



# PBBR FRIDAY FLASH

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## February 15th, 2008

“When it snows, you have two choices: shovel or make snow angels”

### LEADERSHIP 2008

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### NEED TO KNOW



#### MEMBERSHIP UPDATES

##### **Firm Changes:**

Coldwell Banker Cornell Realty has new ownership and a name change. New name is Coldwell Banker Classic Realty. New owner, Bonnie O'Dell

New Horizons Appraisal is now located at 124-1/2 N. Mitchell St., Ste 102, in Cadillac

##### **New Members:**

Mary Anne Colmus - Coldwell Banker Schmidt Realtors

Duane Schooley – ERA Houghton Higgins.com

##### **MLS Only Updates:**

New Firm: Homewaters LLC in Grayling  
Chad Brown, Broker

Mark Bear, Homewaters LLC

##### **MLS Only Transitions:**

Ted Strauble to Coldwell Banker Classic Realty in Roscommon

## PAUL BUNYAN BOARD & MLS

\$\$\$ 2 CLASSES FOR THE PRICE OF 1 \$\$\$

**REALTOR® Challenges:** This class is all about handling earnest money deposits, disclosures of latent defects, unresolved contingencies, misleading information found on MLS printouts, procuring cause, and scenarios dealing with responsibilities of sales agents and their clients.

**Mortgage Fraud, Foreclosures, and Short Sales:** This course explores the basics regarding the current mortgage market, circumstances with mortgagors, lenders and fraud leading to default. Learn the processes step-by-step through foreclosure, sheriff's sales, and rights of owners under Michigan redemption laws. Learn how to protect your commissions too. Also included are common definitions and terms, and risk management for the sales agent.

**(4 hours of approved Con Ed credit – includes legal)**

Co-Sponsors: PAUL BUNYAN BOARD OF REALTORS® And REAL ESTATE EDUCATION PROFESSIONALS OF MICHIGAN, INC.

Presenter: Rick Conley

Class: 1 pm to 5 pm

Tuesday, March 11, 2008 (Cadillac)  
Tuesday, March 18, 2008 (Houghton Lake)  
**Venues to be announced soon and registration will become available 2/18/2008**

\$45 for pre-paid registrations by 2/29/2008  
\$55 beginning 3/1/2008  
(Refreshments and snacks included)



## KEN CARLSON TRAVELS TO WASHINGTON DC

Associate Broker/Owner Ken Carlson of Ken Carlson Realty in Roscommon has been appointed as a Federal Political Coordinator (FPC) for the National Association of Realtors. FPC's act as a liaison to a Member of Congress for NAR (formerly FSC/FDC). While in Washington DC, Ken met with Congressman Dave Camp, Michigan's 4<sup>th</sup> Congressional District.

Ken, along with other NAR Federal Political Coordinators, recently traveled to Washington DC for the Federal Political Coordinator Conference on behalf of NAR discuss issues of importance to the real estate industry and the effects that legislation will have on consumers in the real estate market place.



Pictured: left Rob Guido (Dave Camp's legislative assistant) right Ken Carlson, Ken Carlson Realty.

Great news! On February 7<sup>th</sup>, Congress approved HR 5140, the Economic Stimulus Package and it is now on its way for President Bush's signature.

The Senate added low-income seniors and disabled veterans to the list of people who would receive money under the House-approved package, then passed the bill by a vote of 81-16.

The House then passed the bill with the added Senate language by a vote of 380-34.

This legislation includes increases to the GSE and FHA conforming loan limits that NAR (National Association of Realtors) asked for. Borrowers will see immediate relief with new liquidity in the mortgage market and the nation will likely see an increase in home sales. The increase in the FHA limits will mean an additional 138,000 Americans will purchase homes, and 200,000 families can refinance now, safely and affordably.



# BROKERS

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## BROKER SUMMIT – APRIL 15 & 16 HYATT REGENCY IN DEARBORN, MI

**Lawrence Yun - Chief Economist and Senior Vice President of Research for the National Association of REALTORS®.** He writes regular columns on real estate market trends, creates NAR's forecasts, and participates in many economic forecasting panels, including Blue Chip and Harvard University Industrial Economist Council.

Dr. Yun has been quoted on the real estate market and the economy in the mass media, including the Wall Street Journal, the New York Times, and the Washington Post. He has also appeared on CNBC and Bloomberg TV. Dr. Yun received his undergraduate degree from Purdue University and earned his Ph.D. from the University of Maryland at College Park.

**John Tuccillo is one of the foremost real estate economists in the United States.** His presentations on the economic outlook, real estate markets and change in the real estate business are invariably witty, informative and accessible to both lay and professional audiences. His experience and counsel are sought out by major real estate firms and technology firms interested in entering the real estate space.

He was educated at Georgetown University and Cornell University, and holds a doctorate in economics. Dr. Tuccillo's book, *The Eight New Rules of Real Estate*, is a best seller and has been instrumental in shaping the thinking of real estate industry leaders as they approach the challenge of changing their business models. From 1987 to 1997 he was Chief Economist for the National Association of Realtors. He now runs his own consulting business, JTA, LLC, specializing in strategic and business planning.

Dr. Tuccillo's clients have included Fannie Mae, Microsoft, GMAC, Prudential Real Estate Associates, Cendant, Kaplan College Online, Windermere Real Estate, and host of other large real estate firms. He is also on the Board of Directors for iProperty.com and 9keys.com, as well as a member of the Board of Advisors for Homebid.com and iSucceed.com. Dr. Tuccillo is a regular columnist for *The Real Estate Professional*.

**Sherry Chris - Realogy Corporation appointed Sherry Chris as president and chief executive officer, Better Homes and Gardens Real Estate LLC.** The appointment came after Realogy signed a 50-year licensing agreement with Meredith Corporation (NYSE: MDP) to build a new, international residential real estate franchise company under the Better Homes and Gardens Real Estate brand. The new brand will launch its franchise system in the residential real estate marketplace in July 2008. Chris comes to the position with more than 25 years of real estate sales, management and executive experience in all facets of local, regional and franchise operations.

Previously, Chris served Coldwell Banker Real Estate as its chief operating officer (COO) beginning December 2006. In her capacity as COO, Chris directed the company's operations, education, mortgage and field services programs. She also focused on communication between Coldwell Banker® corporate headquarters, regional offices and its nearly 4,000-office affiliate network around the world.

**Steve Harney, Steve Harney, Inc.** has been in the business of residential real estate for more than 20 years. He started as an agent in the difficult market of the early 1980's. As an agent for seven years, Steve averaged over 50 transactions annually.

In May of 1995, Steve started his own real estate firm. Eight years later, the firm had grown to 13 offices, with over 500 agents. It had become the #1 firm in the county in which it operated, and was also recognized as one of the Top 250 Power Brokers in America by RISMedia.

After his company was purchased by a large conglomerate in 2003, Steve started a training firm, named Steve Harney, Inc. Here, he continues to train and coach hundreds of agents monthly.

**Greg McClelland, McClelland and Anderson, LLC** acts as primary outside general counsel to the Michigan Association of REALTORS®, and as counsel for numerous local REALTOR® Boards and Associations (including PBBR)

**Brian Westrin** - has served as **MAR's Manager of Legal Affairs** since August of 2004. His role at MAR encompasses a concentration in Fair Housing Law and Education, RESPA Compliance and Education, policing Unlicensed Real Estate Practice, Mortgage Fraud, and Research and Legal Writing for MAR publications. Brian also facilitates meetings of the MAR Legal Action Committee and handles all requests made for Legal Action Fund.



## **SYNERGY 2008 Conference for Commercial Real Estate Specialists**

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