

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Janni Burns
Olsen Independent
Diane Szafranski
Century 21 Horizon
John Ulinski
Heritage House Realty of
Harrisville
David Walczak
Top Producers

2006 DATES TO REMEMBER

ROAD TO \$UCCE\$\$
MEETING DATES
September 14

SPECIAL MEETING DATES
August 10
Golf Outing
October 5
River Boat Ride
December 1
Christmas Party/
Installation of Officers

UPCOMING EVENTS

August 8, 2006
New Member Orientation
September 29, 2006
Con-Ed Class
October 24, 2006
New Member Orientation
November 6-7, 2006
CRS Class

Website: www.ProHomeSellers.com



Road to \$ucce\$\$ Held at the VFW Hall in Standish June 8th, 2006

Congratulations to Ric Braun on winning the Palm Pilot and to Tony Buckett, our 50/50 winner of \$67.00! The area Animal Shelters received the same amount.

As always, our members were most generous with many items donated for the Animal Shelters plus \$208.00 in cash donations!!

THANK YOU, THANK YOU!

“CRS CLASS”
(Certified Residential Specialist)
Sponsored by the Northeastern Board of REALTORS®
November 6-7, 2006
Quality Inn, West Branch
Watch for flyer with more details!!

Northeastern Michigan Board of REALTORS®
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Hale, MI 48739

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E-mail: NEBoard@m33access.com



2006 Board Officers & Directors

President

Elaine Schraudt

C.A. Hanes Realty, Inc.

President-Elect

Yvonne DeRoso

DeRoso & Associates GMAC

Secretary/Treasurer

Jennifer Yealey

Olsen Independent Real Estate

Vice-Presidents:

Arenac County -

Barb Hilborn

Coldwell Banker Pete Stanley & Assoc.

Iosco County -

Anne Giori

Perfect Landing Vacation Rentals & RE

Ogemaw County -

Ryan Munson

DeRoso & Associates GMAC

Past President

Greg Morris

Morris Richardson Real Estate

Directors

Ric Braun, Scofield Real Estate

Nina Jordan, Harry Pijut Real Estate

Karen Myers - American Eagle Appraisals

Mary Rockwell - C.A. Hanes Realty, Inc.

“Managing For Peak Performance”

September 13-14, 2006

Burnham Brook, 200 W Michigan Ave., Battle Creek

8:30 a.m. - 5:00 p.m.

Presented by the Battle Creek Association of REALTORS®

Your results as a manager depend on other people! Successful real estate managers understand the value of their role as coach and mentor. In addition to technique and soft skills, managers need to have systems in place to ensure goal attainment in recruiting, interviewing, coaching, and development. This course will help you model the behavior of a coach who triggers outstanding results. (This course generates 3 (three) credits toward the CRB--Certified Real Estate Brokerage Manager--designation.)

Contact the Board Office for a registration form.

**CONTINUING EDUCATION
TIME FRAMES**

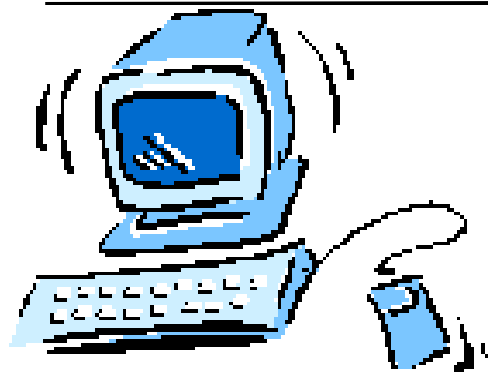
Licenses must complete their annual 2006 requirement from January 1-October 31, 2006 to be able to renew their licenses for the licensure period beginning November 1, 2006 and ending October 31, 2009.

**VERIFY YOUR CONTINUING EDUCATION
CREDITS ONLINE**

You can look up the hours the state has recorded for you by visiting:

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

Bookmark this site on your computer for future reference!



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.realtytimes.com
Real Estate news items
- www.inman.com
Real Estate news items
- www.epronar.com
Info on the e-PRO certification
- 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

PRESIDENT’S REPORT
Elaine Schraudt

Wow! If you missed our “Road to Succe\$\$” meeting for June...you missed a good one. We collected items for the local Animal Shelters, raised money for RPAC, and discussed mortgage fraud.

*I need to address some of the issues discussed about mortgage fraud. There was a local lender represented by a mortgage officer at the meeting that argued it was okay or perfectly legal to have a homeowner take a second mortgage and have it **disappear** after closing. Please go to www.mirealtors.com and check out the legal update for 2006. It is **not illegal** for an owner to take a second mortgage and **receive payment** on that mortgage. Where the fraud happens is where the home seller, buyer, loan officer, Realtor®, and/or appraiser pretends, falsifies (however you want to phrase the word **FRAUD**) there is more money in the deal that just does not exist. Let’s think of the situation as a homeowner. Are you going to give away \$20,000 or \$40,000 of the sale price to the buyer the day after closing? Get Real! We have people everyday wanting us to negotiate a \$25.00 couch. At the State and National level as Realtors® we have been told for the past several years that this is straight out illegal. If you are asked to become a party to this type of lending practice, please seek legal counsel before proceeding.*

To all that came to the meeting, I applaud you for taking the time to educate yourself and network with your fellow Northeastern Board Members. Watch for news on the September meeting. The latest rumor is that it is going to be a very successful, motivational, and fun meeting. I’ll see you at the next meeting.

** This is not necessarily the opinion of the Northeastern Board or it’s Directors but a personal view of the President.*

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**LEGISLATIVE REPORT
BY HARRY PIJUT**



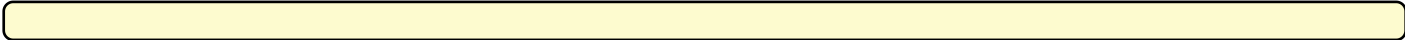
PROPOSED BALLOT INITIATIVES

Michigan may have as many as eleven (11) initiatives on the ballot, on November 7, 2006. Several of these proposals are in the process of being approved by the state board of Canvassers. It's not very easy to change the Michigan Constitution and once a constitutional change is made, it's very hard to reverse it. One initiative would establish trust funds for conversation, game and fish, another would legalize marijuana, another would restrict the state's eminent domain power and another would establish a unicameral legislature that would abolish the State Senate. One of the ways a proposal gets on the ballot is when legislators pass resolutions to put these issues in front of the voters. It's very unlikely that all eleven (11) proposals will be on the ballot for the electorate.

NEW MEMBER ORIENTATION

An orientation class has been scheduled for August 8, 2006 at the Hale United Methodist Church. Registration begins at 8:30 a.m. with class starting at 9:00 a.m. and concluding at 5:00 p.m.

All members are required to attend the orientation class. A lot of useful information is disseminated during this class and it is especially important for new members to attend. Contact the Board Office to register.



**YEAR-TO-DATE
MLS STATISTICS
YTD 2006 VS YTD 2005**

**MONTHLY
MLS STATISTICS
MAY 2006**

RESIDENTIAL UNITS AVAILABLE
2006 - #1402 2005 - #1249

RESIDENTIAL UNITS AVAILABLE
2006 - #1402 2005 - #1249

AVERAGE RESIDENTIAL SELLING PRICE
2006 - \$94,011 2005 - \$91,858

AVERAGE RESIDENTIAL SELLING PRICE
2006 - \$98,224 2005 - \$104,660

VOLUME RESIDENTIAL SALES
2006 - \$24,160,729 2005 - \$30,405,041

VOLUME RESIDENTIAL SALES
2006 - \$6,286,343 2005 - \$9,838,070

RESIDENTIAL SOLD
2006 - #257 2005 - #331

RESIDENTIAL SOLD
2006 - #64 2005 - #94



2006 REALTOR® OF THE YEAR NOMINATIONS

Now is the time to be thinking about nominations for someone you feel deserves to be recognized as the REALTOR® of the Year for the Northeastern Board. The purpose of the award is to recognize and award REALTORS® of our state for their efforts in the interest of their professions, their customers and clients, and their community. To foster and acknowledge the leadership qualities of those REALTORS® who do the real productive work of our Local, State, and National Associations.

The recipient of the REALTOR® of the Year award will be recognized at the MAR Annual Convention & Expo. The convention will be September 25-27, 2006, at the Amway Grand Plaza Hotel, Grand Rapids.

**2006 REALTOR®-OF-THE-YEAR
Official Nomination Form**

The purpose of the REALTOR®-of-the-Year award is to recognize and award REALTORS® of our state for efforts expended in the interest of their profession, their customers and clients, and their community.

To foster and acknowledge the leadership qualities of those REALTORS® who do the real productive work of our Local, State and National Associations.

Nominee's Name _____

Primary Local Association _____

Office Name (of Nominee): _____

Office Address: _____

City: _____ State: _____ Zip: _____

What do you believe the nominee has done in the last year to qualify for REALTOR®-of-the-Year? List accomplishments below.

(Attach additional sheets if necessary)

PLEASE RETURN FORM TO BOARD OFFICE NO LATER THAN JULY 13, 2006