

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Tom Arthur-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)
Location/Time - TBD

Special Meeting Dates

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



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)

Date: May 14, 2009

Location: Arenac County (TBD)

Time: TBD

Cost: \$10.00

President's Report

It seems that spring has sprung and every day as we head to work we see and hear more signs of spring. The sounds of the returning songbirds, the water running in the streams, and best of all, the telephones are ringing more often.

If you read my report from last month, it was about staying positive. I would like to think that my article in our newsletter was the cause for MAR to have an outstanding *Michigan REALTOR*® magazine for the month of March, but I know better. This issue is one of the best I've read. Staying positive and having a good attitude is what will keep us enthusiastic in the days to come. To keep up-to-date on important issues within our industry is only a click away. You can go to www.mirealtors.com, the links on Paragon, or contact the board office to get more details about what's happening around us.

I would also like to thank all the brokers and appraisers that attended the broker meeting on March 12th. Many issues were discussed and all input was appreciated. If you have not yet had an update from that meeting, be sure to talk to your broker about the issues that were discussed.

Ric Braun, 2009 Board President

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.**

8 Safety Tips When Showing Vacant Properties

Showing property for sale can be a risky business. The George Association of REALTORS® offers these safety reminders to professionals touring buyers into vacant and unfamiliar properties:

- Make a photocopy of the customer's drivers license or passport.
- Write down a description of the client's vehicle and license plate numbers and leave it where associates can find it.
- Leave a map of your route.
- Don't park in the driveway in such a way that you can be blocked in.
- Let the client enter the home first and walk ahead of you.
- Don't wear expensive or flashy jewelry and never carry large amounts of cash.
- Let someone in the office know when you arrive at the property and when you leave it.
- Be especially cautious about people who first try to circumvent the process by contacting the home owner directly.

Source: *The Atlanta Journal-Constitution*, Marcus K Garner (2/19/2009)

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

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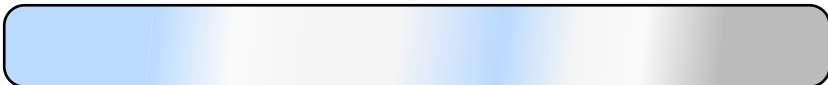
Greg Morris, Morris Richardson Real Estate

**NEMBOR MLS Database Updates
Paragon 4.1.5 Full Release Issues**

The following items were reported as of the Paragon 4.1.5 Full Release and MAY be affecting Paragon 4 Online users:

These issues are still being researched and updates will be provided as soon as possible:

1. WO# 65702 - Listing Price can no longer be saved with a value of zero.
 2. WO# 65688 - Voice search error on Address Search terminates call.
 3. WO# 65723 - Firm Inventory for Firm shows some but not all expiration dates for branch listings.
 4. WO# 65764 - Listings won't save when classes have hidden required fields using default values.
 5. WO# 65770 - Print + prints an extra blank page when printing Tour View report.
- The fixes for the following issues were addressed with a non-downtime deployment on Thursday, 3/5/09:
6. WO# 65650 - Users may be experiencing sporadic login issues.
 7. WO# 65675 - Market monitor, searches, tax pulls, and others are either throwing up timeout errors or takes several minutes to load.
 8. WO# 65738 - Unable to input listing / partial or maintain a listing.
 9. WO# 65684 - Custom report showing RED Xs in various places and obscuring data.
 10. WO# 65711 - Error saving subject property on CMA.
 11. WO# 65732 - Unable to change the list price/acre field on some listings.
 12. WO# 65689 - Receiving an error when printing a Hotsheet report.
 13. WO# 65741 - Required field is not recognizing data has been input into the field





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- FEBRUARY

Number of Residential Units Sold
2009 - 24
2008 - 28

Dollar Volume of Residential Sales
2009 - \$ 1,656,800
2008 - \$ 3,137,995

YTD - FEBRUARY 28

Number of Residential Units Sold
2009 - 41
2008 - 50

Dollar Volume of Residential Sales
2009 - \$ 2,672,900
2008 - \$ 5,018,645



NEMB ROSTER CHANGES

OFFICE TRANSFERS: Stan Krogulecki to C-21 Benjamin St Helen
OFFICE CLOSED: None
OFFICE DROPPED MLS: None
DISCONTINUED MEMBERSHIP: Martha Tinker, Todd Thompson