

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Jeremy Powers
All Star Real Estate
Stacey Wilcox
All Star Real Estate

2008 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

March, August, October
Details to follow

Special Meeting Dates
May - Details to follow

Brokers Meetings
April 10, 2008 - Details to follow

UPCOMING EVENTS

February 6, 7 & 8, 2008
February 6th, Traverse City
February 7th, Saginaw
Pro Standards Workshop*

February 20, 2008
Continuing Education*
Hale United Methodist Church

April 15 & 16, 2008 -
Broker Summit, Dearborn, MI

April 17, 2008
Legal Update with Greg McClelland
Quality Inn, West Branch-Time TBD

September 17, 18 & 19, 2009
MAR Convention. Marriott, Detroit
Renaissance Center - Details to Follow

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

Website: www.ProHomeSellers.com



RPAC CONTRIBUTIONS

The Board would like to thank all the board members that contributed to RPAC in 2007. With everyone's contribution, the board was able to reach 100% of the goal of \$6256 that was set for the Board by the state association.

The Northeastern Michigan Board of REALTORS® would like to recognize the following level of contributors:

GOLD CIRCLE (\$500-\$999)
Elaine Schraudt

SILVER CIRCLE (\$200-\$499)
Ric Braun
Barb Hilborn
Greg Morris
Mary Rockwell

CENTURY CIRCLE (\$100-\$199)
Todd Bather
Timothy Kelley
Darlene Leiva
Scott Lingo
Dennis Stanley

Continued page#5

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

PO Box 332 E-mail: NEBoard@centurytel.net
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
John Stanley, CB Pete Stanley

**CONGRATULATIONS
&
THANK YOU!!!**

“CONGRATULATIONS”...

To our 2008 Board Officers and Directors! We look forward to an exciting new year under their leadership!

“THANK YOU”...

To our 2007 Board Officers and Directors! We appreciated your leadership and hard work during the past year!

2007 BOARD DUES

In December, notices were sent to brokers advising them of who had paid 2008 board dues. For those that haven't paid, dues must be received no later than February 28, 2008 and must include the \$50.00 late fee. Brokers please verify that all agents with your office have paid their dues.

PARAGON 4

On Paragon 4, under MLS Docs we will be uploading information pertaining to registration forms, meeting summaries and other important information.

Be sure to look at the Information!!



NOTES FROM THE PRESIDENT - MARY ROCKWELL

Welcome to 2008!! Each year seems to fly by faster than the last. They tell me that is a sign of age but I prefer to think it is just a matter of our busy lives controlling us! I am looking forward to an exciting year with lots of changes and challenges in store. As most of you are aware, membership numbers are down significantly locally, statewide and nationally for REALTORS®. There are a combination of factors causing this but the market slowdown is probably the most widely blamed. Regardless, real estate goes on and there is business to take care of.

Now is the time to educate yourself and take those classes you have been putting off. Your local Association is planning several educational opportunities this year. Watch your newsletter and up screen on Paragon for announcements. We will be holding a Legal Update with Greg McClelland on April 17 at the Quality Inn in West Branch. There will also be another 2 day class that will count toward credit for the CRS designation in May. The Road To Success Membership meeting will be done in conjunction with classes giving Continuing Education credit in March, August and October.

Don't forget the Achieve Conference in January, Professional Standards workshops in February, Broker Summit in April and of course the MAR Convention in September. These are all opportunities to take classes, earn con ed credit and network with other REALTORS® from across the state. A good way to form a referral network!

Have you noticed the change in your up screen on Paragon? We will be trying some new things and posting pictures of events taking place in our business. We will also soon be starting a weekly newsletter update to keep you informed of current events and activities. I am looking forward to seeing these changes take place and am anxious for your comments regarding these changes.

Quadrennial Code of Ethics

The second Quadrennial REALTOR® Ethics course for the January 1, 2005 thru December 31, 2008 cycle is available on-line at the NAR website (www.realtor.org) for those interested in fulfilling this mandatory requirement. Please fax a copy of your certificate of completion to the Board Office so we may update your records

Michigan Property Data Query

The Northeastern Board now participates in the Michigan Property Data Query. This web site compiles property data from those boards that participate throughout the state of Michigan. The web site address is <http://mi.pdqr.net>. You will use the same log-in and password that you use to log into our MLS.

YVONNE DEROSO 2007 REALTOR® OF THE YEAR

Yvonne DeRoso of DeRoso and Associates was named the 2007 REALTOR® of the Year for the Northeastern Michigan Association of REALTORS®. Yvonne was honored at the September Michigan Association of REALTORS® Conference and at the Northeastern Michigan Association's Inaugural Gala in December. REALTORS® were chosen based on their REALTOR® spirit, activity in civic affairs, activity in local, state and national association activities and their business and educational experience.

Yvonne was chosen by her fellow REALTORS® for her leadership and involvement in the local Association including her service as President during 2007. Yvonne was appointed to chair a committee to bring in a nationally known speaker in 2006. Through her hard work and devotion to the project, we were able to bring Terry Watson to our area in May 2007 for a presentation to REALTORS®, local businesspersons and high school students. Yvonne was able to get sponsorship from local businesses to pay a large portion of the cost. She has served on the Board of Directors since 2003 as a Director, Secretary, President Elect and President. She is continuing to serve in 2008 as Past President.

Yvonne has attended Achieve Conference, Broker Summit and MAR Convention. She has continued to expand her education in real estate by taking classes that are offered in the area.

Yvonne has also been involved in the West Branch GAP program for the I-75 business loop. The goal of this group is to bring new businesses and jobs to the community and enhance business for local REALTORS®.

Yvonne had had her real estate license since 1992 and has been a REALTOR® since 1995. In 1997 she received her broker's license and started her own company in 1998.

Congratulations Yvonne on a job well done!

NEMB ROSTER CHANGES

OFFICE TRANSFERS:

Stephens, Leonard - Century 21 Horizon to C.A. Hanes Realty

OFFICE NAME CHANGES:

OFFICES DROPPED: Heritage House Realty - Glennie

DISCONTINUED MEMBERSHIP:

ELAINE SCHRAUDT RECEIVES HARRY PIJUT HUMANITARIAN AWARD

Elaine Schraudt, C.A. Hanes Realty, was honored at the Northeastern Michigan Inaugural Gala as the first recipient of the Harry Pijut Humanitarian Award. This award will be given annually to a member of the local Association for the involvement and accomplishments within the community, the real estate profession, respect, enjoyment and preservation of the environment and other special recognitions.

Elaine was nominated for involvement in various activities including the local Association. Elaine has volunteered to teach the Board Orientation class, served as 2006 President, RPAC Chair for several years as well as many other committees. She is also the current Director for District 1 on the Michigan Association of REALTORS® Board of Directors. She has regularly attended the Broker Summit and Achieve conferences as well as both the Michigan and National Conferences. In 2006 she helped with the build for Habitat for Humanity in New Orleans.

Elaine is respected by other agents and brokers from across the state. She was recently appointed to the Public Policy Committee for the Michigan Association of REALTORS®.

Elaine is also actively involved in her church and served a member of the DDA for Rose City was instrumental in helping with the grant o improve the downtown area.

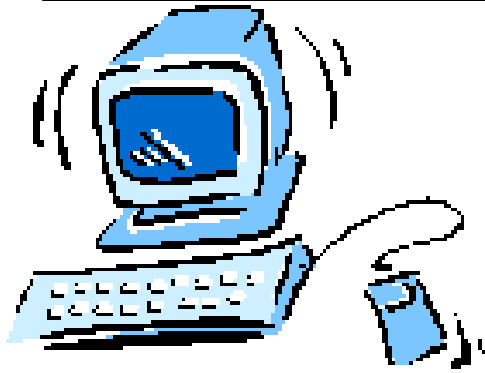
Congratulations Elaine for your work and dedication.

CONTINUED FROM PAGE 1

\$50-\$99

Robert Alexander	Catherine Bruce	Richard Ferris	Todd Herzog
Lawrence Arntz	Janni Burns	Lee Fullerton	Anne Johnson
Carl Babcock	Gary Buysens	Dean Gibson	Jenifer Johnson
Loraine Bell	Linda Chasey	Anne Giori	Nina Jordan
William Bell	Patty Dack	Sherry Golden	Martin Kempf
Mark Benjamin	Kelly Dehner	Gene Goodman	Denise Krzyanski-Hallin
Brenda Benjamin-Marsh	Scot Dehner	Nanette Goodrow	Frank Levia
Barb Brandner	Rose DeMatio	Charles Hanes	Kimberly Lingo
Betty Lyle	Edward Nagy	Chris Ropp	Sheryl Trevarrow
Larry Lyle	Debra Nichols	Pat Sciotti	Carol Westcott
Norene MacKenzie	Paula Nowak	Weldon Scofield	Robert Wiltse
Kelly McDonald	Dixie Nugent	Louella Shellenbarger	Jennifer Yealey
Marjorie McKenzie	Audrey Olsen	Letitia Simmet	
Pam McPhee	Carla Reeves	John Stanley	
Vickie Morris	Darren Rhodes	Connie Sysak	

The Board Officers also voted to contribute the \$3550 that was raised by selling tickets for the Jet Dinner Raffle as a 2008 contribution to RPAC. The board officers feel that the importance of supporting RPAC is more important than ever as tax reforms and burdensome regulations threaten the industry.



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®:

www.mirealtors.com (MAR)
www.realtor.org (NAR)

Other Real Estate information sites:

www.donotcall.gov

National Do Not Call Registry

www.realtytimes.com

www.inman.com

Real Estate news items

www.dleg.state.mi.us/bcsc/coned/

Check Con-Ed credits on record

www.toolbase.org

Toolbase Services - The Home Building Industry's Technical Information Resource

www.mirealtors.com/members/legal.html

Information about MAR legal affairs

Factory-built homes:

Building Systems Council

www.buildingsystems.org

Manufactured Housing Institute

www.manufacturedhousing.org

DECEMBER 2007 * MLS STATISTICS

MONTHLY

YTD

RESIDENTIAL UNITS AVAILABLE
 2007 - #1154 2006 - #1137

AVERAGE RESIDENTIAL SELLING PRICE
 2007 - \$ 102,191
 2006 - \$ 94,524

AVERAGE RESIDENTIAL SELLING PRICE
 2007 - \$83,391
 2006 - \$73,078

VOLUME RESIDENTIAL SALES
 2007 - \$ 65,913,228
 2006 - \$76,375,512

VOLUME RESIDENTIAL SALES
 2007 - \$ 2,918,700
 2006 - \$ 3,215,430

RESIDENTIAL SOLD
 2007 - #645 2006 - #808

RESIDENTIAL SOLD
 2007 - # 35 2006 - #44



CONTINUING EDUCATION

Wednesday, February 20, 2008

Hale United Methodist Church

Course #: K5052

Instructed by: John Tousciuk, New Dimensions Real Estate

Registration - 8:30 a.m. * Class - 9:00 a.m. to 3:00 p.m.

**COST: \$35.00 REALTOR® (before 2/8/08)
 \$45.00 non REALTOR® (before 2/8/08)**

**\$45.00 REALTOR® (after 2/8/08)
 \$55 non REALTOR® (after 2/8/08)**

Lunch on your own - Snacks/Drinks will be available

**Send check (payable to Northeastern Michigan Board),
 copy of license and last 4 digits of SSN or date of birth to:
 Board Office, PO Box 332, Hale, MI 48739**

The Northeastern Michigan Board of REALTORS®
encourages you to attend the

Michigan Association of REALTORS® 2008 Professional Standards Seminars Series

Do You Have the Right Tools for Professional Standards?

The Michigan Association of REALTORS® does. MAR has teamed up once again with Bruce Aydt, ABR, ABRM, CRB, to host four half-day workshops designed to assist REALTORS® who serve on professional standards and grievance committees to gain new insights and knowledge of Professional Standards through mock hearings and classroom instruction.

2008 Locations are:

Wednesday, February 6, 2008

Fetzer Center
Western Michigan University
Kalamazoo, MI 49008-5239
Phone: 269-387-3232
12:30 – 1:00 p.m. Registration
1:00 – 4:30 p.m. Workshop

Wednesday, February 6, 2008 – Video Conference Link

Hagerty Conference Center
Northwestern Michigan College
715 E Front Street
Traverse City, MI 49686
Telephone: 231-995-1146
12:30 – 1:00 p.m. Registration
1:00 p.m. – 4:30 p.m. Workshop

Thursday, February 7, 2008

Horizons Conference Center
6200 State St.
Saginaw, MI 48603
Phone: 989-799-4122
12:30 – 1:00 p.m. Registration
1:00 – 4:30 p.m. Workshop

Friday, February 8, 2008 – AM Session

Rock Financial Showplace
46100 Grand River Ave
Novi, MI 48374
Phone: 248-348-5600
8:30 – 9:00 a.m. Registration
9:00 a.m. – 12:30 p.m. Workshop

TO REGISTER:

Simply choose your preferred location, list your name, license ID# or NRDS#, and fax back to the Board Office. There is no registration fee as these seminars are supported by dues and will fulfill the NAR Quadrennial Code of Ethics training requirement.

NAME OF PARTICIPANT

LICENSE ID# OR NRDS#

LOCATION

(use additional pages if necessary)

**PLEASE REGISTER BY FAX TO THE BOARD OFFICE (989-728-5873)
NO LATER THAN MONDAY, JANUARY 28, 2008.**



Northeastern Michigan Board of REALTORS®

Phone 989-728-5165
Fax 989-728-5873
NEBoard@centurytel.net
www.ProHomeSellers.com

106 E Main Street
PO Box 332
Hale, Michigan 48739

DATE: January 4, 2008
TO: All Board Members
FROM: Board Officers
RE: Payment of Board Dues

It has been brought to the attention of the Board that there is a misunderstanding concerning the payment of board dues at the local level.

Dues are collected in October instead of January each year due to a vote by the entire membership. This was a bylaw change that had to be approved by the membership. The membership felt it was easier to make the dues payment in October instead of January.

Dues paid in October are for the calendar year of January 1 through December 31 for the next year. For example, dues that are collected in October 2007 are for the calendar year January 1 to December 31, 2008.

Payment of the state and national portion of the dues collected at the local level are due on January 1st of each year. However, the dues policy of the national association allows for a grace period before members that have not paid by January 1st are actually terminated. At the local level we also allow for that grace period so that members that do not pay by the October 31st due date can remit payment with the \$50 late fee. After October 31st, if the member does not pay within the grace period, they must pay the dues amount, the \$50 late fee, and the additional \$30 in new member fees that the state association charges once the member is terminated.

The timing of the dues collection has been in place for several years and was voted on by the membership. Some members chose to pay in October and some chose to wait and pay the dues with the \$50 late fee.

The dues collection policy has nothing to do with the payment of commissions and the timing of a member's payment for their dues. The payment of commissions is based upon individual office policy and each broker is responsible for their agents.