

# PAUL BUNYAN BOARD OF REALTORS®/PAUL BUNYAN MLS



REALTOR®

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## FRIDAY FLASH - Friday, November 5th, 2010

Don't aim for success if you want it; just do what you love and believe in, and it will come naturally. ~David Frost

### LEADERSHIP 2010

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**SALLY BAKER**

Ex Officio

STAFF

ASSOCIATION EO

**SALLY BAKER**

ADMIN ASS'T TO AEO

**AMBER YOUNGS**

### NEW MEMBERS:

Ethan Waddell, Exit Realty of Greater Cadillac

### WHAT'S GOING ON!

**WE NEED YOUR INVOLVEMENT – LOOKING FOR MEMBERS FOR THE PAUL BUNYAN BOARD OF REALTORS® GRIEVANCE AND PRO STDS COMMITTEES FOR 2011-2013.**

Yesterday your boards of directors for Paul Bunyan Board and Paul Bunyan MLS did their training of the Professional Standards Workshop for 2010. Ultimately all decisions come back to the board of directors for a review so it is important to stay up on the Code of Ethics Changes and be familiar with the process. The training also fulfills a member's REALTOR® Association membership requirement for Quadrennial Code of Ethics Training (COEQT). This Quad block is for January 1, of 2009 through December 31 of 2013.

We are looking for members of Paul Bunyan Board of REALTORS who are interested in serving on our Grievance Committee, 12 in all. The requirements are that you agree to take the training regularly as we require when it is offered and that you remain a member in good standing. We also need a few more members who would be willing to serve on the Professional Standards Committee. We belong to a Pro Stds Co-op with several continuous border associations, so you would be sitting on panels for other associations, not ours. Most pay mileage and sometimes feed you too :D. The experience is great! You learn so much. Same requirements apply as those who sit on the Grievance committee.

The Professional Standards process through the Code of Ethics is the foundation of the REALTOR® Association.

Members who are interested in fulfilling their COEQT online: NAR developed this online course, Quadrennial REALTOR® Ethics Training Course, for completion using a computer and the Internet. REALTORS® can stop and restart the course at their convenience within a 30-day time period. Successful completion is recorded in the National REALTORS® Database System (NRDS) and satisfies a member's Code of Ethics training requirements.

<http://www.realtor.org/MemPolWeb.nsf/pages/quadrennialethicstrainingcourse?OpenDocument>

### **WHY SOCIAL NETWORKING?**

Why social networking? According to the NAR 2009 Profile of Buyers and Sellers, the top 3 methods that Sellers find Agents is:

- #1) Referred by (or is) a friend, neighbor, or relative 40%,
- #2) Used agent previously to buy or sell a home 24%,
- #3) Referred through employer or relocation company 5%.

**RESCHEDULED CON ED – FREE TO OUR MEMBERS**

**PAUL BUNYAN BOARD OF REALTORS®**

*In partnership with*

**AYERS BASEMENT SYSTEMS**

**INVITES YOU TO 3 HOURS OF CON ED FREE OF CHARGE!**

**Complimentary Continental Breakfast and Lunch**

*“Dry Basement Science”* – approved Con Ed #L-1221

**Instructor: Tim Doyle**

**8:30 a.m. check in**

**9:00 a.m. class begins**

**Tuesday, November 23<sup>rd</sup>, 2010**

**Lake Superior Room - Wexford/Missaukee CTC/ISD Center**

**At the bend of Crosby Rd. and 13<sup>th</sup> Street - Cadillac, MI**

Registration form is available on the board website and on Paragon bulletin board.

**LOOKING FOR BROKER'S PREP? WE'VE GOT IT COMING TO YOU IN THE SPRING OF 2011!**

Gwyn Besner, Acme Institute and Paul Bunyan Board of REALTORS® present spring 2011 education: Law 101, March 28 - 30 - 8:00 - 5:30 Thirty hours of broker education covering, in depth: History of Law, Occupational Code, Auction, Water Rights, Environment, Income Tax, Property Management and Fair Housing. \$295

Law 102, April 11 - 13 - 8:00 - 5:30 Thirty hours of broker education covering, in depth, Business Startup, Practical Brokerage Practices, Contract Law, Finance and Affiliated Business, Real Estate Rights and Restrictions, Real Property Descriptions and Fair Housing. \$295

Broker Preparation, May 2 - 5 9:00 - 5:00 Thirty hours of intense preparation on the fundamental of real estate for the examination. \$295

**NAR Economist's Outlook by Danielle Hale, Research Economist 11/3/2010 Mortgage Rates and Affordability**

Most home buyers and potential buyers in the last year were aware of the first-time home buyer tax credit. Most home buyers—nearly 80 percent—were also eligible for the credit. That opportunity for nearly all buyers has now ended; however, there is an exception for overseas military personnel and Federal employees. See the IRS's First-Time Homebuyer Credit: Members of the Military and Certain Other Federal Employees for details if you think your buyer might qualify.

Home sales fell steeply in July after the credit ended, as shown in the figure below. Recent existing-home sales data shows that they have climbed back up through the end of September, and were only 14 percent below the June sales rate. Considering that many of these current buyers may have been tax credit eligible had they purchased a few months earlier, one might wonder why they are buying now.

[http://www.realtor.org/research/economists\\_outlook/commentaries/commentary\\_mortgage\\_rates\\_affordability](http://www.realtor.org/research/economists_outlook/commentaries/commentary_mortgage_rates_affordability)