



BCAR NEWS

Branch County
Association of
REALTORS®

Volume 2 Issue 1
15 January 2018

MICHIGAN REALTORS® ACHIEVE at the Westin Book Cadillac Detroit, 1 & 2 February registration is now open!
<https://www.connect.space/2018-achieve/registrations/78ee3ae1-492b-42b7-b065-43db6cbaa6aa> Also 31 January is MindScan Workshop.

BCAR Members Dues

Section 6.7 Late payments of fees

If any fee is not paid by the end of the month it is due, MLS will be shut off at the discretion of the Board of Directors and a 7% late fee will be added each month.

Section 4. Nonpayment of Financial Obligations. If dues, fees, fines or other assessments including amounts owed to the association or the association's multiple listing service are not paid within one (1) month after the due date, the nonpaying member is subject to suspension at the discretion of the board of directors. Two (2) months after the due date, membership of the nonpaying Member shall automatically terminate at the discretion of the board of directors. Three (3) months after the due date, membership of the nonpaying member shall automatically terminate unless within that time the amount due is paid.

Code of Ethics

Article 2

Realtors® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. Realtors® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00)

Bylaws of the Branch County Association of REALTORS®

Article II – Objectives

The objectives of the association are:

Section 1. To unite those engaged in the recognized branches of the real estate profession for the purpose of exerting a beneficial influence upon the profession and related interests.

Section 2. To promote and maintain high standards of conduct in the real estate profession as expressed in the Code of Ethics of the NATIONAL ASSOCIATION OF REALTORS®.

Section 3. To provide a unified medium for real estate owners and those engaged in the real estate profession whereby their interests may be safeguarded and advanced.

Section 4. To further the interests of home and other real property ownership.

Section 5. To unite those engaged in the real estate profession in this community with the Michigan Association of REALTORS® and the NATIONAL ASSOCIATION OF REALTORS®, thereby furthering their own objectives throughout the state and nation, and obtaining the benefits and privileges of membership therein.

Section 6. To designate, for the benefit of the public, individuals authorized to use the terms REALTOR® and REALTORS® as licensed, prescribed, and controlled by the NATIONAL ASSOCIATION OF REALTORS®.

Policy Manual of Branch County Association of REALTORS®

Section 1.3 Equal Opportunity

We affirm support for equal opportunity in housing and are dedicated to fulfilling the requirements of the fair housing laws.

Section 1.4 Ethics and Professional Standards

We support the Code of Ethics and the Standards of Practice for professional conduct of the National Association of REALTORS®.

Important Dates:

MLS Dues 1st Qrt Late fee assessed after today.	Jan 15th
Housing Lottery for Legislative Meeting	Jan 17th
RPAC & AE Forum office closed	Jan 17th
BOD Meeting 8:00 am at Devon Title	Jan 18th
Luncheon	Jan 24th
MichRIC Meeting office closed	Jan 29th
Suspension non- payment of dues	Feb 1st
Emeritus Applications 40 years as a REALTOR®	Apr 2nd



Event Sponsorships

- 24 January Briefing by BCCF Host Honor Credit Union
- ?? April Con Ed
- 25 April White Elephant Host Century Bank & Trust
- 27 June Food Drive
- 10 Sept Safety Class
- TBD Christmas Party

MLS Rules of Branch County Association of REALTORS®

Section 1.1 Type of properties. The following are some of the types of properties that may be published through the service, including types described in the preceding paragraph that are required to be filed with the Service and other types that may be filed with the Service at the Participant's option provided, however, that any listing submitted is entered into within the scope of the Participant's licensure as a real estate broker: (Amended 11/91)

- a) Residential
- b) Residential Income
- c) Subdivided Vacant Lot
- d) Land and Ranch
- e) Business Opportunity
- f) Motel-Hotel
- g) Mobile Homes
- h) Mobile Home Parks
- i) Commercial Income
- j) Industrial

Section 1.1.1 Listings subject to rules and regulations of the Service: Any listing taken on a contract to be filed with the Multiple Listing Service is subject to the Rules and Regulations of the Service upon signature of the seller(s).

Section 1.2 Detail on listings files with the Service: A Listing Agreement or Property Data Form, when filed with the Multiple Listing Service by the listing broker, shall be complete in every detail which is ascertainable as specified on the Property Data Form.

Section 1.2.1 Limited Service Listings: Listing agreements under which the listing broker will not provide one, or more, of the following services:

- a). Arrange appointments for cooperating brokers to show listed property to potential purchases but instead gives cooperating brokers authority to make such appointments directly with the seller(s)
- b). Accept and present to the seller(s) offers to purchase procured by cooperating brokers but instead gives cooperating brokers authority to present offers to purchase directly to the seller(s)
- c). Advise the seller(s) as to the merits of offers to purchase
- d). Assist the seller(s) in developing, communicating, or presenting counter-offers
- e). Participate on the seller's behalf in negotiations leading to the sale of the listed property will be identified with an appropriate code of symbol (e.g. LR or LS) in MLS compilations so potential cooperating brokers will be aware of the extent of the services the listing broker will provide to the seller(s), and any potential for cooperating brokers being asked to provide some or all of these services to listing brokers' clients, prior to initiating efforts to show or sell the property.

Section 1.2.2 MLS Entry-Only Listings

Listing agreements under which the listing broker will not provide any of the following services:

- a). Arrange appointments for cooperating brokers to show listed property to potential purchases but instead gives cooperating brokers authority to make such appointments directly with the seller(s)
- b). Accept and present to the seller(s) offers to purchase procured by cooperating brokers but instead gives cooperating brokers authority to present offers to purchase directly to the seller(s)
- c). Advise the seller(s) as to the merits of offers to purchase
- d). Assist the seller(s) in developing, communicating, or presenting counter-offers
- e). Participate on the seller's behalf in negotiations leading to the sale of the listed property will be identified with an appropriate code or symbol (e.g., EO) in MLS compilations so potential cooperating brokers will be aware of the extent of the services the listing broker will provide to the seller(s), and any potential for cooperating brokers being asked to provide some or all of these services to listing brokers' clients, prior to initiating efforts to show or sell the property.

SUPPORT YOUR MEMBERS

Advanced Home Inspections
 Apollo Home Mortgage
 Blue Ox Credit Union
 Branch County Abstract & Title
 Century Bank and Trust
 Chemical Bank
 City of Coldwater
 Consumers Credit Union
 Devon Title
 Greenstone Farm Credit Services
 Honor Credit Union
 Infinity Mortgage Associates
 PNC
 Wells Fargo
 Appraisals Associates Inc.
 Catherine Kibiloski Appraisals
 Southern Michigan Appraisals
 Fields Appraisals
 Gus Patrick Appraisals
 Hurley Associates Appraisers
 Krebs Appraisal Service
 Matt Bovee Appraisals
 McKinney Appraisals
 Michiana Appraisal Services
 Pierce Appraisal
 Shenefield Appraisals
 Steffey Appraisals
 R.S. Thomas & Associates
 Vicki Kibiloski Appraisals
 Kristina Sammons Appraiser
 Paradine Appraisals

MVP Program (Member Value Plus)

This is a program created for members of NAR to earn rewards by taking action.

Last Day to Get In 15 January!

Current Offer: Now thru 15 January!

Your Action: Send a Mini Property Report from RPR Mobile

Your Reward: Tech Trends 2017: Smart Home Products to Watch Webinar Download, PLUS a chance to win an Apple Watch Series 3.

Follow the link to upload your report for your chance to win!

<http://blog.narrpr.com/rpr-mobile-mvp/>

The U.S. Fair Housing Act turns 50 this year! The Law What Everyone Should Know About Equal Opportunity Housing!

Civil Rights Act of 1866-prohibits all racial discrimination in the sale or rental of property.

Fair Housing Act-declares a national policy of fair housing throughout the United States. The law makes illegal any discrimination in the sale, lease or rental of housing, or making housing otherwise unavailable, because of race, color, religion, sex, handicap, familial status, or national origin.

Americans With Disabilities Act-Title III prohibits discrimination against persons with disabilities in places of public accommodations and commercial facilities.

Equal Credit Opportunity Act-makes discrimination unlawful with respect to any aspect of a credit application on the basis of race, color, religion, national origin, sex, marital status, age or because all or part of the applicant's income derives from any public assistance program.

State and Local Laws-often provide broader coverage and prohibit discrimination based on additional classes not covered by federal law.

Home Seller or Landlord-has a responsibility and requirement under the law not to discriminate in the sale, rental and financing of property on the basis of race, color, religion, sex, handicap, familial status, or national origin. They cannot instruct the licensed broker or salesperson acting as the agent to convey any limitations in the sale or rental because you are bound by law from discriminating. Under the law, the seller or landlord cannot establish discriminatory terms of conditions in the purchase or rental; deny that housing is available, or advertise that the property is available only to persons of a certain race, color, religion, sex, handicap, familial status or national origin.

Home Seeker-has the right to expect that housing will be available to you without discrimination or other limitations based on race, color, religion, sex, handicap, familial status, or national origin. This includes the right to expect:

- Housing in your price range made available to you without discrimination
- Equal professional service
- Opportunity to consider a broad range of housing choices
- No discriminatory limitations on communities or locations of housing
- No discrimination in financing, appraising, or insuring of housing
- Reasonable accommodations in rules, practices and procedures for persons with disabilities
- Non-discriminatory terms and conditions for the sale, rental, financing or insuring of a dwelling
- To be free from harassment or intimidation for exercising your fair housing rights



At Home With Diversity (AHWD) Certification—an educational experience designed to present a picture of the changing face of the real estate industry. Teaches how you can increase your sensitivity and adaptability to future market trends. [How to Become Certified](#) follow this link!

FLEXMLS Training Dates

16 Jan [Professional Web Sites made DIY simple and wallet friendly](#)

17 Jan [What is IDX and why do I need it?](#)

23 Jan [Which IDX solution is right for me?!](#)

24 Jan [Using our FBS IDX for lead generation](#)

30 Jan [IDX and your FLEXMLS Portal](#)

Supra FOB and iPhone Pairing

Do you have a FOB and have an Apple iPhone 6 or newer?

Are you having problems using it to open lockboxes?

Here are the steps to help. Remove the FOB from you Bluetooth devices. Turn on the FOB, press the power button rapidly 5 times, you should get a rapid light and will turn off. Do **NOT** pair your iPhone Bluetooth it should now work. Sometimes you have to remove and reinstall the eKey program and then repeat these steps.

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To Be The Voice for Real Estate in Branch
County.



We're on the Web
www.bcarealtors.com

Ever thought about being an Officer with NAR?

The application deadline is 15 February 2018 and information on how and what qualifications are at this link. [Elected Officer Application](#)

REALTOR® of The Year!

Do you know how this works?

Our program is taken from the NAR standards which include the following:

REALTOR® Spirit—High principles of integrity, adherence to Code of Ethics, and furtherance of the principles of good real estate practice.

Civic Activity—Local, state, and national level participation in civic and service clubs, charitable activities, political commissions, or fraternal or religious groups.

Local Association Activity—Local offices held and committee work, special assignments, seminar activity and education work, membership, and offices held in local chapters of institutes, societies and councils.

State Association Activity—State offices held and committee work, attendance and participation in state conventions, directors meetings, and educational conferences.

National Association Activity—National offices and committee work, membership, and work in institutes, societies, and councils, attendance at national conventions and directors' meetings.

So when your filling out that form this year we need to have this information and if you can't or don't know it ask the person you want to nominate friends and colleagues or give the office a call. Nomination forms will be sent out in July so start thinking about who you think is deserving of this recognition.

Need Continuing Education Credits?

[You can take the Letter of The Law: Season 1](#)

This is a self pace work it at home, office anywhere you have internet

This will give you 2 Legal Credits and CE Marketplace Certified

Not Sure What Credits are Needed or What You Have?

You can go to [Michigan REALTORS®](#) and there is a great guide line of your requirements, how to check what you have and also about Random LARA Audits! It gives you deadlines and education changes! Just follow the link above.

Michigan REALTORS® Benefits

Do you know what you have in MAR benefits? Here is just one that might interest you:

Art Van Home Rewards Program

Briefly what it entails is you find your client a home and they will gift from You to Them \$300 in Art Van Gift Cards. This does not cost you a thing. Follow the link above to read about it and to sign up for your clients follow this link—[Art Van](#)

Tech Corner

AgentSquared—free product in FlexMLS on your menu under Products is tweaking their product from feedback from you.

Broker Opt-Out of Advertising Process—if you do not want someone to share to social media here are the steps that you do:

1. Send written advertising opt-out request to BCAR
2. BCAR will send to MichRIC
3. MichRIC will maintain the list with update date on the list
4. The list will be available at MichRIC homepage with a link www.mlshelp.com

RE Technology—product is available in FlexMLS on your menu under Products,

Dot Loop—is available under your menu under Products and if you want to utilize this you need to request from BCAR and we will send you the