



# PBBR FRIDAY FLASH



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## February 16<sup>th</sup>, 2007

### LEADERSHIP

PBBR/PBMLS  
PRESIDENT

**BILL ALDERDEN**

PBBR/PBMLS  
PRES ELECT/VP

**Director At Large to be appointed to fill vacancy until next election process**

PBBR/PBMLS  
TREASURER

**BOB INGLIS**

PBBR PAST PRES

**Director At Large to be appointed to fill vacancy until next election process**

PBBR SECRETARY  
**KATHY DAVIS**

PBBR DIRECTORS  
WEXFORD CO.

**JILANE FENNER**

MISSAUKEE CO.

**BRENDA MORRISSEY**

ROSCOMMON CO.

**JO ELLEN SERUM**

DIRECTOR AT LARGE

**MIKE KAMPTNER**

PBMLS DIRECTORS

**BARRY FALL  
PAUL HENRY  
DAVE BECKER  
PAUL ALLEN**

PBMLS SECRETARY

**SALLY BAKER**  
Ex Officio

PBMLS COMM CHAIR

**RICK LANTZ**

STAFF  
ASSOCIATION EO  
**SALLY BAKER, AEO**



### ANNOUNCEMENTS

#### Sentrilock Lock Box Service

Before a decision is made regarding adoption of a Lock Box system for the MLS membership of Paul Bunyan Board and MLS, leadership is holding two more information opportunities and a chance for discussion between the members and leadership.

▶ **March 8<sup>th</sup>** – General Membership Meeting an Luncheon followed by a Sentrilock Lock Box System Informational Presentation by James Reynolds of Sentrilock. Begins at Noon, McGuire's Resort in Cadillac.

▶ **March 9<sup>th</sup>** - Sentrilock Lock Box System Informational Presentation by James Reynolds of Sentrilock and another chance for discussion with the membership. 10 a.m., Houghton Lake Room, Quality Inn in Houghton Lake.

▶ ~~**March 13<sup>th</sup>** – New Member Orientation at McGuire's Resort in Cadillac 8:30 a.m. to 5 p.m.~~ **CANCELLED**

▶ **MAR Professional Standards Wkshp**  
The closest Workshop this year is **Tuesday, February 27, 2007** Doubletree Hotel Bay City Riverfront, 1 Wenonah Park Place • Bay City, MI 48708  
1:00 – 1:30 p.m. Registration • 1:30 – 5:00 p.m. Workshop. Registration Form is on page 2 of the newsletter.

▶ **TWO CLASSES FOR THE PRICE OF ONE OPPORTUNITY!**  
Current licensing cycle Con Ed and Code of Ethics Quadrennial Training Requirement fulfilled in one class, 6-1/2 hours long.

**April 24<sup>th</sup>, 9 – 3:30 p.m. – McGuire's Resort – More information to follow!**

### Membership Updates

#### New Firm

Lakeland Appraisal (in process)  
Saugatuck, MI  
DR, Terry Van Dis  
Tom Cronin  
Jeremy Hart

#### New Members

Shannon Hancock, Century 21 Progressive  
  
Kay Roberts, Whitetail Realty, is home again now and finally making progress in recovery.

Congratulations to Judy Greeley of Exit Realty of Greater Cadillac for taking up the challenge at Pine Grove Athletic Club to improve her health and fitness! Judy is being featured in weekly stories in the Cadillac News! Great inspiration! Great Press! Now just get them to mention you are not only becoming the fit of the fitness, but that you are also a REALTOR, girl!

### Thoughts to Ponder

**Our character is what we do when we think no one is looking. ~Unknown**

**A word of encouragement during a failure is worth more than an hour of praise after success. ~ Anonymous**

***And why attitude is so important ...***

**I have not failed. I've just found 10,000 ways that won't work. ~ Thomas Edison**

**Winners build on mistakes. Losers dwell on them. ~Arnold Mori**

**Great minds discuss ideas;  
Average minds discuss events;  
Small minds discuss people.  
~ Eleanor Roosevelt Poster**

**"For you to insult me, I must first value your opinion." ~unknown**

# **SOLD STATISTICS FOR PAUL BUNYAN MLS BY DATABASE AND COMBINED**

## **JANUARY 2007 COMPARED TO JANUARY 2006 FOR RESIDENTIAL UNITS ONLY**

The following statistics are combined for Paul Bunyan MLS Jurisdiction for January 2007 compared to January 2006 as reported by PB MLS and PBBR Staff to Michigan Association of REALTORS® for display on their website as an aggregated total\* from both databases, and broken down here for you by database area. We have also provided an active link to the MAR reports: <http://www.mirealtors.com/news/housingstats.html>

### **RESIDENTIAL ONLY SOLD STATISTICS BY DATABASE**

	2007	2006
Wex/Miss Database # of Units Sold	43	37
Ros Co Database # of Units Sold	19	26
Wex/Miss Database Avg Sold Price	\$ 96,757	\$109,192
Ros Co Database Avg Sold Price	\$ 79,219	\$111,014
Wex/Miss Database Avg Days on Mkt	169	197
Ros Co Database Avg Days on Mkt	182	185

### **\*COMBINED AGGREGATED TOTALS FROM WEXFORD/MISSAUKEE MLS AND ROS CO MLS DATABASE**

# of Units Sold Units	62	63
Avg Sold Price	\$87,988	\$110,103
Avg Days on Mkt	177	191

## **UPDATE FROM THE BOARD OFFICE**

- Professional Standards Workshop, February 27, in the afternoon in Bay City. Did you know that by attending this free and informative workshop, you will fulfill your Quadrennial Code of Ethics Training Membership Requirement for National Association of REALTORS?
- Sentrilock Lock Box presentations have been scheduled for two different days in two different locations for you to come learn about the system and to discuss your thoughts and opinions with the leadership. We especially urge brokers and DRs to attend. March 8<sup>th</sup>, Noon, General Membership Meeting at McGuire's for the first presentation, and Friday, March 9<sup>th</sup>, 10:30 a.m. at the Quality Inn in Houghton Lake.
- Make sure you read all email from Michigan Association of REALTORS and the Paul Bunyan MLS Forum for updates on the tax on services process during the next few weeks. This information is something that may have considerable impact on your business.
- New forms to match the MLS database changes will be available next week for both databases.
- A new page will be added to the board website soon to publish your Open Houses for the public
- We are in the process of copyrighting the databases of Paul Bunyan MLS including the IDX and Public Listing Display ftp client databases. We are using our board legal counsel's office of McClelland and Anderson to complete this process.
- Barry Fall was appointed to a 2-year term on the Paul Bunyan MLS Committee effective immediately.
- Sally will be on leave for surgery March 12<sup>th</sup>, and not expected to return to the board office until March 26<sup>th</sup> at the earliest.
- **GOLF CHALLENGE IN JULY!** If you are interested in helping with or participating in the Paul Bunyan Board of REALTORS RPAC Golf Challenge (benefit for RPAC), the event will take place on Thursday, July 19<sup>th</sup> at Stoney Creek Golf Course in Lake City. This is not your ordinary golf challenge! We will have Par 3 shootout, a long drive contest, putting challenge, and chipping challenge and a lot of other fun contests and challenges. The idea is to hopefully have enough interest to put the challenge between the MLS members of each of our MLS databases!



# 2007 Professional Standards Workshop Series

MAR offers 5 regional workshops!



**Featuring Bruce Adyt!**

**Dates: February 27-28, March 1**

**Register for a workshop today!**

## REGISTRATION FORM

Michigan Association of REALTORS® 2007 Professional Standards seminars series

The Michigan Association of REALTORS® does. MAR has teamed up once again with Bruce Adyt, ABR, ABRM, CRB, to host five half-day seminars designed to assist REALTORS® who serve on professional standards and grievance committees to gain new insights and knowledge of Professional Standards through mock hearings and classroom instruction.

### 2007 Sessions

#### **Tuesday, February 27, 2007 – AM SESSION**

Genesys Conference and Banquet Center  
805 Health Park Blvd. • Grand Blanc, MI 48439  
8:00 – 8:30 a.m. Registration • 8:30 a.m. – 12:00 p.m.  
Workshop

#### **Tuesday, February 27, 2007 – PM SESSION**

Doubletree Hotel Bay City Riverfront  
1 Wenonah Park Place • Bay City, MI 48708  
1:00 – 1:30 p.m. Registration • 1:30 – 5:00 p.m. Workshop

#### **Wednesday, February 28, 2007 – AM SESSION**

Fetzer Center  
Western Michigan University • Kalamazoo, MI 49008-5239  
8:00 – 8:30 a.m. Registration • 8:30 a.m. – 12:00 p.m.  
Workshop

#### **Wednesday, February 28, 2007 – PM SESSION**

Eagle Eye Golf Club  
15500 S. Chandler Road • Bath, Michigan 48808-9600  
1:30 – 2:00 p.m. Registration • 2:00 – 5:30 p.m. Workshop

#### **Thursday, March 1, 2007 – AM Session**

The Fairlane Club  
5000 Fairlane Woods Drive • Dearborn, MI 48126  
8:30 – 9:00 a.m. Registration • 9:00 a.m. – 12:30  
p.m. Workshop

REGISTRANT'S NAME: \_\_\_\_\_

LICENSE ID# OR NRDS#: \_\_\_\_\_

REGISTRANT'S OFFICE: \_\_\_\_\_ CITY: \_\_\_\_\_

REGISTRANT'S EMAIL: \_\_\_\_\_ PREFERRED PHONE: \_\_\_\_\_

PREFERRED LOCATION: \_\_\_\_\_

ASSOCIATION NAME: \_\_\_\_\_

**PLEASE REGISTER BY FAX OR ONLINE NO LATER THAN FEBRUARY 15**

Fax to: PBBR (231) 775-0462 or Fax to MAR at (517) 334-5568 - or register online at [www.mirealtors.com](http://www.mirealtors.com)

There is NO registration fee. These seminars are supported by dues and will fulfill the NAR Quadrennial Code of Ethics training requirement if accepted by your local board or association.



# *Presents:* **TERRY** *Watson*

*Terry Watson doesn't just say he is different,  
his audience evaluations prove that he IS different.*

## *Why be Normal!*<sup>TM</sup>

Do you need a little clarity? The difference between good and great often lies in subtle unconscious things we do to sabotage ourselves. Many times awareness is curative. In this high energy, informational, motivational session, Terry will explain and demonstrate the simple things you must do TODAY to be who you know you are. You will learn why you should never let perfect get in the way of better. Expect to laugh, expect to ponder, and expect to be moved!

## *Join Us:*

**Ogemaw Heights Auditorium  
960 South M-33 • West Branch, MI**

**Date:** May 17, 2007 (Thursday)

**Time:** 6:00-7:30 PM

**Tickets:** \$10.00 / person

**Contact:** Yvonne DeRoso - 345-9900



## **ABOUT TERRY:**

...Terry is quickly becoming one of the most sought after trainers in North America. His infectious can-do attitude, his joyous sense of humor, and his uncanny ability to reach and involve all types of individuals make him and his course content memorable and useful. In fact, not only is this educator a natural-born, well-known, and diversified facilitator and speaker, he is also an experienced and highly motivated sales professional who really knows the business.