

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Marissa Binkowski -
Heritage House Realty-Oscoda

2009 DATES TO REMEMBER

Road to Succe\$\$ Meeting Dates

February 19, 2009 - Greg McClelland
Location - TBD
1:00 p.m. to 3:00 p.m.
Cost: \$25.00

Special Meeting Dates

January 15, 2009 (tentative date)
Brokers Meeting



UPCOMING EVENTS

January 22-23, 2009
Achieve Inaugural Gala, Kalamazoo
See www.mirealtors.com for details

February 3-6, 2009
Pro-Standards Workshop
See www.mirealtors.com for details

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

Happy
New
Year!!!



Website:

www.ProHomeSellers.com



INSTALLATION OF OUR 2009 BOARD OFFICERS & DIRECTORS!



Mary Rockwell, Karen Haglund, Kelly Dehner, Jennifer Yealey, Todd Bather, Ric Braun, F/Lt. Robert Lesneski, Barb Hilborn, Nina Jordan, Anne Johnson

**F/Lt. Robert Lesneski, East Tawas State Police Post
installed our board officers and directors at the
Tawas Bay Beach Resort on December 5th!**

See page 7 for details...

Northeastern Michigan Board of REALTORS® Phone (989) 728-5165
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Hale, MI 48739 E-mail MLS: MLSneboard@centurytel.net



2008 Board Officers & Directors

President

Mary Rockwell
C.A. Hanes Realty

President-Elect

Ric Braun
Scofield Real Estate

Secretary/Treasurer

Barb Hilborn
Coldwell Banker Pete Stanley & Assoc.

Vice-Presidents:

Arenac County -

Jennifer Yealey
Olsen Independent Real Estate

Iosco County -

Todd Bather
Target Real Estate

Ogemaw County -

Debra Nichols
C.A. Hanes Realty

Past President

Yvonne DeRoso
DeRoso & Associates

Directors

Nina Jordan, Olsen Independent Real Estate

Greg Morris, Morris Richardson Real Estate

Anne Johnson, Lake & Country Real Estate

Cyndi Blust, Real Estate One of Tawas

CONGRATULATIONS

ROBYN!!



Robyn Walker of Coldwell Banker Pete Stanley & Associates will be installed as the 2009 President of the Saginaw Chapter of the Women's Council of REALTORS on Wednesday, December 17th at 11:30 a.m. at the Bay City Country Club. Bill Martin of the Michigan Association of REALTORS® will conduct the installation.

Please RSVP to Lisa Shoemaker at
lshoemaker@wanigas.com or 989-799-9834

LEGAL UPDATE - GREG MCCLELLAND

FEBRUARY 19, 2009

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

\$25.00 - Location to be determined

2 Hours of Legal Con-ED

To register, send copy of pocket ID card and include date of birth or last 4-digits of your social security number to the Board Office.



DECEMBER PRESIDENT'S REPORT

GOODBYE 2008, WELCOME 2009

As this year winds down and we prepare for another, it is time to assess the past year and develop goals for the new one. This will be my final article as your Board President for 2008. I hope my articles have made you think during this year and maybe entertained you at times. They have covered a variety of topics as the occasion arose.

We are welcoming some new members to our Board of Directors, Karen Haglund, Director; Kelly Dehner, Iosco VP; and Paula Nowak, Ogemaw VP. We are also saying goodbye to Debby Nichols, Ogemaw VP for 2008. We want to take this opportunity to thank Debby for her hard work and dedication to the Board this past year. We look forward to her continued support to the Board in other ways.

2008 was a challenging year for our Association in many ways. As our membership numbers decreased, we faced a large deficit in our budget. Despite making huge cuts in our spending, we were forced to increase our dues for the first time in many years in order to continue giving you the services you need and require to do business. As we end this year we will look closely at our budget again to see where we can make cuts to prevent having a deficit again. Our membership numbers fell from 278 in December 2006 to 225 in December 2007. We do not know yet what our membership will be in December 2008.

Below are some highlights of 2008:

- **Four Road To Success meetings with 2 hours of Con Ed at each for a total of 8 hours including your 2 hour legal class. Classes included:**
 1. Agency Update with John Tousciuk
 2. Legal Update with Greg McClelland
 3. I've Got The Power with Marcus Wally
 4. Understanding The Land Division Act with John Awrey
- **Two Orientation classes for new members.**
- **Code of Ethics training for members to fulfill their Quadrennial training requirements.**
- **Candidate interviews for both House Districts represented by our Board.**
- **Meet and Greet session in October for candidates.**

Best wishes for the coming year and don't forget to donate to RPAC before the end of the year.

Mary Rockwell
2008 President



COMMITTED TO EXCELLENCE



Todd Bather

Target Real Estate

Todd moved to northeast Michigan in the spring of 1995. Tawas City was the location that he desired. After owning and operating Paradise Beach Resort and a charter fishing business for a few years he was ready for a change. He realized his marketing abilities and decided to launch into the real estate world.

Once he received his license in 1998 he started to sell condominiums at The Villages of Oscoda. Kim Lingo the broker of Target Real Estate and Todd's business partner steered him in that direction. She was the property manager at that time. The rest is history. After four plus years and the team selling over 500 homes in the Villages it was time for a new adventure. In the spring of 2002, Todd and his business partners (Scott & Kim Lingo) opened Target Real Estate Co. They struggled a bit the first year with trying to get the name out there and learning the ropes on the state and board levels of the industry. He learned a lot that first year. Todd and his partners also own a 13 unit apartment building in Harrisville.

In the fall of 2007 Todd was elected to the Board of Realtors as Vice President of Iosco County. The economic crisis that started in that year made for a challenging 2008 for the board. After having to raise dues and with major cutbacks it was sure a learning experience. Todd is looking forward to the new endeavors that 2009 holds for him as President Elect. His primary focus will be increasing membership and keeping expenses down. He looks forward to his opportunity to serve you as President in 2010!



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.

2008 * MLS STATISTICS

MONTHLY- NOVEMBER

Number of Residential Units Sold
2008 - 26
2007 - 42

Dollar Volume of Residential Sales
2008 - \$ 2,192,400
2007 - \$ 5,221,750

YTD - NOVEMBER 30TH

Number of Residential Units Sold
2008 - 470
2007 - 609

Dollar Volume of Residential Sales
2008 - \$ 40,419,118
2007 - \$ 62,947,528



Heartfelt condolences to
Kimberly Lingo (Target Real Estate)
and family with the passing of her mother.

NEMB ROSTER CHANGES

OFFICE TRANSFERS: Cyndi Blust to Century 21 Tawas

OFFICE CLOSED:

OFFICE DROPPED MLS:

DISCONTINUED MEMBERSHIP:

Dixie Nugent, East Side Real Estate
Anne Snelgrove, Century 21 Benjamin
Bill Gulvas, Century 21 Horizon
Rick Bailey, Real Estate One of Tawas
Janni Burns, Olsen Independent
Robin Brown, Target Real Estate
Sherry Golden, C. A. Hanes

Daily Real Estate News | November 21, 2008

Court Ruling: Square Footage Must Be Accurate

A Texas appeals court has upheld the principle that size matters in a case in which the square footage of a home sold in the central part of the state wasn't what was advertised.

The buyers, who sued and won against the real estate professionals who handled the sale, told the court that they bought the property largely because they thought they were paying a lower rate per square foot than other sellers in the area were asking.

The house turned out to be 253 square feet smaller than the practitioner put on the information sheet and on the multiple listing service posting.

A jury awarded the purchasers damages and held the real estate professionals liable for misrepresentation and fraud. The court of appeals in Austin upheld the decision, even though the couple had moved into the home 30 days prior to settlement and the information came from tax records filed with the local municipality.

The appeals court said the real estate professionals had a duty to get the information right and the buyers shouldn't have to pull out a tape measure.

Source: United Features Syndicate, Lew Sichelman (11/21/2008)

Required Quadrennial Code of Ethics Training

All members are required to complete the Quadrennial Code of Ethics training every four years. The current cycle will end on December 31, 2008. Email reminders were sent out to those members that have not completed the training during this cycle. You can complete the training online at www.realtor.org. On the homepage, go to the "Do It Online" section, select the "Take Code of Ethics Training".

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).

CONGRATULATIONS!!!

Congratulations to our 2009 Board Officers & Directors

President Ric Braun, Scofield Real Estate
President-Elect Todd Bather, Target Real Estate
Secretary/Treasurer Barb Hilborn, Pete Stanley Coldwell Banker & Associates

Vice Presidents:

Arenac County: Jennifer Yealey, Olsen Independent Real Estate

Iosco County: Kelly Dehner, East Side Real Estate

Ogemaw County: Paul 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

CHRISTMAS PARTY & Installation of Officers and Directors was held Friday, December 5th at the Tawas Bay Beach Resort. Kristi and Iosco Habitat for Humanity each received \$51.00 from the 50/50 drawing. RPAC received \$540 from the Silent Auction. We would like to **“THANK”** F/Lt Robert Lesneski for installing our officers & directors, for everyone that participated in the auction, and the following businesses that donated to the auction:

1st Investors Title Agency
Ann’s Hair Affair
C.A. Hanes Realty
C-21 Benjamin Realty
Morris Richardson Real Estate
Pete Stanley Coldwell Banker & Associates
Scofield Real Estate
Target Real Estate
Tawas Sunshine Real Estate



LOCAL REALTORS® ATTEND NATIONAL ASSOCIATION OF REALTORS CONFERENCE

The National Association of REALTORS® Conference was held in Orlando, Florida November 7 – 11 with over 22,000 REALTORS® from the United States and other countries in attendance. Attending the conference were local REALTORS® Mary Rockwell and Elaine Schraudt from C. A. Hanes Realty in West Branch and Robyn Walker from Coldwell Banker Pete Stanley and Associates of AuGres. The conference is full of learning sessions, committee meetings and networking opportunities.

Robyn Walker attended the conference representing the Michigan Chapter of the Women's Council of REALTORS®. She is the current President Elect for Michigan and will be sworn in as 2009 President in December. As President she was there to attending Learning Labs and Strategic Forums as a part of Leadership Training for the position.

Elaine Schraudt was appointed by the Michigan Association of REALTORS® to represent them in the International area, specifically to interact with the representatives from Michigan's sponsored country, Latvia. She attended many of the International events and was privileged to interact with representatives of many different countries.

Mary Rockwell is a member of Membership Policy and Board Jurisdiction Committee for the National Association of REALTORS®. This committee reviews new Boards of REALTORS® joining the Association and determines policy concerning current membership. They meet twice a year during the National Conference in November and during the Mid Year Meetings in Washington D.C. in May.

Both Elaine and Mary volunteered to work for Habitat for Humanity on November 5 in Orlando. Each year the National Association of REALTORS® asks for volunteers to work on a home for Habitat in the city where their conference is held. This is the 3rd year Elaine and Mary have volunteered for the project. A new home was dedicated in the afternoon to the new owner who had to put in "Sweat Equity" hours as part of the project.

