



BCAR NEWS

Branch County
Association of
REALTORS®

Volume I, Issue 13

18 June 2018

**Don't forget!
Start collecting for the June 27th Food Drive!**

**Special Guest Speakers
Quincy Village Manager Eric Zuzga and
Branch County Sheriff John Pollack**

Mark your calendars to join us at The Broadway Grille on June 27th. Erik Zuzga will discuss changes / events Quincy has coming up as well as where the Village of Quincy is headed. Sheriff Pollack will address the upcoming bond request for a new "public safety facility" and additional patrols.

REMINDER: Please bring your non perishable food items for the food drive or drop off at the BCAR office if you can't make it!

Please RSVP to the BCAR office no later than 9:00 a.m. Mon. 25 June

Food Drive



Important Dates:

Leadership Summit Registration	06 Jun
New Member Orientation 0900	07 Jun
Brokers Meeting 0830	14 Jun
MLS Dues 3rd Qtr Due	15 Jun
Fathers Day	17 Jun
BOD Meeting	21 Jun
Luncheon	27 Jun
Food Drive	Jun



STRAWBERRY FESTIVAL



Thank you so much to all of the members who donated, volunteered, and/or stopped at our booth on Saturday. We passed out tons of information, made some great contacts and raised over \$173 by raffling off a "Summer Fun" basket. The winner was Sarah Horwath of Battle Creek.



Event Sponsorships

- **27 June Food Drive**
Host GreenStone Farm Credit Services @ Broadway Grille
- **10 Sept Safety Class**
Host Blue Ox Credit Union
- **TBD Christmas Party**



June is National Homeownership Month

National Homeownership Month is a time to celebrate and promote the modern American Dream of owning a home.



Things you can share with your Clients & Customers

- [What to Do ASAP as a New Homeowner \("Future You" Will Thank You\)](#) If you're serious about developing good habits, you need this worksheet.
- [17 Things to Never, Ever, EVER to Do to Your House](#) What may seem like a good idea, often isn't. Here are 17 common mistakes new homeowners often make.
- [The Top Landscaping Trends for 2018](#) Overall, landscape architects ranked the following outdoor design elements as the overall most popular in 2018.
- [5 Proven Ways to Increase Home Value](#) Making your house more efficient, adding square footage, upgrading the kitchen or bath and installing smart-home technology can help increase its value.
- [MSHDA](#): Also has a down payment program, are you interested in being a Rental Developer that's there too!



- [Art Van Home Rewards Program](#): Have a buyer that is closing? You can give them \$300 in gift cards and you don't have to spend a dime!! Another benefit of being a MAR member.

Industry News

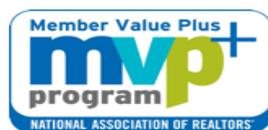
- [Analysis: 2018 income tax rule changes are creating lots of myths and misconceptions](#)
Though tax talk has died down now that the annual return-filing season is mostly concluded, new provisions as part of income tax reform already have filers thinking about next year. Here are some of those reform-related myths and misconceptions cited by tax experts.
- [Millennials are now buying more homes than ever](#)
Continued limited housing inventory has raised the competition for home buying amongst Millennials, who are buying new homes in record numbers. According to Ellie Mae's latest Millennial Tracker survey, 89% of mortgage loans made to Millennial borrowers during the month were for new home purchases. This is up one percentage point from the month prior, and the highest percentage since May 2017.
- [What to Expect at Closing](#)
If you've reached the closing table, the most difficult parts of the home buying process are, thankfully, behind you. Now it's time to clear this last hurdle and make things official. The National Association of REALTORS® says to never trust a phone number in an email with wiring instructions, as hackers often change the information in the signature block to a fraudulent number. The organization also says it's important to never send any financial information over email or to an unknown website.

[What to Know About Military Clients](#)

Do you know the differences between veteran and active military vs. non-military home buyers and sellers? Find out in NAR's new Veterans and Active Military Home Buyers and Sellers Profile.

- [20 Percent of US Homes are Undervalued](#)
Listing agents typically ask sellers about the newness of certain features, like heating and cooling equipment. But, "Is it new?" is not the same as, "Is it energy efficient?"
- [Competing With New Business Models](#)
Redfin, Compass, Zillow and others are likely here to stay. New business models will keep you on your toes, but complaining won't get you anywhere

[Inventory, Brokerage Models and Referral Fees: How These Factors Impact Commissions](#)



A program created for members to earn rewards by taking action
[Learn more+](#)

[June 6—30: Register for the 2018 Leadership Summit](#)

[Your Reward: How to Navigate and Maximize Facebook to Bring You More Business Webinar](#)

Looking for fun ideas / activities that we can do this summer! Let us know what you would like to do with your fellow Association Members.

9 Reasons Your Expertise Justifies Your Commission If clients question your pay, whip out this 9-point list to make sure they truly understand how your expertise saves them time and money.

Drones—the Appraiser’s Next Great Tool

This booming and exciting new technology is making its debut in many different fields of commerce and real estate is no exception. An interesting question arises from all of this. Should real estate appraisers consider using this technology when appraising real estate?

What to Know About Military Clients

Do you know the differences between veteran and active military vs. non-military home buyers and sellers? Find out in NAR’s new Veterans and Active Military Home Buyers and Sellers Profile.

Highlights and Happenings: Midyear 2018

Engaging attendees at every level was RPR’s goal at this year’s conference

Augmented Reality: The Next Disruptor?

Augmented reality adds digital information and graphic overlays that could change the way consumers hop for homes. Try it out here.

Days On The Market Drops To New Low In April

According to recently released data from the *National Association of Realtors* (NAR), the median number of days that a home spent on the market hit a new low of 26 days in April, as 57% of homes were on the market for under a month

NAR: Tax reform may hurt housing markets

NAR is concerned that the overall structure of the final bill diminishes the tax benefits of homeownership & will cause adverse impacts in some markets.

We now have links for **Continuing Education** on our website under the [Education Tab](#). Know someone who wants to become a Realtor®? Share this link and they can sign up for classes through us.

zipLogix Training

[zipCRM™ Getting Started](#)

[zipCRM™ Adding Contacts](#)

[zipCRM™ Email Branding](#)

[zipCRM™ Create a New Transaction](#)

MLS Training

June 26 2:00—2:20—**3 minute CMA** By using Quick Launch and searching for your comps first, knocking out a CMA in 3 minutes is doable.

Jul 18 12:00-12:20 **Setting Up Saved Searches & Subscription in FlexMLS Pro**

Jul 26 12:00—1:00 **New FlexMLS Features** - We will showcase some new FlexMLS features in this webinar.

[Free RPR Webinar](#)—5Cs of a Successful Farming Strategy to help you “Break The Ice” with the Homeowner. CE Marketplace Certified for one (1) hour credit.

[Will you be ready to Renew on October 31, 2018?](#) If you need additional credit hours to meet the state requirement, classes are listed on the CE Marketplace Calendar.

[Michigan REALTORS® Web Portal](#)—if you have never logged in use your 9 digit NRDS number for username and your Last Name as your password. Don’t know your NRDS number it is on your Realtor® magazine mailing label and also your NAR Membership Identification Card. Still don’t know you can find it by going to the link at the web portal or NAR and looking it up.

Upcoming Michigan Realtors® “Within the Law” workshops

Includes 2 hours of CE Marketplace certified Within the Law legal education presented by members of the Michigan Realtors® and McClelland and Anderson legal teams and 4 hours of CE Marketplace certified elective education to be taught by Juanita McDowell and Trista Curzydlo. Attendees can choose to attend the full six hours or just the two hours of legal. The workshop registration rates will be \$49 for the full six hours of CE and \$19 for the Within the Law, legal education. Full day registration will include lunch and refreshments.

- **Tuesday, October 9** – Great Hall Banquet & Convention Center – **Midland**
- **Wednesday, October 10** – Baker Events by Gilmore – **Holland**
- **Thursday, October 11** – Commonwealth – **Jackson**
- **Friday, October 12** – Silver Garden Events – **Southfield**

If you have additional questions or would like promotional information please contact jcady@mirealtors.com

MLS Rules of Branch County Association of REALTORS®**Division of Commissions****Section 5. Cooperative compensation specified on each listing:** (continued)

*The compensation specified on listings filed with the multiple listing service shall appear in one of two forms. The essential and appropriate requirement by an association multiple listing service is that the information to be published shall clearly inform the participants as to the compensation they will receive in cooperative transactions unless advised otherwise by the listing broker, in writing, in advance of submitting an offer to purchase. The compensation specified on listings published by the MLS shall be shown in one of the following forms:

1. By showing a percentage of gross selling price
2. By showing a definite dollar amount. (Amended 5/10)

Note: MLSs may also, as a matter of local discretion, allow participants to offer cooperative compensation as a percentage of the net sales price, with the net sales price defined as the gross sales price minus buyer upgrades (new construction) and seller concessions (as defined by the MLS unless otherwise defined by state law or regulation). (Adopted 5/08)

While MLSs are not required to authorize participants to offer cooperative compensation based on net sale prices, those that do permit such offers must define “seller concessions” for purposes other than new construction, unless that term is defined by applicable state law or regulation. The following definition of “seller concessions” is suggested but not required for adoption:

Points paid by seller on behalf of buyer, seller-paid buyer closing costs, cash or cash allowances not escrowed, down payment assistance, additions or alterations not considered deferred maintenance, and personal property not usual and customary to such transactions conveyed from seller to buyer having an agreed upon monetary value. (Adopted 5/12)

Realtor® News

- [Leadership Summit for 2019 Leadership:](#) August 5-7 in Chicago at the Sheraton Grand Hotel.
- [Michigan Realtors Convention:](#) September 26-28 at Grand Travers Resort & Spa.
- [Realtors® Conference & Expo:](#) November 2-5 in Boston Massachusetts, registration open

Want to know about Michigan REALTORS® Events? Text “Michigan Realtors” to 25827

- MSHDA and Cinnaire Asset Management Conference 2018: September 19 & 20 Lansing Center
Registration details coming in July

Legal Information

- [Letter of The Law](#)— New for May: Commission Claims

You can also earn CE by complete these Legal CE Marketplace certified video courses at your own pace. Have you seen the [Michigan Realtors® Legal Hotline FAQ Magazine](#)? You can read or download it to check it out follow the Link.

- [Letter of The Law: Season 2 Now Available On Demand](#)
Season 2 of Letter of The Law is now available for purchase On Demand. The online course is CE Marketplace Certified for 2.0 hours of Legal CE
- [“From the Mailbag”](#) is a monthly Q&A style video series highlighting a selected legal topic & questions asked by member viewers and answered by an attorney from the Michigan Realtors® Legal Team. Episode 1 pairs with the above Letter of the Law “Commission Claims”
- [Download Legal Hotline Magazine](#)
- [Window To The Law](#)—NAR Legal Updates

QUESTION OF THE MONTH:

Q: I am a licensee buying a property. I am not taking a commission. Does foregoing a commission exempt me from having to disclose the fact that I am a real estate licensee?

A: No. You are required to disclose that you are a licensee when you buy or sell property. Whether you receive a commission or not has no bearing on your duty to disclose your license status.

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
 Devon Title
 Greenstone Farm Credit Services
 Honor Credit Union
 Infinity Mortgage Associates
 PNC
 Southern Michigan Bank & Trust
 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 Appraisals
 Shenefield Appraisals
 Steffey Appraisals
 R.S. Thomas & Associates
 Vicki Kibiloski Appraisals
 Kristina Sammons Appraiser
 Paradine Appraisals

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The voice for real estate in Branch County



We're on the Web
www.bcarealtors.com

NAR Benefits News

Start 2018 Off right with QuickBooks® Self-Employed and Turbo Tax as a NAR member you get a discount on both through the REALTOR Benefits® Program and your family members can take advantage of this discount as well!

Appraiser Member Benefits Local Association Services including MLS access, legislative and regulatory efforts, RPR, NAR participation in the Appraisal Foundation, Real Property Valuation Committee, Realtor Benefits and more!

2018 Benefits Catalog check it out on our website under "Members Only" "Information and Links" Section.

NAR Facebook Benefits

NAR Website Benefits

MAR Website Benefits

Featured benefits there are multiple ones right now so go to NAR and check them out.

Code of Ethics 2018

Article 11

• Standard of Practice 11-1 (continued)

When an opinion of value or price is prepared other than in pursuit of a listing or to assist a potential purchaser in formulating a purchase offer, the opinion shall include the following unless the party requesting the opinion requires a specific type of report or different data set:

- 1) identification of the subject property
- 2) date prepared
- 3) defined value or price
- 4) limiting conditions, including statements of purpose(s) and intended user(s)
- 5) any present or contemplated interest, including the possibility of representing the seller/landlord or buyers/tenants
- 6) basis for the opinion, including applicable market data
- 7) if the opinion is not an appraisal, a statement to that effect
- 8) disclosure of whether and when a physical inspection of the property's exterior was conducted
- 9) disclosure of whether and when a physical inspection of the property's interior was conducted
- 10) disclosure of whether the Realtor® has any conflicts of interest (*Amended 1/14*)

By-Laws of the Branch County Association of REALTORS®

Article VI – Privileges and Obligations

Section 6. (continued)

If a REALTOR® member other than a sole proprietor in a firm, partner in a partnership, or an officer of a corporation is suspended or expelled, the use of the terms REALTOR® or REALTORS® by the firm, partnership or corporation shall not be affected.

In any action taken against a REALTOR® member for suspension or expulsion under Section 6 (a) hereof, notice of such action shall be given to all REALTORS® employed by or affiliated as independent contractor with such REALTOR® member and they shall be advised that the provisions in Article VI, Section 6(a) shall apply.

Section 7. Institute Affiliate Members. Institute Affiliate members shall have rights and privileges and be subject to obligations prescribed by the board of directors consistent with the Constitution and Bylaws of the NATIONAL ASSOCIATION OF REALTORS®.

Note: Local associations establish the rights and privileges to be conferred on Institute Affiliate Members except that no Institute Affiliate Member may be granted the right to use the term REALTOR®, REALTOR-ASSOCIATE® or the REALTOR® logo; to serve as president of the local association; or to be a participant in the local association's multiple listing service. (*Amended 1/02*)

Section 8. Affiliate Members. Affiliate members shall have rights and privileges and be subject to obligations prescribed by the board of directors. One affiliate will be seated on the board of directors and will retain voting rights only while holding that position.

Section 9. Public Service Members. Public Service members shall have rights and privileges and be subject to obligations prescribed by the board of directors.

Policy Manual of Branch County Association of REALTORS®

SECTION 3 - COMMITTEE STRUCTURE

Section 3.5 Committees of the BCAR

GRIEVANCE COMMITTEE

Purpose: To review disputes between REALTOR® members or with the public, referring cases, when appropriate, to the Professional Standards Committee.

Duties:

To receive complaints and provide assistance to members or public when necessary.

To ascertain the facts from all parties.

If deemed valid, forward the complaint and all supporting data to the Professional Standards Committee for Ethics or Arbitration hearings.

Initiate professional standards complaints on behalf of the Board when the Committee deems necessary, or when requested by the Board of Directors.

All meetings shall be confidential, and all committee members shall be expected to conduct themselves with utmost discretion and professionalism at all times.

Membership: The Grievance Committee shall be a minimum of 3 members appointed by the President. Members must have been REALTORS® for a minimum of two years. Members shall attend a Professional Standards workshop at least once. There shall be a representation of both sales associates and principals.

Meetings: As required.