

# ON THE MOVE



## President's Update:



### Courage to Grow

Grow your business an extra 25% this year.

Success does not happen in a vacuum. It is based on a variety of factors. At some point you come to a crossroad, an intersection, a point at which a crucial decision must be made that will have far-reaching consequences in your business. You look for the strength and ability to do something you fear. The wrong decision beats you down. You lose what you cannot afford: faith to take the next business risk.

Opportunities abound. It takes courage to invest in yourself and your business. Fear, naysayers and built-in biases are diminishers. They are all around you and determine how often you succeed or fail.

To win the business 82% of the time, the national average according to NAR, you need systems and the courage to be different. The future requires you to stand out from your competition. Become the outlier! The person who does not fit into society's typical understanding of a Realtor's® business model. Today, rise above, take risks, exercise all your talents, understand your customer, know your market. Be willing to reinvent yourself when necessary; embrace the desire to win and the courage to grow and profit.

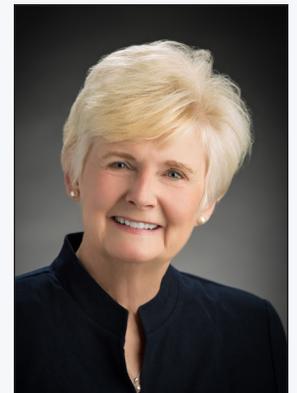
Your President,

*Ursel Mayo*  
Ursel Mayo

## Featured REALTOR® Member

### Judith Barker

When Judith "Judy" Barker started work as a REALTOR® 44 years ago, she took on the career in order to have the freedom and flexibility to spend time with her three young sons. Decades later, Barker, now a grandmother, is still selling houses in the Grosse Pointes, making her a perennial favorite among customers and the GPBR. Judy is the GPBR Featured REALTOR® for June.



"When you're working with someone and you write an offer on their listing, you should have some sort of relationship with them. It's important to get to know the people you're working with," she said. "There's always something you can learn from other people, whether it's good or bad."

Barker, a REALTOR® with William Adlhoch & Associates in Grosse Pointe Woods, has been the recipient of two prestigious awards through her work with the GPBR, including the 2014 REALTOR® of the Year and the 2016 and 2018 REALTOR® Active in Politics.

She has served on a plethora of committees including Community Outreach, Governmental Affairs, Education, Installation Task Force and more. Additionally, Judy was the regional RPAC Trustee for Michigan REALTORS® for 2017 and 2018.

Barker served as GPBR President in 2016 and as chairperson of the Home & Garden Expo Task Force from 2002-2017. She kept up her volunteer duties even during the last year of the Home & Garden show when knee surgery prevented her from driving (she Uber-ed everywhere instead).

A major catalyst for the GPBR Guardian Angels Medical Service Dog project, Barker drove around town with a life-size German Shepherd plush toy in the front seat to promote the association's fundraising efforts for "GP," the first service dog whose training was largely funded by GPBR members.

Barker is a whiz in the kitchen as well, as most people would know after sampling her homemade cookies. It's not unusual to see her pass out cookies at the GPBR Annual Golf Outing or any other day of the year. Her colleagues say she makes a delicious German Chocolate Cake and sausage soup as well.

"I love to bake. I raised three sons, and they eat a lot, so I had a lot of practice," she said with a laugh. "I enjoy giving back and I have enjoyed what I've done. I've enjoyed the relationships I've built, and I so appreciate the honor of being named the June 2019 Featured REALTOR®."

## Market Trends

*(Featuring market data for Macomb County, Oakland County, St. Clair County and Wayne County)*

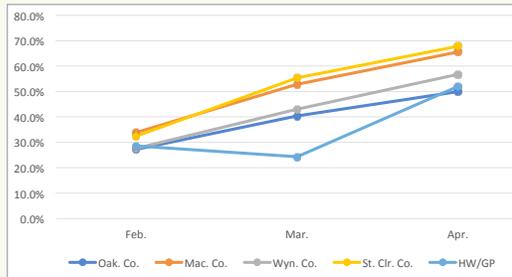
See Page 2 for more details on the current market trends.



# Market Trends

(Featuring market data for Macomb County, Oakland County, St. Clair County and Wayne County)

The chart below shows Absorption Rate (pendings ÷ inventory) for the last three months. A balanced market is 15.4% to 18.2%, below 15.4% is a considered a buyer's market and above 18.2% is considered a seller's market.



While inventories at the start of May were approximately 20% higher than the same time two years ago and almost 24% higher than last year, the pace of sales has led to an increased absorption rate of at least 50% across Wayne, Oakland, Macomb and St. Clair Counties. This reinforces the idea that the constraint in the marketplace was solely a byproduct of lack of inventory.

This is good news for buyers and sellers alike:

**Sellers:** If finding a home to move up or downsize into, there is more likely something out there.

**Buyers:** While the pace of home sales has not let up, there is more to choose from.

For both buyers and sellers however, it still urges caution as missteps along the way will be costly. With more homes to choose from buyers can be picky. Once they find one, however, they want to take action and a smart offer price is still required. These trends of increasing inventory and sales are expected to continue as interest rates remain low. Should we see any changes suggesting otherwise you will read about it here first.

By the way, if you have any suggestions on what other types of market data you would like to see, e-mail [Bob@GPBR.com](mailto:Bob@GPBR.com). Those providing suggestions will have their name entered into a drawing for a \$25.00 gift card at our September Membership Meeting (09-19-19).

# Your Financial Wellness

Financial wellness is critical to your success and in developing a sound exit strategy. 43% of all REALTORS® are not saving, 42% do not feel prepared to weather a financial emergency, and 46% are uncertain they will be able to retire when they want.

Help is now available. NAR's [Center for REALTOR® Financial Wellness](#) allows you to perform a "wellness checkup," learn about financial essentials, review retirement and succession planning, and explore an extensive library of planning resources for REALTORS®.



Populated by videos and hands-on tools, you create a personal profile and form a personal financial plan using an informative and eye-opening process. Learn about different types of 401(k)'s, understand investment risk, perform a risk analysis, review tax advantages available to REALTORS®, and more.

## "Coming Soon" Listings

Calls to the board office suggest "Coming Soon" listings are becoming common and causing confusion.

First, please understand that they are legal. They are also subject to rules and regulations enforced by Multiple Listing Services. Secondly, from a perspective of "Ethics," fair treatment is paramount.

The following videos may help to explain:

- [NAR on "Coming Soon" Listings and Best Practices](#)
- [MR Letter of the Law Library](#) (April 2018 and July 2017)

Finally, if there is a perceived abuse regarding "Coming Soon" listings, you are encouraged to contact your MLS and/or [file an ethics complaint](#).

Logging in to access the information above will require your NRDS number which you can look up [by clicking here](#).

# GPBR UPCOMING EVENTS & CLASSES

## June 2019

- General Membership Meeting \***FREE**\*  
June 5th at Premier Events Center (8:30am - 10:30am)
- Happy Hour Member Meet-Up \***FREE**\*  
June 6th at They Say at Eastland Center (5:00pm - 7:00pm)
- REALTOR® Safety Class  
June 10th at GPBR Board Office (9:30am - 10:30am)
- Roundtable Luncheon \***FREE**\*  
June 14th at GPF Pier Park Activities Room (12:00pm - 1:30pm)
- New Member Orientation (by invitation)  
June 19th at GPBR Board Office (9:30am - 12:30pm)
- Summer Networking Event benefiting RPAC 2 June 19th at Cherry Creek Golf Club (4:00pm - 7:00pm)

# Is the Dragon Ever Dead?

It seems everyone is fascinated with dragons. Whether in mythology or recent TV shows, you either love these fantasy creatures, or at least root for them as they lay waste to the “bad guys.”

Fortunately, real dragons do not exist. But there is a not-so-mythical creature alive and lurking in Michigan. In the May 6, 2019 issue of “Crain’s Detroit Business,” tucked away on page 22, Chad Livengood writes, “If Whitmer’s gas tax increase is dead, sales tax on services, anyone?”

What is a tax on services? As described, it would “Expand the 6% use tax to the final sale of consumer services.” We currently tax only “48 of 285 such services.”

For those who may not remember, in 2007 Michigan passed a Tax on Services which fortunately excluded real estate commissions and other real estate related services. It was also repealed by the end of the year and believed by many to be dead. Unfortunately, some are keeping this dragon alive by advocating the end of such tax breaks to balance Michigan’s budget.

What could this mean? Well for example:

Home inspection: \$450.00 + 6% = \$477 to the consumer

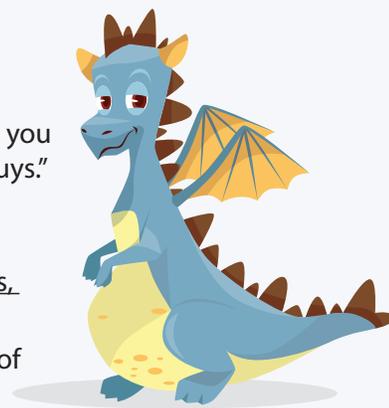
Appraisal: \$500.00 + 6% = \$530.00 to the consumer

Real estate Commission: \$2000.00 – 6% = \$1880.00 to the agent (before taxes)

The good news is at a meeting of GPBR leadership with 2019 Michigan REALTORS® President Matt Davis and Michigan REALTORS® CEO Rob Campau on May 7th, they indicated that MR was aware the dragon lived but was held securely in a dungeon somewhere in Lansing. They also were working to shore up defenses to prevent anyone from unleashing the beast.

The take-away is that a dragon thought slain in 2007 still lives; Michigan REALTORS® will have our backs in this fight, but we (you and I) need to be vigilant and engaged or this dragon could once again fly over Michigan.

(Source: [Crane’s Detroit Business, May 9th Edition](#))



## Featured Affiliate Member

### Cynthia Bojnowski, Bank of America

If you’ve ever attended one of GPBR’s many events, there’s a good chance you’ve probably met GPBR Corporate Partner member Cynthia “Cindy” Bojnowski. That’s because she has served at golf outings, parades, and every year at the Home and Garden Expo (held annually 1988 - 2017). She has also been active on the Education Committee since joining as an Affiliate Member 24 years ago.

Cindy is a mortgage loan originator with Bank of America in Grosse Pointe. She has been with the bank for 30 years. “I love being able to help customers achieve their homeownership goals,” she said. “I have been in the business long enough that customers are now referring me to their children, which is very exciting and humbling.”

The St. Clair Shores resident was named one of the inaugural recipients of the GPBR REALTOR® Volunteer of the Year Award for 2017. She said she became an Affiliate Member because she enjoys being active in the community and working with people to help them achieve their dream of homeownership.

## LOOKING AHEAD...

### Looking Ahead...Additional Classes & Events:

- Happy Hour Member Meet-Up **\*FREE\***  
July 11th at Mike’s on the Water (5:00pm - 7:00pm)
- Roundtable Luncheon **\*FREE\***  
July 12th at GPBR Board Office (12:00pm - 1:30pm)
- RPR Basics Class **\*FREE\***  
July 16th at GPBR Board Office (10:00am - 11:00am)
- New Member Orientation (by invitation)  
July 17th at KW Lakeside Training Center (6:30pm - 9:30pm)
- ELB Training for Realcomp Users **\*FREE\***  
July 23rd at GPBR Board Office (1:00pm - 2:00pm)
- ELB Training for MiRealSource Users **\*FREE\***  
July 23rd at GPBR Board Office (3:00pm - 4:00pm)

# Second Annual Euchre Tournament Held



GPBR's second annual Charity Euchre Tournament was held May 9, 2019 at the Premier Events Center in Clinton Twp. While many went home with memories of a fun time and some with gift baskets and cash prizes, the winner of the night was Guardian Angels Medical Service Dogs. Visiting the event were Matt McMurray and "Cobalt" (paired in 2018), accompanied by Matt's wife MaryLou and Mary Lamparter, Regional Coordinator for GAMSD fundraising in Michigan.

In total 20 gift baskets and a large TV were raffled off and a 50/50 raffle held. Winners were:

Sal Agrusa	Vicki DiLoreto	George Markley
Al Bolkovac	Donna Finzel	Marylou Orris
Delanie Boon	Savannah Habba	Gary Patrosso
Pat Dery	John Jones	Don Precour
Kelly Dix	Dan Joseph	Amy Weglarz

Our primary sponsor for the event was Fifth-Third Bank and the facility was donated by Albert Hakim, owner of the Premier Events Center. Gift basket and prize donors were:

- |                                  |   |  |
|----------------------------------|---|--|
| 1. 9 Round - Eastpointe          | 8. GPBR   | 14. Sea Glass Fine Art Photography           |
| 2. Above the Barre X             | 9. Keller Williams Great Lakes                  | 15. Sine & Monaghan Realtors®                |
| 3. Lydia Bourke                  | 10. Keller Williams Lakeside                    | 16. Tamara Smith                             |
| 4. Camp Bow Wow                  | 11. Lease Pros Prop. Mgmt. & Hadley Real Estate | 17. This-N-That for Pets                     |
| 5. Kelly Dix                     | 12. Little Blue Book                            | 18. Wag "N" Tails                            |
| 6. The Engine House Bar & Grille | 13. Cindy Manciero                              | 19. Women's Council of Realtors® Lake Pointe |

And then there were our players who shared their evening with us for this worthy cause:

1st Place winner: John Jones  
Tied for 2nd Place: Courtney Tozzi and Kelly Boon

With the help of those who turned out, our dedicated Community Outreach Committee volunteers (chaired by Nora Utley) and our generous sponsors, this event raised over \$3,800 for "Sterling." Sterling is an almost one-and-a-half-year-old German Shepherd being trained in Florida by Guardian Angels Medical Service Dogs. Sterling is co-sponsored by the City of Sterling Heights and is expected to be fully funded and paired with a deserving veteran or first-responder before the end of the year.



Website: [www.GPBR.com](http://www.GPBR.com)  
 Phone: 313.882.8000  
 Fax: 313-882-6062  
 Email: [members@gpbr.com](mailto:members@gpbr.com)  
 Address: 710 Notre Dame, Grosse Pointe, MI 48230

