

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Shellie Schlicker - Welcome Home Realty

2009 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

* **May 14, 2009** - 7 Requirements of a Fail-Safe Contingency Clause
Speaker: Rick Conley of the Real Estate Education Professionals of Michigan
(will count as 2 hours of con-ed)

July 16, 2009 - REALTOR 911
Speaker: Marcus Wally
Location: TBD (Iosco County)
(will count as 2 hours of con-ed)

Special Meeting Dates

August 6, 2009 - Golf Outing
Wicker Hills Golf Club

UPCOMING EVENTS

May 5, 2009 - Orientation
Hale United Methodist Church

October 13, 2009 - Orientation
Hale United Methodist Church

*Registration forms and details available on Paragon 4 under MLS Documents, Registration forms.

Website:

www.ProHomeSellers.com



April is Fair Housing Month

April 2009 marks the 41st anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property. (See page 2 for the REALTOR® Fair Housing Declaration)

May Road to \$ucce\$\$ Meeting

Rick Conley of The Real Estate Education Professionals of Michigan, Inc. presents:

“The Seven Requirements of a Fail-Safe Contingency Clause”

Avoid confusion between clients and create a positive experience for everyone. Confidently recognize missing components of a clause knowing the seven requirements that make a contingency clause complete and well understood among all parties. **Fulfills 2 hours of regular con-ed requirement for 2009.**

Be sure to bring pocket card and picture ID!

Date: May 14, 2009

Location: VFW Arenac Post No 3724, Standish

Time: Dinner at 6:00 pm Program at 7:00 pm Cost: \$20.00 includes dinner

Registration deadline: April 24, 2009

Northeastern Michigan Board of REALTORS® Phone (989) 728-5165
106 E Main Street Fax (989) 728-5873

PO Box 332

E-mail: NEBoard@prohomesellers.com

Hale, MI 48739

E-mail MLS: MLSneboard@prohomesellers.com

President's Report

Ric Braun

April is REALTOR® Fair Housing month. As the busy season is just around the corner, what a good time to be reminded of a few things we as REALTORS® need to keep in mind each and every day. The following is a short summary of the Fair Housing checklist:

1. **Courtesy** – How is the prospect received as they enter your office? How long must they wait before someone offers them service? Are they offered a seat? Are they all asked the same question in regards to showing and properties available on the market?
2. **Qualifying** – Are all prospects being asked identical questions about such things as price range, type of housing preferred, features, initial financing desired? Just remember, if inquiries are made of some prospects, they must be made of all prospects.
3. **Financial Information** – First of all, if financial information is provided to some prospects, it should be provided to all prospects. It is important that the different types of financing and the rates that are prevalent are given to all parties and up-to-date. Do not make any comments that financing may or may not be difficult to obtain.
4. **Housing Availability** – It is important for us to be aware of the homes available for immediate showing, and make sure we include all homes which meet the buyers' criteria. Also, make sure the same amount of properties is shown to minority and non-minority prospects. Please remember the content, quality and quantity of the information provided as well as the level of service provided must be equal to all prospects.
5. **Location** – All prospects must be afforded the same locational choices unless you are requested to show only in a certain area. Make sure that it is the buyer's request and not your suggestion that determines the area in which properties are sought. Just a note: Make sure that the buyer leads the narrowing of the search.
6. **Follow-up Plan** – The quality and level of service provided to all classes of people/prospects should be equal.

These six areas of fair housing are basic to the success of our industry. If we all live by these rules, our lives and levels of service will be enhanced.

REALTOR® Fair Housing Declaration

I agree to:

- Provide equal professional service without regard to the race, color, religion, sex, handicap, familial status, or national origin of any prospective client, customer, or of the residents of any community.
 - Keep informed about fair housing law and practices, improving my clients' and customers' opportunities and my business.
 - Develop advertising that indicates that everyone is welcome and no one is excluded; expanding my client's and customer's opportunities to see, buy, or lease property.
 - Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.
 - Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.
 - Refuse to tolerate non-compliance.
 - Learn about those who are different from me, and celebrate those differences.
 - Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.
-
- Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.

Virtual Office Websites (VOWs) Policy Update

As a result of the settlement of US vs NAR (the case brought by the Department of Justice challenging NAR's previous VOW policy and MLS rules), there are new rules, regulations, and policies pertaining to VOWs. The information was emailed to the brokers and is available for review on Paragon, under MLS Documents, VOW Information.

There are several requirements that a Participant needs to follow in order to operate a VOW. The MLS Rules and Regulations will be updated to reflect the mandatory changes imposed by NAR and the optional sections are under review to determine which ones, if any, will be adopted.

A VOW is considered an on-line brokerage. Listing brokers' consent is not required to display on a VOW any listing otherwise available to MLS Participants for Internet display. **Sellers retain the ability to withhold their properties from Internet display or to withhold the display of their property's address from Internet display.** A Seller Opt-Out Form is required to be filed if a seller chooses the option of not wanting the listed property to be displayed on the Internet; or if they do not want the address of the listed property to be displayed. If they chose to not allow the listed property to be displayed on the Internet, the listed property will not be displayed on any Internet site (ProHomeSellers.com, REALTOR.com, etc.) A Seller Opt-Out Form is available for use on Paragon, under MLS Documents, VOW Information.

The IDX solution is still available also. An IDX site is considered advertising - and a listing brokers' consent is required before another broker may advertise his/her listings. **The Rules and Regulations relating to IDX policy has not changed or been affected.**

ReaderKey Participation

Now's the time to give it a try..... Beginning in April 2009, if you would like to try out the ReaderKey, you can do so free of charge for ninety (90) days. You would be required to give the \$100 deposit/set-up fee and you can use the key for 90 days. At the end of the 90 days, you have the option of returning the key or continuing to participate. If you chose not to utilize the key, the \$100 deposit/set-up fee will be returned. If you chose to continue to participate, you will be charged the quarterly/yearly fee. Either the broker or an individual can use the key during the trial period but at the end of the 90 days, it becomes an individual key and cannot be shared. Contact the board office to sign-up.

Real Estate License Renewal

Just an "FYI".... October 31, **2009**, marks the end of the three-year license cycle. For the 3-year license cycle each licensee needs to complete 18 hours of continuing education. As long as the topic number and course name is different from the other courses that you have taken and you have a total of at least 18 hours of continuing education from approved real estate courses your con-ed requirements will be met. However, you need at least 2 hours of an education course per calendar year that involves law, rules and court cases regarding real estate. Your con-ed credit hours can be verified at DLEG's website (see page 4 of newsletter for address).

New Member Orientation

Orientation classes have been scheduled for 2009 at the Hale United Methodist Church. (May 5, October 13). Registration begins at 8:30 am with class starting at 9:00 am and concluding at 5:00 pm. All new members are required to attend the orientation class. A lot of useful information including the mandatory Code of Ethics is provided. Contact the Board Office to register.



2009 Board Officers & Directors

President

Ric Braun

Scofield Real Estate

President-Elect

Todd Bather

Target Real Estate

Secretary/Treasurer

Barb Hilborn

Coldwell Banker Pete Stanley & Assoc.

Vice-Presidents:

Arenac County -

Jennifer Yealey

Olsen Independent Real Estate

Iosco County -

Kelly Dehner

East Side Real Estate

Ogemaw County -

Paula Nowak

Dunbar Bell & Associates

Past President

Mary Rockwell

C.A. Hanes Realty

Directors

Karen Haglund, Tawas Sunshine Realty

Anne Johnson, Lake & Country Real Estate

Nina Jordan, Olsen Independent Real Estate

Greg Morris, Morris Richardson Real Estate

COMMITTED TO EXCELLENCE

CERTIFIED APPRAISER/DIVER

On most days, you may find Tony Piazza, MAI, SRA, appraising a large parcel of recreational land or a conservation easement near one of northern Michigan's waterways, but in his off-time you won't find him on dry land, but under water. A Realtor® for 30 years and a member of the Northeastern Michigan Board for 20 years, Tony is also the Vice President of one of the oldest scuba diving clubs in Michigan -- the Saginaw Underwater Explorers. Hoping to one day receive another certification, Tony plans to pursue a degree in Underwater Archaeology.

Although more of his dives take place in the Caribbean, he always makes several Michigan dives during the summer months in areas like Alpena's Thunder Bay, the Thumb Underwater Preserves, the Straits of Mackinac and Tawas Bay.

Check out the club's website @

www.saginawunderwaterexplorers.org





WEBSITES TO VISIT...

Visit the following websites for important information and services provided by the National Association of REALTORS® and the Michigan Association of REALTORS®:

Michigan Association of REALTORS®

www.mirealtors.com

Legislative Issues /Advocacy
www.mirealtors.com/advocacy.html

National Association of REALTORS®

www.realtor.org

Read about issues affecting REALTORS®
www.realtoractioncenter.com

REALTOR® Magazine Online:

Full of real estate tips
www.realtor.org/rmohome.nsf/pages/rmohome

Department of Labor & Economic Growth (DLEG)

www.michigan.gov/dleg

Use this website to verify licenses, check for con-ed credits, approved real estate courses, etc. On the home page, click "on-line services" and then choose an option. To verify the number of con-ed credits a licensee has for the year, go to "Verify a License/Registration", search by name or license number.

2009 * MLS STATISTICS

MONTHLY- MARCH

Number of Residential Units Sold
2009 - 31
2008 - 30

Dollar Volume of Residential Sales
2009 - \$ 2,203,500
2008 - \$ 2,446,823

YTD - MARCH 31

Number of Residential Units Sold
2009 - 73
2008 - 80

Dollar Volume of Residential Sales
2009 - \$ 4,922,300
2008 - \$ 7,465,468



NEMB ROSTER CHANGES

OFFICE TRANSFERS: None
OFFICE CLOSED: None
OFFICE DROPPED MLS: None
DISCONTINUED MEMBERSHIP: None