



# HCBR Newsletter

June 2023

CONTENTS:

Celebrate Summer	Page 1	REALTOR Party Alerts	Page 2
Board Calendar	Page 2	Officers & Committee Chairs	Page 2
REALTOR® Party Alerts	Page 2	RPAC Dollars at Work	Page 3
Fair Housing Requirements	Page 3	The REALTOR® Difference	Page 4
Celebrate Summer Flyer	Page 5		



## Join Us at Silo's Fun Park for Family Fun; Celebrate Summer RPAC Fundraiser

The Political Affairs Committee of the Hillsdale County Board of REALTORS® has finalized plans for the Celebrate Summer Event at Silo's Fun Park on June 28 from 4 to 7 p.m.

The Board will be "buying the park" for a private event and attendees will have bracelets for unlimited rides. The summer fun will include food, unlimited salad bar, pizza, breadsticks, cinnamon sticks and soft drinks, and Brandy Titus is sponsoring free ice cream for everyone.

Ticket prices will be

\$25 per person for ages 10 and up and \$10 for 9 and under. Under 2 years old will be free. Rides will include Bumper Boats (5 years and older), Go Carts, Mini Golf, Board Cornhole games, and Giant Park Games.

The eating area this year will be downstairs in the main dining area near the indoor play area.

*Sponsors for the event this year include: Barrett Insurance, Southern Michigan Bank & Trust, American Title Company of Jackson, Brandy Titus, Century Bank & Trust, Check All Inspections, County National Bank, Devon Title*

*Agency, DMP Home Inspections, Elevate Title, Mutual Title Agency, Olde Carriage Barn Event & Reception Venue, Public Title Company, Shelters Home Inspections, Smokin' Joe's BBQ & Fried Pies, and The Gospel Barn.*

"We really need people to contact the Board Office to sign up for the event. Attendees need not pay in advance, but need to sign up so we can prepare for food and game participation," says Diana Carson, Political Affairs Chair.

Those who wish to participate in the Cornhole Tournament or the Mini Golf Tournament

need to sign up with the Board Office and let us know who will be on the teams and from what offices.

"This is a great time to represent your office and take a chance to win Sauk Theater tickets for the Mini Golf Tournament and the traveling trophy for the Cornhole Tournament," says Carson. "And don't forget bragging rights!"

Tickets may be paid for in advance or may be paid for at the door.

The HCBR Newsletter is published periodically by the Hillsdale County Board of REALTORS®.

**Editorial Office**  
 32 E. Bacon Street  
 Hillsdale, MI 49242  
 (517) 439-1770  
[hcboard@yahoo.com](mailto:hcboard@yahoo.com)

**Board Hours:**  
 Mon-Wed-Fri: 9-5  
 Tues-Thu: 9-2  
 Closed 12-1 for Lunch

**Newsletter Editor**  
 Shirley Smith  
 Executive Officer

**2023 HCBR Officers**  
 President: Tjay Fitton  
 Vice Pres.: Diana Carson  
 Treasurer: Dan Satow  
 Past President: Tim Groves  
 Directors:  
 Karen Foust  
 Scott Phillips  
 Alicia Galloway

**\*2023 Committee Chairs / Contact Persons**

- Awards**  
 \*Alicia Galloway.....398-3400
- Building**  
 \*Dan Satow..... 617-1104
- Bylaws**  
 \*Tim Groves.....439-1511
- Education**  
 \*Lisa Hayes..... 398-4170
- Executive**  
 \*Tim Groves.....212-5926
- Finance**  
 \*Dan Satow.....425-2759
- Grievance**  
 \*Cathy Galloway.....849-0043
- MichRIC Managers**  
 Shirley Smith.....439-1770
- Nomination**  
 \*Tjay Fitton.....398-3500
- Political Affairs**  
 \*Diana Carson.....416-3472
- Professional Standards**  
 \*Julie Games.....437-7771
- Public Relations**  
 \*Dan Satow.....617-1104
- Purchase Agreement**  
 \*Cathy Galloway.....849-0043
- Specifications**  
 \*Diana Carson.....416-3472

## Join REALTOR® Party Mobile Alert Campaign

Be ready to support your industry in a time of need! Never miss a Call for Action by joining the Realtor® Party Mobile Alert Campaign!

Members that text REALTOR to the number 30644 will receive a text link to participate in NAR, Michigan, and local association Calls for Action to help advance industry issues. Just two clicks and your message will be sent to the appropriate elected officials!

While used sparingly, when a Call for Action does take place, it significantly turns up the volume on key industry issues with our elected officials. 8,642 Michigan Realtors® successfully contacted Lansing during a 28-hour period in April 2020 to support lobbying efforts that allowed in-person real estate work to resume!

Participate in the mobile alert campaign today! Be ready to ACT at a moment's notice the next time REALTORS® need to communicate with Congress, the Michigan Legislature, or

**Notable Quotes**

“Success is not final, failure is not fatal: it is the courage to continue that counts.”  
 — Winston S. Churchill

“Fantasy is escapist, and that is its glory. If a soldier is imprisoned by the enemy, don't we consider it his duty to escape? If we value the freedom of mind and soul, if we're partisans of liberty, then it's our plain duty to escape, and to take as many people with us as we can!”  
 — J.R.R. Tolkien

local officials about important industry issues! Stay engaged with RPMA in 2023 and beyond! You'll be helping Michigan Realtors® work toward effective Call for Action response

rates and support our statewide push for NAR President's Cup recognition. Plus, you'll remain entered to win great RPMA prize drawings!



**HCBR Calendar 2023**  
**Board of Directors Meetings**  
 July 12      August 2      September 6  
 November 1      December 6

**Lunch N Learn Programs**  
 (Classes held at the Board Office)

**July 19-11:30 a.m.**  
 GIS System Updates-Nick Wheeler  
 Sponsor: Greenstone Farm Credit

**August 23-11:30 a.m.**  
 Realist Instruction (Tentative)  
 Sponsor: TBA

**October 25-11:30 a.m.**  
 REALTOR Safety-Margie Walden  
 Sponsor: TBA

**Special Events**

**Wednesday, June 28-4:00-7:00 p.m.**  
 Celebrate Summer Family Event & RPAC Fundraiser at Silos Fun Park

**Thursday, July 20**  
 MDOT Highway Cleanup

**Wednesday, September 20**  
 Continuing Education-Peter Banwell

**Thursday, September 28**  
 MDOT Highway Cleanup

**Wednesday, November 29**  
 Salvation Army Bell Ringing, Market House



# MR Battles in Lansing Over Issues Confronting REALTORS®, Home Buyers and Sellers

**Below are some of the issues being addressed by Michigan REALTORS® with the help of your RPAC dollars:**

## **Increasing Housing Supply by Incentivizing Local Zoning Reforms.**

There is a critical lack of housing supply across Michigan. We need to incentivize local zoning changes through appropriations and complimentary legislation to encourage changes to local zoning that prevent housing development. Reforms that should be considered are reductions in lots and home sizes, smaller set back requirements, eliminate height restrictions, and by-right development, among others.

## **Protecting the Independent Contractor Status of REALTORS®. - OPPOSE HB 4390**

Becoming a Realtor® is an attractive occupation for many that want to build their own business and reputation, set their own hours, and not be tied to an office. The independent contractor relationship between a broker and an agent is specifically recognized by the IRS and state statute and should be recognized as an exception to the proposed "ABC Test."

## **Increase Splits Allowed Under the Michigan Land Division Act.**

We can promote density by providing the opportunity to create more lots by increasing the current 4 divisions per first 10 acres, to 20. In addition, we can allow municipalities to approve further divisions to lower the cost of development.

## **Require 1 Hour of Fair Housing Continuing Education Per Year for Real Estate Licensees.**

Real estate licensees should continue to lead on fair housing. Michigan needs to establish a 1-hour annual fair housing education requirement for all licensees, within the current 18 hours of continuing education.

## **End Predatory Right-to-Sell Agreements.**

We need to protect the public by ending the current practice of providing cash up front to a homeowner in exchange for the ability to list their home, often resulting in an unexpected 40-year lien on the property.

## **Promote the Use of Post-Closing Occupancy Agreements.**

Competitive real estate markets often create situations where a seller is not able to immediately move into their new home. We should protect buyers and sellers by clearly defining the contractual relationship where a seller occupies the property post-closing. This unique contractual arrangement needs to be defined and encouraged under state law.

## **Creation of a State-Wide Septic Code.**

Protecting Michigan's water and private property rights can be accomplished together. We need to end the patchwork quilt of regulation that has allowed septic pollution in Michigan's water by creating uniformity in the definition of inspections, timing of inspections, classification of failure, and allowance for alternative systems. Phasing out punitive time of sale of transfer mandates and allowing for better land use and more housing availability.

## **Regulation of Short-Term Rentals.**

Short-term rentals are part of Michigan's housing ecosystem and a generations-long tradition. Any regulation of short-term rentals at the state level should start with amending the Zoning Enabling Act to protect a homeowner's ability to rent. Regulation of nuisances, registration, and inspections should be preserved and done through local housing codes.

## Check Out Ways to Complete Fair Housing Requirements

Here are some ways to complete the new Fair Housing Requirements from the National Association of REALTORS®. Get a jump-start on the new requirement by checking on these available programs:

[At Home With Diversity](#), a course to help real estate professionals work successfully in an increasingly diverse marketplace.

[Bias Override: Overcoming Barriers to Fair Housing](#), a course to help real estate

professionals identify and interrupt stereotypical thinking to avoid fair housing pitfalls.

Qualified equivalent courses provided by state and local associations, institutes, societies and councils,

and their partnered providers.

Qualified equivalent fair housing courses approved by state licensing authorities for an existing state fair housing requirement.

*(Continued on page 4)*



# Know and Share The REALTOR® Difference With Your Clients and the Community

## THE REALTOR® DIFFERENCE AT WORK FOR YOU

### 1 REALTORS® ARE COMMITTED TO A CODE OF ETHICS

When you work with a REALTOR® you work with a professional committed to safeguarding the rights of home buyers and sellers.

### 2 REALTORS® ARE INVOLVED IN THE LOCAL COMMUNITY

REALTORS® are deeply involved in the community and volunteer at more than twice the rate of the general population.<sup>1</sup>

### 3 REALTORS® PARTICIPATE IN ADVANCED TRAINING

REALTORS® continue their education through member-only resources and exclusive tools that help them better serve their clients.

### 4 REALTORS® ADVOCATE FOR PROPERTY OWNER RIGHTS

Through local, state and national advocacy efforts, REALTORS® seek to preserve, protect and advance property rights for all.

### 5 REALTORS® FIGHT FOR FAIR HOUSING

REALTORS® adhere to a standard that requires equal professional service, because all properties should be open and feel welcome to all.

REALTORS® are members of the National Association of REALTORS®

Visit [thedifference.realtor](http://thedifference.realtor)

<sup>1</sup> NAR's 2020 CARE Report



Surveys show that many homeowners and homebuyers are not aware of the true value a REALTOR® provides during the course of a real estate transaction. At the same time, regrettably, REALTORS® have generally assumed that the expertise, professional knowledge, and just plain hard work that go into bringing about a successful transaction are understood and appreciated.

Many of the most important services and steps are performed behind the scenes by either the REALTOR® or the brokerage staff and traditionally have been viewed simply as part of their professional responsibilities to the client. But, without them, the transaction could be placed in jeopardy.

This publication seeks to increase awareness of a REALTORS® true value to a client.

At the Board Office we have additional information on the services performed by REALTORS® that are normally provided by a **full service** real estate brokerage and for which they are entitled to fair compensation.

If you would like a copy of this information, please contact the Board Office ([hcboard@yahoo.com](mailto:hcboard@yahoo.com) or 517-439-1770) and we'll be happy to share.

## Fair Housing

(Continued from page 3)

A to-be-created non-residential practitioner course focused on bias and anti-discrimination training. [Fairhaven](#), NAR's online fair housing simulation, will

also be updated to meet the stated learning objectives and two-hour minimum time frame so that it can be included in the list of qualifying courses and serve as the no-cost option.

New-member applicants

must now complete two hours of fair housing training and existing members must complete two hours of fair housing training every three years as a condition of REALTOR® membership. The new requirement was approved by

the National Association's Board of Directors at its May meeting. The three-year cycle coincides with NAR's existing Code of Ethics training requirement and begins in 2025.

**Hillsdale County Board of REALTORS®  
Celebrate Summer Family Fun Day! & RPAC Fundraiser**

Wednesday, June 28, 2023

4:00 p.m. to 7:00 p.m.

**Silos Fun Park**

3883 W. Carleton Road, Hillsdale

Ticket Prices:

Age 10 and up-\$25 Per Person

Age 9 and Under-\$10 per person

All tickets include:

Unlimited pizza, salad, and soft drinks

Ice Cream Treats

Cornhole Tournament

Mini Golf Tournament

All Park Rides and Games (Age Requirements Per Park Rules Apply)

Contact Board Office to RSVP (hcboard@yahoo.com or 517-439-1770)

**Sponsors**

*Southern Michigan Bank & Trust \* American Title Company of Jackson \* Brandy Titus*

*Devon Title Agency \* County National Bank \* Elevate Title*

*Shelters Home Inspections \* Century Bank & Trust \* Public Title Company*

*Mutual Title Agency \* Olde Carriage Barn Event & Reception Venue*

*Smokin' Joe's BBQ & Fried Pies \* The Gospel Barn*

*Barrett Insurance \* DMP Home Inspections \* Check All Inspections*

