

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Mindy M. Barber-Thompson
Christine Mlecki
New Dimensions-Standish

Ryan A. Scott
DeRoso & Assoc. GMAC

Carol L. Westcott
C-21 Tawas -East Tawas



Website: www.ProHomeSellers.com



The Northeastern Michigan Board of REALTORS® ROAD TO SUCCESS

THURSDAY, JUNE 14, 2007

“SINGLE FAMILY HOUSING PROGRAM” & “BUSINESS PROGRAM”

BY

LIZ CALDWELL

USDA RURAL DEVELOPMENT SPECIALIST

M.J.

Pizza

112 MAIN ST, STERLING
6:30 Cocktails *** 7:00 Dinner

PIZZA, SALAD & POP
\$7.00 INC TAX & TIP

RSVP: BOARD OFFICE BY JUNE 11TH

2007 DATES TO REMEMBER

ROAD TO SUCCESS MEETING DATES

August - Details to follow

SPECIAL MEETING DATES

September, October, December - TBD

BROKERS MEETINGS

July 19 - Willow Tree, West Branch
8:30 a.m.

October 18 - TBD

UPCOMING EVENTS

June 12, 2007

Orientation-Hale United Methodist Church

August 28-29, 2007

CRS 202, Quality Inn, West Branch

More details to follow.

September 11, 2007

Con-Ed Class @ Tawas UMC

September 18, 2007

Orientation-Hale United Methodist Church

September 26-28, 2007

MAR Annual Convention, Soaring Eagle

November 6, 2007

Orientation-Hale United Methodist Church

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2007 Board Officers & Directors

President

Yvonne DeRoso
DeRoso & Associates

President-Elect

Mary Rockwell
C.A. Hanes Realty

Secretary/Treasurer

Barb Hilborn
Coldwell Banker Pete Stanley & Assoc.

Vice-Presidents:

Arenac County -

Jennifer Yealey
Olsen Independent Real Estate

Iosco County -

James Richards
Tawas Sunshine Realty

Ogemaw County -

Ryan Munson
DeRoso & Associates

Past President

Elaine Schraudt
C.A. Hanes Realty

Directors

Nina Jordan, Olsen Independent Real Estate
Greg Morris, Morris Richardson Real Estate
Anne Johnson, Lake & Country Real Estate
Ric Braun, Scofield Real Estate

CON-ED CLASS SEPTEMBER 11, 2007

Joedy Patrick of The Institute, The Source for Continuing Education, LLC, will be instructing a con-ed class for the Northeastern Michigan Board of REALTORS® on

Tuesday, September 11, 2007

@

Tawas United Methodist Church
20 M-55, Tawas City.

Joedy is a licensed Michigan real estate broker and member of MAR's Public Policy Committee. Class will run from 8:00 a.m. until 2:45 p.m. Cost of the class will be \$35 for REALTOR® members and \$45 for non-REALTORS®

for those that register prior to 09/01/07. Registrations received after 09/01/07 will be \$45 for REALTORS® and \$55 for non-REALTORS®. To register, please send copy of license ID card and check (payable to Northeastern Board) to PO Box 332, Hale, MI 48739.

Con-Ed Classes

For many years, the Board has offered, twice a year, the traditional 6 hour con-ed classes. However, due the numerous con-ed offerings that are now available, we have seen the class sizes decrease and the expenses increase.

The Board has been looking at different ways to bring con-ed to the membership in a cost effective way. One suggestion has been to offer 2 hour segments that would be available during the Road to \$ucce\$\$ meetings.

We do need to know what the membership thinks about the 6 hour classes. Is there enough interest by the membership to keep scheduling a 6 hour class or should we eliminate them? Let us know what you think - email us your thoughts at NEBoard@centurytel.net



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

TERRY WATSON SEMINAR

Our Board sponsored the Terry Watson Seminar on May 17, 2007. The seminar was well received by board members, the public and students that attended. Terry's seminar was very motivational and high energy! We would like to "Thank" Yvonne for all her hard work, time and effort for putting this together. "Thank you" to those that volunteered to help at the event.

New Member Orientation

Orientation classes have been scheduled for 2007 (September 18, November 6). 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.

MLS USERS

Late Listing Supporting Documentation

Listings are required to be entered into the MLS within 72 hours of seller signature (excluding weekends and holidays). Listings received after the 72 hours require a copy of the envelope clearly showing the postmark date or other supporting documentation as to why the listing was submitted late to avoid fines being assessed.

The Board Office has a NEW and SEPARATE email for

MLS inquiries: MLSneboard@centurytel.net

Other Board inquiries: NEBoard@centurytel.net

Affordable Child Healthcare MICHild is Good Option for Struggling REALTORS'® Families

The Michigan Association of REALTORS® is pleased to promote MICHild. The Michigan Department of Community Health is partnering with Blue Cross Blue Shield of Michigan and other providers, to offer a new affordable healthcare program for children of families with no health care insurance. MICHild is a comprehensive healthcare option that provides uncovered children with routine dental and medical services, sick-child visits, prescriptions and urgent care.

The plan offers wide-ranging coverage including medical and dental, optical and prescriptions, along with urgent care for only \$10 per month, per family. Children must be 18 years of age or younger and legal residents of Michigan to be eligible, and parents must meet income requirements. A family of four with a yearly income of \$40,000 or less could qualify for the MICHild program.

Interested families may apply online at Michigan.gov/michild or call toll free 888-988-6300.

Blue Cross Blue Shield also provides other affordable healthcare options for MAR members. Learn more here. (<http://www.mirealtors.com/members/benefits.html#2>)

The Michigan Association of REALTORS® (MAR) is a 31,000 plus member trade association which protects the rights of private property owners while serving as the primary source for Michigan housing and real estate data. MAR is comprised of 45 Local REALTOR® Associations, which adhere to a strict Code of Ethics, established by the National Association of REALTORS®.

A Letter from Iosco Habitat for Humanity

April 14, 2007

Dear Friends at NEMBOR,

Thank you for your recent donation of \$140 to Iosco Habitat for Humanity. Your organization has been a faithful supporter of our ministry and we want you to know how much that support is appreciated. As our spring(?) building season approaches, we will continue to keep in contact via our newsletter.

Kathe Kirchmer

NAR Raises Dues for 2008

The NATIONAL ASSOCIATION OF REALTORS® Board of Directors has voted to raise national membership dues to \$80 in 2008, which will fund a broad range of new programming to ensure that REALTORS® remain a strong voice for real estate.

NAR, which celebrates its centennial in 2008, hasn't had a dues increase since 1994 when dues were set at \$64. Over the ensuing 13 years, programming and nondues revenue have increased by 50 percent, and staff levels have dropped by 40 percent, according to Dale Stinton, NAR CEO and executive vice president.

Stinton said the association expects to launch \$60 million-\$100 million in new programming over the next three to five years, including:

- A major consumer outreach effort that will allow NAR to leverage the natural alliances that exist between REALTORS® and real property owners.
- Planning for a national property data "gateway", a repository containing detailed current and historical information on all real property in the United States.
- A credit union for NAR members.
- An investment company that would fund technology initiatives to benefit REALTORS®.
- A campaign to drive traffic to REALTOR.com.

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.

**Charity Contributions 06/14/07
ROAD TO SUCCES\$ MEETING**

The Arenac County Habitat for Humanity has been selected as the charity contribution for the June meeting. Cash donations will be accepted. For each \$5 you contribute a ticket will be placed in a drawing to win a \$75 gift certificate from Bernard's Building Center.

**MONTHLY
MLS STATISTICS
March 2007**

RESIDENTIAL UNITS AVAILABLE
2007 - #1206 2006 - #1197

AVERAGE RESIDENTIAL SELLING PRICE
2007 - \$67,188 2006 - \$84,288

VOLUME RESIDENTIAL SALES
2007 - \$2,150,020 2006 - \$5,815,844

RESIDENTIAL SOLD
2007 - #32 2006 - #69

**MONTHLY
MLS STATISTICS
May 2007**

RESIDENTIAL UNITS AVAILABLE
2007 - #1410 2006 - #1402

AVERAGE RESIDENTIAL SELLING PRICE
2007 - \$83,831 2006 - \$105,469

VOLUME RESIDENTIAL SALES
2007 - \$4,275,383 2006 - \$8,226,543

RESIDENTIAL SOLD
2007 - #51 2006 - #78

**MONTHLY
MLS STATISTICS
April 2007**

RESIDENTIAL UNITS AVAILABLE
2007 - #1363 2006 - #1261

AVERAGE RESIDENTIAL SELLING PRICE
2007 - \$76,035 2006 - \$90,672

VOLUME RESIDENTIAL SALES
2007 - \$3,649,684 2006 - \$5,349,654

RESIDENTIAL SOLD
2007 - #48 2006 - #59

**YTD
MLS STATISTICS
YTD 2007 vs YTD 2006**

RESIDENTIAL UNITS AVAILABLE
2007 - #1410 2006 - #1402

AVERAGE RESIDENTIAL SELLING PRICE
2007 - \$88,694 2006 - \$96,213

VOLUME RESIDENTIAL SALES
2007 - \$20,399,575 2006 - \$26,362,433

RESIDENTIAL SOLD
2007 - #230 2006 - #274



CAPITOL REPORT

Mary Rockwell
Federal Political Coordinator

On May 16, 2007, I had the opportunity to meet with Congressman Bart Stupak at his office in Washington D.C. He graciously gave me 6 minutes of his time between votes on the House floor to discuss issues important to REALTORS. It is my understanding that this is the first time in a number of years he has met directly with a REALTOR representative. He was very attentive and sensitive to the issues presented to him on your behalf. He did agree to cosponsor the HR111 bill (banks in real estate) which he had done last year but had not done so far this year. I received notification that he did sign on as cosponsor the next Monday. He also listened as we discussed the GSE legislation which preserves the Fannie Mae and Freddie Mac loans. This came to a vote on May 22 and Congressman Stupak voted for this bill.

We spent a lot of time discussing the mortgage short sale income tax. This law puts the tax burden on sellers when they are in a foreclosure and the bank forgives a portion of the mortgage owed. Known as a short sale, this money is taxed as income to the seller. Congressman Stupak said he was interested in getting more information on this and felt this was a bad policy. After leaving to go back to the floor to vote, he left his aide with us to discuss other matters. This was definitely a very profitable meeting. He has an open ear to his REALTOR constituents

Unfortunately, it seems the Health Insurance issue is on the back burner. We were instructed not to even bring it up to the Congressmen and Senators. It is NAR's understanding that this issue is dead as long as the Democrats are in control of Congress. They have their own agenda on health care and health insurance for small business and the self employed are not on it. It does not mean NAR has given up, but it is not on the current issues platform.

I also have been appointed to the Membership Policy and Board Jurisdiction Committee for NAR. What an exciting experience that was. This committee decides name changes, board policy changes and hold hearings for local Associations in dispute with each other. They handled several issues during our 2 hour meeting including a complaint to change or eliminate the Board of Choice policy. Any national changes of Association policy or rules go through this committee. I have applied to be appointed to this committee again next year, but will not know until fall if I will continue.

If you are not signed up for the NAR Action Center to respond to the Call to Action alerts sent out by NAR, please go to www.realtor.org and do so. Many important issues are sent to REALTORS asking them to respond to their Congressman and Senators. It is very easy to respond and is set up so you only have to put in your information and it knows whose district you are in. They DO listen when we speak. The REALTOR organization is one of the strongest in the nation and the Congress knows it. Make your voice heard. We seem to be under attack from several government agencies and we need to protect our business or there will be no business to protect.