



The WWBR News & Views

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Professionals Dedicated to Progress

April 3, 2020

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NEW MEMBER APPLICATIONS:

William Jewell – Exit Realty Premier
Kevin Wood – DEK Realty

WELCOME NEW MEMBERS:

Ashney Homes, LLC
Brenda Clark – Ashney Homes, LLC
Tara Hall – REO Alpena
Craig MacDonald – C21 Crow

2020 SCHOLARSHIP APPLICATION

We are now accepting Scholarship Applications. The scholarship is available for high school graduates planning to attend college fall of 2020 or current college attendee. There are two amounts available: \$1,000 and \$500.

We have updated the criteria requirements for submitting applications. Click [HERE](#) for the criteria.

All applications are due on Friday, May 15th!

ORDERING OF MASTERLOCK LOCKBOXES EXTENDED UNTIL JUNE 15, 2020

[LOCK BOX ORDER FORM](#) OR [LOCK BOX FINANCE FORM](#)

COST per lockbox is \$130 OR [Finance them](#) for \$6.25 per lock box (ONLY Brokers can finance Lockboxes for their office). If you are interested, please fill out the order or finance form and return by fax (989) 732-8231 or email: board@waterwonderlandboard.com

2020 CONTINUING EDUCATION (All scheduled events are currently SUBJECT TO CHANGE)

- 6 Hour Con-Ed (Legal & COE) with Peter Banwell on April 30th at the Alpena Community College (CTR 106), from 9am to 3pm.
- 6 Hours Con-Ed (Legal & COE) with Peter Banwell on Friday, May 1st at the University Center (Room U111), from 9am to 3pm.
- Technology Day (FlexMLS, ShowingTime, ZipForms, RPR) on Thursday, May 7th at the University Center (Room U101), 80 Livingston Blvd, Gaylord from 9am to 2pm.
- New Member Orientation on Thursday, May 28th at the Board Office from 9am to 4:30pm
- 6 Hour Legal Con-Ed with Gwen Besner, on May 29th at the Cheboygan Public Library, from 9am to 3pm. [REGISTER ONLINE](#)

CHILI COOK-OFF RECAP

Thank you to those who attended and those who provided silent auction items for our RPAC fundraising event on March 12th. **We raised a total of \$1,330!** Our speaker, Karol Grove from Alpine Land Surveying gave a very informal discussion on FEMA & Flood Zones.

Congratulations to Carol Steiger – Re/Max North for best chili and Rachel Paluch – Big Moose Home Inspections for best Table Décor.



MICHIGAN REALTORS® FURTHER GUIDANCE ON EXECUTIVE ORDER 2020-21

The Governor's Office issued further guidance on real estate services under [Executive Order 2020-21](#). The [FAQ](#) makes clear that real estate brokers and salespersons are not “**critical infrastructure workers**” and therefore may not leave their homes for work. As for now, Michigan Realtors® current interpretation of Executive Order 2020-21 still stands. Real estate services, like the showing of homes and other property, open houses, and other client contact should be considered to be non-critical and travel to do so is prohibited through April 13, 2020. Willful violation of the Governor’s Order is a Misdemeanor. We have already received reports of law enforcement officers enforcing the Executive Order on the streets and establishing communications for the reporting of non-essential services that continue to operate.

For those Realtors® with clients with a scheduled closing in the coming weeks, we have been advised that a number of Michigan title companies and appraisers will continue to do business under the federal government’s general category for financial/insurance services and that closings will proceed. Realtors® should check with the specific title company/appraiser regarding its policy. Real estate brokerages have the ability to participate in closings via conference calls or other video conferencing methods to comply with the Governor’s order.

If you have a purchase agreement in place and the parties wish to agree to an extension, this can be accomplished by utilizing the [Michigan Realtors® Amendment to Purchase Agreement](#). As with any contract, please make sure that you are consulting with legal counsel. [COVID-19 FAQ](#)

RIGHT TOOLS RIGHT NOW.

In light of the challenges presented by [COVID-19](#), and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times.

The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for [FREE or at significant discounts](#) – right now – and is available to REALTORS® and REALTOR® Associations. The program includes products, resources and services from all areas of the Association, including:

- [Webinars](#) to help you manage your finances;
- [Education courses](#) to expand your skills;
- Timely [market reports](#) to inform your business and clients.
- [Digital tools](#) for transactions and marketing
- Resources for [REALTOR® Associations](#)

RESIDENTIAL SOLD INFORMATION FOR MARCH

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2019	2020	2019	2020	2019	2020	2019	2020
Alcona	3	5	421,500	685,100	140,500	137,020	140,000	120,000
Alpena	21	21	2,049,650	2,625,388	97,602	125,018	93,250	128,888
Antrim	1	3	137,500	395,000	137,500	131,666	137,500	145,000
Cheboygan	16	19	3,966,800	2,454,200	247,925	129,168	163,450	103,900
Chippewa	0	1	0	135,000	0	135,000	0	13,500
Crawford	15	18	1,546,788	1,874,350	103,119	104,130	99,900	88,000
Mackinac	4	4	728,000	105,500	182,000	263,750	178,250	130,000
Montmorency	8	13	608,500	1,624,130	76,062	124,933	61,500	119,500
Oscoda	14	5	1,222,700	327,400	87,335	65,480	72,450	47,900
Otsego	28	31	3,766,200	5,474,100	134,507	176,583	116,250	150,000
Presque Isle	9	10	871,800	1,681,250	96,866	168,125	84,000	167,625

How to Set Up Video Showings with ShowingTime

Real estate professionals are resilient and creative, and can find ways to be safe under our current circumstances while still doing their jobs. We've also been looking for creative ways to help, and as a result put together a series of videos to discuss how to set up video showings within ShowingTime. You can also download our brief instructional guide, [Setting Up Video Showings](#).

As businesses take steps to adapt to the realities of the COVID-19 pandemic, it's clear that we're not operating in a "business as usual" environment. We're all doing our part to follow the advice of health experts and many states to shelter in place to flatten the curve. But as one veteran agent told us, most buyers and sellers are still in a good place. "I think that's an important message to get out there," the agent said. "Housing is good."

ShowingTime is working hard to ensure that clients, staff and members of our community are receiving the support they need to continue to work in a safe, responsible manner. We'll continue taking steps to respond to your business needs.

[COVID-19: Update from ShowingTime](#)