



METROPOLITAN REALTOR®

GMAOnline.com

NOVEMBER 2022

GMA Gives Back

Giving Thanks





NOVEMBER 2022

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VOLUME 19, NUMBER 11
 the official publication of the
 Greater Metropolitan
 Association of REALTORS®
 24725 W Twelve Mile Rd, Ste 100,
 Southfield, MI 48034
 248-478-1700
 www.GMARonline.com

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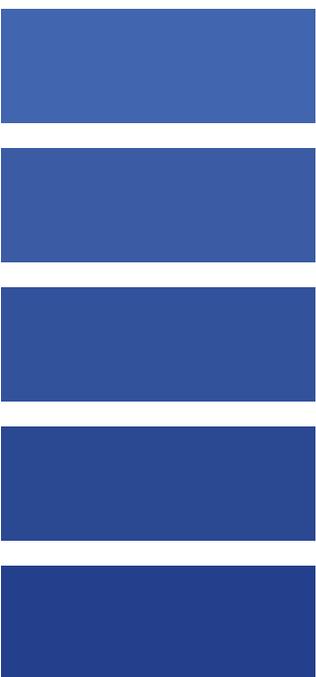
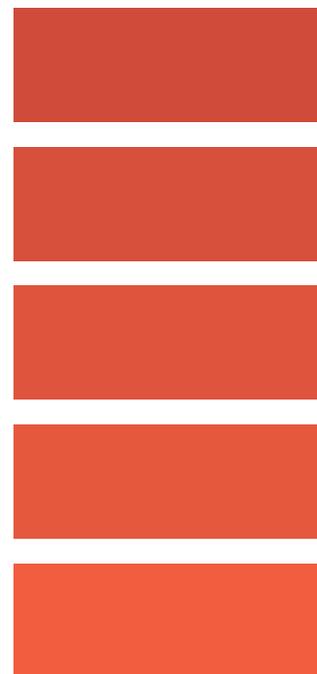
This edition of the Metropolitan REALTOR® is made possible by the following industry partners:

Michigan State Housing Development Authority 5

Annual Membership Meeting **2022**



"Success isn't just about what you accomplish in your life, **it's about what you inspire others to do.**"



Thursday, November 3rd

8:30am Registration | 9am-1pm Event

The Mint

27000 Evergreen Road | Lathrup Village, MI

Join us for our annual membership meeting to earn 1 Con Ed credit! Witness the changing of board members, award presentations, the State of the Association address and a presentation from our guest speaker Wayne Fredrick!

Register

www.gmaronline.com/calendar



Guest Speaker **Wayne Fredrick**

"The marketplace of the future will belong to those of you who are truly ready to turn pro."



By TERI SPIRO - 2022 GMAR President
 President@gmaronline.com

As 2022 Year Draws to a Close

I can't help but feel nostalgic about my year as President of the GREATest REALTOR® Association, GMAR. It has been an incredible privilege to represent GMAR locally, statewide, and nationally throughout the year. It has always been my primary focus to showcase everything that GMAR does for our members and the communities that we serve. Whether being interviewed by a newspaper or TV, attending our incredible events (Fair Housing, Summer in the Park, elected official's breakfasts, Global Launch, just to name a few) or attending leadership meetings and conventions throughout the year, I have been so proud to represent the association that means so much to me.

On October 19th, GMAR hosted our final 2022 Elected Officials Breakfast in Macomb County. It was extremely well attended by many elected officials that included Macomb County Commissioners and State Representatives/Senators from multiple districts and a Mayor. GMAR attendees included many of our REALTOR® and Strategic Partner members, our Board of Directors and our 2022 Michigan REALTORS® President, James Iodice, and our Government Affairs Directors and CEO. There were a lot of interactions between all the attendees. Many discussions ensued about the role that GMAR plays in providing important data to our elected officials and participation in the policy discussion that take place in the communities that we serve. The relationships between GMAR and the elected officials in the Tri-County area have been fostered throughout this year, with key focuses on the housing shortage, increasing interest rates and how this affects our market, zoning issues and short-term rentals. We continue to educate our elected officials on

REALTOR® issues that are important to us, and to promote our "REALTOR® Champions." Advocacy is one of the member services that GMAR does best! Investing in RPAC allows us to support the campaigns of elected officials who have proven to be "REALTOR® Champions."

November is the month that we celebrate Thanksgiving, a holiday where sharing a great meal with family and friends is the focus (OK, maybe some football too). In my family, and I'm sure in many of yours, we will go around the table and share what we are thankful for. In our GMAR "family", I will not be sitting around the table with you, but I'd like to share with you today a few things I am thankful for: I am thankful to be part of an association that I love, to have served this GREATER Association as your 2022 President, to have had the support of my family, my broker John North and my manager Don Amalfitano as I've strived to balance it all, the best Board of Directors anyone could ask for, and the never ending support of GMAR staff, especially our CEO, Vickey Livernois. I will continue to remain active at GMAR in different capacities in the future. Thank you to all who have helped make 2022 one of the most rewarding and memorable years in my real estate career.

Wishing all GMAR members and their loved ones a Happy Thanksgiving!

With Our Deepest Sympathy



TONY CAMILLERI

It is with great sadness that we inform you of the passing of Tony Camilleri of Real Estate One.

Tony was the manager of Real Estate One - West Bloomfield for the past 15 years, as well as the Livonia and Westland offices prior to, having been with the Real Estate One family for over 30 years.

Tony will be greatly missed by all who knew him and were touched by his humor, energy, intelligence, and his caring personality.

GMAR staff, leadership, and membership extend warm condolences to the family and friends of Tony.

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.

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.

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By VICKIE LIVERNOIS
Chief Executive Officer

Thankful

As I am sure many of us do as we head into November, I start to reflect on this year's accomplishments, or maybe on things that I wanted to accomplish but just didn't get to. I also think about all for which I am thankful. I am certain I do this every year, and throughout the year, because I never let a moment pass to let people know how much I appreciate them.

There is a lot that happens in the Association world behind the scenes that many of our REALTOR® members may not be aware of, and honestly probably don't care about. They just want to be able to do their business and service their clients to the best of their abilities and if they need something, they want to be able to reach us and that's it.

For that to be able to happen though, we work hard every day, and by "we" I don't just mean the staff at GMAR, although they really do work hard every single day on behalf of our 11,600+ members. The "we" at GMAR means many moving parts, on a daily basis, working at all hours of the day (and many nights!)

It starts with YOU! It is our members who call raising concerns, questions, or suggestions. It is our members who volunteer their time, yes VOLUNTEER – because of their passion for the industry and to ensure the future of the business is the best it can be. Whether they are volunteering for a Committee or on the Board of Directors on a local (GMAR), state (Michigan REALTORS®) or even at the National Association of REALTORS®. Many of these volunteers travel to conferences to attend meetings across the country, spending time working on issues to improve the real estate industry.

Our entire world (so to speak) is made up of REALTORS® who volunteer, because of their passion for what they do, and their commitment to protect this industry and to protect the rights of their clients and the consumers. They don't get paid for this, they don't receive compensation, they do it because of their passion for this industry. What other industry does that?

It is YOU, our members, together with our phenomenal leadership and the best staff in the state working together for which I am thankful. I am also thankful for my incredibly supportive husband and kids. I have missed many firsts in my home - my kids first school concerts, missed my oldest sons first tooth falling out and tooth fairy experience... and I will miss his first school dance. I have missed many firsts being gone at these conferences, but that is the commitment I made to you, our members.

Again, I just want to say thank you – to our volunteers who give so much ALL YEAR LONG. I want to say thank you to our members for trusting in GMAR and the decisions that we are making on your behalf to ensure you can serve your clients every day. The leadership at GMAR really does always have the members best interest at mind all the time. To the staff at GMAR, thank you for all you do everyday to keep this ship running smoothly.

Wishing everyone a safe and happy holiday season!

Annual Dues Renewal

Choose MemberMax™ for only \$55.66/month

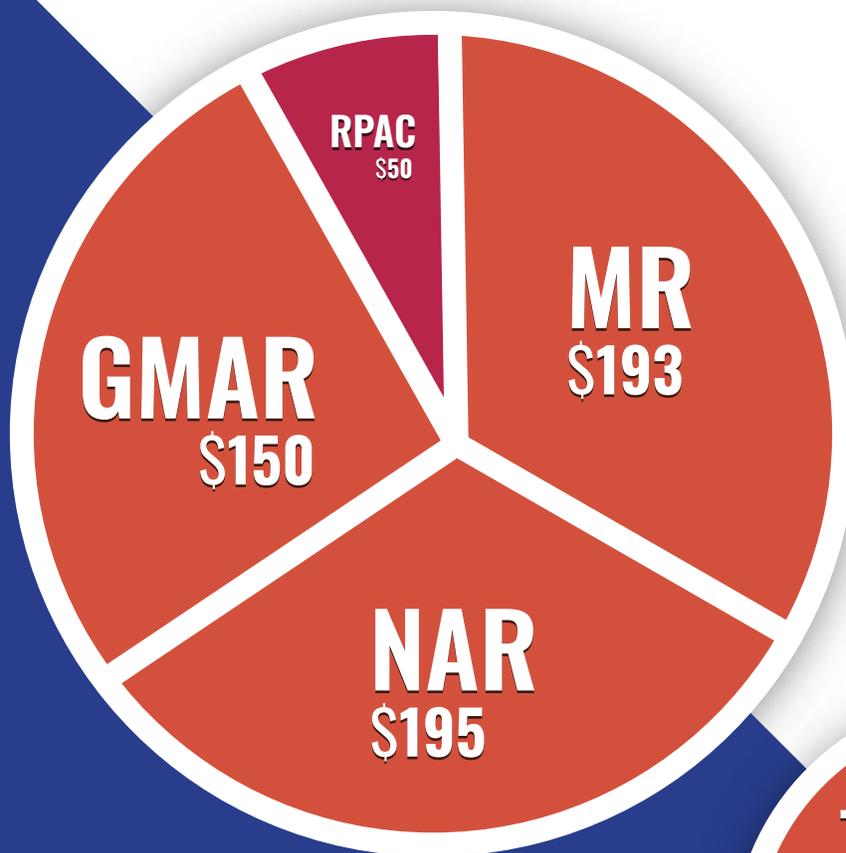
AUGUST 31
INVOICES
MAILED
Invoices mailed to
member's home

NOVEMBER 1
LATE FEE
\$25

OCTOBER 3
PAYMENT
DUE

DECEMBER 1
SUSPENSION DAY
\$75
TO REINSTATE

Total Annual Dues



RPAC investments are voluntary and non-deductible

RPAC investments have bolstered NAR, MR, and GMAR's influence in Washington, Lansing, and local governments across metro Detroit. RPAC works to establish the REALTOR® position, the value of homeownership, and the 30-year mortgage to members of Congress and elected officials at every level of government.

Member Benefits

At GMAR, all members receive premier services. Your basic investment in GMAR provides more opportunities to thrive in our profession than any other investment you will make. Mentoring, professional level programming, partnering, advocacy, products, camaraderie and more – GMAR offers it all, and at a price that is competitive. For more information regarding your membership benefits, please visit GMARonline.com.

TOTAL DUE
\$588*

*Pricing is for
Current GMAR Members

Pay Online
by Logging into Your Member Account at GMARonline.com



By GRANT MEADE
GMAR Director of Realtor® and Community Affairs

GMAR Members Working to Protect Your Business

If you weren't aware, GMAR is the only local association in the state with two staff members dedicated to working to protect you from governments hampering your business. However, we can only operate in our jurisdiction without being explicitly asked for by another association. Your business does not operate neatly in any one county or city. Here are some updates from around the metro Detroit area that fall just outside of GMAR's jurisdiction.

Dearborn – 5% increase in all building department fees

Dearborn sits just outside of GMAR's jurisdiction and recently passed an increase to all their fees related to the operations of their building department. While this may not sound like it affects you, this also includes all inspection fee schedules. Combine this with the fact that Dearborn requires a Certificate of Occupancy on all residential sales, and it just got more expensive to buy a house there with one vote.

Grosse Pointe – Banned Short Term Rentals

I am aware that short-term rentals (STRs) are not a ubiquitous policy position across all REALTORS®, yet we still advocate for private property rights and believe that STRs fall well

within those rights. Short-term rentals are no longer allowed within Grosse Pointe, as the city government took action to implement the ban within their master plan.

These two updates represent the finalized decisions that have happened recently in the Metro Detroit area, but there is a litany of issues progressing within the Tri-County Area. In Northern Oakland County, Southern Wayne, and the City of Detroit, issues that will hamper and harm your business are being discussed every month.

At GMAR we know how hard you work for your success, which is why we work hard to protect your business. We work proactively to educate local elected officials on key real estate issues and to provide a unified voice guiding public policy in the Metro Detroit community. Proactive and dedicated government relations is just one of the things that makes us #Greater.

GMAR Gives Back

BENEFITING HUMBLE DESIGN

FRIDAY NOVEMBER 4, 2022 6-10 PM

@ROOSTERTAIL

100 Marquette Dr, Detroit, MI 48214

Early Bird Tickets \$50 until October 15

Tickets after October 15 \$60



Performance By
**Killer
Flamingos**

Register at www.GMARONLINE.COM/calendar

The History and Establishment of the The Greater Realtors® Foundation



Greater Realtors®
Foundation

Hundreds of amazing feats **START WITH AN IDEA.**

The Greater Realtors® Foundation is one of them. The Foundation has a history...a seed planted that grew into a wonderful, functioning charity with the intent of helping Realtors® and their families that may be in need.





Greater Realtors®
Foundation

Support the
Greater Realtors® Foundation
with your

Everyday Shopping.

1. Visit [smile.amazon.com](https://www.smile.amazon.com)
2. Sign in with your Amazon.com credentials
3. Choose the Greater Realtors Foundation® as your charity
4. Start shopping! **It's that easy!**



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Everyday Shopping.

Visit www.kroger.com/account/communityrewards
To get started, sign up with your digital account, and select the GRF as your organization. Once you're enrolled, you'll earn rewards for your chosen organization every time you shop and use your Loyalty Card!



Welcome New Members

Alcaraz Celia–Social House Group
 Anderson Jennifer–EXP Realty, LLC
 Aponte-Johnson Salina–EXP Realty, LLC -Trenton
 Bagdonas Shannon–EXP Realty, LLC
 Bailey Andrea–Align Asset Management, LLC
 Ballo Oneel–EXP Realty, LLC
 Bargon Alice–Rivers Realty, Inc.
 Becigneul Janette–KW Advantage
 Bevan Alexis–ZWZ Properties LLC
 Biasutto Alex–Braven Enterprises LLC
 Bilbaria Abdulla–American Realty Network
 Blair Autumn–Keller Williams Metro
 Blevins Whitney–EXP Realty, LLC
 Bopp Kaityln–KW Advantage
 Bragg III Howard–Pretty Homes Realty, LLC
 Brown Lori–First Choice Realty, Inc.
 Buchanan Jason–Berkshire Hathaway HomeService
 Burke Alyssa–Keller Williams Metro
 Catchings Jessica–Pretty Homes Realty, LLC
 Clark Jathan–Metro West Real Estate
 Contreras Kelly–Thrive Realty Company
 Corrington Paige–Thrive Realty Company
 Dasrwich Salima–Empire Realty Group
 Davis Kem–Irongate Realty Group
 Davis Leslie–Resident IN Realty
 Denson Caren–Investors Management Service
 DeShane Jessica–Community Realty, LLC
 El Taboch Mohamad–Clients First, Realtors®
 Fadel Haydar–Empire Realty Group
 Fedishin James–EXP Realty, LLC
 Frazer Ian–HRC Realty LLC
 Frederick Benjamin–Professional Leasing & Sales
 Fuller Nicoll–EXP Realty, LLC
 Gappy David–Fathom Realty MI LLC
 Gaston James–Coldwell Banker Town & Country
 Gentry Jamie–Thrive Realty Company
 Gergely Joseph–Hometown One Associates Inc
 Gillow John–EXP Realty, LLC
 Griffin Danielle–KW Advantage
 Hall Verkeydia–Good Company Realty
 Hall Abigail–Curtis Botsford - Commerce LLC
 Hayes Halie–Century 21 Curran & Oberski
 Hleis Milane–M 77 LLC
 Hojnacki Michael–Max Broock - Royal Oak
 Howard Shawntil–Signature Sotheby's International Realty
 James Alyse–Real Broker LLC
 Jenkins Lauri–EXP Realty, LLC
 Jia Xinyu–1st Michigan Realty LLC
 Johnson Denetra–Keller Williams Metro
 Jones Nicole–Great Lakes Real Estate Agency LLC
 Kerby Madelyn–Woodward Square Realty, LLC
 Korczyk Michael–Island Realty Inc.
 Lee Virginia–M 77 LLC
 Lesinski Sarah–Match Realty LLC
 Leskoviansky Ashley–W. C. Collins Realty
 Lett Marie–KW Advantage
 Lotts Rachel–Century 21 Curran & Oberski
 Lotts Terrence–Century 21 Curran & Oberski
 Love Caynon–EXP Realty, LLC
 Lucas Auburn–@properties Collective
 Macko Melissa–Crown Real Estate Group
 Maddox Montoya–Coldwell Banker Professionals
 Mangat Partap–Clients First, Realtors®
 Marchione Scott–EXP Realty, LLC
 Matti Hannah–EXP Realty, LLC
 Mayer Christopher–M 77 LLC
 McClure Barbara–Berkshire Hathaway Home Services Clarkston
 Montgomery Kamber–KW Advantage
 Morin Mary–EXP Realty, LLC
 Morris John–ERA Reardon Realty
 Movsesyan Artak–Keller Williams Metro
 Myers Tiana–The Agency Hall & Hunter

Nagel Courtney–Mitten Homes Realty
Neistein Zachary–Advanced Realty Professionals
Newlon Jeffrey–EXP Realty, LLC
Ojemudia Eshter–EXP Realty, LLC
Ori Dani–Berkshire Hathaway HomeService
Parker Zakiya–Berkshire Hathaway HomeServices The Loft Warehouse
Potoroka Lynne–RE/MAX Advisors
Pyhyk Andrii–RK Real Estate
Raimrez Francys–3DX Real Estate, LLC.
Reid William–Plymouth - Canton Realty Inc
Richards Nathaniel–Dwellings Michigan
Richter Joseph–EXP Realty, LLC
Robinson Toya–Fathom Realty MI LLC
Robinson Ariane–Reach Realty Group
Roland Emily–KW Advantage
Rutterbush Scott–Quest Realty LLC
Saeed Mustafa–Sahara Real Estate Group
Sanders Dominique–Irongate Realty Group
Sanders Quentasha–KW Advantage
Sayeed Jawwad–EXP Realty, LLC
Selders Brianna–Century 21 Curran & Oberski
Shaffer Jennifer–The Agency Hall & Hunter
Silva-Lazala Raquel–HRC Realty LLC
Smith Sierra–Century 21 Curran & Oberski Dearborn Heights
Smrcka Jesse–Curtis Botsford Real Estate LLC
Spatafora Daniel–Keller Williams Metro
Spence Jennifer–Vylla Homes
Stansbury Kimberly–NextHome the Boulevard
Swank Zackary–Plymouth - Canton Realty Inc
Tatge Emily–Real Estate One Novi
Thompson Ciara–EXP Realty, LLC
Thornton Brenton–Re/Max Cornerstone
Trimble Carina–The Agency Hall & Hunter
Turner Markeyda–EXP Realty, LLC
Uhrin Lauren–Social House Group
Vollmer Matthew–EXP Realty, LLC

Walker Kalila–EXP Realty, LLC
Warren Ashley–EXP Realty, LLC
Webb Joel–Oracle
Weber Kayla–Realty Executives Home Towne
Werden Micah–Curtis Botsford - Commerce LLC
West-BowIson Rosemary–New Concepts Realty
Williams Brandon–Key Realty One
Wrona Steven–KW Advantage
Yang James–EXP Realty, LLC
Yatooma Brandon–EXP Realty, LLC
Zielinski Kelly–Oak and Stone Real Estate

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Without You



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STRATEGIC PARTNER

THANK YOU TO OUR NEW MEMBER ORIENTATION
SPONSOR FOR THE MONTH OF OCTOBER 2022:



CHRIS OLSEN
PRIMARY TITLE AGENCY, LLC
CHRISO@PRIMARYTITLE.COM
(248) 702-0901

Please join us for a
Holiday
BREAKFAST

December 5th, 2022
Doors Open @ 8:00 am, Breakfast @ 9:00 am
The Townsend Hotel
100 Townsend, Birmingham, MI

Silent Auction & Wine Pull
To Benefit Hope Against Trafficking

HOPE
AGAINST TRAFFICKING
Love Transforms

Hosted by:
Women's Council of Realtors
Birmingham Bloomfield &
Partners

Women's Council of
REALTORS
Lake Pointe

Invites you to enjoy a SNOW DAY at the
28th Annual
CHRISTMAS TREE
Auction & Luncheon

★
RAFFLES
MINGLING
LIVE AUCTION
HOLIDAY CHEER
SNOW MUCH FUN

12/2 2022 | 10:30 AM-3PM

MIRAGE BANQUET HALL
16980 18 MILE RD.
CLINTON TWP, MI 48038

\$60 INDIVIDUAL TICKET
\$600 PER TABLE

<https://2022ChristmasTreeAuction.eventbrite.com>

JOIN US!

**THE WOMEN'S
COUNCIL OF
REALTORS 275
CORRIDOR**

FOR THEIR
**2023 GOVERNING BOARD
INSTALLATION
LUNCHEON**

Thursday, December 15, 2022
11:00 am
Rocky's of Northville
41122 Seven Mile, Northville, MI 48167

Tickets are \$20 for members and \$30
for non-members

Networking at 11 am
Installation at 11:30 am
Lunch at 12 pm

Contact Melissa Degen at 248-388-8139 or at
melissarenee@degenbotsford.com for
registration information.

Women's Council of
REALTORS
Greater Rochester Area

YOU ARE INVITED TO
*Holiday
Luncheon*

DECEMBER 15TH, 2022
11 A.M. TO 2 P.M.

GREAT OAKS COUNTRY CLUB
777 GREAT OAKS BLVD.
ROCHESTER HILLS, MI 48307

WCR MEMBER \$50
NON-MEMBER \$60
TABLE OF TEN \$500

RSVP at <https://guestlist.725619>

GMAR EDUCATION CALENDAR 2022

2022 GMAR CONTINUING EDUCATION

CE Credits: 2 Standard, 4 Legal

November 9, 2022

9:00 a.m. – 3:00 p.m.

VIRTUAL

Instructor: Brent Belesky

GMAR Members: FREE

Non-members: \$35

[REGISTER HERE](#)

THAT'S LEGAL ISN'T IT?

CE Credits: 2 Legal

November 10, 2022

1:00p.m. - 3:00p.m.

VIRTUAL

Instructor: Deanna DuRussel

GMAR Members: FREE

Non-Members: \$20

[REGISTER HERE](#)

NAR CODE OF ETHICS

CE Credits: 3 Elective

November 15, 2022

9:00 a.m. – 12:00 p.m.

VIRTUAL

Instructor: Dennis Kozak

MemberMax & EduPass: FREE

GMAR Members: FREE

Non-Members: \$10

[REGISTER HERE](#)

PRICING STRATEGY ADVISOR MASTERING THE CMA

CE Credits: 7 Standard

November 16, 2022

9:00a.m.-4:00p.m.

VIRTUAL

Instructor: Diane Kroll

MemberMax™ & EduPass Members: FREE

GMAR Members: \$49

Non-Members: \$59

[REGISTER HERE](#)

MILITARY RELOCATION PROFESSIONAL CERTIFICATION (MRP)-2 DAYS

CE Credits: 8 Standard

November 17-18, 2022

9:00 a.m. – 12:30 p.m.

VIRTUAL

Instructor: Brent Belesky

MemberMax™ & EduPass Members: FREE

GMAR Members: \$49

Non-Members: \$59

[REGISTER HERE](#)

2022 GMAR CONTINUING EDUCATION

CE Credits: 2 Standard, 4 Legal

November 30, 2022

9:00 a.m. – 3:00 p.m.

GMAR Office

Instructor: Bart Patterson

GMAR Members: FREE

Non-members: \$35

[REGISTER HERE](#)



By JAMES CRISTBROOK
GMAR RPAC Chair

RPAC Promotes Homeownership

Earlier this year, after years of advocacy by REALTORS®, the State of Michigan created a First-Time Homebuyer Savings Account. That was only possible because of the work RPAC has done to elect REALTOR® Champions to office across the state, and then advocate for policies that promote homeownership.

The voice of RPAC is so powerful not because of money, but because of the large voice it represents. Our impact is so much greater when we pool our efforts together and speak with one voice. The more individuals that invest in RPAC, the louder our voice becomes.

That's why GMAR has set an ambitious goal this year to have at least 60% of our members make an investment of \$15 or more.

With just under two months left in the year, we are currently at 45% participation! To those that have made an investment, thank you! If you have not, there is still time!

RPAC is the single best investment you can make in your business. To make your investment today, head to gmaronline.com/invest.

RPAC INVESTORS

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 October 2022.

- | | | | | | | |
|----------------------|---------------------|--------------------|--------------------|-------------------|-------------------|-------------------|
| Albert Abdou | Phillip Ausman | Jason Bellingier | Merrilee Broder | Bryant Charters | Timothy Courtney | Debbrecht |
| Asia Abi-Fakhreddine | Allen Austin, Jr | Denise Bellore | Katherine Broock | Syed Chowdhury | Amanda Cousino | Rocco Deciechi |
| Joanna Accetta | Christopher Ayers | Christene Benedict | Althea Brown | Joel Clark | Todd Craft | Peggysue Defore |
| Sandra Ackerman | Ismaeel Badawi | Robert Bergman | Geraldine Brown | Debby Clinesmith | Rebecca | Deborah DeGuise |
| Sophie Acord | Noreen Bahary | Preka Berishaj | Robert Brown | Luther Clyburn | Cunningham | Joseph Delia |
| Mark Addy | Samir Edward Baizel | Bhavani Bharadwaj | Kate Browner | Lauren Cobb | Lisa Cutting | Michael Delorenzo |
| Lauri Aepelbacher | Kenan Bakirci | Jay Bielfield | Jacqueline Broxton | Donna Coffin | Anthony Dabaldo | John DesJardins |
| Auayd Aisar | Krishan Bakshi | Lee Bittinger | Adrienne Bryant | Carl Cohen | Chris Dabaldo | Emil Dimitrov |
| Roudtha Amine | Jeffrey Barker | Nawal Bittinger | Steve Bueti | Jazmine Collins | Reem Dabish | Kameron Dimitry |
| Charles Anderson | Kathleen Barker | Austin Black | Lucy Burby | Michael Connell | Christopher Daggy | John DiPiazza |
| Joseph Anderson | Donna Barlow | MacKenzie Bobby | G Jack Burke | Deborah Conrad | Rawad Danha | Lori Dolman |
| Lisa Anton | Donald Barrera | Sharon Bonner | Madeline Butcher | Deborah Consiglio | Daniel Danjou | Douglas Domas |
| Renee Apkarian | Fiorenza Bartolotta | Michael Borowiak | Jason Butka | Joseph Consiglio | Brian Darnell | Michael Dowdle |
| William Applegate | Jamie Bass | Jason Borregard | Carla Butterly | Allison Cook | Bernadine Davis | Gregory Drake |
| John Arasim | Lindsay Baylis | Kimberly Bowen | James Bynum | Amelia Cooper | Caroline Davis | Barbara Draplin |
| Frank Arcori | Stacy Bazman | Anita Boyajian | Justin Cain | Douglas Cope | Donna Davis | Kathleen Dreifus |
| Cathleen Arhelger | Casaea Bear | Christin Bracken | Willie Cambell | Frank Coppola | Emily Day | Margaret Dresser |
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Michael Dunn	Adam Hammons	Allen Keller	Melanie Marsack	Roshan Pathre	Vincenzo Saragosa	Marek Tlok
Susan Dutcher	Matthew Hanke	Kaitlyn Kelly	Crystal Marsh	Phillip Patrick	Candace Sawmiller	Phillip Tocco
Doriana	Michael Hannah	Mary Anne Kennedy	David Martenson	Bartley Patterson	Jawwad Sayeed	Sandra Tomchick
Dzhumakova-	Teresa Hanson	Bonnie Kerman	Diane Martin	Shondell Patterson	Diana Schiavi	Ilando Tomika
Stafford	Vanessa Harden	Mariam Kesto-Yousif	Cecile Massey	Jeremy Paul	Doreen Schifano	Nikki Trombley
Jon Eckerly	Leslie Hardy	Diana Kielian	David Mathieu	Daynah Perry-	Elizabeth Schmieder	Gail Turner
Phillip Eddins	Karen Harlin	Pam King	Madelyn Matthews	Manigault	Kevin Schneider	Samantha Turpen
Cynthia Edelen	Carolyn Harris	Adele Kirtley	Brooke Matuszak	Dale Petrusa	Carol Schrauben	Marshall Ultch
Alonzo Edwards	Cynthia Harris	Joseph Kiryakos	David Maurice	Presley Petzak	Ann Schroeder	Matthew Vale
Cathy Elias	Elizabeth Harris	Deborah Kita	Gordon McCann	Brett Phillips	Kirsten Scopacasa	Jean Van Oosterwyk
Karim El-Tabche	Jay Harrison	Tanya Klaffer	Teniesa McCatty	Anthony Pichette	Andrea Scopone	Scott Van Sickle
Jane Evans	Richard Harrison	Desert Klein-Kassab	Roger McDaid	Charles Pickering	Thomas Scott	William Vanderhoef
Anthony Facione	Edmond Hasimllari	Bill Kokenos	Carol McGarvey	Alyssa Pillsbury	Mark Scully	Donald Vensel
Jeffery Fanto	Patty Hawley	Renata Konopka	Linda McGonagle	Philip Pitters	Deborah Sechrist	Sara Ventimeglia
John Farhat	Mohamed Hazime	Chris Koulouras	Colleen McGough	Christopher	Brienna Selders	Young Jun Vetterli
Anthony Fawaz	Jason Heilig	Lysa Kowalik	Darlene McHattie	Plummer	Dmitriy Selektor	Brooke Villalba
Michael Fazio	Joan Henderson	Frank Koy	James McKee	Martina Polus	Dominic Shaba	LaTondra Walker
Nancy Feldmann	Revan Hermiz	Edward Kriewall	Jason McKeitt	George Porretta	Brittney Shaffer	Suzanne Walker
Kendra Fenner	Bradford Herron	Dawna Kuhne	Linda McMullen	Nicole Porter	Robert Shaffer	Alan Walkowski
Kevin Fennimore	Pamela Hildebrand	Jacquelyn Kupfer	Shirley Medved	William Potts	Sinan Shakouri	Furhad Waquad
Mario Leo Ferrante	John Hirmiz	Gregory Kurzhals	David Meeseman	Deborah Prieur-	Nawal Shalall	Cathy Wargo
Cyndi Ferrier	William Hochstetler	Constance La Barge	Jacob Meeseman	Summitt	Narmeen Shango	Jolie Warpool
Samantha Fingeroot	Cody Hodges	Thomas	Tonya Meier	Aaron Pringle	DeLisa Shaw	Nancy Warson
Virginia Fisher	Chin Hom	Diana Ladley	John Metas	Paul Prinzi	Michael Shay	Catherine Waun
Joanne Fletcher	Jennifer Hoover	Michelle LaDuke	Steven Meyers	Tina Prinzi	Adam Shepherd	Keith Weber
Frank Flynn	Jamie Horn	Jeff LaFleur	Sazu Miah	Michael ProciSSI	Dale Shields	Keith Weber
Julie Flynn	Julian Hoxha	Michael LaLonde	Ann Michael	Sahar Qaqish	Diane Shires	Kara Weiner
Troy Fonville	Jasna Hoyt	Cecilia Lancaster	Larry Migliore	Eric Rasmussen	Beth Shobe	Misty Weisenberger
James Ford	Tim Huang	Magdalena Lane	Karen Miles	Roberta Rasmussen	Theresa Shrader	Angelque Whidby
Susan Foster	Zheng Huang	Janice LaQuiere	Edward Milhizer	Russell Ravary	Guste Shukeireh	Kathleen
Cloteal Fowler	Jennifer	Miladinca Lazar	Alan Millard	Jada Redd	Saif Siddiqui	Whitehouse
Stephanie Francis	Hubenschmidt	Carol Lee	Danielle Miner	Karen Reeber	Susan Simon	Nathan Wieczorek
Sean Franulic	Nahla Imseeh	Ken Lee	Shalom Mintzer	Heidi Rhome	Karen Slater	Fran Wilbanks
Michelle Freeman	John Irwin	Marc Leitson	Thomas Mitchell	Cory Richardson	Andrea Sleek	Lee Wilbanks
Ellen Frink	Connie Isbell	Sheilah Lemanski	Raymond Modad	Arius Richmond	Jeffrey Slomovitz	Ann Wilbur
Meagan Fryer	Jomana Israil	Frank Leonardi II	Alia Molhem	Ryan Ritzert	Jeffrey Smith	Eric Wilhelm
Yoshiko Fujimori	Ornela Ivezaj	Todd Leutze	David Morgan	Miguel Rivera	Jesse Smith	Alexis Williams
Jill Gadola	Kia Jackson	Tom Leventis	Dean Morgan	Roberto Rivera	Mark Smith	Sheila Williams
Carol Gaggos	Kimberly Jackson	Steven Levett	Michael Morgan	Natalie Robb	Rebecca Smith	Stephen Williams
Anna Gallo	Michael Jaksim	Theresa Levett	Joe Morrison	Brent Robbins	Sharon Smith	Wanda Williams
Brittany Gardner	Stetson Jarbo	Jessica	Shannon Moy	Nicholas Robbins	LeAnne Smits	Jovaughn Wilson
Jerry Gardner	Ronald Jasgur	Lewandowski	Philip Mucka	Bridgette Robertson	Abigail Sochacki	Kevin Wingham
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Thompson Geron	Steve Jenkins	James Littlepage	Michael Muller	Emily Roland	Katayoon Sowerby	Diana Wolak-
Thuy Gimby	David Johnson	Vickey Livernois	John Myers	Deborah Ronayne	Nathan Speidel	Schmidt
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Sarah Grace	Jessica Jones-	Trinity Louis	Kristine	Michael Ross	Kathryn Strelecki	Scott Wright
Russell Graham	Liberati	Zachary Lowe	Notarantonio	Michael Rousseau	Jodie Struebing	Warren Wynn
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Karen Greenwood	Joe Joseph	Carol Lukity	Dorothy Ohara	Gerald Ruditys	Lisa Sygit	Rana Yaldao
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Jeanine Gutierrez	Manual Kajy	Teri Madigan	E'toile O'Rear-	Helda Saad	Frank Tarala	Bashar Yonan
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Samyah Hairston	Gholamreza	Craig Makowski	Simpson	Mohammad Saleem	Stephanie Taylor	Jonathan Zaia
Kassidy Hakim	Karimpour	Van Mamula	David Owens	Daniel Salmo	Marcie Theisen	David Zakas
Lisa Hall	Mervet Kashat	Massimo Mancini	Donald Page	Jeffrey Salzeider	Matthew Thibeault	Michelle Zarghami
Sandra Hall	Douglas Kassab	Daniel Manduzzi	Joanne Papasoglu	Lianna Sam	George Thomas	Ashley Zastrow
James Halley	Saba Katto	James Mangiapane	Kathy Parker	Jaye Sanders	Ronald Thomas	Mark Zawaideh
Heather Halstead	Thomas Kazmirowski	Lana Mangiapane	Amy Parsons	Sabra Sanzotta	Sreedhar Thotakuri	Rox Zebari

*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

REALCOMP MONTHLY HOUSING STATISTICS REPORT NOW AVAILABLE ONLINE



SEPTEMBER **QUICKTAKES** RESIDENTIAL PROPERTIES



TOTAL NUMBER OF **HOMES SOLD**

3,842

INVENTORY INCREASE SINCE **SEPTEMBER**

8.1%

AVERAGE SALES PRICE **OF A HOME**

275,808

TOTAL SUPPLY **OF HOME INVENTORY**

2.2 MONTHS



SEPTEMBER **QUICKTAKES** OAKLAND, WAYNE & MACOMB



OAKLAND COUNTY

TOTAL NUMBER OF
HOMES SOLD **1,341**

AVERAGE SALES PRICE
FOR **SEPTEMBER** **390,472**

WAYNE COUNTY

TOTAL NUMBER OF
HOMES SOLD **1,537**

AVERAGE SALES PRICE
FOR **SEPTEMBER** **224,921**

MACOMB COUNTY

TOTAL NUMBER OF
HOMES SOLD **952**

AVERAGE SALES PRICE
FOR **SEPTEMBER** **281,770**

Local Market Update – September 2022

A Research Tool Provided by Realcomp



GMAR® Report

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

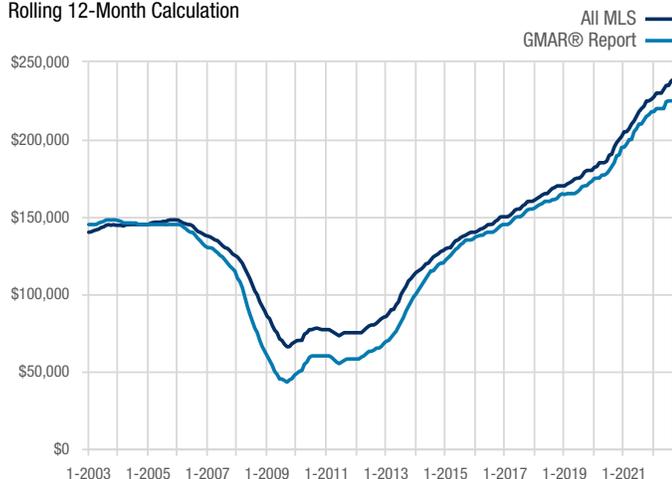
Residential	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	6,096	5,230	- 14.2%	49,625	48,164	- 2.9%
Pending Sales	4,554	3,550	- 22.0%	38,472	35,248	- 8.4%
Closed Sales	4,795	3,842	- 19.9%	37,031	34,305	- 7.4%
Days on Market Until Sale	21	25	+ 19.0%	23	23	0.0%
Median Sales Price*	\$225,000	\$226,500	+ 0.7%	\$219,000	\$230,000	+ 5.0%
Average Sales Price*	\$271,936	\$275,808	+ 1.4%	\$269,262	\$284,645	+ 5.7%
Percent of List Price Received*	100.6%	99.0%	- 1.6%	101.3%	101.1%	- 0.2%
Inventory of Homes for Sale	8,537	8,424	- 1.3%	—	—	—
Months Supply of Inventory	2.0	2.2	+ 10.0%	—	—	—

Condo	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	1,022	872	- 14.7%	9,242	8,319	- 10.0%
Pending Sales	808	666	- 17.6%	7,595	6,669	- 12.2%
Closed Sales	837	677	- 19.1%	7,330	6,593	- 10.1%
Days on Market Until Sale	23	27	+ 17.4%	31	23	- 25.8%
Median Sales Price*	\$201,000	\$225,000	+ 11.9%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$249,214	\$262,109	+ 5.2%	\$235,955	\$257,661	+ 9.2%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	99.9%	101.0%	+ 1.1%
Inventory of Homes for Sale	1,506	1,268	- 15.8%	—	—	—
Months Supply of Inventory	1.9	1.7	- 10.5%	—	—	—

* 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.

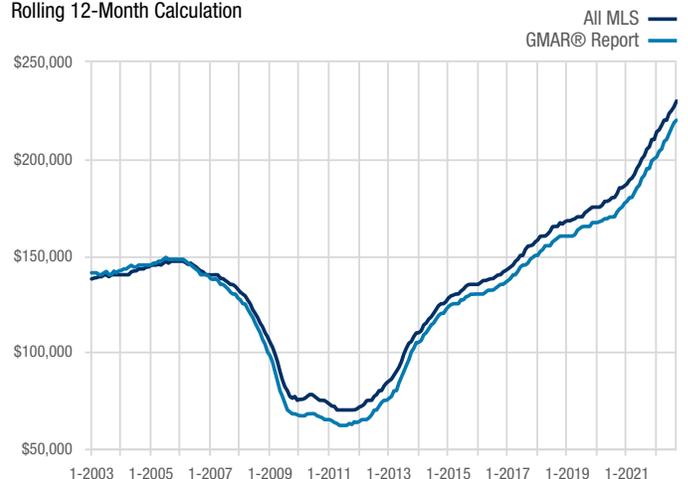
Median Sales Price - Residential

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 October 7, 2022. All data from Realcomp II Ltd. Report © 2022 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

Realcomp Quick Facts-September 2022



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

Median Sales Prices Remain Strong in September Inventory of Homes on Market Ticks Up

September – National Real Estate Commentary

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.



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	9-2021	9-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
		New Listings		14,879	12,879	-13.4%	125,001
Pending Sales		12,070	9,370	-22.4%	102,391	92,764	-9.4%
Closed Sales		12,805	10,673	-16.6%	97,962	90,596	-7.5%
Days on Market Until Sale		24	27	+12.5%	29	25	-13.8%
Median Sales Price		\$232,000	\$242,000	+4.3%	\$225,000	\$242,000	+7.6%
Average Sales Price		\$276,383	\$284,379	+2.9%	\$269,392	\$290,018	+7.7%
Percent of List Price Received		100.6%	99.1%	-1.5%	101.1%	101.0%	-0.1%
Housing Affordability Index		169	128	-24.3%	174	128	-26.4%
Inventory of Homes for Sale		20,484	20,992	+2.5%	--	--	--
Months Supply of Inventory		1.9	2.1	+10.5%	--	--	--

Listing and Sales Summary Report September 2022



	Total Sales (Units)			Median Sales Prices			Average DOM			On-Market Listings (Ending Inventory)		
	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change	Sep-22	Sep-21	% Change
All MLS (All Inclusive)	10,673	12,805	-16.6%	\$242,000	\$232,000	+4.3%	27	24	+12.5%	20,992	20,484	+2.5%
City of Detroit*	370	393	-5.9%	\$80,500	\$78,000	+3.2%	44	39	+12.8%	2,348	1,963	+19.6%
Dearborn/Dearborn Heights*	175	236	-25.8%	\$199,900	\$189,900	+5.3%	19	17	+11.8%	347	364	-4.7%
Downriver Area*	443	464	-4.5%	\$170,000	\$175,000	-2.9%	22	17	+29.4%	648	739	-12.3%
Genesee County	481	580	-17.1%	\$190,000	\$190,000	0.0%	28	20	+40.0%	1,128	1,036	+8.9%
Greater Wayne*	1,359	1,694	-19.8%	\$210,000	\$207,500	+1.2%	21	19	+10.5%	2,274	2,395	-5.1%
Grosse Pointe Areas*	77	85	-9.4%	\$358,000	\$355,000	+0.8%	40	35	+14.3%	147	184	-20.1%
Hillsdale County	54	61	-11.5%	\$162,500	\$165,000	-1.5%	48	55	-12.7%	155	115	+34.8%
Huron County	11	16	-31.3%	\$217,000	\$169,450	+28.1%	36	66	-45.5%	41	38	+7.9%
Jackson County	204	223	-8.5%	\$181,450	\$175,900	+3.2%	44	53	-17.0%	449	377	+19.1%
Lapeer County	106	121	-12.4%	\$254,950	\$269,530	-5.4%	32	35	-8.6%	238	250	-4.8%
Lenawee County	144	155	-7.1%	\$209,900	\$193,000	+8.8%	50	48	+4.2%	309	278	+11.2%
Livingston County	272	334	-18.6%	\$350,000	\$335,000	+4.5%	23	22	+4.5%	483	481	+0.4%
Macomb County	1,156	1,424	-18.8%	\$235,000	\$226,000	+4.0%	24	19	+26.3%	2,004	1,925	+4.1%
Metro Detroit Area*	4,781	5,893	-18.9%	\$250,000	\$245,000	+2.0%	25	21	+19.0%	10,231	10,338	-1.0%
Monroe County	179	220	-18.6%	\$236,250	\$236,102	+0.1%	29	30	-3.3%	265	346	-23.4%
Montcalm County	81	97	-16.5%	\$200,000	\$200,000	0.0%	27	20	+35.0%	129	148	-12.8%
Oakland County	1,624	2,048	-20.7%	\$317,500	\$305,000	+4.1%	25	21	+19.0%	3,122	3,574	-12.6%
Saginaw County	188	239	-21.3%	\$153,450	\$141,500	+8.4%	23	21	+9.5%	301	343	-12.2%
Sanilac County	44	41	+7.3%	\$186,250	\$181,000	+2.9%	39	33	+18.2%	117	142	-17.6%
Shiawassee County	96	97	-1.0%	\$172,450	\$158,000	+9.1%	33	20	+65.0%	118	134	-11.9%
St. Clair County	194	236	-17.8%	\$200,000	\$218,500	-8.5%	29	31	-6.5%	414	393	+5.3%
Tuscola County	58	42	+38.1%	\$165,000	\$167,000	-1.2%	31	28	+10.7%	94	74	+27.0%
Washtenaw County	353	461	-23.4%	\$353,000	\$330,000	+7.0%	22	22	0.0%	915	898	+1.9%
Wayne County	1,729	2,087	-17.2%	\$189,000	\$187,750	+0.7%	26	22	+18.2%	4,622	4,358	+6.1%

* Included in county numbers.



By CLAUDIA HERNANDEZ



Hello Friends and Colleagues

It is crazy to think that we are near the end of 2022 already. As our YPN events for the year have concluded, I wanted to take the opportunity to thank all our YPN event 2022 sponsors and our GMAR family. It has been an amazing year and the first year since the pandemic that we focused on doing more face-to-face interactions. I want to also thank this year's dedicated committee members for their participation and support to make our YPN events a success! I am excited to see what YPN has in store for next year and I will be sure to check out their new events every quarter. I encourage you to do the same!

Also, if you haven't already done so, please check out and order your tickets for GMAR Gives Back on Friday November 4th. It will be a blast, like every year, and I am excited to say it will be held at the Roostertail in Detroit with the amazing Killer Flamingos. This year we are raising money to help Humble Design. Humble Design helps the homeless that are transitioning from a shelter into a house by turning it into a home with furniture and design.

I hope to see you all there and I hope everyone has a warm and cozy Thanksgiving.

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LENDER

NEW MEMBER ORIENTATION

For questions contact:

MEMBERSHIP@GMARONLINE.COM

248-478-1700



Presented by

SHELLEY SCHOENHERR (11/8) & DENNIS KOZAK (11/22)

The GMAR New Member Orientation class is a great way to get acclimated with your new membership and is required for all new GMAR members to complete within the first 90-days of the membership. In this class, you will learn:

- What makes GMAR #Greater aka Member Benefits
- What is RPAC
- Industry tools and applications that will help you start your business
- NAR's Code of Ethics*

*Meets NAR Code of Ethics Requirement

VIRTUAL CLASS SCHEDULE

Zoom link emailed to attendees 1 day prior to class

November 8, 2022 9:00 am – 12:30 pm

November 22, 2022 9:00 am – 12:30 pm



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2022 GMAR CONTINUING EDUCATION

CONTINUING EDUCATION

NOVEMBER 9, 2022

9:00 AM – 3:00 PM

VIRTUAL ZOOM MEETING

Zoom link will be sent 1 day prior to class

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Non-Members: \$35.00

Presented by

BRENT BELESKY | MRP, SRES

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- Seller's Disclosure Statement
- Wire Fraud, Cyber Security, and Leasing Agency
- EMD
- Legal Updates & Case Studies
- Meets NAR Code of Ethics Requirement

For questions contact:

Traci Dean | Education Director

248-522-0341 | traci@gmaronline.com

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MANAGING YOUR BUSINESS:
**DOLLARS &
SENSE**



Preparing a budget for your business, setting up your business, cash flow expectations, understanding the basics of marketing, and miscellaneous components of business planning.

November 10, 2022
9am-12pm



THIS IS LEGAL, ISN'T IT?

CONTINUING EDUCATION

NOVEMBER 10, 2022

1:00 PM – 3:00 PM

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**CODE OF
ETHICS**

NAR CODE OF ETHICS

CONTINUING EDUCATION

NOVEMBER 15, 2022

9:00 a.m. – 12:00 p.m.

VIRTUAL ZOOM MEETING

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GMAR Members: FREE

Non-Members: \$10.00

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Presented by
DENNIS KOZAK

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- Identify key aspirational concepts found in the Preamble to the National Association of REALTORS® Code of Ethics
- Identify critical elements of due process as they relate to Code enforcement
- Identify how the Code of Ethics should be used in daily business practices

For questions contact:

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Pricing Strategies: Mastering the CMA

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9:00 a.m. – 1:00 p.m.

VIRTUAL

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Presented by:

Diane Kroll

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- Title Insurance
- Closing / Follow Up

NOVEMBER 17, 2022

Virtual Class

9 a.m. - 12 p.m.

Zoom link to be emailed 1 day prior to class

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Presented by:
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