



The WWBR News & Views

122 S. Otsego Avenue, Gaylord, MI 49735 Phone: (989) 732-8226 Fax: (989) 732-8231

E-mail board@waterwonderlandboard.com & mls@waterwonderlandboard.com Website: <http://www.waterwonderlandboard.com>

Issue No. 5

Professionals Dedicated to Progress

May 21, 2021

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Association Executive

Gracie Goddard
Executive Assistant

Cathy Landry
MLS Specialist

NEW OFFICE APPLICATIONS:

Picture Perfect Properties, LLC

NEW MEMBER APPLICATIONS:

Jacob Barber – Promised Land Realty
Donald Bastain – CB Schmidt Cheboygan
Jillian Engelhardt – Re/Max Grayling
Alfred West – Exit Realty Premier
Ryan Wolfe

WELCOME NEW MEMBERS:

Danielle Dault – REO Alpena
Diana Fesko – CB Schmidt Houghton
Todd Fletemier – Home Waters LLC
Kristy Green – State Wide RE Onaway
Kathleen McLean – Lighthouse Realty Pros
Barbara Rose – Lighthouse Realty Pros
Lisa Spencer – Lisa Spencer, Appraiser
Marc Toles – Mackinac Properties
Jamy Warner – CB Schmidt Gaylord
Leah Wasserman – Geno D’Angelo Group
James Wright – Key Realty

TRANSFER:

Key Realty T.C. to Key Realty Gaylord

DROPS:

Darla Wilson – CB Schmidt Houghton Lake

FLEX ADDED LAKES & FIELD CHANGE

New/Updated Lakes: Big Chub Lake, Little Chub Lake, and Lake Geneva

Field Name Change: As of Monday, May 24th, 2021 for **Vacant Land**, St# will now be **St#/Lot#**. With this change, if there is not a street number assigned, you may now enter either 0, X, or the Lot #. Examples:

- Lot 2 Henry Street, Nowhere, MI
- 0 Henry Street
- X Henry Street

SAVE THE DATE: ANNUAL GOLF OUTING

Thursday, September 16th, 2021

Registration and Details to come soon!

WWBR NEW STAFF MEMBER

Please help us give a warm, happy welcome to our new MLS Specialist, Cathy Landry!

Cathy joined our office staff last week. She has been in training and she is doing a great job! We are excited to have her join our team.

Welcome Aboard!



2021 REALTOR® & AFFILIATE OF THE YEAR NOMINATIONS

Due by July 16th, 2021

- REALTOR® of the year [Nomination Form](#).
- Affiliate of the year [Nomination Form](#).

CALL TO ACTION

Hello fellow Water Wonderland board members, Michigan Realtors just sent out a [TAKE ACTION](#) notification regarding Short Term Rental legislation and private property rights. I feel we have one the best boards in the State of Michigan so let's show our support by responding to the email and Take Action. It takes 2 seconds. Let's try to get 80% participation. As a member of the Public Policy committee for Michigan Realtors, I can tell you this legislation has been very important across the state.

~Thanks again and have a great day, Roger Kopernik

New MLS Rule as of May 19th, 2021

The Rule is as follows:

SECTION 1.1B PRE-CONSTRUCTION/TO BE BUILT HOMES Pre-construction homes may be entered in the MLS database under the Residential Property type provided: (May 2021).

- A. The lot owner has executed a listing agreement with an MLS Participant for the sale of the lot.
 - a. If the lot owner is not the builder, there must be a contractual agreement in place between the lot owner and a builder that grants the builder an interest in the lot. A copy of this contract must be provided to the MLS Service.
 - b. If there is no contractual agreement in place between the lot owner and the builder, the listing does not qualify to be entered into the MLS.
 - B. The list price includes the price of the lot and the residential structure to be.
 - C. The listing agent shall complete all the required fields as required for all residential listings.
 - D. The first photo shall be an image of the model offered or an artist rendering, and marked as so. If the image is different from the actual model, disclosure must be made in the Public Remarks and Photo Description.
 - E. Days on Market (DOM) will not accrue for New Construction listings.

MLS RULE REMINDER:

For Properties that cannot be shown, upon the signing of an agreement. Our MLS Policy is that **no listing can be in the MLS if it is not available to show** unless it is being sold sight on seen. The MLS Board created the Coming Soon as a marketing tool for those listings that are not available yet to show, but you can market it as coming soon. No showings can be done if a property is coming soon only when it is active. If a seller doesn't want it coming soon, then we just need the agreement stating that it is unavailable until such date as it is showable. Then the agent can enter the listing in on that date in the MLS.

Please note that no marketing of the property can be done, as now this listing falls under the Clear Cooperation Rule, once marketing is done the listing must be entered into the MLS within 24 hours.

MASKS & GATHERINGS UPDATE

As you may know, a new [DHHS Order](#) went into effect, providing that no one needs to wear a mask outdoors and vaccinated people do not need to wear masks indoors.

For Realtors® representing buyers, it is important to note that the seller may still condition the right to see the property on wearing a mask, regardless of whether the prospective buyer or agent is vaccinated or not.

As we have mentioned in prior communications, determining a person's vaccine status can be a particularly sensitive inquiry. In the case of home showings, Realtors® would be in a difficult position – dealing on one hand with potential buyers who may resent the intrusion and on the other hand with sellers who are looking to the Realtor® to verify the vaccine status of each and every buyer who visits their home. Given that difficult position, the preferable course may be to simply keep requiring masks during residential showings until MDHHS guidance is more clearly articulated.

However, if a seller wishes to allow prospective buyers and their agents to tour the property without a mask pursuant to a specific mask exception, it is important that the seller direct the agent on how best to proceed. It is worth noting that the new order provides for "good faith" efforts to establish whether a person satisfies an exception to the mask requirements in other non-residential settings. In those other settings, a "good faith effort" may include the following:

1. Posting a sign notifying people that wearing a mask is required unless a person falls into a specified exception; or,
 2. Asking patrons not wearing masks whether they fall into a specified exception.

This, of course, creates an honor system for attendees. Therefore, it is important for the seller to direct the agent on how to proceed if they wish to allow showings without masks. Additionally, please note that the "3-households up to 15 persons" limitation for residential gatherings has not changed.

RESIDENTIAL SOLD INFORMATION FOR APRIL