

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

2008 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

March 18 - Agency Legal Update
Hale United Methodist Church
Details on page 1

August 7, October 9
Details to follow

Special Meeting Dates

May 15 - Golf Outing
Wicker Hills Golf Course
Details to follow

UPCOMING EVENTS

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
Registration 9:30 am, Class 10:00 to 12:00

September 17, 18 & 19, 2008

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



Road to \$ucce\$\$ March 18, 2008

Presented to you by the Northeastern Michigan Board of REALTORS®

Agency Legal Update Course #K5052

**Instructor: John Tousciuk, New Dimensions Real Estate Inc.
in cooperation with NCI Associates, Ltd.**

**LOCATION: Hale United Methodist Church
TIME: Registration begins at 9:00 am
Class runs from 9:30 am to 12:00 pm**

NO CHARGE FOR NORTHEASTERN BOARD MEMBERS

Class counts as 2 hours of con-ed credit.

**Morning refreshments will be provided.
No lunch offered on premises.**

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

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

COMMITTED TO EXCELLENCE

Meet our Board Officers.....
John Stanley of Coldwell Banker
Pete Stanley and Associates



Business Achievements: Back in 2001, I received my license at age 19, completing my state exam during the summer in between my freshman and sophomore years of college. I worked for a major advertising company for two years performing mobile marketing cross-country on the Chevrolet and XM Radio accounts.

Northeastern Board Involvement: Rejoined the board in April 2007 after working in advertising for 2 years. Tech committee chair (just started in 2008).

Other Volunteerism: Member of the AuGres Area Men's Club. Volunteer for the Knights of Columbus Council 7717 annual free throw contest. Deliver Christmas gifts and food baskets for our local Council of Churches each year.

Hobbies: Attending sporting events, traveling, movies.

A Memorable Moment: Attending a rally where President Bush gave a speech in 2004.

PRESIDENT'S REMARKS - MARY ROCKWELL

What an exciting year we have ahead of us. We are already more than a month into 2008. Your local Association has been busy planning events and educational opportunities for you for the coming year. On the agenda for this year is an Agency Update in March, Legal Update with Greg McClelland in April, a 2 day class in May on Risk Management, a class in August with Marcus Wally a Broker/Owner of a Real Estate Company in Florida and an International Speaker and a special speaker for our Annual meeting and election of officers in October. All of these classes will give you Continuing Education credit toward your 3 year required 18 credits and the Legal Update will meet your requirement this year for your 2 hours of law. Getting your Con Ed credits is easier than ever before. Watch your newsletter for dates and times for these events.

Have you checked out the Michigan Association of REALTORS® website lately?? Go to www.mirealtors.com or follow the link on Paragon to the site. There is lots of information on what is happening in our industry including a feature called "Under The Dome". This will keep you updated on what is happening in Lansing concerning our industry. What a year 2007 was for us!! We narrowly escaped a 6% service tax on our commissions. Have you taken your gross commissions and multiplied it by 6%? What a disaster that would have been for all of us! Thanks to our RPAC dollars and our Lobbyists for MAR in Lansing, we all have more of our hard earned dollars in our pockets this year.

Have you heard of 100 at \$100 yet? This is my goal as your President for 2008 for our members. If each of our members gave \$100 toward RPAC what a difference we could make in our industry!! While that is our ultimate goal, I realize some members will not step up to the plate this year to insure they can stay in business. However, if we had 100 members contribute \$100 each we could raise \$10,000 toward helping keep the wolves from our doors! Last year we had 67 members who gave \$50 or more toward RPAC. We are not that far from our 100. Did you know you do not have to give your total donation at one time? You can give some each month, some from each closing or give when you have a large commission check come in. Give the way that is most convenient for you. The important thing is to give your share. I have put the challenge out to your Brokers to help us meet our goal. Have you talked to your Broker about RPAC? Our RPAC chairpersons for this year are Elaine Schraudt and Matt Primm. Watch for exciting ideas coming soon from them concerning ways to increase our impact on our industry.

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 record.

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.

ELAINE SCHRAUDT NAMED TO PUBLIC POLICY COMMITTEE

Elaine Schraudt of C. A. Hanes Realty and 2006 President of the Northeastern Michigan Board of REALTORS® has been named to the Michigan Association of REALTORS® Public Policy Committee for 2008. This committee looks at issues affecting the Real Estate industry across the state to determine which ones need to be addressed by MAR. This is a highly sought after position and only a handful of members are added each year from across the state. We are very fortunate to have one of our members representing Northern Michigan on this committee. Elaine is also the District 1 representative on the Michigan Association of REALTORS® Board of Directors. She will be up for election for another 2 year term this year. Our Association can be proud of our representation at the State level and the dedication and time Elaine puts into these positions. Congratulations Elaine.



**Our thoughts and prayers are with
Chuck Hanes, C.A. Hanes Realty
who was recently hospitalized. .**

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!!

NEMB ROSTER CHANGES

OFFICE TRANSFERS:

OFFICE NAME CHANGES:

OFFICES CLOSED/DROPPED: *Reliance Real Estate*

Best Choice - Sand Lake (agents transferred to Best Choice Tawas)

DISCONTINUED MEMBERSHIP: *Kerry Crowley, Reliance Real Estate*

Mary (Betty) Klug, Best Choice

Jennifer Duffy, DeRoso & Associates



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.michigan.gov/dleg

Click on online services/click on verify a license.

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

JANUARY 2008 * MLS STATISTICS

MONTHLY

RESIDENTIAL UNITS AVAILABLE
 2008 - #1162 2007 - #1181

AVERAGE RESIDENTIAL SELLING PRICE
 2008 - \$85,484
 2007 - \$84,044

VOLUME RESIDENTIAL SALES
 2008 - \$ 1,880,650
 2007 - \$ 3,529,847

RESIDENTIAL SOLDS
 2008 - #22 2007 - #42

YTD

AVERAGE RESIDENTIAL SELLING PRICE
 2008 - \$85,484
 2007 - \$ 84,044

VOLUME RESIDENTIAL SALES
 2008 - \$ 1,880,650
 2007 - \$3,529,847

RESIDENTIAL SOLDS
 2008 - #22 2007 - #42



State of Licensure on Websites

In 2007, the Code of Ethics was amended to include the following Standard of Practice, 12-9, under Article 12:

REALTOR® firm websites shall disclose the firm's name and state(s) of licensure in a reasonable and readily apparent manner.

Websites of REALTOR® and non-member licensees affiliated with a REALTOR® firm shall disclose the firm's name and that REALTOR®'s or non-member licensee's state(s) of licensure in a reasonable and readily apparent manner. (Adopted 1/07)

Bruce Ayt's, ABR, ABRM, CRB, SRS, instructor for the Michigan Association of REALTORS® Professional Standard Workshops, interpretation of "reasonable and readily apparent manner" was to place this information on the homepage of the website using a legible font size in a conspicuous place.

Be sure to verify this information with your office and agent websites.