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Issue No. 5

Professionals Dedicated to Progress

May 10, 2019

2019 Board of Directors

Amy Wilson
President

Roger Kopernik
Vice President

Peter (Bill) Whyte
Secretary/Treasurer

Cory McMurphy
Director

Cheryl Schlehuder
Director

Carol Steiger
Director

Denny Tryban
Director

Kathie Parks
Director

Leslie Burroughs
Director

BOARD STAFF

Jeannie Rizzardi
Association Executive

Gracie Goddard
Executive Assistant

Julie Hull
MLS Specialist



NEW MEMBER APPLICATIONS:

Gregory Augustyn – Banner Realty
Nicole Schultz – BHHS Gaylord

WELCOME NEW MEMBERS:

Joan Becker – BHHS Gaylord
Matthew Burt – Dream Quest Homes
Josh Butzin – BHHS Cheboygan
Christian Guest – Headwater Realty
Shaun Huls – SJ Huls, Inc

NEW AFFILIATE MEMBERS

Elevated Inspections

TRANSFERS:

Todd Precord to Century 21 Crow Realty

NEW UPDATED PURCHASE AGREEMENT IN ZIPFORMS

After months of revisions and committee meetings and board meetings, a new revised Water Wonderland Board Purchase Agreement has been published on Zipforms. Changes were made to Proration, adding a Walk Through clause, changes to Valuable Consideration, and renumbering of line items just to name some areas. Check out the new Purchase Agreement on Zipforms.



WWBR 2019 \$1,000 & \$500 SCHOLARSHIP

[CLICK HERE](#) for application requirements.

All applications and supporting documents must be sent **by Monday, May 13th, 2019 to:**
WWBR, Scholarship Committee
122 S. Otsego Ave., Gaylord, MI 49735

REALTOR® Safety - Level 1 & 2 - Self Defense
Each Level Includes 4 Hours Con-Ed

Presented By: Michael Munyan, Security Specialist

THURSDAY, MAY 16th, 2019 AT THE OTSEGO GRAND EVENT CENTER
Wisconsin Ave, Gaylord

Level 1 - Self-Defense against Unarmed Attacks: 8am - 12pm ([REGISTER](#))

Level 2 - Self-Defense against Armed Attacks: 1pm - 5pm ([REGISTER](#))

Choose a level for 4 hours CE or complete both for a total of 8 hours CE

Comfortable clothing recommended for hands on training.

Each class will provide REALTORS® the most comprehensive training, tactics and defense techniques available to ensure your safety in the course of your daily tasks.

2019 REALTOR® OF THE YEAR & AFFILIATE OF THE YEAR NOMINATIONS

- To nominate one of your fellow REALTORS®, fill out the [Nomination Form](#).
- To nominate a WWBR Affiliate member who you feel meets the criteria fill out the [Nomination Form](#).

Email nominations to Jeannie at: board@waterwonderlandboard.com

All nominations due to the WWBR Board Office by July 15th, 2019

RESIDENTIAL SOLD INFORMATION FOR APRIL

COUNTIES	SALES		VOLUME		AVG. SALES		MEDIAN SALES	
	2018	2019	2018	2019	2018	2019	2018	2019
Alcona	6	7	637,400	747,800	106,233	106,828	85,200	55,000
Alpena	25	30	2,866,550	3,447,600	114,662	114,920	104,250	99,750
Antrim	2	1	189,754	159,951	94,877	159,951	94,877	159,951
Cheboygan	24	31	5,173,426	3,314,126	215,559	106,907	129,950	82,000
Chippewa	1	0	36,000	0	36,000	0	36,000	0
Crawford	19	12	2,543,811	1,184,900	133,884	98,741	125,000	88,500
Mackinac	0	0	0	0	0	0	0	0
Montmorency	17	20	2,096,900	2,363,800	123,347	118,190	108,000	104,000
Oscoda	8	12	700,325	1,107,750	87,540	92,312	44,500	64,750
Otsego	18	27	2,542,475	3,982,250	141,248	147,490	120,450	124,000
Presque Isle	18	11	1,377,300	1,546,800	76,516	140,618	62,000	135,900

ARE YOU TAKING ADVANTAGE OF THE FREE WWBR MEMBERSHIP BENEFIT OF DIGITAL INK?

ZipLogix Digital Ink ® electronic signatures is free to Water Wonderland Board of Realtors members. zipLogix Digital Ink® is a digital signature solution for signing transactional documents within zipForm®. zipLogix Digital Ink ® works seamlessly with zipForm®, allowing REALTORS® to instantly send real estate forms requiring signatures, and eliminates the cost and time of printing, faxing, or traveling to get paper copies signed.

Why Should You Use Digital Ink?

- Easier way for clients to complete and sign disclosure documents (TDS, SPQ) with digital signatures
- Send documents for digital signature without ever leaving zipForm® Plus
- Real-time notifications while in zipForm® Plus
- Customize and name the Digital Signature Packet
- Returning signers can reuse their signing PIN for faster signing
- Agents can "preview" digital signatures before sending the requests
- PDFs of the executed documents can be emailed to signers
- Send documents for digital signature on a mobile device using zipForm® Mobile
- Check the digital signature status from a mobile device (who signed and what is signed)
- Executed documents are automatically saved for 7 years with zipVault® document storage
- Easily drag-and-drop signature tags and other fields onto a document
- Recognizable icons to quickly identify actions and speed up preparation
- Add date fields or signature blocks with the touch of a button
- Floating tool bar makes it easy to get to important signature mark-up tools

[Ziplogix YouTube Video on How to Use Digital Ink](#)

If you require more information or training on Digital Ink, give the board office a call.

'Did your seller see my offer?' New Code of Ethics Standard of Practice Helps Provide the Answer

Effective Jan. 1, 2019, the Realtors® Code of Ethics has a new requirement for listing brokers if a cooperating broker says, "Did your seller see my buyer's offer?"

Standard of Practice 1-7 of the Code of Ethics is amended, effective Jan. 1, to include the following language:

Upon the written request of a cooperating broker who submits an offer to the listing broker, the listing broker shall provide a written affirmation to the cooperating broker stating that the offer has been submitted to the seller, or a written notification that the seller has waived the obligation to have the offer presented.

You must request affirmation of receipt of your offer – the listing broker is not obligated to provide affirmation automatically, If you don't request it, it does not have to be provided.

As part of the Code of Ethics, the request and response rules apply only to Realtors – not buyers or sellers.

Do not expect nor demand that the seller sign any documentation acknowledging receipt or waiver of your offer to prove receipt. The listing broker's written response is sufficient to meet this requirement. The obligation is on the Realtor.

A Realtor who fails to submit an offer – unless otherwise instructed by the sellers – could potentially be a violation of Article 1. This hasn't changed under the updated guidelines; it's always been part of the Code of Ethics. Failure to present an offer could be an ethics violation, and the case could end up being heard by a panel of the Realtor's peers in an ethics hearing.

While the new rule requires written affirmation that an offer was submitted to a seller, it does not include a timeframe for the response.

Ultimately, an ethics hearing panel would determine what is reasonable based on the evidence and testimony presented during an ethics hearing before the member's local association. The wording 'upon request' could lead someone to conclude that the action should occur without unnecessary delay; but again, it would be up to a hearing panel to draw its own conclusion.