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DEBRA TOWNSEND—ASSOCIATION EXECUTIVE  
ROBYN SUTHERLAND—MLS COORDINATOR  
REBECCA WILES-TECHNOLOGY COORDINATOR

CENTRAL MICHIGAN ASSOCIATION OF REALTORS®

CENTRAL DISPATCH



## 6 HOURS 2012 CONTINUING EDUCATION

Tuesday, February 7th

Mt. Pleasant City Hall Chambers Room

320 W Broadway-Mt Pleasant MI.

Instructor: Gwyn Besner, ACME Institute

Registration begins at 8:30 Class from 9am-3pm

Lunch included

\$45 CMAR members

\$55 Non-members

**Limited Space, please sign up before  
5pm January 30, 2012.**

## WELCOME ABOARD...

Joe Porter with Coldwell Banker WMH  
Cynthia Tilmann with LaBelle Realty

## SALES COMPARISONS

	<u>Dec 2010</u>	<u>Dec 2011</u>
Units Sold	61	82
Average Sale	\$87,926	\$82,252
Total	\$5,363,540	\$6,744,707

### **Third Quarter Housing Sales Remain Positive**

According to the Multiple Listing Service (MLS) reports compiled by the Michigan Association of REALTORS®, 9,440 single-family homes were sold in September, 2011, 8.34% more than the same month of the prior year. At the same time, the average sales price for Michigan homes was \$111,431 in September, making the average selling price over \$111,000 for the past three months in a row while the YTD average selling price remains over \$105,000 for four months in a row now. Several locals showed an increase in sales volume while Eastern Thumb, Eastern Upper Peninsula, Emmet, Greater Kalamazoo, and Monroe all showed an increase in number of sales of 20% or more. Down River, Hillsdale, Livingston and the Upper Peninsula reported increases in number of sales by 40% or more.

#### Key Statistics:

\$107,691 - 2011 average sales price, YTD

80,057 - 2011 single family units sold, YTD

\$8,621,418,387 - 2011 total sales volume, YTD

Monthly housing statistics for MAR are reported by participating Michigan REALTOR® local boards and associations.

## **2011-2012 LEADERSHIP**

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**Our Vision Statement:**  
**CMAR, a premier REALTOR® Association,**  
**provides focused**  
**educational opportunities, enriched membership**  
**services, community involvement, and expansion**  
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**JANUARY'S CALENDAR**

5th

PR Committee 9am

9th

MLS Committee 8:15am

10th

Leadership Retreat @ ICCU  
 8:30am to 4pm

11th

Membership Benefits 9am  
 Forms Committee 3pm

17th

Tools For Success-  
 Business Planning 1pm

23rd

MLS Committee 8:15am

25th

Forms Committee in Alma 9am  
 REALTOR Safety Course 4-6pm

26th

New Member Orientation 10am

31st

Education Committee 9am

## God Forgive Me When I Whine

We receive frequent requests to reprint the poem with which Nancy closes every Keynote address. It's always a favorite and especially meaningful during the holidays.

“Today, upon a bus, I saw a lovely girl with golden hair,  
I envied her, she seemed so gay and wished I were as fair;  
When suddenly she rose to leave, I saw her hobble down the aisle;  
She had one leg, and wore a crutch, and as she passed - a smile.  
O God, forgive me when I whine.  
I have two legs. The world is mine.

And then I stopped to buy some sweets.  
The lad who sold them had such charm,  
I talked with him - he seemed so glad -  
If I were late, 'twould do no harm.  
And as I left he said to me: "I thank you. You have been so kind.  
It's nice to talk with folks like you.  
You see," he said, "I'm blind."  
O God forgive me when I whine.  
I have two eyes. The world is mine.

Later, walking down the street, I saw a child with eyes of blue,  
He stood and watched the others play;  
It seemed he knew not what to do.  
I stopped a moment, then I said: "Why don't you join the others, dear?"  
He looked ahead without a word, and then I knew - he could not hear.  
O God forgive me when I whine.  
I have two ears. The world is mine.

With legs to take me where I'd go.  
With eyes to see the sunset's glow -  
With ears to hear what I would know.  
O God, forgive me when I whine.  
I'm blessed indeed. The world is mine.”

Author Unknown

With best wishes, Dick, Nancy, David and all of  
the Telephone Doctor Group.



## Legal Lines: Pre-Approval

With the help of McClelland & Anderson, we are taking the most recently asked questions from our legal hotline and putting them in E-news. We will be featuring a different question each issue.

**QUESTION:** I submitted an offer to an agent listing a home. The listing agent told me state law requires that a pre-approval letter was necessary in order for an offer to be valid. Is this true?

**ANSWER:** NO, while sellers may require a pre-approval with any offers they consider, there is no state law that requires a pre-approval in order for an offer to be valid.

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DEDICATED TO SERVING THE COMMUNITY BY PRESERVING  
PRIVATE PROPERTY RIGHTS AND PROVIDING EDUCATIONAL,  
ETHICAL, AND PROFESSIONAL SERVICES WHILE HOLDING THE  
REALTOR® TO A HIGH STANDARD OF ACCOUNTABILITY.

Bill Winter  
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Sincerely,  
Debra Townsend  
Association Executive  
Central Michigan Association of REALTORS

All courses are accredited by the State of Michigan and they were all written by Michigan course writers. If you have any questions about the courses, call 800-861-7325 ex. 7.

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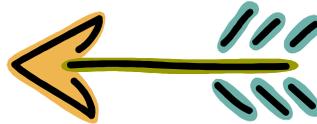
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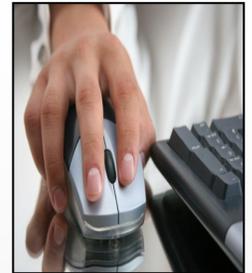
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## New online CE course: *Online Risk Management*

Infinite prospecting and advertising opportunities are available to real estate professionals through social media, blogging, property listing website, and email resources. Whether you're an experienced Internet-savvy professional or have yet to create a Facebook profile, this course will help you gain an understanding of the legal, regulatory, ethical, and professional issues that should shape your online content and conduct.



### **This exciting new course features:**

Resources to help you in developing your online presence through personal websites, blogs, social media profiles, email campaigns, etc.

Tech tips from Amy Chorew that will assist you in protecting your online image

Details on reducing legal, ethical, regulatory, and practical risk you face through your online real estate activities

Checklists with website best practices and email etiquette tips that can be used in your online marketing activities

A handout with tips on avoiding E&O insurance claims stemming from your online real estate activities.

## 5 Favorite Home Improvement Apps for the iPad, iPhone, iPod

By: Lisa Kaplan Gordon, Houselogic.com

If you've jumped on the Apple "i" bandwagon, you're never far from iPhone, iPod, and iPad apps that help maintain and improve your home — values near and dear to our hearts.

### [ColorSnap Sherwin-Williams](#) (free)

Snap a picture of anything and this app tells you which Sherwin-Williams color most closely matches your photo subject. The coral shade in my kitchen curtains, it turns out, is Redbud. I press another button and coordinating colors — Palm Leaf and Cargo Pants — pop up. Browse color families to find ones you love, and then adjust for lightness and saturation.

### [Home Improvement CALCS](#) (\$2.99)

This handy app has more than 115 calculations for every home improvement project imaginable — from determining how much asphalt you'll need to repave your 10-by-10-ft. driveway (3.75 tons) to how many bags of mulch will cover a 40-by-6-ft. yard, 3 inches deep (30 2-cubic-foot bags).

### [iHandy Carpenter](#) (\$1.99)

iHandy is a digital toolkit that turns your Apple device into a plumb bob, surface level, bubble level bar, steel protractor, and ruler. All tools, except the ruler, have digital readouts.

### [Dream Home](#) (\$1.99)

Dream Home contains hundreds of design ideas for your remodeling project: It's all the fun of shelter magazines for a fraction of the cost and weight. The app presents pages and pages — I mean screens and screens — of photos of high-design rooms in real houses. Photos are sorted by color, style, and popularity. For an extra \$1.99, you can add photos of rooms decorated for the seasons. If you feel like sharing, upload pictures of your home improvement project and they'll become part of the app in 48 hours.

### [I.D. Wood: Your Pocket Guide to Woods From Around the World](#) (\$4.99)

This pricey app provides everything you need to know — and a few things you don't — about 160 species of wood, from the common (white oak) to the exotic (Australian black bean). The pictures are beautiful and true-to-life, and the tips for working with each species are useful: Did you know beech wood has one of the highest shrinkage rates of all hardwoods? Now you do.

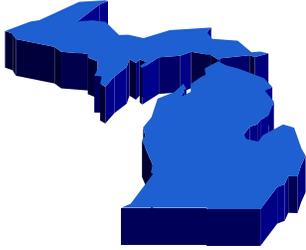
### Did you know?....

The reason firehouses have circular stairways is from the days when the fire engines were pulled by horses. The horses were stabled on the ground floor and soon figured out how to walk **up** straight staircases.



## Fun Facts

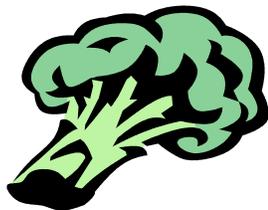
Woodward Ave in Detroit, MI carries the designation M-1, named so because it was the first paved road anywhere.



Canada has more lakes than the rest of the World combined...Canada is an Indian word meaning "Big Village".



Broccoli is the food with the best anti-cancer properties!



## Are You Our Friend?

Don't forget to friend us on FaceBook and "like" our CMAR page in order to get up-to-date, interactive information on mid Michigan realty news!



Try our new QR Code with your Smartphone to access our Website!!

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**ROBIN STEWART**

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## **iRecycle**

Unsure which of your local recycling centers will take odd stuff, such as Styrofoam and window glass? Provided by [Earth911](#), this simple app helps you [be a better recycler](#). You just enter your location and what you want to recycle, then the app gives you a list of the nearby recycling centers that will accept it. It'll tell you where the center is located, its hours of operation, contact information, and a list of all the materials it accepts.

Price: Free

Available for: iPhone and Android