

# CONNECTIONS

## WELCOME TO OUR NEW MEMBERS

Website:

[www.ProHomeSellers.com](http://www.ProHomeSellers.com)



## 2009 DATES TO REMEMBER

### Road to \$ucce\$\$ Meeting Dates

**July 16, 2009** - REALTOR® 911 \*  
Speaker: Marcus Wally  
Location: Plainfield Twp Hall, Hale  
(will count as 2 hours of con-ed)

**October 15** - REALTOR® Challenges  
Speaker: Rick Conley  
Location: To be determined

The Oct 15th class will give you the two hours of required LEGAL con-ed credits for 2009

### Special Meeting Dates

**August 6, 2009** - Golf Outing \*  
Wicker Hills Golf Club - \$25 per person

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

## UPCOMING EVENTS

**October 7-9, 2009** - MAR Annual Convention, Traverse City

**October 13, 2009** - Orientation  
Hale United Methodist Church

## July Road to \$ucce\$\$ Meeting

Marcus Wally, MBA  
New World Realty and Property Management, Inc.

presents

**“REALTOR® 911”**  
Exceptional Customer Service and “Scripts”  
**Counts as 2 hours Con-Ed**

Marcus is an enthusiastic speaker and brings high energy to his presentation. His program offers techniques for communicating with customers/clients; reasons for acquiring product knowledge; developing three safety procedures to protect customers/clients and yourself; benefits of power of positive relationships; developing and practicing certain scripts to deliver to customers/clients; and how to be well versed in your professional duties.

**LOCATION:** Plainfield Township Hall, Hale, MI

**DATE:** July 16, 2009

**TIME:** Dinner at 6:00 p.m., Program at 7:00 p.m.

**COST:** \$20 includes meal

**If you can't make it for dinner, join us for the presentation for only \$10. There's still time to register.**

**RSVP to the Board Office no later than July 10, 2009**  
Send check (payable to NEMBOR) to PO Box 332, Hale, MI 48739  
Please include copy of license and include the last 4 digits of your SSN

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## President's Report Ric Braun

### 2009 Board Officers & Directors

#### President

**Ric Braun**

Scofield Real Estate

#### President-Elect

**Todd Bather**

Target Real Estate

#### Secretary/Treasurer

**Barb Hilborn**

Coldwell Banker Pete Stanley & Assoc.

#### Vice-Presidents:

##### Arenac County -

**Jennifer Yealey**

Olsen Independent Real Estate

##### Iosco County -

**Kelly Dehner**

East Side Real Estate

##### Ogemaw County -

**Paula 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

In my previous president reports, you have not yet read anything about one area of our industry that may be one of the most important, RPAC. Please don't stop reading now because what I need to say may open your eyes and maybe your wallets as well. In this fast paced, ever changing industry we have become a part of, there is one area that has become critical to our profession. That is the people in Lansing and Washington that spend countless hours with legislators fighting for our industry. Some of the accomplishments throughout the years are as follows:

1. Stopped a sales tax on services and killed a 2% tax on real estate services and also repealed the 6% tax on select services.
2. Passage of the gross receipts legislation, which excluded agent's commission payments from taxation within the "Gross Receipts" calculation of the MBT.
3. County Record Fees - fought to defeat increase in county record fees
4. Defeated point-of-sale septic inspection mandates - this may be one of the biggest for our geographic area as septic systems are so common. This stopped a mandatory inspection of all septic systems at time of sale.
5. Created the real estate enforcement fund to allow the Michigan Attorney General to prosecute unlicensed real estate activity.

On page #3 of the newsletter you can read about legislative activity and RPAC on the national level. These are just a few of the many issues our RPAC dollars are helping to fight and these efforts can only continue with your dollars. RPAC has saved each of us hundreds, maybe thousands, of dollars over the past few years so please join me in helping to fund RPAC. As you have just received your dues billing, now is the time to seriously consider sending a check to RPAC. On your invoice it shows as a suggested voluntary contribution of \$50. RPAC's track record of success shows you the value of your investment.

**Ric Braun, 2009 Board President**

## National Association Legislative Update

### NAR Myths and Facts The American Clean Energy and Security Act

On June 26, the House of Representatives approved HR2454, the American Clean Energy and Security Act. Since then, there have been many reports about the bill and NAR's position that are based on incomplete information. Here are a couple of the facts:

**Claim:** *"NAR supports a "Cap and Tax" bill"*

**Fact:** NAR takes a position on legislation, or provisions within legislation, that have a direct affect on real estate. Working with our Congressional allies, NAR stripped the Energy Bill of provisions that would have adversely affected our industry. At the direction of the NAR Board of Directors and Land Use, Property Rights and Environment Committee and the Climate Change Presidential Advisory Group, NAR concentrated on the real estate provisions in the bill. NAR was successful in getting harmful federal energy audit requirements and point-of sale triggers dropped from the bill.

As passed, the bill:

- Does not create a federal energy audit requirement for real property;
- Exempts existing homes and buildings from any federal guidelines for new construction energy labeling.
- Leaves the decision to state government whether to pass a law and label, but specifically prohibits any labeling during a sales transaction.
- Prohibits the Environmental Protection Agency from regulating carbon emissions from residential and commercial buildings under the Clean Air Act;
- No longer includes provisions to bolster a private right of action under the Clean Air Act that would have allowed citizens to halt construction over minor risks – whether real or imagined;
- Offers property owners with matching grants and diagnostic tools to make property improvements that saves energy; and
- Provides green building financial incentives for HUD housing, including a loans, block grants and credit in underwriting for energy improvements.

**Claim::** *"The bill mandates energy audits and labeling before any home in America is sold."*

**Fact:** The bill does not create a federal energy audit or labeling requirement. As introduced, the original bill would have required energy audits and labeling at the time of sale. However, Realtors succeeded in making many positive changes before the bill passed. Many published reports are not based on the version of the bill that was considered by the House. As approved, the bill:

- Does not create energy audit requirement for real property at time of sale.
- Exempts existing homes, multifamily and commercial buildings from any federal energy labeling guidelines such as the existing federal Energy Star label program (section 204(m)), and
- Leaves the decision entirely to state governments whether to pass a law to require labels, but expressly prohibits labeling during a transaction (Section 204(h)).

**(The complete article may be viewed on [www.realtor.org](http://www.realtor.org))**



## Reminder.....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 6 of newsletter for address).

**If you need to complete con-ed requirements for the 2007 or 2008 calendar years, it is available on-line on the Board’s website, [www.ProHomeSellers.com](http://www.ProHomeSellers.com). At the bottom of the homepage is a link to “Online Con-ed”. Click on that link and go to the “Online Course Store” link and you will find the information there to proceed with completing the classes on-line. Please contact the board office if you need help with this or information on classroom classes.**

### 2010 Board Dues

Board dues have been distributed. If you have not received an invoice for 2010 board dues, please contact the board office. The total due will be \$486 and the breakdown will be included on the invoice. Dues can be paid anytime prior to 10/31/09 and you may pay in installments if that helps you out.

### LEGAL LINES



**QUESTION:** I am a REALTOR® representing a seller of a home that is in foreclosure. We are attempting to arrange a short sale. It is my understanding that a seller disclosure statement must be provided despite it being a short sale. Is this true?

**ANSWER:** YES. There is no exception in the Seller Disclosure Statement Act for short sales.

### MSHDA’s REALTOR® Information Center

Copy and paste this link to go to MSHDA's REALTOR® Information Center, <http://www.michigan.gov/mshda/0,1607,7-141-41342---,00.html>

MSHDA’s mission is to provide decent, affordable housing for low and moderate income residents of Michigan. This could not be accomplished without the REALTORS® that work with them. This link provides information about MSHDA programs, tools, resources and frequently asked questions. REALTORS® can find participating lenders, frequently asked questions, sales price limits, income limits, targeted areas, etc.

**Our condolences go out to the family and friends of Todd Bather whose step-father passed away in June.**



**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](http://www.mirealtors.com)

Legislative Issues /Advocacy  
[www.mirealtors.com/advocacy.html](http://www.mirealtors.com/advocacy.html)

**National Association of REALTORS®**

[www.realtor.org](http://www.realtor.org)

Read about issues affecting REALTORS®  
[www.realtoractioncenter.com](http://www.realtoractioncenter.com)

**REALTOR® Magazine Online:**

Full of real estate tips  
[www.realtor.org/rmohome.nsf/pages/rmohome](http://www.realtor.org/rmohome.nsf/pages/rmohome)

**Department of Labor & Economic Growth (DLEG)**

[www.michigan.gov/dleg](http://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. Once the information is brought up, you can then check the educations status.

**2009 \* MLS STATISTICS \***

<u>MONTHLY- JUNE</u>		<u>YTD -JUNE 30th</u>	
<b>Number of Residential Units Sold</b>		<b>Number of Residential Units Sold</b>	
2009 - 57		2009 - 201	
2008 - 46		2008 - 217	
<b>Dollar Volume of Residential Sales</b>		<b>Dollar Volume of Residential Sales</b>	
2009 - \$ 4,759,900		2009 - \$ 13,887,253	
2008 - \$ 4,302,400		2008 - \$ 19,954,768	



**NEMB ROSTER CHANGES**

**OFFICE TRANSFERS:** None  
**OFFICE CLOSED:** None  
**OFFICE DROPPED MLS:** None  
**DISCONTINUED MEMBERSHIP:**

**MLS Tips**

When working on Paragon, be sure that you are exiting the program by using the “Log-out” button. This exits you from the Paragon program. If you use the “X” in the upper, right-hand corner, it does not log you out of the program, it closes the Internet Explorer program. If you do this five times without logging out properly, you will not be able to log back on until one of the five connections is disconnected.