



HCBR Newsletter

June 2024

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Candidate Meet and Greet Set for June 13

The Political Affairs Committee of the Hillsdale County Board of REALTORS® will host a Candidate Meet and Greet on Thursday, June 13 at 11:30 a.m. at the Dawn Theater, Hillsdale.

All four candidates seeking the Michigan Legislature, 35th District Representative seat, will be present. The 35th District in Michigan covers Hillsdale and Branch Counties and the city of Hudson in Lenawee County. Branch County members have been invited to attend the event.

The program will include a luncheon catered by Smokin' Steve's BBQ and sponsored by Southern Michigan Bank & Trust and Public Title Company.

Amy Taylor, MR Public Policy Field Director, will emcee.

After the luncheon, the program will proceed with a short campaign statement from each candidate. Don Hicks of Coldwater will be

Candidates for Michigan Legislature 35th District Representative

Don Hicks, Democrat, Coldwater, is a retired Bronson High School government teacher.

Tom Matthew, Republican, Coldwater, has a masters degree from the University of Notre Dame and has served for four years on the Branch County Board of Commissioners.

Adam Stockford, Republican, Hillsdale, is a graduate of Hillsdale College and has served two terms as Mayor of Hillsdale.

Jennifer Wortz, Republican, Quincy, is a graduate of Michigan State University and is currently the Branch County Conservation District Manager.

the Democratic candidate in the November election, while three Republican candidates: Tom Matthew of Coldwater, Adam Stockford of Hillsdale and Jennifer Wortz of Quincy, will vie for the Republican nomination in the August 6 primary. A Question and Answer Session will follow the individual speeches.

Branch County Association of REALTORS® members are invited to attend the Meet and Greet, however, seating is limited and will be "first come, first served." Priority will be given to members of the Political Affairs Committees and Board of Directors from each county.

The luncheon is sponsored, so there will be no charge to members.

For additional information see the Flyer on Page 7 of this newsletter.

Call 517-439-1770 or email hcboard@yahoo.com to RSVP for this event.

*Meet and Greet Sponsors
Southern Michigan Bank & Trust
Public Title Company*

Veteran's Affairs Temporarily Lifts Ban on Buyer Agency Payment

Article Written by REALTOR® Magazine Staff.

The Department of Veterans Affairs plans to [temporarily lift its ban](#) on buyers directly paying for professional real estate representa-

tion until the agency deems it necessary to engage in a formal rulemaking process, a VA official said at a Mortgage Bankers Association conference in New York.

Although not an official

announcement, the comments from VA Deputy Director of Policy Michelle Corridon were met with relief from the real estate industry, as the VA's home loan guaranty is the only loan program with this

explicit prohibition. Veteran buyers have limited options in situations where the listing broker makes no offer of compensation to the buyer broker, potentially leaving

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

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

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 Shirley Smith
 Executive Officer

2024 HCBR Officers
 President: Diana Carson
 Vice Pres.: Matt Yoder
 Treasurer: Sherri Groves
 Past President: Tjay Fitton
 Directors:
 Brad Jenkins
 Alicia Galloway
 Scott Phillips

***2024 Committee Chairs / Contact Persons**

- Awards**
 *Alicia Galloway..... 398-3400
- Building**
 *Dan Satow..... 617-1104
- Bylaws**
 *Tim Groves..... 439-1511
- Christmas Party**
 *Diana Carson..... 416-3472
- Education**
 *Matt Yoder 419-439-5382
- Executive**
 *Diana Carson..... 416-3472
- Finance**
 *Sherri Groves 398-2996
- Forms**
 *Diana Carson..... 416-3472
- 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**
 *Brad Jenkins..... 425-1978
- Specifications**
 *Brad Jenkins..... 425-1978

**Board Welcomes
 New Members**

The Board welcomes its new members for the year 2024:

- CENTURY 21 Affiliated**
 Brendan Akers
 Joyce Curby
 Kraig Putnam
 Frank Willis
- Coldwell Banker Groves Real Estate**
 Tami Morris
- David Brigham Real Estate**
 Mattie Washington
- eXp Realty**
 Shavit Rootman
- Michigan Whitetail Properties**
 Rodney Crain
- Michigan Woods and Waterfront Properties**
 Mercedes Weaver
- RE/MAX Preferred Realty**
 Casey Butler
- Southern Michigan Appraisals**
 Peter Pavka
- Spieth & Satow Auctions & Real Estate**
 Jon Limbacher
 Shawn Vondra
- Union Home Mortgage**
 Eric Ellison

Quotes for Today

“Strive not to be a success, but rather to be of value.”
 —Albert Einstein

“Those who dare to fail miserably can achieve greatly.”
 —John F. Kennedy

“Life is ten percent what happens to you and ninety percent how you respond to it.”
 —Charles Swindoll

HCBR Calendar 2024

Board of Directors Meetings

June 5	July 10	August 7
September 4	November 6	December 4

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

August 21-11:30 a.m.
 FEMA and Flood Zones-Karol Grove
 Sponsor: TBA

September 21-11:30 a.m.
 REALTOR Safety & Intro to CPR
 Margie Walden
 Sponsor: TBA

October 9-11:30 a.m.
 Title Insurance-Shirl Schelevitz
 Sponsor: Devon Title

November 13-11:30 a.m.
 Lunch N Give-Psalm 82 Initiative-Tom Pryde
 Sponsor: TBA

December 18-11:30 a.m.
 REALTORS® Land Surveying-Karol Grove
 Sponsor: TBA

Special Events

Thursday, June 13, 11:30 a.m.
 Candidate Meet & Greet-Dawn Theater
 Sponsored by:
 Southern Michigan Bank & Trust
 Public Title Company
 Catered by: Smokin' Steve's BBQ

Wednesday, July 17-4:00-7:00 p.m.
 Celebrate Summer Family Event & RPAC
 Fundraiser at Silos Fun Park

Thursday, July 18
 MDOT Highway Cleanup

Wednesday, September 18
 Continuing Education-Peter Banwell

Thursday, September 26
 MDOT Highway Cleanup

Wednesday, November 13
 Lunch N Give-Psalm 82 Initiative



Celebrate Summer! Family Fun and RPAC Fundraiser

The Political Affairs Committee of the Hillsdale County Board of REALTORS® will be hosting its annual Celebrate Summer! Family Fun and RPAC Fundraiser at Silos Fun Park and Cottage Inn Pizza on Wednesday, July 17 from 4 to 7 p.m.

The Board will once again be “buying the park” for a private event and attendees will have bracelets for unlimited rides. Laser Tag will be available this year for a small added fee.

The summer fun will include food, unlimited salad bar, pizza, breadsticks, cinnamon sticks and soft drinks.

The dining area will be downstairs in the main restaurant area near the indoor playground.

Tickets will be priced for 10 years old and up, and for 9 and under. Two years and under will be free. Rides will include Bumper Boats (5 years

ed \$8 fee.

Silos will provide wrist bands for participants.

There will be a special “Top Gun 2024”

Sponsorships

Two hundred dollar sponsorships will include two tickets for Celebrate Summer!, recognition on a Sponsor Board at the check-in spot, and recognition on social media and in the Board Newsletter.

Sponsors will be able to put business cards and flyers on the check in table. A minimum sponsorship of \$100 would include one event ticket.

and older), Go Carts, Mini Golf, Board Cornhole games, and Giant Park Games.

The new Silos Laser Tag building is scheduled for completion soon and game time will be available for an add-

Baseball Cap for the Laser Tag winner with the highest score for the day. There will also be gift certificates for Ethan’s Donut Factory for each member of the winning brokerage Mini Golf team. The Traveling

Trophy for the Cornhole Champs will also be up for grabs. Playford Real Estate has held the Cornhole Championship for several years running and it will take some talented players to win that trophy from them!

Tickets will be priced the same as last year—\$25 per person 10 years of age and over and \$10 per person for 9 years of age and under. Children 2 years and under are free. Tickets cover the pizza buffet and drinks, and unlimited rides and games. Silos has had their bumper boats serviced and all rides should be operational.

For an additional \$8 per person, participants can have 20-30 minutes of game time in the new

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Lockbox Survey: Board Seeks Member Opinions

The Board Supra Lockbox contract will expire in October of 2025, and the Board of Directors would like member input about how to approach the lockbox situation. Please see below to take the Lockbox Survey.

The Board has been with Supra throughout several contract renewals and currently, the surrounding counties who used to use the same hardware are now using Sentrilock or other lockboxes.

Your experience with Supra is important to the process of deciding whether to renew, change to a new system, or have no system at all.

Please answer the brief questions on this survey and email back to the Board Office (hcboard@yahoo.com) (or drop off or mail) by June 15, so results can be compiled to help the Lockbox Committee going forward.

LOCKBOX QUESTIONNAIRE

(The Board Lockbox Contract with Supra will expire in October of 2025, and we would like member input on the direction to take for the future.)

Name: _____

Would you like to continue using Supra lockboxes and ekeys?

- YES
- NO

Would you like to use some other brand of electronic lockbox?

- YES
- NO

Would you prefer to use your own or Broker-owned lockboxes?

- YES
- NO

Would you prefer to have keys picked up at your office?

- YES
- NO

Would you like the Board to investigate some other lockbox brand?

- YES
- NO

If you answered yes to number 2 or 5, what brand or brands would you like the Board to investigate?

THANK YOU FOR PARTICIPATING IN THIS SURVEY!

Board Opt's In to NAR Settlement Agreement

On March 15, 2024, NAR announced a proposed settlement of litigation that would resolve claims brought on behalf of home sellers related to broker commissions. The settlement provided a voluntary opt-in mechanism

for REALTOR®-owned MLSs to be released. On April 19, 2024, Plaintiffs filed the first motion for preliminary approval, which triggered the June 18, 2024 deadline to submit an opt-in agreement (60 days from filing the first

motion for preliminary approval).

The Board of Directors of the Hillsdale County Board of REALTORS®, which is also the governing body of the Multiple Listing Service for Hillsdale County, voted to opt in

to the NAR Settlement Agreement. Opting in to the agreement assures that the Board is considered a released party, as provided in the relevant appendices executed.

Key Changes to Required Practices for MLSs

Information Provided By Katie Johnson, NAR Chief Legal Officer

The National Association of REALTORS®, on March 15, 2024, announced a proposed settlement agreement to end litigation of claims brought on behalf of home sellers related to broker commissions. On April 19, 2024, Plaintiffs' counsel filed a Motion for Preliminary Approval of this agreement with the federal court in the Western District of Missouri. In order to be released under the settlement agreement, all MLSs wholly owned by REALTOR® associations must agree to and execute Appendix B - REALTOR® MLS "Opt In" Agreement and return it to the proper email addresses within 60 days. Importantly, this filing initiates the 60-day time period during which all REALTOR® MLSs, who want to be covered by the settlement must take action. The deadline for these actions is June 18, 2024.

These practice changes result in revisions to the MLS policy handbook which are summarized below. The revised policies will go into effect on **August 17, 2024**. A more detailed explanation of each practice change is available on facts.realtor.

The settlement requires NAR to implement the practice changes no later than the date of class notice. The earliest date of class notice is August 17, 2024. The NAR has announced these important changes to ensure NAR members and MLSs have ample time to prepare.

MLSs that have opted into the settlement agreement have until September 16, 2024 to implement the necessary policy changes and to be considered released parties, as provided in the relevant appendices they executed. **However, NAR's accelerated rule change process gives MLSs three months to adapt. In accordance with mandatory NAR policy, REALTOR® MLSs must implement the practice changes by August 17, 2024.**

Pursuant to the requirements of the proposed Settlement Agreement, the MLS policies and model MLS governing documents were reviewed and updated with the key changes below:

- Eliminate and prohibit any requirement of offers of compensation in the MLS between listing brokers or sellers to buyer brokers or other buyer representatives.
- Retain, and define, "cooperation" for MLS Participation.
- Eliminate and prohibit MLS Participants, Subscribers, and sellers from making any offers of compensation in the MLS to buyer brokers or other buyer representatives.
- Require the MLS to eliminate all broker compensation fields and compensation information in the MLS.
- Require the MLS to not create, facilitate, or support any non-MLS mechanism (including by providing listing information to an internet aggregator's website for such purpose) for Participants, Subscribers, or sellers to make offers of compensation to buyer brokers or other buyer representatives.
- Prohibit the use of MLS data or data feeds to directly or indirectly establish or maintain a platform of offers of compensation from multiple brokers or other buyer representatives. Such use must result with the MLS terminating the Participant's access to any MLS data and data feeds.
- Reinforce that MLS Participants and Subscribers must not, and MLSs must not enable the ability to filter out or restrict MLS listings that are communicated to customers or clients based on the existence or level of compensation offered to the cooperating broker or the name of a brokerage or agent.
- Require compensation disclosures to sellers, and prospective sellers and buyers.
- Require MLS Participants working with a buyer to enter into a written agreement with the buyer prior to touring a property.

The policy changes were reviewed by the MLS Emerging Issues and Technology Advisory Board and adopted by the NAR Leadership Team and will be effective on August 17, 2024.

Convention Scholarships Available for Members

The Hillsdale County Board of REALTORS offers six Convention Scholarships for either the Michigan REALTORS® or the National Association of REALTORS® Conventions. The scholarships are worth \$500 each to members who qualify.

The 2024 Michigan REALTORS® Convention will be held at the Soaring Eagle Casino and Resort in Mount Pleasant from September 25-27. The 2024 National Association of REALTORS® Convention (NAR NXT) will be held in Boston, MA from November 8-10.

Rules for receiving scholarships are as follows:

1. Applications must be received by the Board Office (hcboard@yahoo.com or 517-439-1770) between June 1 and September 1 for the MR Convention and between June 1 and November 1 for the NAR Convention.
2. Applications must be for the current year convention.
3. Preference will be given to new applicants (those who have never attended before) provided they apply during the specified times.
4. Applicants will receive funds on a first come, first served basis provided the above criteria have been met.
5. Applicants must be members in good standing.
6. Funds will be disbursed upon presentation of proof of attendance.
7. Following attendance, members who receive scholarships will be asked to give a report on the convention at the Annual Board Business meeting or via the Board Newsletter.

Veteran's Affairs

(Continued from page 1)

veterans without professional representation or forcing them to switch to less favorable loan products.

"NAR launched an all-hands advocacy effort on this issue, meeting with VA officials, engaging with lawmakers and rallying our industry partners to ensure this prohibition was lifted," says Shannon McGahn, chief advocacy officer at the National Association of REALTORS®. "This is also a testament to the thousands of REALTORS® who came to Washington just a few weeks ago with a unified message. Without this change, thousands of veteran buyers could be denied ac-

cess to professional representation in their pursuit of the American Dream of homeownership. Taking this extra step ensures veterans have the same opportunity as others to compete in a tight housing market. We applaud the VA for recognizing this danger and acting swiftly to protect veterans."

The VA's current policy states that veteran buyers who are using their VA loan benefit "may not, under any circumstances, be charged a brokerage fee or commission in connection with the services" of a real estate professional. That policy may create complications for these buyers in light of the practice changes required

under NAR's [proposed settlement agreement](#). The practice changes prohibit listing brokers from making offers of compensation on the MLS. They also require MLS participants working with a buyer to enter into a written buyer agreement with their clients that outlines the amount of compensation the buyer representative will receive and how this amount will be determined.

NAR submitted a [letter to the VA](#) in late March, urging a policy change to ensure veterans maintain their access to the VA home loan program, which has been a significant tool in helping service members achieve homeownership.

"In situations where no

offer of compensation is offered from a seller, VA buyers are immediately at a disadvantage, potentially forcing them to forego professional representation, lose a property in an already limited inventory, choose a different loan product or exit the market entirely," the letter read. "The VA home loan guaranty program is a vital homeownership tool that provides veterans with a centralized, affordable, and accessible method of purchasing homes as a benefit they earned for their service to our nation. NAR wants to ensure that VA buyers remain active participants in the real estate market to achieve the American Dream of homeownership."

Celebrate Summer

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Laser Tag building on the premises.

Sponsors for the event will receive recognition on a Sponsor Board at the check in spot, recognition on social media and in the Board Newsletter. Sponsors will be able to

put business cards and flyers on the check-in table. Sponsors will also receive one free event ticket for each \$100 donation.

Last year's fundraiser was attended by over 70 people and raised almost \$3000 for RPAC.

"We're hoping for another great turnout this

year with plenty of fun for our members and their families and friends," said Diana Carson, Board 2024 President and Political Affairs Committee Chair. "We moved the event to July to avoid conflicts with summer softball and baseball games. This Fun Day supports our

Board families and is also our annual benefit for RPAC."

"Participants should RSVP as soon as possible to help us in our planning," adds Diana.

An event Flyer with additional information will be emailed to members as soon as sponsorships are finalized.



Hillsdale County Board of REALTORS
with Branch County Association of REALTORS
Candidate Meet & Greet (Sponsored Luncheon)
(35th District Representative, Michigan Legislature)
Thursday, June 13, 2024, 11:30 a.m.
The Dawn Theater, 110 N. Broad St., Hillsdale
RSVP hcboard@yahoo.com or 517-439-1770

Candidates

Don Hicks-Democrat, Coldwater
Tom Matthew, Republican, Coldwater
Adam Stockford, Republican, Hillsdale
Jennifer Wortz, Republican, Quincy

Sponsors

Southern Michigan Bank & Trust
Public Title Company

Luncheon Catered by Smokin' Steve's BBQ
Smoked Chicken-Butter Garlic Mashed Potatoes-Baked Beans
Salad-Bread-Soft Drinks