DON'T KNOW - TWO DAYS

CE Credits: 4 Legal
February 21 & 22, 2023
1:00 p.m. – 3:00 p.m.
VIRTUAL
Instructor: Deanna DuRussel
MemberMax™ & EduPass Members: FREE*
GMAR Members: \$10.00
Non-Members: \$40.00
Agent 101: You Don't Know What You Don't Know | Greater Metropolitan [REGISTER HERE](#)

PRICING STRATEGY ADVISOR (PSA)

CE Credits: 7 Standard
February 23, 2023
9:00 a.m. – 4:00 p.m.
VIRTUAL
Instructor: Diane Kroll
MemberMax™ & EduPass Members: FREE*
GMAR Members: \$99
Non-Members: \$119
[REGISTER HERE](#)

SUCCESSFULLY SELLING HUD HOMES

CE Credits: 3 Standard
February 24, 2023
10:00 a.m. – 1:00 p.m.
VIRTUAL
Instructor: Steve Katsaros
GMAR Members: Free
Non-Members: \$20
[REGISTER HERE](#)

NEW MEMBER ORIENTATION

CE Credits: 3 Standard
February 28, 2023
9:00 a.m. – 12:30 p.m.
VIRTUAL
Instructor: Dennis Kozak
GMAR Members: FREE
[REGISTER HERE](#)

FEMA FLOOD ZONE

CE Credits: 2 Standard
February 28, 2023
10:00 a.m. – 12:00 p.m.
VIRTUAL
Instructor: Karol Grove
GMAR Members: FREE
Non-Members: \$25.00
[REGISTER HERE](#)



By JEFF FLETCHER
2023 GMAR Strategic Partner



GMAR
STRATEGIC PARTNER

One Love - One Focus!

Welcome to the post-COVID ERA. The GMAR family of members has weathered the challenges of the past two years and have emerged stronger than ever. The challenges we faced, forced us to do things differently. Zoom meetings, shutdowns and lack of in person interaction has made us appreciate each other ever more as well as streamline our businesses.

GMAR has the best resources for its members in the business. One of the best resources is our Strategic Partners. No matter what function they serve – mortgages, appraisal, legal, inspection, title, warranties, moving or closing gifts – the GMAR partners are here for the same noble purpose, to serve the client.

The GMAR Strategic Partner committee members are at the top of their fields, the best of the best. This means a smoother transaction for all involved due to the expertise each of us bring to the table. I am proud to serve with such a great group of people. When you need help the GMAR family is here for you and your client.

Caring about our people is what makes us Greater.



Welcome New Members

Jabril Aleem – Keller Williams Legacy
 Letif Alexander – Murray's Real Estate Service
 Theresa Arafat – Anthony Djon Luxury Real Estate LLC
 Mesam Armeni – Anthony Djon Luxury Real Estate LLC
 Katrina Barr – Berkshire Hathaway HomeService
 Courtney Bates – EXP Realty, LLC
 Jada Batson – Curtis Botsford Real Estate LLC
 Latasheanna Blacknall – EXP Realty, LLC
 Keith Blackwell – HRC Realty LLC
 Dejanae Blunt – Berkshire Hathaway HomeServices
 Antoinette Bressler – Arterra Luxe Collection LLC
 Jaren Brown – Arterra Luxe Collection LLC
 Kimberly Brown-Davis – ELEMENTARY HOMES, LLC.
 DiNasty Bryson – Urban Decay Revived
 Lacey Cichoski – Keller Williams Paint Creek
 Latoyia Compton – Curtis Botsford Real Estate LLC
 Brian Dabish – Advanced Realty Professionals
 Matthew Dado – EXP Realty, LLC
 Jason Davis – EXP Realty, LLC
 Zeiad Denha – Marvell Properties LLC
 Alexis Dilworth – BellaBay Realty Tri-Counties
 Leza Elias – KW Domain
 Donald Fowler – EXP Realty, LLC
 William Frank – Vision Realty Centers, LLC
 Sheena Franklin – Gorman Real Estate Collective
 Julie Fraser – Berkshire Hathaway HomeService
 Brittany Fulton – The Lane Agency
 Sukhwinder Grewal – EXP Realty, LLC
 Dana Gruszczynski – Davis & Davis Realty
 Nadiya Grymalyuk – KW Domain
 LaWanda Hamilton – Irongate Realty Group
 Philip Harrell – Emerald Standard Realty Compa
 Matthew Hillmer – Century 21 Curran & Oberski
 Shariful Hossain – Keller Williams Paint Creek
 Brianna Jackson – STH Group LLC
 Ebony James – Recs Holding, LLC
 Jonathan Jones – Arterra Luxe Collection LLC
 James Kakos – Fathom Realty MI LLC
 Michael Kalfayan – Elegant Homes Realty LLC
 Kathleen Kelchner – Oak and Stone Real Estate
 Julieanne Kempa – Powell Real Estate
 Praveen Kumar – KW Advantage
 Mary Grace Labordo – Berkshire Hathaway HomeService
 William Liechty – RE/MAX Eclipse
 Mohamad Mahfouz – Match Realty LLC
 Deborah Manganello – Great Lakes Real Estate Agency LLC
 Austin Montgomery – Quest Realty LLC
 Christopher Moore – EXP Realty, LLC
 Kimberly Morgan – KW Professionals
 Lori Murphy – KW Realty Livingston
 Dominic Najjar – EXP Realty, LLC
 Kimberly Natzel – Crown Real Estate Group
 Malachi Niese – RE/MAX Eclipse
 Lisa Olson – EXP Realty, LLC
 Maggie Pachana – CJR Real Estate LLC
 Alin Patrascu – Arterra Luxe Collection LLC
 Christopher Person – Arterra Realty Michigan LLC
 Katie Pollack – Crown Real Estate Group
 Fabian Puta – Golden Key Realty Group LLC
 Brooke Rabban – EXP Realty, LLC
 Steven Reed – EXP Realty, LLC
 Amanda Ritchie – Thrive Realty Company
 Izdehar Rizkallah – Michigan Homes Realty Group
 Renee Rizzo – Keller Williams Paint Creek
 Erica Roby – EXP Realty, LLC
 Tracie Ross – KW CITY
 Lakeisha Ross – EXP Realty, LLC
 Kevin Sabuda – Metropolitan Real Estate LLC
 Nadia Sad – 3DX Real Estate, LLC.
 Christian Sadik – Keller Williams Paint Creek
 Carla Scaggs – EXP Realty, LLC
 Crystian Segura Cardenas – Century 21 Curran & Oberski
 Karen Shaw-Nichols – RE/MAX Connection
 Ronnie Shunyia – EXP Realty, LLC
 Joseph Sosnowski – Berkshire Hathaway HomeService
 Gabriel Stanaj – Weichert, Realtors-Select
 Christopher Stefani – National Realty Centers Northw
 Brandon Stringer – EXP Realty, LLC
 Shaun Summerville – EXP Realty, LLC
 Kenneth Thomas – Weichert, Realtors-Select
 Randi Trombetti – Keller Williams Lakeside
 Luma Ulaj – EXP Realty, LLC
 Kelli Walby – EXP Realty, LLC
 Camille Waller – Curtis Botsford Real Estate LLC
 Sandra Walus – Coldwell Banker Town & Country
 Nicole Warlick – Emerald Standard Realty Compa
 Lynn Wellbaum – KNE Realty 360
 Nikkole Wyrabkiewicz – Re/Max Dream Properties
 Corbin Yaldeo – C3 CRE, LLC
 Rasam Zaid – Waison Realty LLC
 Karen Zalewski – Re/Max Dynamic



By DEBBIE DEANGELO
2023 RPAC Committee Chair

What is RPAC and What Does it Mean?

This month I would like to talk to you about RPAC Major Investors and what that means.

RPAC's Major Investors are an elite and passionate group of REALTORS® whose investments shape the political future of the real estate industry.

Major Investors are eligible to participate in the RPAC Recognition Program, [with specific benefits and accolades](#) that acknowledge their support of RPAC.

With a minimum annual investment of \$1,000, there are four levels within the RPAC Major Investor Program: Sterling R, Crystal R, Golden R and Platinum R.

I am proud to be a Golden R Major Investor and a member of President Circle! There are 3 Major Investor Lunches that are coming up that we would like to invite you to attend so you can learn more about becoming an RPAC Investor and the benefits and accolades of each level along with the main benefit of helping protect property rights!

At these events, you will receive an inside scoop on the work that is being done to advocate on your behalf in Washington, Lansing, and locally.

By attending one of these events, there is an expectation that you will pledge to become a Major Investor by the end of this year. Here are the three options:

February 21st – Morton's Steakhouse in Troy
11:30 to 1:30 PM

March 8th – Five Steakhouse – Plymouth, MI
11:30 to 1:30 PM

March 22nd – Da Francesco, Shelby Twp 11:30 to 1:30 PM

If you are interested in joining, please email Alex Haddad at alex@gmaronline.com.

Do not hesitate to contact me if you have any questions!

Debbie DeAngelo
Proud to be the RPAC Chair for 2023
Debbie@thedeangeloteam.com
(248)240-3443

RPAC MAJOR INVESTOR LUNCHEONS

Please join us to hear about legislative and legal issues impacting your business. Learn about how to support your industry as a Major Investor in the REALTORS® Political Action Committee.

OAKLAND COUNTY

Morton's Steakhouse
888 W Big Beaver Rd Ste 111
Troy, MI 48084

February 21, 2023 | 11:30 A.M. - 1:30 P.M.

WAYNE COUNTY

Five Steakhouse - Saint John's Resort
44045 Five Mile Road, Plymouth, MI 48170

March 8, 2023 | 11:30 A.M. - 1:30 P.M.

MACOMB COUNTY

Da Francesco's Ristorante & Bar
49521 Van Dyke Ave, Shelby, MI 48317

March 22, 2023 | 11:30 A.M. - 1:30 P.M.

RSVP to alex@gmaronline.com

248-455-4360



Thank You GMAR RPAC Investors

GMAR would like to extend a sincere thank you to all of the members who have made their investment in RPAC, the REALTORS® Political Action Committee. By investing in RPAC, these members are supporting REALTOR®-friendly legislators and policy initiatives that reflect the REALTOR® core values; protecting private property rights, reducing burdensome regulations on the industry and preserving the American Dream of Homeownership.

Below we recognize and applaud GMAR members who invested in RPAC for the month of January 2023.

Keith Brandt

Loretta Brown

James Cristbrook

Hannah Deacon

Debra DeAngelo

Jonathan Dewindt

Ted Edginton

Jeff Fletcher

Karen Greenwood

Alex Haddad

Jason Heilig

James Iodice

Miranda Jones

Maria Kopicki

Vickey Livernois

Caryn MacDonald

Lana Mangiapane

Rerhi Onomake

Rana Ramahi

Jaye Sanders

Anthony Schippa

Theresa Spiro

Frank Tarala

**Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise impacting your membership rights. For individuals investing \$1,000.00 or greater, up to 30% of this total investment may be forwarded to the National Association of REALTORS® RPAC. All amounts forwarded to the National Association of REALTORS® RPAC are charged against the applicable contribution limits under 2 U.S.C. 441a*

200,000

REALTORS®

Have Joined. Have You?

text **REALTOR** to **30644**



REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



DECEMBER **QUICKTAKES** RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

2,843

INVENTORY INCREASE SINCE **DECEMBER**

9.8%

AVERAGE SALES PRICE **OF A HOME**

245,434

TOTAL SUPPLY **OF HOME INVENTORY**

1.8 MONTHS



DECEMBER **QUICKTAKES** OAKLAND, WAYNE & MACOMB



OAKLAND COUNTY

TOTAL NUMBER OF
HOMES SOLD

886

AVERAGE SALES PRICE
FOR DECEMBER

371,440

WAYNE COUNTY

TOTAL NUMBER OF
HOMES SOLD

1,260

AVERAGE SALES PRICE
FOR DECEMBER

196,691

MACOMB COUNTY

TOTAL NUMBER OF
HOMES SOLD

612

AVERAGE SALES PRICE
FOR DECEMBER

264,800

GMAR® Report

Covers the Greater Metropolitan Area of Detroit, including but not limited to locales in Lapeer, Macomb, Oakland, Washtenaw and Wayne Counties.

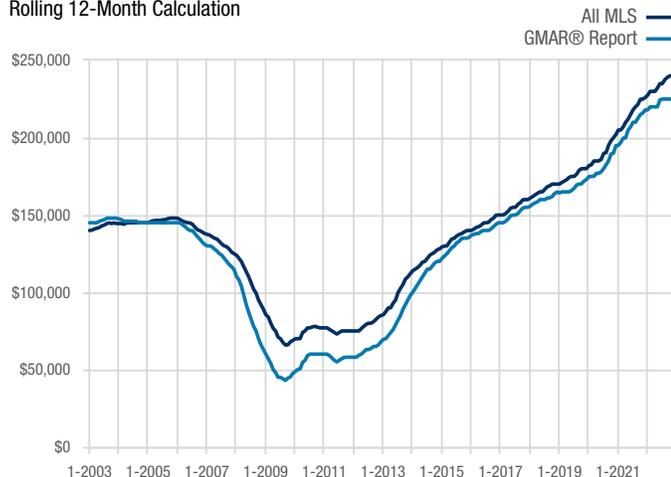
Residential Key Metrics	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	2,983	2,652	- 11.1%	62,334	59,565	- 4.4%
Pending Sales	3,072	2,368	- 22.9%	49,990	43,663	- 12.7%
Closed Sales	4,271	2,843	- 33.4%	50,412	43,960	- 12.8%
Days on Market Until Sale	29	33	+ 13.8%	24	25	+ 4.2%
Median Sales Price*	\$205,000	\$200,000	- 2.4%	\$218,000	\$225,000	+ 3.2%
Average Sales Price*	\$257,339	\$245,434	- 4.6%	\$267,827	\$279,202	+ 4.2%
Percent of List Price Received*	99.3%	97.6%	- 1.7%	100.8%	100.5%	- 0.3%
Inventory of Homes for Sale	6,119	6,718	+ 9.8%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

Condo Key Metrics	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	558	417	- 25.3%	11,516	10,203	- 11.4%
Pending Sales	602	395	- 34.4%	9,742	8,183	- 16.0%
Closed Sales	775	496	- 36.0%	9,759	8,384	- 14.1%
Days on Market Until Sale	30	36	+ 20.0%	31	25	- 19.4%
Median Sales Price*	\$201,000	\$217,500	+ 8.2%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$242,998	\$251,268	+ 3.4%	\$236,417	\$258,421	+ 9.3%
Percent of List Price Received*	99.3%	97.7%	- 1.6%	99.8%	100.4%	+ 0.6%
Inventory of Homes for Sale	1,107	1,032	- 6.8%	—	—	—
Months Supply of Inventory	1.4	1.5	+ 7.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

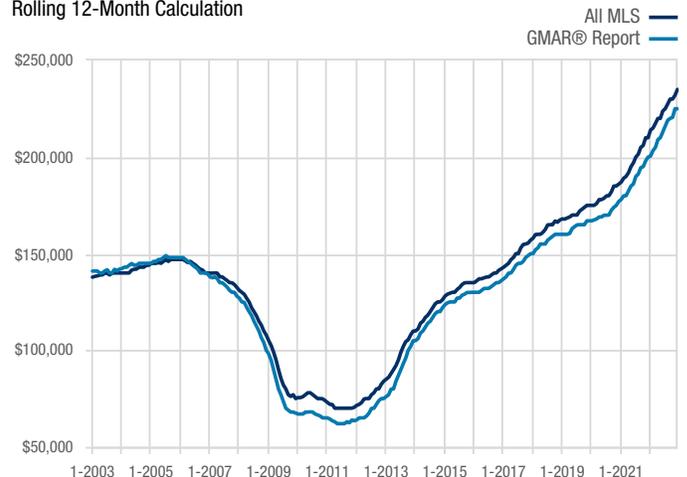
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of January 9, 2023. All data from Realcomp II Ltd. Report © 2023 ShowingTime.

Single-Family Real Estate Market Statistics

FOR IMMEDIATE RELEASE

Statistics Contact: Francine L. Green, Realcomp [248-553-3003, ext. 114], fgreen@corp.realcomp.com

Marketplace Shows Positive Signs of Stabilization as Inventory of Available Homes on Market Increases

Realcomp Quick Facts-December 2022



This information, provided by Realcomp, represents the single-family real estate market for primarily the southern half of the Michigan mitten.

December – National and Local Real Estate Commentary

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.



Realcomp II Ltd. is Michigan's largest Multiple Listing Service, now serving more than 18,000 valued broker, agent, and appraiser REALTOR® customers in over 2,700 offices across Michigan. Realcomp is committed to providing the most reliable up-to-date real estate information using state-of-the-art delivery methods.

All Residential and Condos Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
		New Listings		7,180	5,975	-16.8%	155,789
Pending Sales		7,887	5,743	-27.2%	131,864	114,699	-13.0%
Closed Sales		11,008	7,377	-33.0%	132,990	116,488	-12.4%
Days on Market Until Sale		30	36	+20.0%	29	27	-6.9%
Median Sales Price		\$218,000	\$218,000	0.0%	\$225,000	\$240,000	+6.7%
Average Sales Price		\$262,286	\$259,369	-1.1%	\$268,602	\$286,242	+6.6%
Percent of List Price Received		99.4%	97.6%	-1.8%	100.7%	100.4%	-0.3%
Housing Affordability Index		181	127	-29.8%	175	116	-33.7%
Inventory of Homes for Sale		14,385	16,223	+12.8%	--	--	--
Months Supply of Inventory		1.3	1.7	+30.8%	--	--	--

Current as of January 9, 2023. All data from Realcomp II Ltd. Report © 2023 ShowingTime. | 15

Listing and Sales Summary Report December 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change	Dec-22	Dec-21	% Change
All MLS (All Inclusive)	7,377	11,008	-33.0%	\$218,000	\$218,000	0.0%	36	30	+20.0%	16,223	14,385	+12.8%
City of Detroit*	370	416	-11.1%	\$69,500	\$84,250	-17.5%	45	38	+18.4%	2,130	1,941	+9.7%
Dearborn/Dearborn Heights*	134	231	-42.0%	\$183,750	\$183,000	+0.4%	25	23	+8.7%	232	249	-6.8%
Downriver Area*	342	450	-24.0%	\$170,000	\$158,950	+7.0%	30	27	+11.1%	527	518	+1.7%
Genesee County	362	561	-35.5%	\$188,000	\$180,000	+4.4%	43	30	+43.3%	949	793	+19.7%
Greater Wayne*	1,023	1,528	-33.0%	\$190,000	\$190,000	0.0%	30	26	+15.4%	1,675	1,589	+5.4%
Grosse Pointe Areas*	48	88	-45.5%	\$315,000	\$376,250	-16.3%	45	34	+32.4%	112	122	-8.2%
Hillsdale County	34	49	-30.6%	\$146,500	\$205,000	-28.5%	47	57	-17.5%	94	97	-3.1%
Huron County	10	15	-33.3%	\$134,250	\$154,900	-13.3%	82	84	-2.4%	31	32	-3.1%
Jackson County	161	246	-34.6%	\$175,000	\$175,000	0.0%	59	56	+5.4%	339	291	+16.5%
Lapeer County	71	93	-23.7%	\$255,000	\$251,250	+1.5%	46	37	+24.3%	198	211	-6.2%
Lenawee County	96	117	-17.9%	\$208,450	\$170,000	+22.6%	55	54	+1.9%	201	180	+11.7%
Livingston County	149	243	-38.7%	\$335,000	\$331,000	+1.2%	32	35	-8.6%	370	285	+29.8%
Macomb County	792	1,302	-39.2%	\$215,000	\$214,450	+0.3%	32	26	+23.1%	1,619	1,321	+22.6%
Metro Detroit Area*	3,407	5,185	-34.3%	\$220,001	\$225,800	-2.6%	34	28	+21.4%	8,059	7,372	+9.3%
Monroe County	140	176	-20.5%	\$210,500	\$207,500	+1.4%	33	48	-31.3%	218	253	-13.8%
Montcalm County	56	72	-22.2%	\$190,000	\$187,050	+1.6%	30	26	+15.4%	95	99	-4.0%
Oakland County	1,073	1,696	-36.7%	\$295,000	\$305,000	-3.3%	36	28	+28.6%	2,265	2,236	+1.3%
Saginaw County	140	214	-34.6%	\$124,450	\$120,000	+3.7%	34	29	+17.2%	222	253	-12.3%
Sanilac County	22	33	-33.3%	\$134,500	\$150,000	-10.3%	77	58	+32.8%	104	90	+15.6%
Shiawassee County	57	96	-40.6%	\$166,000	\$166,000	0.0%	31	26	+19.2%	86	90	-4.4%
St. Clair County	144	174	-17.2%	\$199,900	\$193,500	+3.3%	43	34	+26.5%	355	278	+27.7%
Tuscola County	27	32	-15.6%	\$160,000	\$173,000	-7.5%	49	26	+88.5%	98	78	+25.6%
Washtenaw County	250	376	-33.5%	\$342,000	\$319,995	+6.9%	41	29	+41.4%	605	573	+5.6%
Wayne County	1,393	1,944	-28.3%	\$166,000	\$174,900	-5.1%	34	28	+21.4%	3,805	3,530	+7.8%

* Included in county numbers.

Short Sales and Foreclosure Resource Certification



GMAR offers a variety of educational opportunities throughout the year. Many of our course offerings include Certification and Designation courses that are recognized through the National Association of REALTORS®. These courses enhance your knowledge base and help you to zero in on specific areas of expertise.

On February 7 & 8, from 9 AM – 12:30 PM, in a Virtual Zoom instructor-led course, we will feature the Short Sale and Foreclosure Resource (SFR) Certification Course. This course is a popular one at GMAR and with the ever-changing economy, a valuable tool to have in your professional toolbox. As a bonus, this course is also approved as an elective towards earning the Accredited Buyers Representative (ABR) Designation.

What is a Short Sale? A short sale is a transaction in which the lender, or lenders, agree to accept less than the mortgage amount owed by the current homeowner. In some cases, the difference is forgiven by the lender, and in others the homeowner must decide with the lender to settle the remainder of the debt. As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through.

The SFR Course is designed for real estate professionals at all experience levels, and gives you a framework for understanding how to:

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers

At GMAR, the Short Sale and Foreclosure Course is a Certification course. It's a one-time class at no cost for our MemberMax™ and EduPass members; \$79 for GMAR Premier members and \$129 for Non-Members of GMAR, and application fee of \$175 to earn the SFR Certification.

For those who have earned the SFR Certification, a private Facebook Group is available for networking with others across the country who also hold this Certification.

For questions or more information, please contact our Education Director, Traci Dean at Traci@GMARonline.com.



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MONTHLY SALE

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 gmaronline.com/toolshop



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GMAR Member Price: \$9.95
February Member Price: \$4.95



REALTOR® POM POM Beanie

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www.GMARonline.com**



Short Sales and Foreclosures: What Real Estate Professionals Need to Know

NAR's Short Sales and Foreclosure Resource (SFR®)

Certification focuses on both the buyer and seller sides of distressed property transactions.

Knowing how to help sellers maneuver the complexities of short sales, as well as help buyers to pursue short sale and foreclosure opportunities, are not merely good skills to have in today's market— they are critical.

Designed for real estate professionals at all experience levels, this course give you a framework for understanding how to:

- Direct distressed sellers to finance, tax & legal professionals
- Qualify sellers for short sales
- Develop a short sale package
- Tap into buyer demand
- Protect buyers
- Safeguard your commission

Learn more at [realtorsfr.org](https://www.realtorsfr.org) and register today!

February 7 & 8, 2023

9:00 a.m.- 12:30 p.m.

VIRTUAL

ZOOM link will be sent prior to course

MemberMax/ Edupass: FREE

GMAR Members: \$79.00

Non-Members: \$125.00

Register Now!

Online: [GMARonline.com](https://www.GMARonline.com)



Presented by
Brent Belesky
SRES, MRP, SFR

This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® designation go to [REBAC.net](https://www.REBAC.net).





**KICKSTART YOUR BUSINESS-
INTRODUCTION TO RPR**

CONTINUING EDUCATION

FEBRUARY 13, 2023

10:00 AM – 11:00 AM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

MemberMax™/EduPass: FREE

GMAR Members: FREE

Non-Members: \$10.00

Officially certified for 1 General CE credits by:



Presented by
JANELLE VANN

This introductory webinar will help you gain a basic understanding of what REALTORS® Property Resource (RPR) has to offer:

- View a quick estimate of the value of a property
- Keep your pulse on recent market activity
- Quickly conduct property searches
- Prepare for listing presentations
- Properly price properties and generate CMA's
- Efficiently prospect neighborhoods
- Share reports with clients and customers

For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

Register today!

<https://gmaronline.com/event/2023-02-13/realtors-property-resource-rpr>



BASIC WORD

CONTINUING EDUCATION

FEBRUARY 16, 2023

9:00 AM – 10:00 AM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

MemberMax™/EduPass: FREE

GMAR Members: FREE

Non-Members: \$20.00

Officially certified for 1 Standard CE credit by:



Presented by

BART PATTERSON | ABR, ACP, CIAS, CRS, CDPE, GREEN, e-PRO, GRI, SRES, REO, RENE, PSA, MCNE

If you do any paperwork in your business, be it flyers, letters, contracts, forms, etc., Microsoft WORD is a tool you need to know. This class will teach you the basics of how to navigate and utilize WORD to assist you in creating and editing documents that you use everyday in your business.

- Basic Formatting
- Copy & Paste features from other documents or PDF files
- Creating Forms
- Adding tables to your documents
- Using Style & Themes
- Adding pictures to your documents

For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmronline.com

Register today!

<https://gmronline.com/event/2023-02-16/word>



AGENT 101

CONTINUING EDUCATION

FEBRUARY 21 & 22, 2023

1:00 PM – 3:00 PM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

MemberMax™/EduPass: FREE

GMAR Members: \$10.00

Non-Members: \$40.00

Officially certified for 4 Legal CE credits by:



Presented by

DEANNA DURUSSEL | ABR, SRS, RENE
PSA, SFR

Regardless of how long you have been in the business, this class is for you! From Referrals to Appraisals this class is full of information regarding:

- Both Parties of the Transaction
- Buyer and Seller Focus
- Agent Topics

For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

Register today!

<https://gmaronline.com/event/2023-02-21/agent-101-you-dont-know-what-your-dont-know>

Start Pricing Homes with Confidence.

OFFICIALLY CERTIFIED BY



7 Elective CE credits
Meets NAR Code of Ethics
Requirement



Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs). In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

Pricing Strategies: Mastering the CMA

February 23, 2023

9:00 a.m. – 4:00 p.m.

VIRTUAL

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GMAR Members: \$99.00

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Register Now!

GMARonline.com



Presented by:

Diane Kroll

CRS, ABR, SRES, MRP, PSA

Visit PricingStrategyAdvisor.org to learn how to earn the PSA certification.



NATIONAL
ASSOCIATION of
REALTORS®

Official Certification





SUCCESSFULLY SELLING HUD HOMES

CONTINUING EDUCATION

FEBRUARY 24, 2023

10:00 AM – 1:00 PM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

MemberMax™/EduPass: FREE

GMAR Members: FREE

Non-Members: \$25.00

Officially certified for 3 General CE credits by:



Presented by
STEVE KATSAROS

Help your buyers take advantage of affordable HUD homes by attending GMAR's Successfully Selling HUD Homes class and learn:

- What basic guidelines you need to know
- Who can buy and sell HUD homes
- Where you can find HUD homes for sale
- What documents are required to complete the sale
- Get the latest contact information for the newest HUD Asst. Management Co KM Minemier & Associates LLC

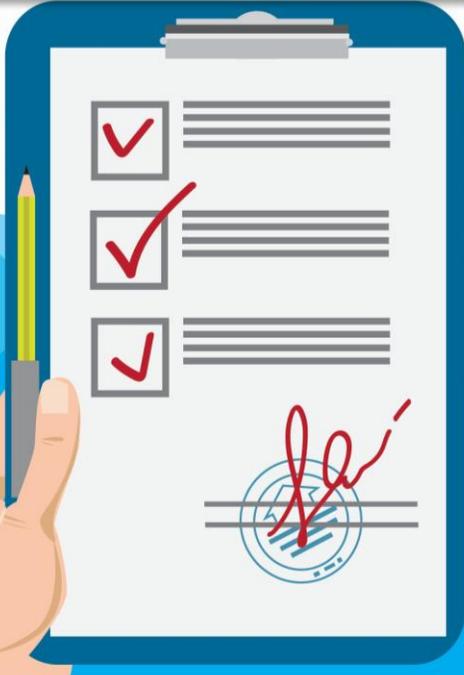
For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

Register today!

<https://gmaronline.com/event/2023-02-24/virtual-successfully-selling-hud-homes>



FEMA & FLOODZONE

CONTINUING EDUCATION

FEBRUARY 28, 2023

10:00 AM – 12:00 PM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

MemberMax™/EduPass: FREE

GMAR Members: FREE

Non-Members: \$25.00

Officially certified for 2 Legal CE credits by:



Presented by

KAROL GROVE | PS, CFM

Due to tougher regulations and revised Flood Zone Maps statewide, many homeowners are now being required by their lenders to obtain flood insurance. The properties most affected are those fronting on or near a body of water and, as we know, Michigan has a lot of water. Join us to learn more about:

- Flood insurance and laws that are in place
- Options available to assist the homeowner
- How to assist the homeowner in processing a refund on premiums which may have already been paid

For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

Register today!

<https://gmaronline.com/event/2023-02-28/virtual-fema-flood-zone>