



Impact



Sally Bell
NOCBOR President

Summer is here and we're being inundated with many issues regarding our profession.

House Bill 4390 has been introduced in Lansing and would eliminate the common law test for independent contractor status to three elements; real estate agents and brokers have their own separate test already in statute. That definition recognizes the requirement of broker supervision, while still providing the flexibility and autonomy of a real estate licensee to act independently under a written independent contractor agreement. Representatives of Michigan Realtors® have spoken with the Bill sponsor and Chairman Representative Jim Haadsma (D-Battle Creek) and he has assured us that he is interested in including salespersons, brokers and appraisers in a list of exemptions.

Another issue on the horizon is AI, Article Intelligence, those who know how to manipulate this can imitate or replace people's voices, videos, or people's faces and create havoc. Fake listings, fraudulent rental ads, damage an agency's reputation and redirect wire transfers. If we cooperate with, and know each other, it's less likely to happen. We all need to meet in person with our clients and other agencies more often,

not just use electronic communication. I know it's a lot easier, but is the risk worth it? If we're not careful between losing our independent contractor status and artificial intelligence, our profession as we know it will no longer exist.

Luncheons seem to be the way to share future change. Nobody likes change, but as we all know, change is here and we have to learn to embrace, not fight it. Several members of NOCBOR Government Affairs Committee, including me, **Brenda Davis, Dan Jones-Frierson, David Kimbrough, Shadia Martini, Nick Najjar, Ann Peterson, Mary Rettig and Jamie Scheett** attended a fundraiser for our Oakland County Treasurer Robert Wittenberg, who since taking office has an open-door policy and willing to take the time to address real estate concerns, attend our meetings and listen. Our education to their policies and procedures are most important to move forward and keep a positive dialogue to benefit our clients and keep us informed.

Another change that's most important is the date of your real estate license renewal, and continuing education classes. For many years the date was October 31, but the Department of Licensing has changed your renewal date. Check your pocket card and see the date that you must have your mandated 2 hours of legal. Another proposed change is to mandate training one hour of fair housing in the 6 hours each year.

You must complete a minimum of 2 hours of legal update every year of your license cycle and these hours count toward your 18 hours. CE Marketplace keeps your con-ed records, and the school or instructor will report your attendance. You can create your own free login to check your status at www.CEMarketplace.net. Good info if you're ever audited by the Department of Licensing.

Change, as I mentioned earlier, is upon us and we either gracefully embrace it or become annoyed because we don't want to learn a new system, again. During a recent luncheon with Realcomp subscribers, we

discussed the many exciting programs in place and more coming to benefit our profession in the future. We cannot just stand still, or progress will pass us by.

Curious about what's been happening at Realcomp? Over the past several months, Realcomp has been on a roll launching new products and various service enhancements, with several more on the horizon. Here's a quick list of a few significant improvements and a sneak peek at a few still to come:

OneHome™ – In December 2022, Realcomp upgraded its client email portal on RCO3@Matrix™ to the new interface we're using today called OneHome™. The OneHome™ portal is device-responsive (i.e., it automatically reformats based on the device and browser being used to access the interface) and enables agents to intuitively collaborate with their clients while remaining at the center of their home search.

Realcomp was able to provide some recent numbers (June report) on the reach of this powerful interface among Realcomp Subscribers and their clients. One of the numbers that was most impressive to me was 4,325,728 total listing views through OneHome™ in the last 30 days. That's a lot of listing views and traffic that can only be compared to that of the largest online search portals.

During the 1st quarter of this year, Realcomp surveyed MLS Subscribers about their electronic signing needs and software preferences. Based on this feedback and listening to its customers, Realcomp has decided to **bring Authentisign back** and offer it in addition to the e-signing tool that's already built into Remine Docs+. This way, MLS Subscribers will be able to choose for themselves which e-signing tool they will use in their business. However, Authentisign will be provided as a separate and stand-alone tool. Please watch your Realcomp announcements for more information on this in the coming weeks.





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Board of Directors May 2023

MOTION CARRIED to approve Sixty-Four (64) Primary Realtors®; Three (3) Secondary Designated Realtors® and One (1) Affiliate.

MOTION CARRIED to elect **Chris Mersino** as Director through December 31, 2023.

MOTION CARRIED to elect **Marcy Soufrine** as Realcomp Shareholder Alternate Delegate for the remainder of 2023.

Board of Directors June 2023

MOTION CARRIED to approve Two (2) Primary Designated Realtors®; Sixty-One (61) Primary Realtors®; Five (5) Secondary Designated Realtors®; Four (4) Secondary Realtors® and Three (3) Affiliates.

MOTION CARRIED that NOCBOR support all Realcomp Shareholders who elect to use the services of Relevant.

2024 MR® Dues Increase

Without an increase of dues in the last 15 years, the Board of Directors of the Michigan Realtors® has established your 2024 annual dues, with an increase of \$36.00.

The Directors viewed the increase as a reasonable increase that puts MR® in a strong position to address any uncertainty and volatility over the next few years.

The Realtor® dues rates of \$186 will apply for the 2024 membership year.

MISSION STATEMENT

The purpose of the North Oakland County Board of Realtors® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically, and to promote the preservation of the right to own, transfer and use real property.

In Memoriam

NOCBOR Affiliate member **Grant Spencer**, (Michigan First Mortgage) whose father, Edwin Hietanen, passed away on May 4, 2023. Deepest sympathy and many blessings to the Spencer family.

NOCBOR member **Cheryl Nahas**, (Berkshire Hathaway/Kee Realty), passed away on June 18, 2023. Deepest sympathy and many blessings to the Nahas' family.

Director Vacancies

The NOCBOR Nominating Committee will soon meet to interview NOCBOR members interested in serving as members of its Board of Directors.

Consider committing approximately two hours to monthly meetings and the opportunity to make a difference. Don't you think it's about time that you took an interest in the professional organization which assists you in making a living?

NOCBOR members must elect four (4) Realtors® to serve for a term of three (3) years. The Affiliate Director position is for One (1) year. All candidates must be a NOCBOR member for at least three (3) years. Directors **Madeline Dishon**, **Joan Falk**, **Kristine McCarty** and **Chris Mersino** will complete their terms as of December 31, 2023, along with Affiliate Director **Rick Linnell**.

It is the job of the Nominating Committee to conduct candidate interviews and to recommend qualified candidates to the NOCBOR membership for election. Interested members can submit the official Nomination form at nocbor.com, no later than Wednesday, **August 16, 2022**.

Realtors® and Affiliate members, who would prefer to be nominated by petition, must submit the signatures of twenty-five (25) NOCBOR Realtor® members to NOCBOR no later than Monday, **September 26, 2023**.

NORTH OAKLAND COUNTY BOARD OF REALTORS®
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www.nocbor.com

Real Estate License Expiration Date

Continuing Education Deadlines

To remain compliant and meet the continuing education requirements for renewal, licensees need at least 18 total credit hours every three years. Within these 18 hours, two hours of legal credit must be taken in each year you are licensed. The additional 12 credits to reach a total of 18 prior to renewal may be credits of any type (legal or elective) and may be taken at any time during the three-year period.

Michigan real estate licensees now have individual expiration dates, based on the original issue date of the license. To find your license expiration date(s), go to.

<https://aca-prod.accela.com/MILARA/GeneralProperty/PropertyLookUp.aspx?isLicensee=Y&TabName=APO>

The month and date of your license expiration is your new deadline each year to complete your 2 hours of legal credit. In the example below, the licensee has been assigned a new license expiration date of 5/24/2025 after their renewal for 11/1/2021.

The screenshot shows the 'Licensee Detail' page for a Real Estate Salesperson. The 'License Expiration Date' is highlighted with a red box and shows '05/24/2025'. Other details include 'License Issue Date: 05/24/2012', 'License Status: Active', and 'County: Eaton'. There is also a section for 'Broker License' with 'Status: Active'. At the bottom, there is a link to 'Click to view Public Documents'.

Home	Licenses	Enforcement
Advanced Search		
Licensed Professional Information: Real Estate Salesperson		
Licensee Detail		
License Type:	Real Estate Salesperson	License Number:
Name:		
License Issue Date:	05/24/2012	License Expiration Date: 05/24/2025
License Status:	Active	County: Eaton
Broker License Number:		Broker License Status: Active
Broker Name:		
City:		
State:		
ZIP Code:		
<--- Click to view Public Documents		

To identify your continuing education period, count back three years from your individual expiration date. For the example above, the education period would be as follows:

5/24/2022 – 5/24/2023

First year of education period and license cycle: At least 2 hours of legal credit are due by 5/24/2023.

5/25/2023 – 5/24/2024

Second year of education period and license cycle: At least 2 hours of legal credit are due by 5/24/2024.

5/25/2024 – 5/24/2025 (or the day you renew your license, whichever comes first)

Third year of education period and license cycle: At least 2 hours of legal credit are due by 5/24/2025.

12 additional credits of any type (legal or elective) by 5/24/2023 or date of renewal to reach a total of at least 18 credit hours prior to license every three years.

How do I know how much credit I have taken? Schools with approved outlines are required to report your credit to CE Marketplace (www.CEMarketplace.net). You can create your own free login on the site to check your credit status. If a school doesn't report your credit, please contact the school to check your status.

How do I know if a class counts toward con ed? Courses that are approved by CE Marketplace will have a course # starting with a "C". If the course is not advertised with # do not hesitate to ask the school for the #. Knowing this # will also ensure that you don't duplicate a course. You can only take a course once so if you duplicate a "C#" it will not count toward your required credits.

NOCBOR Events

SEPTEMBER	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	17 9:30 a.m. Education/Technology	18 9:30 a.m. Membership Services	19 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	20 9:30 a.m. Grievance Committee 12 p.m. – 2 p.m. "1031 Exchange" 2 hours Legal con-ed Dylan Johnson	21 9 a.m. – 12 p.m. New Member Orientation & COE Virtual Jack Waller	22
	24 9:30 a.m. – 11:30 a.m. Book Of The Month Club "The Power of Ambition" Steve Stockton	25	26 1:30 p.m. Board of Directors	27 4 p.m. – 7 p.m. YPN "Grill N Chill" Sashabaw Plains & Maybee Park	28 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	29
	31 1:00 p.m. – 3:00 p.m. Free Workshop "RESPA Rundown" 2 hours Legal con-ed Caitlin McCourt	1	2 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	3	4	5 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live Sally Bell
	7	8	9 7:30 a.m. – 8:30 a.m. Registration Charity Golf Outing Fountains	10 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	11	12
	14 11:30 a.m. Government Affairs	15 9:30 a.m. Membership Services	16 9 a.m. – 12 p.m. New Member Orientation & COE Virtual Jack Waller	17 9 a.m. – 3 p.m. 6 hours con-ed Virtual Jack Waller 9 a.m. – 3:30 p.m. 6 hours con-ed Live Lori Chmura	18	19
	21 9:30 a.m. Education/Technology 1 – 3 p.m. Nominating Committee Directors Interviews	22 9:30 a.m. – 3:30 p.m. 6 Hour con-ed Live "Finding Value In A Changing Market" Marty Wagar	23 9:30 a.m. – 3:30 p.m. 6 Hour con-ed Live "Basics of Listing & Selling Vacant Land" Tom Nelson	24 9 a.m. – 5 p.m. SRES (Senior Real Estate Specialist) Lori Chmura	25 9 a.m. – 5 p.m. SRES (Senior Real Estate Specialist) Lori Chmura	26
	28 9:30 a.m. – 3:30 p.m. 6 hour con-ed Live & Virtual Sally Bell	29 1:00 p.m. – 3:00 p.m. Free Workshop "Mortgage Assumptions" 2 hours Legal con-ed Caitlin McCourt	30 1:30 p.m. Board of Directors	31 10 a.m. Virtual "New Construction & Vacant Land Financing" Dana Fox	1	2
	4 OFFICE CLOSED	5	6 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	7 9 a.m. – 3:30 p.m. 6 hours con-ed Lori Chmura	8	9 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live Sally Bell
	11 10 a.m. – 11:30 a.m. Free Workshop "MSHDA" 1 hour elective con-ed Darren Montreuil	12 9:30 a.m. Membership Services 11:00 a.m. Saftey Workshop	13 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	14 9:30 a.m. Grievance Committee 11:30 a.m. – 2:30 p.m. "Staging To Sell" 3 hours elective con-ed Jeannie Morris	15 1:00 p.m. – 3:00 p.m. Free Workshop "Quiet Title Actions" 2 hours Legal con-ed Caitlin McCourt	16 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live Sally Bell
JULY	18 9:30 a.m. Education/Technology	19 9:00 a.m. – 3:00 p.m. 6 hours con-ed Live Jack Waller	20 9:30 a.m. – 12:30 p.m. Free Workshop "Successfully Selling HUD Homes" 3 hours elective con-ed Evduza Ramaj	21 9 a.m. – 12 p.m. New Member Orientation & COE Virtual Jack Waller	22 9 a.m. -5 p.m. ABR "Accredited Buyer Reprmentative" Lori Chmara	23
	25 11:30 a.m. Government Affairs	26 9:30 a.m. – 3:30 p.m. 6 hours con-ed Live & Virtual Sally Bell	27 1:30 p.m. Board of Directors	28 10 a.m. ZOOM "New Construction & Vacant Land Financing" Dana Fox	29 9 a.m. -5 p.m. ABR "Accredited Buyer Reprmentative" Lori Chmara	30

Michigan Realtors® - Detroit

What You Need To Know

The median value of homes owned by lower-income Americans climbed 75% over the past decade; a gain of roughly \$100,000. Middle income homeowners saw their properties appreciate 68% over the same period, equivalent to a wealth increase of \$122,000. Home equity, today, is the largest financial asset for American households in the middle three quintiles of the income distribution, accounting for 50% to 70% of this group's total net worth.

The U.S. housing market is short more than 300,000 affordable homes for middle-income buyers and middle-income buyers can afford to buy less than a quarter of listings in the current market; according to a new analysis from NAR. Five years ago, this income group could afford to buy half of all available homes.

Two recent Supreme Court rulings have further protected the rights of property owners. *Tyler v. Hennepin County*, which NAR outwardly supported, confirms the equity homeowners build in their properties is a constitutionally protected right and cannot be unduly or unfairly seized by the government. The *Sacket v. EPA* ruling brings more clarity to the rules and regulations on building on personal land under the scope of the Clean Water Act (CWA). This decision will directly impact ongoing litigation that NAR is part of related to an EPA rule defining Waters of the United States (WOTUS) under the CWA.

Experienced Trial Attorneys Are Ready Specializing in Civil Trial Litigation

Larry Barnett and Scott Traver have extensive experience in a range of practice areas including, but not limited to: injury cases, contract disputes, domestic relations disputes (custody, parenting time, forensic accounting, discovery of hidden and undisclosed assets), professional malpractice, and real estate transactions and disputes.

Larry Barnett specializes in trial litigation in the above practice areas and has tried over 400 cases in his legal career throughout the State of Michigan, with numerous winning judgements of over \$1 million.

Scott Traver specializes in real estate, wills, trusts, is an expert in appeals to the Court of Appeals and to the Supreme Court and the prosecution of personal injury cases, negligence cases and contract disputes.

Our main area of Legal practice:

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- Real Estate Disputes
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Update Fannie Mae Selling Guide

On March 1, 2023, Fannie Mae made updates to its *Selling Guide* that provided additional details for interior photograph requirements for the main living areas of the property to include the living room, family room, dining room, all bedrooms and all finished and unfinished areas of the basement.

Appraisers may already be complying with these photograph requirements for the main living areas and are encouraged compliance immediately if not currently doing so. For appraisals in loan applications dated on or after September 1, 2023, the full complement of main living area photographs will be required.

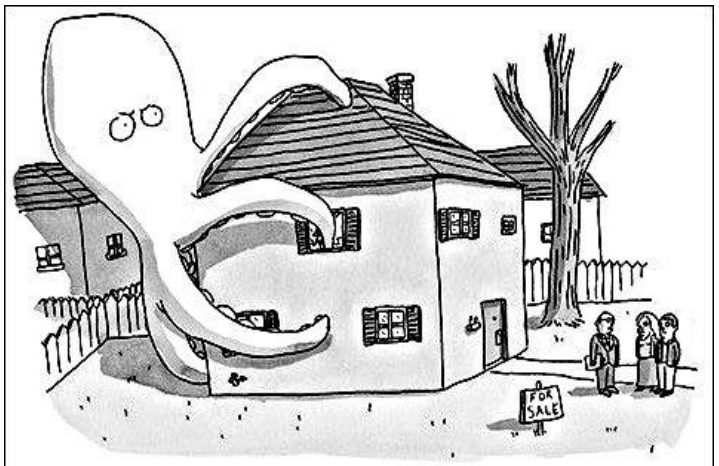
If an appraisal indicates evidence of infestation (such as, wood-boring insects) dampness, or abnormal settlement, the appraisal must comment on the effect on the value and marketability of the subject property. The lender must either provide satisfactory evidence that the condition was corrected or submit a professionally prepared report indicating, based on an inspection of the property, that the condition does not pose any threat of structural damage to the improvements. The appraisal should be made "subject to" repairs or alternations, or "subject to" an inspection by a qualified professional.

Oakland County Town #1

Michigan home values have been on the rise in recent years, with some communities seeing larger increases than others. This spring, the one-square mile town of Lake Angelus, home to less than 300 residents, had a typical home price of nearly \$1.5 million.

With a year-over-year increase of more than \$70,000, the small Oakland County community had the fastest growing home prices throughout the state during that stretch, according to an analysis of Zillow data by Stacker, a New Jersey-based data media company.

Ranking of other Michigan towns include: #2 Leland; #3 Harbert; #4 Northport; #5 Saugatuck and #6 Empire.



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Kanin

Get Ready for the Millennials

Millennials are the largest generation in the U.S., and everyone has been expecting members of this massive demographic cohort to reshape the housing market. So far, it hasn't happened.

Not that millennials don't value homeownership, two-thirds of them say it's a central part of the American dream, according to *Bankrate's 2023 Financial Security* survey. Still, it's been a struggle for many aspiring millennial homebuyers to become homeowners.

These twenty and thirty-somethings face a tough market. Home prices remain near record levels, and mortgage rates are higher than they were two years ago. Low inventory, high inflation, expensive financing: The combination has created an affordability squeeze that's forcing many millennials to keep renting. Many cite paltry savings and too-high home prices as their reason for continuing to rent.

Saving enough money continues to prove challenging. Over half, 53% of the older millennials who aspired to homeownership, pointed to being unable to afford the down payment and closing costs more than any other reason or any other age group. Younger millennials blamed an array of affordability hurdles: not having enough income (49%); home prices being too high (47%) and not being able to afford the down payment and closing costs (42%).

In addition to being held back by financial considerations, many millennials are in a general pattern of reaching life milestones later. The average age for getting married has been rising, subsequently, millennials are starting their families later. In the NAR survey, the typical first-time homebuyer was 36 years old, up from 33 the previous year. That was an all-time high! (*Jeff Ostrowski, Bankrate*)

What Now For Renters?

With mortgage rates currently at around 7%, many first-time home buyers, typically millennials, will remain renters.

In a study published last month, First American economist Ksenia Potapov analyzed the share of homes that are affordable to the median renter in any given market. She defined an affordable market as one in which the median renter can afford 50% or more of the homes for sale based on the renter's household income, the prevailing 30-year mortgage rate, and the assumption that one-third of pre-tax income is used for a mortgage with a 5% down payment.

There are only four markets in the U.S. in which the median renter in that market could afford half or more of the homes: Buffalo (59%); Pittsburgh (56%); Detroit (54%) and Cleveland (54%).

"Pre-pandemic, Salt Lake City was an affordable market that fell in the middle of the pack out of the top 50 U.S. markets," Potapov states. "However, rapid house price appreciation during the pandemic dragged Salt Lake City near the bottom of the affordability list. In the fourth quarter of 2019, the median renter could afford 69% of the homes for sale in Salt Lake City. Now, the median renter can only afford 4% of homes."

Last week, Altos Research, reported that the median home price listed in Salt Lake City climbed to \$785, 000, up from about \$540,000 in the fourth quarter of 2019. (*CoreLogic*)

"The greatness of an association is most accurately measured by the compassionate actions of its members."

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Agents Tallied Double-Digit Sales in 2022

Despite inventory hitting a 23-year low, the average Realtor® ended 2022 on a solid note with a double-digit gain in sales volume and a modest increase in gross income, according to the *NAR 2023 Member Profile*.

Nearly one-third of Realtor® business came from previous customers and clients, a 68.75% year-over-year lift, according to survey results. Members with 16 or more years of sales experience had the strongest repeat business with 44% of their sales coming from past buyers and sellers. Realtors® with two years of experience or less found it impossible to drum up the same results.

The average Realtor® enjoyed a 20% annual increase in referral business in 2022 (20% vs 24%). More experienced members edged out less experienced counterparts with 30% of business coming from referrals (-3.22% yoy). Members with two years or less of experience said 4% of business came from referrals, a marked improvement from 0% in 2021.

A dramatic drop in inventory stifled Realtors® ability to increase their annual transaction volume, which remained at 12. Thirty percent of members said scant inventory was the top reason their clients put off their buying and selling plans in 2022. Although Realtors®, on average, sold the same number of homes from 2021 to 2022, rising median home prices buoyed their sales volume from \$1.6 million to \$3.4 million, a 30.7% annual increase. Despite the changing market conditions that Realtors® faced throughout 2022, members rose to the challenge by embracing new technology to help buyers find their homes and sellers to market their properties.

NAR's membership is still quite homogenous, with 81% of members identifying as white. The remaining 19% are split between Hispanics/Latinos (10%); Black/African Americans (5%) and Asian/Pacific Islanders (5%). For gender and age, 62% of all Realtors® are women, a 6.06% decrease from 2021. Realtors' median age increased from 56 to 60-52% of members were over 60 years old and 1% were under the age of 30. (*Marian McPherson, Realtor® Magazine*)



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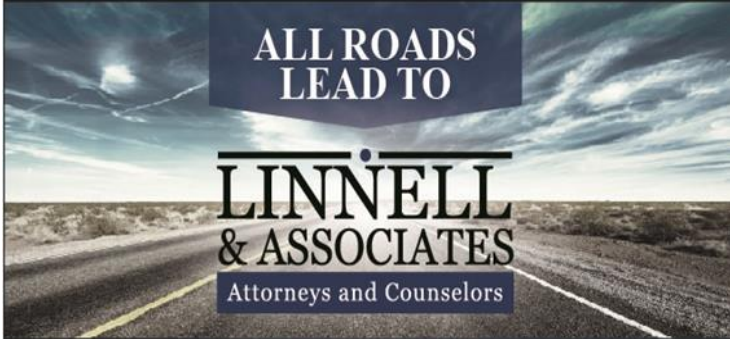
News You Can Use

In *NAR's 2023 Member Profile*, 32% of Realtors® named a lack of inventory as the most important factor limiting potential clients from making a purchase. Housing inventory fell to the lowest level recorded since 1999 as buyers entered the market at a frenzied pace to lock in a historically low interest rate.

NAR applauded the Federal Housing Administration for increasing the large multifamily loans threshold for the first time since 2014. The new policy also opens the possibility of future annual increases of \$5 million. NAR advocated for this change to create greater flexibility for lenders and facilitate the creation of more rental housing across the country.

A new NAR survey finds Americans living in walkable communities report a higher quality of life. Seventy-nine percent of respondents said being within an easy walk of other places and things, such as shops and parks, is very/somewhat important. Seventy-eight percent of those indicated that they would be willing to pay more to live in a walkable community.

Existing-home sales edged higher by 0.2% in May. Sales were mixed among the four major U.S. regions, with the South and West experiencing pullbacks. All four regions experienced year-over-year sales declines.



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Housing According to Kiplinger

Residential construction is coming back to life. Total housing starts rose nearly 22% from the previous month to 1.63 million annualized units in May. The monthly increase was driven by big gains in both single-family, which saw the largest monthly gains since 2020, and multifamily construction.

Builders are becoming more confident about the housing market. The tight inventory of existing homes has pushed prospective buyers to the new-home market, pushing up that segment's sales. No surprise, then, that surveys show growing industry confidence, despite high mortgage rates, which builders have offset somewhat with discounts and other incentives.

Builders will ramp up single-family construction in the coming months. Issuance of single-family permits rose 4.8% in May, their fourth consecutive gain. Better supply conditions are helping builders finish projects. The number of single-family homes under construction fell in May, while completions rose. (*The Kiplinger Letter* 7/6)

Hawaii Takes Dramatic Action

Hawaii could see construction of 50,000 new homes over the next three to five years for residents of all income levels if an Executive Order issued by Governor Josh Green achieves its intended purpose. The Order suspends a half dozen state and county laws, primarily focusing on land use, historic preservation and environmental review.

Titled "Emergency Proclamation Relating to Housing," the measure invokes a state law giving the Governor broad power to suspend laws that impede a response to emergencies such as natural disasters or the coronavirus pandemic. It was a drastic response to what the Governor has framed as an existential threat to the island state which has seen an outmigration that averaged 20 people per day last year as residents unable to afford the high cost of living fled to the mainland.

The plan also drew concern about potential exploitation of land and environmental harms with the suspension of many regulations aimed at balancing the need for development with protecting natural and cultural resources. The proclamation catalogs a litany of problems caused by housing prices that are among the nation's highest and three times the national average. Essential workers like teachers and nurses can't afford to live there, with one-quarter of residents at risk of becoming homeless.

Hawaii's housing shortage has driven the median cost of a single-family home on Oahu to more than \$1 million. Less than a third of households can afford to buy a single-family home, and less than half can afford to buy a condo. The median rental price is unaffordable to a third of households. The Order replaces state and county agencies in charge of administering land use and environmental programs with a lead housing office and a 22-person panel called the Build Beyond Barriers Working Group.

Governor Green said the Order would be in place one year and he did not foresee needing to extend it. Projects approved under the Order would have up to three years from the time of approval to begin construction.

Accomplishments & Defeats

During the 2022 legislative session, Michigan Realtors® were successful in accomplishing the creation of First-Time Homebuyer Savings Accounts: a streamlined process for obtaining missing manufactured home titles and Affidavit of Affixture and the Homestead Tax Exemption, no longer just twice a year to file for homestead exemption.

Because of the work of RPAC (Realtors® Political Action Committee) and the solid action of over 34,000 Michigan Realtors®, the mandated septic and lead paint inspections at point of sale was defeated, along with elimination of real estate licensing and reduced licensing requirements; the expansion of the Seller's Disclosure form beyond scope of sellers' knowledge of the property; broad sweeping land contract reforms that went too far in limiting ability of both parties to come to an agreement; authorizing predatory property assessed clean energy programs that have wreaked havoc on homeowners in other states and usage to Michigan's Drain Code to establish a rain tax.

RPAC is the only political action committee that protects and promotes the interests of private property rights. RPAC is funded by the voluntary investment of Realtor® members. The money is used to endorse candidates for local, state and federal offices that share the interests of Realtors® and promote the ideals of a thriving real estate market and protecting private property rights.

Lennar Offers Thousands of Homes

One of the nation's largest homebuilders is working to sell thousands of homes worth billions of dollars to investors. Lennar Corp. has been marketing thousands of its new homes to investors at a time when sales to traditional homeowners have slowed and the rental market remains strong, according to Bloomberg.

Lennar's marketing of thousands of homes that would likely remain rentals comes at a time when major investors are looking to capitalize on the slower housing market by sourcing deals from homebuilders to build up their portfolios. Builders are selling individual, scattered units and entire subdivisions and "horizontal multi-family" developments of rental homes. It is expected within the next two years, homebuilders will ramp up production of single-family rental homes to 150,000 per year and that supply still won't meet the demand for rental housing.

The portion of single-family homes being built to rent and sold to investors represents about 12% of all single-family housing starting today. The historical average is about 3%. Going from 3% to about 12% is a big gain and a reflection of the fact that housing conditions on the for-sale side of the market have declined so much.

Lennar is offering about 5,000 homes, largely in the South and Southeast. These are areas that have been attracting "mega investors," or those who own more than 1,000 homes, and were most active in markets with high price appreciation, which over the past two years has included markets across the Sun Belt. (*Anthony Shkraba, Industry Voices*)

Affiliate Receives Recognition

Grantham (Grant) Spencer recently received his Certified Mortgage Banker (CMB) designation from the Mortgage Bankers Association. The Certified Mortgage Banker (CMB) designation is the industry standard of professional success. It symbolizes respect, credibility, ethics and achievement within real estate finance. Earning a CMB instantly places a person at the top of our dynamic industry and makes them a part of an elite group that has achieved the highest level of professional success. In order to obtain this achievement, one has to qualify on a points-based system which takes a minimum of 15 years' worth of industry experience in order to achieve.

A candidate then obtains a CMB sponsor who helps guide them along the journey of understanding every aspect of the mortgage industry from origination to post-secondary sales. Typical time frames for studying and preparation are measured in years and not months. Once ready, a candidate sits for a 6-hour written proctored examination on all aspects of the mortgage industry and must obtain a passing grade on all sections of the exam. Once the written exam is complete the candidate sits for a 1–3-hour oral examination from 3 other CMB's who

drill them on industry knowledge to make sure they are ready to wear the pin. After a CMB candidate passes their oral exam, they are “pinned” and given the prestigious CMB pin and can add the CMB designation to their professional correspondence.

Grant joins an elite group in the mortgage industry, as of today there are approximately 350,000 people in the mortgage industry between lenders, title companies, MI companies, etc. Of which only 1300 people nationwide have obtained this designation with only a handful actively practicing in the mortgage industry.

This is an additional accomplishment of Grant's as well. He holds an undergraduate degree from Michigan State University and holds a double master's degree from Walsh College, both a Master of Business Administration (MBA) and a Master of Science in Finance (MSF). Grant has been leading and training loan officers while originating for the greater part of 21 years in the mortgage business. He currently is the Mortgage branch manager for Michigan First Mortgage, a subsidiary of the Michigan First Credit Union helping all Michiganders obtain the goal of homeownership.



Grant Spencer CMB® | Mortgage Branch Manager
GSpencer@MichiganFirstMortgage.com | NMLS # 739681
p: 248.443.4265 | c: 248.721.6676 | f: 248.483.4572

[Apply With Me](#)

Michigan First

MORTGAGE
A division of Michigan First Credit Union

Equal Housing Lender | Company NMLS # 493687



Michigan First
MORTGAGE

A division of Michigan First Credit Union

Support Your NOCBOR Affiliates

Bankston, Justin (Fidelity National Title)	248-378-6474
Barnett, Larry (Attorney At Law)	248-625-2200
Bartus, Barb (Michigan First Mortgage)	248-666-2700
Beemer, Matthew (Pillar To Post)	248-755-3422
Bowers, Marcus (Rocket Mortgage)	313-545-1428
Brosnan, Brenda (CrossCountry Mortgage)	248-515-3855
Bruce, Cheryl (ATA National Title)	248-338-7135
Carrier, Melissa (CrossCountry Mortgage)	248-284-5576
Clayborn, LeDon (Guaranteed Rate Mortgage)	248-761-5000
Cottenham, Matt, (Trademark Inspections Services)	734-331-3269
Falconer, Drake (GVC Mortgage)	248-505-1815
Fox, Dana (Lake Michigan Credit Union-White Lake)	248-884-6600
Fox, Patrick (Home Warranty, Inc.)	989-640-3686
Garbrick, Alan (Stockton Mortgage Corporation)	248-582-6680
Gelbman, Mark (Caliber Home Loans)	248-705-8431
Hudson, Matt (First American Title Co.)	248-789-6371
Jarvis, Beth (Title Connect)	810-347-4239
Johnson, Dylan (Accruit)	303-865-7311
Katsiroubas, Mary (Bank of Ann Arbor)	855-910-2700
Kearns, Ryan (Win Home Inspections-Waterford)	248-621-0400
Kraft, Stacey Grava (Achosa Home Warranty)	248-303-7210
Lampe, Linda (Michigan Moves Title)	248-297-6660
Linnell, Richard (Linnell & Associates)	248-977-4185
McCourt, Caitlin (Legacy Title Agency)	248-913-2266
McGee, Jeff (Bank of Ann Arbor)	248-383-0220
Mickens, Ann (First State Bank)	248-225-1205
Morris, Jeannie (Transforming Spaces)	248-318-7195
Mustola, Mark (Value Check Inspections)	810-347-4239
Nannini, Joseph (Modern Title Group)	734-669-3100
Neumann, Mary (Renovations Sell NW Metro Det)	248-983-1626
Olczak, Nick (First State Bank)	586-601-4719
Pappas, Bonnie (Michigan First Mortgage)	248-320-3064
Piddington, Mike (Environmental Affairs)	248-977-1388
Renn, Mark (KSI Kitchen & Bath)	586-256-7490
Rogers, Dan (Advantage Home Loans)	248-789-6923
Rose, David (Rose Certification Inspections)	248-625-9555
St. Amant, Ron (Changing Places Moving)	248-674-3937
Sabatini, Joe (Choice Home Warranty)	586-533-0143
Sasek, Luke (Cutco)	616-295-5537
Schmidt, Lianna (Organico)	248-225-5993
Seaver, Phil (ATA National Title)	248-338-7135
Spencer, Grant (Michigan First Mortgage)	248-721-6676
Thomas, Shane (Better Rate Mortgage)	586-260-2289
Turner, Sheila (Cislo Title Company)	248-410-8550
Vitale Plawewski, Jae (Stockton Mortgage Corp)	248-582-6680
White, Don (Genisys Credit Union)	586-764-1826

Legal Q & A

Q: I am both a licensed appraiser and licensed real estate broker. I have a partner who is a licensed appraiser. I will be on vacation and unavailable for 2 weeks. May I have my partner show one of my listings during this time?

A: No. Your partner is required to have a real estate license (not just an appraiser's license) in order to show property.

Q: I am a broker who had a salesperson recently leave my company on good terms. She is now with another broker but had a number of pending transactions that are now scheduled to close. I would prefer to pay her directly instead of going through her new broker. Can I pay my former salesperson directly for these sales?

A: Yes. You can make these payments directly to your former salesperson.

Q: I represent a seller who is selling a dilapidated home "as is with all faults." The buyer intends to demolish the house immediately after closing. Does my seller have to fill out the Sellers Disclosure Statement?

A: Yes. This transaction is not exempt from the Seller Disclosure Act. If your seller-client does not provide a form, the buyer will be free to cancel the transaction at any time prior to the closing.

Q: I am a Realtor® representing a seller to whom I am related. I have spoken to other agents, and they told me that I have to disclose this relationship to potential buyers. Are they correct?

A: No. There is nothing in the Occupational Code or the rules that require agents to disclose that they are related to a seller or buyer whom they represent. When the Occupational Code refers to someone buying property "indirectly," it refers to the situation where, for example, the licensee is a partner in a partnership that is buying the home. A licensee does not hold and "indirect" interest in a home by virtue of the fact that the home is owned by a relative of that licensee.

Q: I represent a buyer who has entered into a purchase agreement. My buyer was not satisfied with the home inspection and has decided not to buy the house. The purchase agreement clearly states that if the buyer is dissatisfied with the inspection report he can terminate the contract and receive a full refund of his earnest money deposit. The seller disagrees with the buyer and has stated that they want the earnest money deposit. I'm of the opinion that I can release the money to the buyer based upon the clear language of the purchase agreement. Am I correct?

A: No. Since the sellers are making a claim to the earnest money, you cannot release the money to the buyer. The fact that it seems quite likely that the buyer would prevail in any litigation over the earnest money deposit does not mean that you can release the earnest money to the buyer over the objection of the sellers.

Q: Some clients of mine sold their principal residence last year and the SEV was lower at the time they sold it than when they purchased it. They just found out that they might be entitled to a refund of the state transfer tax they paid. They sold the house at a profit; will they still be entitled to the refund?

A: Yes. To qualify for the State transfer tax refund, the SEV at the time of purchase must be higher than the SEV at the time of sale. The fact that they sold the house at a profit has no effect on their ability to get a refund. The only requirement is that the home was sold at the price that would be arrived at through an arm's length negotiation.

Q: An agent licensed in the state of California referred a buyer to me. Can I pay that agent a referral fee?

A: Yes. A Michigan broker can pay an out of state agent a referral fee provided the out of state agent does not represent either the buyer or seller in a Michigan real estate transaction. (Q & A's are provided by Brad Ward, Esq & Brian Westrin, Esq.)

Legal Hotline 800-522-2820

Local Market Update – June 2023

A Research Tool Provided by Realcomp



Oakland County

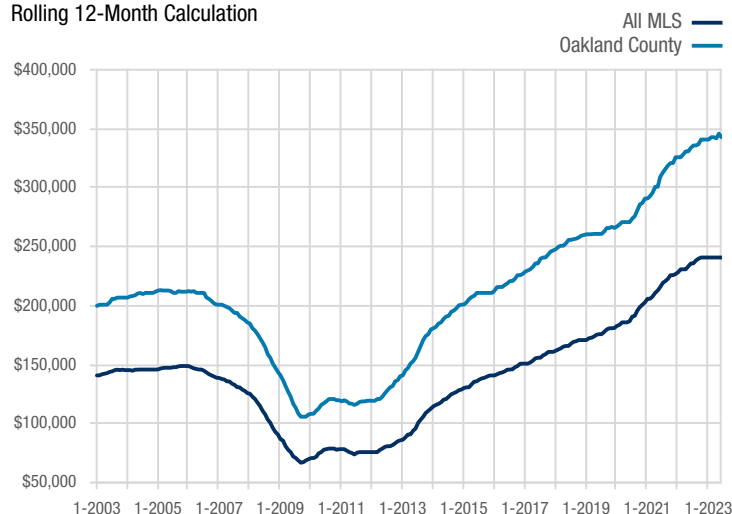
Residential	June			Year to Date		
Key Metrics	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	2,493	1,661	- 33.4%	10,610	7,871	- 25.8%
Pending Sales	1,526	1,276	- 16.4%	7,885	6,251	- 20.7%
Closed Sales	1,649	1,313	- 20.4%	7,390	5,704	- 22.8%
Days on Market Until Sale	13	19	+ 46.2%	21	30	+ 42.9%
Median Sales Price*	\$374,950	\$370,000	- 1.3%	\$340,000	\$347,750	+ 2.3%
Average Sales Price*	\$439,842	\$459,345	+ 4.4%	\$418,976	\$429,216	+ 2.4%
Percent of List Price Received*	102.7%	101.6%	- 1.1%	102.2%	100.3%	- 1.9%
Inventory of Homes for Sale	2,629	1,746	- 33.6%	—	—	—
Months Supply of Inventory	1.9	1.6	- 15.8%	—	—	—

Condo	June			Year to Date		
Key Metrics	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	447	366	- 18.1%	2,215	1,792	- 19.1%
Pending Sales	329	316	- 4.0%	1,779	1,512	- 15.0%
Closed Sales	337	282	- 16.3%	1,745	1,337	- 23.4%
Days on Market Until Sale	17	22	+ 29.4%	23	30	+ 30.4%
Median Sales Price*	\$257,000	\$275,000	+ 7.0%	\$250,000	\$255,000	+ 2.0%
Average Sales Price*	\$288,831	\$317,833	+ 10.0%	\$283,234	\$291,995	+ 3.1%
Percent of List Price Received*	101.4%	101.0%	- 0.4%	101.1%	99.5%	- 1.6%
Inventory of Homes for Sale	475	318	- 33.1%	—	—	—
Months Supply of Inventory	1.5	1.3	- 13.3%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

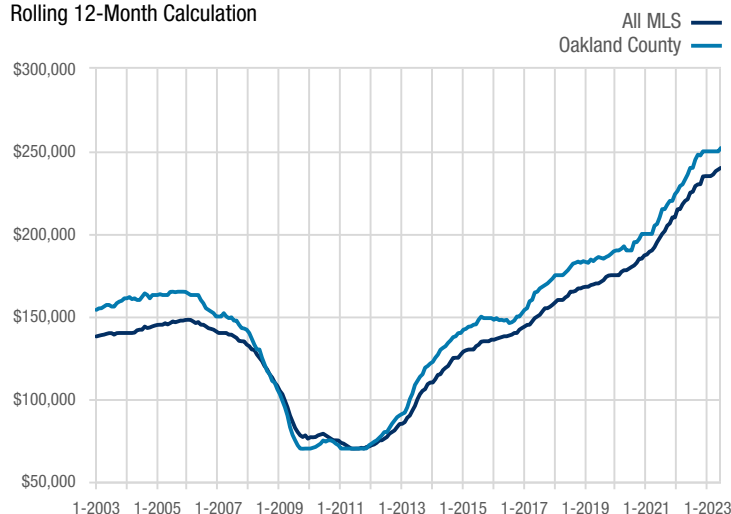
Median Sales Price - Residential

Rolling 12-Month Calculation



Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Free Workshops

Wednesday, July 24 (9:30 – 11:30 a.m.)

"Book Of The Month Club"

"The Power of Ambition" by Jim Rohn
Steve Stockton, KW Showcase Realty

Monday, July 31 (1 p.m. – 3 p.m.)

"RESPA Rundown"

Includes 2 Legal con-ed credit

Caitlin McCourt, Legacy Title Agency

Wednesday, August 29 (1 p.m. – 3 p.m.)

"Mortgage Assumptions"

Includes 2 Legal con-ed credit

Caitlin McCourt, Legacy Title Agency

Thursday, August 31 (10 a.m. – 11 a.m.) VIA ZOOM

"New Construction & Vacant Land Financing"

Dana Fox, Lake Michigan Credit Union

Monday, September 11 (10 a.m. – 11:30 a.m.)

"MSHDA"

Includes 1 hour of elective con ed credit

Darren Montreuil

Friday, September 15 (1 p.m. – 3 p.m.)

"Quiet Title Actions"

Includes 2 Legal con-ed credit

Caitlin McCourt, Legacy Title Agency

Wednesday, September 20 (9:30 a.m. – 12:30 p.m.)

"2023 Successfully Selling HUD Homes"

Includes 3 hours of elective con ed credit

Evduza Ramaj, Inside Realty

Tuesday, September 12 (11 a.m. – 12 p.m.)

"Safety Workshop"

Register at nocbor.com Location: NOCBOR

NOCBOR in Conjunction with Middleton Real Estate Training

**Is offering a 1 week Pre License class
(40 hour cram session)**

Class Dates: Monday, October 2 – Friday, October 6 (9 a.m. – 6 p.m.) Held at NOCBOR, Waterford

Class Review: Friday, October 13 (6 p.m. – 10 p.m.)
Class review held at Middleton, Troy

Class Final: Saturday, October 14 (8:40 a.m. – 4:30 p.m.)
Class final held at Middleton, Troy

Cost: Class fee \$230/Materials \$75 = \$305

PLEASE NOTE: It is required that you pick up the materials at least one week prior to class, because there are pre-reading requirements. Materials will be available to pick up at NOCBOR in Waterford & Middleton Real Estate Training in Troy.

Contact Middleton Real Estate Training at 248-885-8311 to register or if you have any questions.

"Finding Value in a Changing Market"

Tuesday, August 22, 2023

This 6 hours of continuing education class is designed specifically to help the real estate professional in the ever-present shifting listing/selling real estate market. The materials will take you in a deep dive into the world of how appraisers apply the fundamentals of pricing/valuing.

You will receive the principles that are applied by appraisers, along with a realistic look at the residential appraisal. Adjustments, such as "market conditions", size, bath count, basement finish and other valuation techniques are discussed and demonstrated.

Time: 9:00 a.m. – 3:00 p.m.

Instructor: Marty Wagar

\$50 Member/ \$60 Non Member

Register at nocbor.com Location: NOCBOR

Seniors Real Estate Specialist

Thursday, August 24 & Friday, August 25

To receive the Seniors Real Estate Specialist® designation, you must be a Realtor® in good standing with the National Association of Realtors® and complete the SRES® training course, and successfully pass the final exam. SRES® designees are also required to complete at least three transactions with senior clients within twelve months of their training course. This course counts as 15 hrs. Broker Pre-licensing credit and includes 1.5 hours of Fair Housing or can be used for 12 hours of Real Estate Continuing Education. *NOCBOR members qualify for one year interest free loan.

Time: 9:00 a.m. – 5:00 p.m.

Cost: \$250.00 (includes material and SRES Council annual dues)

Instructor: Lori Chmura



Register at nocbor.com Location: NOCBOR

Accredited Buyer Representative

Friday, September 22 & 29, 2023

"Marketing Practice" & "Office Policy, Negotiations and Relocations." Both classes are approved by REBAC (Real Estate Buyer's Agent Council) and fulfills the educational requirements for the ABR Designation. ABR counts as 15 hours of real estate continuing education credit or can be used toward 90 hour broker pre-licensing requirement. Must take an elective for designation, to see list of elective classes and dates go to

<https://middletontraining.com/specclass.html>.

*Qualifies for the NOCBOR one year interest free Education loan.

Time: 9:00 a.m. – 5:00 p.m.

Cost: *\$290 (includes elective, materials & first year dues)

Bring a Buddy: *\$263.50

Instructor: Lori Chmura



Register at nocbor.com Location: NOCBOR

Sally Bell
Macomb School Of Real Estate
2023 Con-ed
Virtual & In Person

Friday, July 28
Wednesday, August 2
Saturday, August 5 (IN PERSON ONLY)
Thursday, August 10
Monday, August 28
Wednesday, September 6
Saturday, September 9 (IN PERSON ONLY)
Wednesday, September 13
Saturday, September 16 (IN PERSON ONLY)
Tuesday, September 26
Thursday, October 12
Saturday, October 14 (IN PERSON ONLY)
Wednesday, October 18
Saturday, October 21 (IN PERSON ONLY)
Friday, October 27
Tuesday, October 31
Thursday, November 2
Saturday, November 11 (IN PERSON ONLY)
Saturday, November 18 (IN PERSON ONLY)
Monday, November 27
Friday, December 1
Wednesday, December 6
Saturday, December 9 (IN PERSON ONLY)

9:30 a.m. – 3:30 p.m. (6 hours con-ed)

Course fee: \$50 member/\$60 non-member

Register at nocbor.com Location: NOCBOR

**"Staging To Sell - What Every
Agent Should Know!"**

Agents attending the class will earn the
RESA (Real Estate Staging Association)
Certified Staging Advocate Designation!

11:30 a.m. – 2:30 p.m.
Thursdays:

September 14, 2023
December 14, 2023

NOCBOR Affiliate - **Instructor: Jeannie Morris**
RESA Approved Instructor

Exclusively presented only at NOCBOR

Includes 3 hours elective con ed credit
lunch will be provided

\$40 Members/ \$50 Non Member

Register at nocbor.com Location: NOCBOR

Lori Chmura
Middleton Real Estate Training
2023 Con-ed (In Person)

Thursday, August 17
Thursday, September 7

9 a.m. – 3:30 p.m. (6 hours con-ed)

Course fee: \$50 member/\$60 non-member

Register at nocbor.com Location: NOCBOR

Jack Waller
NCI Associates
2023 Con-ed

Thursday, August 17 (ZOOM)
Tuesday, September 19 (LIVE)
Friday, October 20 (LIVE)
Tuesday, November 7 (ZOOM)
Monday, December 11 (ZOOM)

9 a.m. – 3 p.m. (6 hours con-ed)

Course fee: \$40 member/\$50 non-member

Register at nocbor.com Location: NOCBOR

**New Members Training
& Code of Ethics**

Virtual via Zoom Only:

Jack Waller, real estate educator and President of NCI
Associates, will provide NOCBOR members the required 2
½ hours of Code of Ethics training on the following dates.

Friday, July 21
Wednesday, August 16
Thursday, September 21
Tuesday, October 24
Friday, November 17
Friday, December 8

Classes begin at 9 a.m.

Course: Free

Register at nocbor.com Location: NOCBOR

**Basics Of Listing
& Selling Vacant Land**

Wednesday, August 23, 2023

This course covers the basics of terms, methods and
laws regarding the selling and buying of vacant land. It is an
initial introduction to educate and give confidence to the
student. If you have not sold vacant land, and/or wish to
become more knowledgeable, this class may be of benefit
to you. This course includes 4 hours of elective credit, 2
hours of Legal con ed credit.

Instructor: Tom Nelson, GRI

9:30 a.m. – 3:30 p.m.

Course fee: \$55 member/\$75 non-member

Register at nocbor.com Location: NOCBOR

Michigan Legislature Seeks Solutions

As Michigan looks to make the state more attractive for both young people to remain in and transplants to move to, its Legislature may play a role in one of the core components of that effort: housing. But a recent study from the National Low Income Housing Coalition indicates the task may be harder than it seems, ranking Michigan middle of the road for rental affordability nationwide.

At the top of the legislative session, Democrats announced affordable housing would be among their main policy focuses alongside repealing “right-to-work,” codifying LGBTQ protections in Michigan’s Civil Rights Act and doing away with the state’s pension tax.

Promising soon after “summer break,” potential legislation may include preventing a landlord from discriminating against a tenant based on their source of income, such as using a housing voucher and requiring landlords alert residents if the building they live in has been condemned or is an imminent or serious hazard to their health. The latter of those two bills passed the House in June with bipartisan approval and is awaiting a hearing in the Senate.

There has been some success in getting certain affordable housing bills across the finish line. On July 18, 2023, Governor Whitmer signed into law a package expanding housing assistance and development activities by modifying the state’s Brownfield Redevelopment Act.

Recent data from the National Low Income Housing Coalition’s **Out of Reach** report ranked Michigan 28th worst in the nation for rental affordability. A person living off minimum wage, which is \$10.10 an hour, would need to work at least 86 hours a week just to afford a two-bedroom rental, according to the report. For one bedroom at a fair market rate, that same minimum wage employee would need to work at least 68 hours a week, or the equivalent of 1.7 minimum wage jobs. More than 1.1 million Michigan households rent their dwellings. Given the most recent U.S. Census estimated there were about 4.6 million housing units as of July 1, 2022, in Michigan, that would mean around 24% of those homes, nearly one in four, are rentals.
(Jordyn Hermni/mlive)

**Visit the NOCBOR
Realtor® Store
Today!**

**We have all your Realtor®
needs!**



2023 Certifications & Designations

It may be time for you to enhance your real estate business and consider setting yourself apart from other professionals in the industry, earning a designation or certification exhibiting your unique areas of expertise. A real estate designation or certification is a special endorsement or credential that real estate agents get to demonstrate to the market that they have specialized education, knowledge and expertise in a particular niche’ market. Real estate certifications can also contribute to expanding an agent’s network and attracting more clients to grow your business.

Given the vast number of real estate designations and certifications offered, it’s hard to know which may be best for you and which will have the most lucrative impact on your business.

Commitment to Excellence (C2EX)-Not a certificate nor a designation, it’s an endorsement that Realtors® can promote when serving clients and other Realtors®. C2EX provided by National Association of Realtors® will develop and enhance 11 competencies that indicate a Realtor’s commitment to ethics, advocacy, technology data privacy and outstanding customer service.

Certified Residential Specialist (CRS)-Agent-to-agent referrals are a great source of income for both the referral agent and the referred agent. Agent referrals are also often the most qualified leads and convert far better than any other type of lead. The CRS designation is the highest credential awarded to residential sales agents, managers and brokers. Agents who have invested the time to earn the CRS represent the top 3% of all agents.

Senior Real Estate Specialist (SRES)-Baby boomers (ages 57-75) make up the largest share of sellers at 42%. The SRES is one of the top designations because it gives the agent advanced expertise in, and exposure to, the largest-growing market in real estate.

Certified Property Manager (CPM)-This may come as an unlikely contender, but as the residential housing market begins to quickly slow down, gaining new knowledge as a property manager may prove to be an ideal role for many licensed real estate agents. According to the *2023 Property Management Industry Report*, 92% of small property management companies who manage rental properties owned by third parties plan to add new doors to their portfolios in 2023 and 2024. Property management can be a lucrative field, especially in a major metropolitan area. According to the Institute of Real Estate Management, the average salary of CPM is over \$118,000, whereas it’s just \$48,000 for property managers without the CPM designation.

**Ask about the NOCBOR
Education Loan**

"On A Dragonfly's Wings"



Mission Statement: "To provide emotional support for survivors of suicide loss, while engaging in community prevention through mental health education and public policy advocacy to support a healthier future."



4 Person/18 Hole Scramble
Wednesday, August 9, 2023

Fountains Golf & Banquet
6060 Maybee Rd. Clarkston

\$135/Person before 7/17/23

\$145/Person after 7/17/23

Includes Cart, Continental
Breakfast, Bloody Mary & Mimosa
Bar, Snack on the Turn and Lunch.

This is an outstanding networking opportunity, as well as a fun-packed day, at a fantastic course. We hope you will consider taking advantage of the sponsorship opportunities even if you are not a golfer or unavailable that day. It's great exposure for you and your company to over 5,000 members!

REGISTRATION

SCHEDULE

7:30 ñ 8:30 a.m.	Registration, Continental Breakfast, Bloody Mary & Mimosa Bar
8:30 a.m.	Shotgun Start
	Snack On The Turn
2:00 p.m.	Lunch

SPONSORSHIP OPPORTUNITIES:

Corporate Sponsors..... \$1,000

*Name on marketing materials, program
and announced at lunch.*

Cart Sponsor (1) \$1,500

HOSPITALITY SPONSORS:

Continental Breakfast (2).....	\$400
Lunch (2).....	\$400
Hole Sponsor (18).....	\$150
Photographer (1)	\$350
Contest Sponsorship (6).....	\$150
Gift Baskets, Donation	\$75-\$150

CONTACT NAME

COMPANY (FOR SPONSORSHIPS ONLY)

PHONE

EMAIL

TEAM PLAYER 1

TEAM PLAYER 2

TEAM PLAYER 3

TEAM PLAYER 4

DON'T HAVE A FOURSOME? WE WILL PAIR YOU WITH A TEAM.

Sponsorship Level: \$

_____ Golfers at \$135 per golfer/ \$145 after 7-17-23 \$

_____ Lunch Only, \$25 per person \$

Vegetarian (Check this box if you prefer vegetarian for snack on the turn & the lunch)

Amount Enclosed: \$

Make checks payable to NOCBOR and remit with this form. No later than Monday, July 31, 2023 to: 4400 W. Walton Blvd, Waterford, MI 48329 *248-674-4080

*A \$25 NSF fee is charged for returned checks. A 2% processing fee is applied for all credit/debit card transactions.

Please send completed forms to: millie@nocbor.com