

A publication of Michigan Realtors®

# MICHIGANREALTOR®



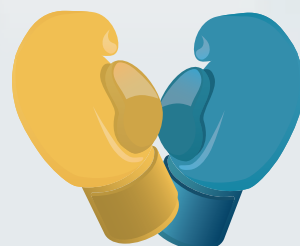
*Better Understanding of* **HOME-BUYING** *Laws*

PLUS

President's Report

2022 Leadership Team

Capitol Report



Mediation Can  
Save The Day

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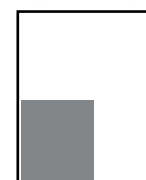
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# MICHIGANREALTOR®

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# 01.22

{ JANUARY | TWO THOUSAND & TWENTY TWO | VOLUME TWENTY ONE | NUMBER ONE }



## Happy New Year, Michigan Realtors®!

I don't think I'm alone in acknowledging that 2021 provided us with some much-needed renewal. While the pandemic anxiety of 2020 has not completely left our collective consciousness, I do believe our industry and the great work we do for our clients and communities as Realtors® represents a great bellwether for where we are all headed. And while I've always been somewhat skeptical of "New Year's Resolutions," I trust in building upon our successes and taking positive energy into the new year for an amazing 2022.

As your 2022 Michigan Realtors® President, I know that words can lack the intended impact without proper planning and resolve. I am proud to say that your 2022 Leadership team and the entire Board of Directors are highly engaged and forward thinking in support of our mission statement. Speaking of our mission statement, it's always important for an organization and its volunteers to revisit such an important guidepost regularly. To restate it here, *the Michigan Realtors® is an integrated advocacy and communications force for the real estate professionals of our State.* We are the recognized public policy and legal advocate for private property rights, as well as the acknowledged leading resource for professional development, knowledge exchange, and wide-ranging business services. I am proud to say that the above directive drives every decision that we make to ensure that Realtors® remain both essential to each transaction and a positive resource within our respective communities.

Over the last two years, I have had the honor and privilege to meet with other leaders at various state and local associations. Exchanging ideas with volunteer leaders is always a meaningful and inspiring experience for me. Not only does it remind me of how important we are as Michigan Realtors®, it also reinforces the impressive scope of our collective mission. Our shared effort, our professionalism, engagement and drive – these are the things that distinguish us as Realtors®! Our strength in numbers and undeniable results help us spread and grow the passion and dedication amongst our colleagues to the benefit of our clients.

And, it's something of which we must always be mindful. Get to know your fellow Realtors® – especially those who are new to the business. Bring

them to a meeting, encourage them to take advantage of educational opportunities, talk shop and invite them to serve on a committee. Mentorship is essential to the growth and prosperity of our industry. The real estate industry needs excellent and thoughtful Realtors®. If you're interested in taking your leadership journey to the next level, please don't miss out on attending the 2022 Achieve Leadership Conference on January 27th and 28th in Detroit. Achieve is a great way to fuel your year and meet other like-minded leaders. I am never disappointed by the speakers or the networking opportunities at this event.

In closing, I'm extremely excited about where we're all headed. As 2021 Michigan Realtors® E'toile Libbett adjourned our final Board Meeting of 2021 at the new Michigan Realtors® Headquarters in Lansing, there was an overwhelming sense of purpose and accomplishment in the room. That doesn't happen by accident. It's the product of E'toile's wonderful leadership, a great Board, and a staff that is second to none. I am excited to build upon such a great foundation, while learning every step of the way. Thank you for the privilege of leadership. We have the best jobs in the world. Let's go out there and make an impact! ●



I trust in **building upon our successes** and taking **positive energy** into the **new year** for an amazing 2022.



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# COMING EVENTS

**January 27-28, 2022**

Achieve  
Westin Book Cadillac, Detroit

**April 27, 2022**

Broker Summit  
The Inn at St. John's, Plymouth

**September 21-23, 2022**

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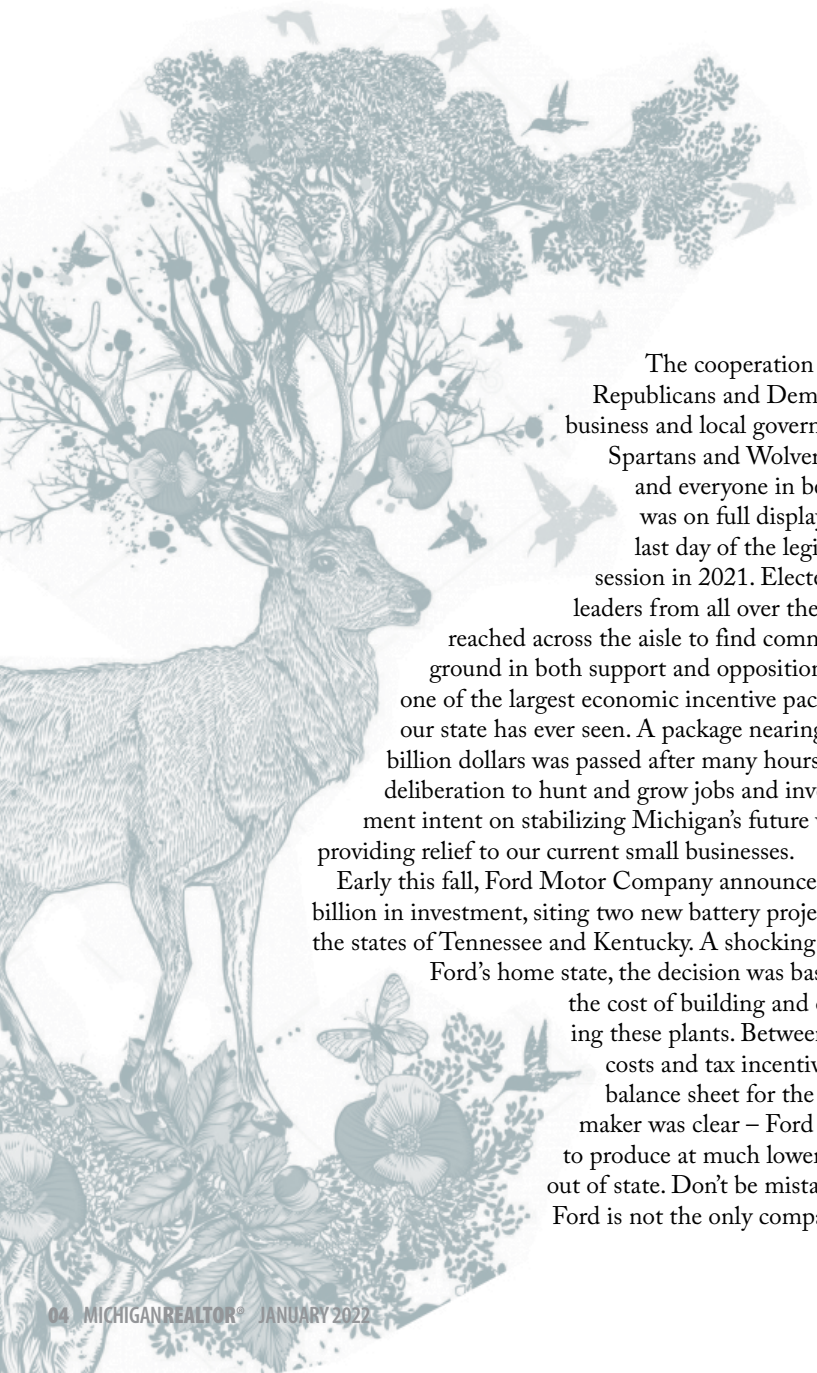
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## Hunting in the Garden

For all that you've been led to believe in the media and campaigns, bipartisanship is not dead. Well, let me qualify that statement by saying, bipartisanship *in the state of Michigan* is not dead, especially when it comes to the future of economic development of our state.



The cooperation of Republicans and Democrats, business and local government, Spartans and Wolverines and everyone in between was on full display the last day of the legislative session in 2021. Elected leaders from all over the state reached across the aisle to find common ground in both support and opposition to one of the largest economic incentive packages our state has ever seen. A package nearing \$1.5 billion dollars was passed after many hours of deliberation to hunt and grow jobs and investment intent on stabilizing Michigan's future while providing relief to our current small businesses.

Early this fall, Ford Motor Company announced \$11.4 billion in investment, siting two new battery projects in the states of Tennessee and Kentucky. A shocking blow to Ford's home state, the decision was based on the cost of building and operating these plants. Between energy costs and tax incentives the balance sheet for the automaker was clear – Ford stood to produce at much lower costs out of state. Don't be mistaken, Ford is not the only company

making these calculations as batteries and new vehicles begin to shape the future of the auto industry. The move was a wake-up call for Michigan. The Governor, along with legislative leaders on both sides, knew that something had to be done to try and keep these jobs.

For the last several years, Michigan focused on economic gardening by trying to lower tax rates for all businesses, creating a regulatory environment to grow jobs and investment here. This was an admirable goal and one that has paid off. But the bottom line as we've discovered – we can't unilaterally disarm. Our neighboring states are competing for job providers, they haven't given up their tax incentive programs and they are winning. Gardening is great, but to borrow an analogy from one of my colleagues, "Sometimes a big buck walks into your garden and you have to shoot it."

The legislative package consists of Senate Bill 85 sponsored by Senator Ken Horn (R- Frankenmuth), Senate Bill 769 by Senator Kim LaSata (R- St. Joseph), Senate Bill 771 by Senator Roger Victory (R- Hudsonville), and House Bill 5603 by Representative Julie Calley (R- Portland). Combined, the bills provide \$1 billion in business incentives for the new Strategic Outreach and Attraction Reserve (SOAR). This is the "Reserve" that the Michigan Economic Development Corporation can use for either site preparation or last-dollar in support in order to get a deal closed. Under the plan, the Legislature will maintain oversight of the SOAR funds, and some control over the program, to make sure that goals and objectives are met. This initiative also provides for Michigan's existing businesses, including over \$400 million dollars to address the financial impact of the Covid-19 pandemic, as well as \$75 million dollars in personal property tax (PPT) relief for small businesses by increasing the small business PPT exemption from \$80,000 to \$180,000.

The total \$1.5 billion utilizes portions of the \$1.8 billion dollar budget surplus for fiscal year 2022. While the new SOAR fund represents an important and significant investment, it is helpful to have the context that the entire state budget is \$70 billion for FY 2022. The School Aid Fund is \$15.68 billion, and the general fund makes up \$12.11 billion. However, the increase in the small business PPT exemption is permanent under the bills so the lost revenue to local governments is something the legislature says it remains committed to address with a stable revenue source in the future.

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text "Realtor" to 30644.

Michigan Realtors® and other proponents of these bills view the new economic incentives as long-term prosperity for Michigan. These are real jobs, this is food on the table and these are homeowners invested in Michigan. These bills will allow the state to compete for future jobs and investments while stabilizing our existing businesses that are still recovering from the pandemic. However, the bills are not without their detractors and the most conservative legislative Republicans along with the most liberal legislative Democrats came together to vote in opposition. This made for some interesting debate. Republicans object to the idea of picking winners and losers through tax policy on specific projects rather than lowering taxes for everyone. The opposing Democrats call these incentives corporate welfare that

should be spent on social and educational investment. Like I said, bipartisanship in support and opposition.

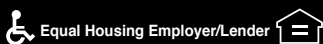
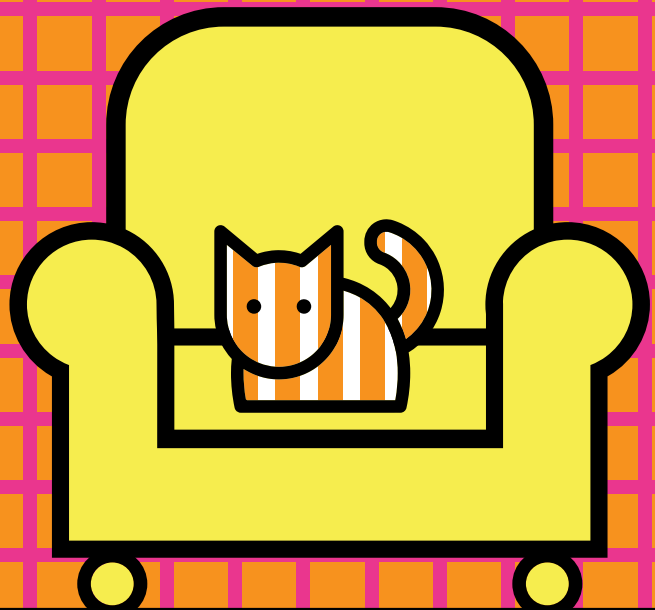
The legislature is now on break for the holidays and will return January 12th. Since legislative session runs 2 years, the bills currently in the legislature remain viable and do not need reintroduction. We will also see an election year in 2022 in which Michigan will vote in brand new legislative districts, causing more than a couple of run-offs against incumbent legislators, but that's a story for another time.

Please follow along for breaking news through our social media and E-news publications. Additionally, be the first to receive legislative Call for Action alerts on your mobile device by texting the word "REALTOR" to 30644. ●

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# 2022 officers & Directors

## Officers



### **President: James Iodice, Greater Metropolitan**

James Iodice provides a unique perspective having a strong commercial background and currently sells and leases in both the residential and commercial markets. Iodice was awarded the Michigan REALTORS® - REALTOR® of the Year for 2019 and the Michigan REALTORS® -REALTOR® Active in Politics Award in 2018. He is an associate broker, and has been selling and leasing real estate since early 2000. He has had the opportunity to serve as a member of the Michigan REALTORS® Public Policy Committee 2012-2015, 2018 and as Chair in 2016. Iodice currently sits on the Board of Directors of Michigan REALTORS® and will serve as Michigan REALTORS® 2022 President. He has served on the Board of Directors and Executive Leadership of the Greater Metropolitan Association of REALTORS® and was elected as the 2018 President. He is a President's Circle and Hall of Fame member of RPAC. Iodice was appointed to the 2018 and 2020 Public Policy Coordinating Committee for the National Association of REALTORS® and the NAR Board of Directors. His local committee work includes participation in grievance, RPAC, Governmental Affairs, Member Engagement, and Finance, and has been appointed to the Waterford Township Economic Development Corporation. Iodice is a 3rd Degree Black Belt and an avid martial artist. His civic involvement includes participating in the local Relay For Life as a Team Captain and holding varied chair positions over the years.



### **President-Elect: Natalie Rowe, Greater Kalamazoo**

Natalie started her Real Estate career as an office admin in 1999 and in 2006, earned her Real Estate license. In 2016, she earned her Associate Brokers License, just before becoming the Broker/Owner of RE/MAX Advantage in 2017. Natalie's office is located in Portage and is currently home to 30 Realtors® and 3 office admins. Throughout her career, she has served on most of the committees at the Greater Kalamazoo Association of Realtors®. She also served as a Board Member and an Officer. She was elected to serve as District 6 Director for Michigan REALTORS® in 2017, before being elected as Treasurer-Elect in 2020. In addition, Natalie serves as a NAR Director and was recently appointed to the Broker Engagement Council. Outside of Real Estate, Natalie serves as the Treasurer of Kalamazoo Area Runners and is a champion runner for Team Red White & Blue and the American Red Cross.



### **Treasurer: Sandi Smith, Ann Arbor**

Sandi Smith, GRI, e-PRO, first entered real estate while still a college student at the University of Michigan. She joined the Ann Arbor Area Board of REALTORS® and quickly became engaged at the committee level and served as a Director. Sandi was honored as the 2007 REALTOR® of the Year. She has also been engaged in the Ann Arbor community, serving 2 terms on City Council and 3 terms on the Downtown Development Authority. Sandi is a past chair for the Jim Toy Community Center and currently serves as President of the Washtenaw Housing Alliance, a unique coalition of over 30 non-profit and government entities that are committed to ending homelessness in our community. She is the co-founder and Associate Broker of Trillium Real Estate in Downtown Ann Arbor.

## Board of Directors

The Michigan Realtors® 2022 board of directors is made up of 14 district directors (see next page) and six other representatives, which are listed below. District directors are elected during the One Realtor®, One Vote Online Election, which takes place every fall.

### **Appointed Directors:**



**Scott Griffith**  
LCAR  
Past President



**John North**  
GMAR  
Large Office



**Adam Paarlberg**  
GRAR  
Large Office



**Jason Makowski**  
CAR  
MiCAR



**Terry Bixler**  
CBOR  
MiCAR



**Alan Jeffries**  
SWMAR  
MRAEC Rep



# 2022 District Representatives

**District representatives serve as liaisons between the Michigan Realtors® and local associations in their region.**



**Christopher Germain**  
District 1  
Expires in 2022



**Mark Oegema**  
District 2  
Expires in 2023



**Ingrid Nelson**  
District 3  
Expires in 2023



**Rick Loose**  
District 4  
Expires in 2022



**Ryan Eashoo**  
District 5  
Expires in 2023



**George Lucas**  
District 6  
Expires in 2022



**Jodie Franklin**  
District 7  
Expires in 2023



**Beth Graham**  
District 8  
Expires in 2023



**Jane Lowell**  
District 9  
Expires in 2022



**Katie Weaver**  
District 10  
Expires in 2023



**John McArdle**  
District 11  
Expires in 2022



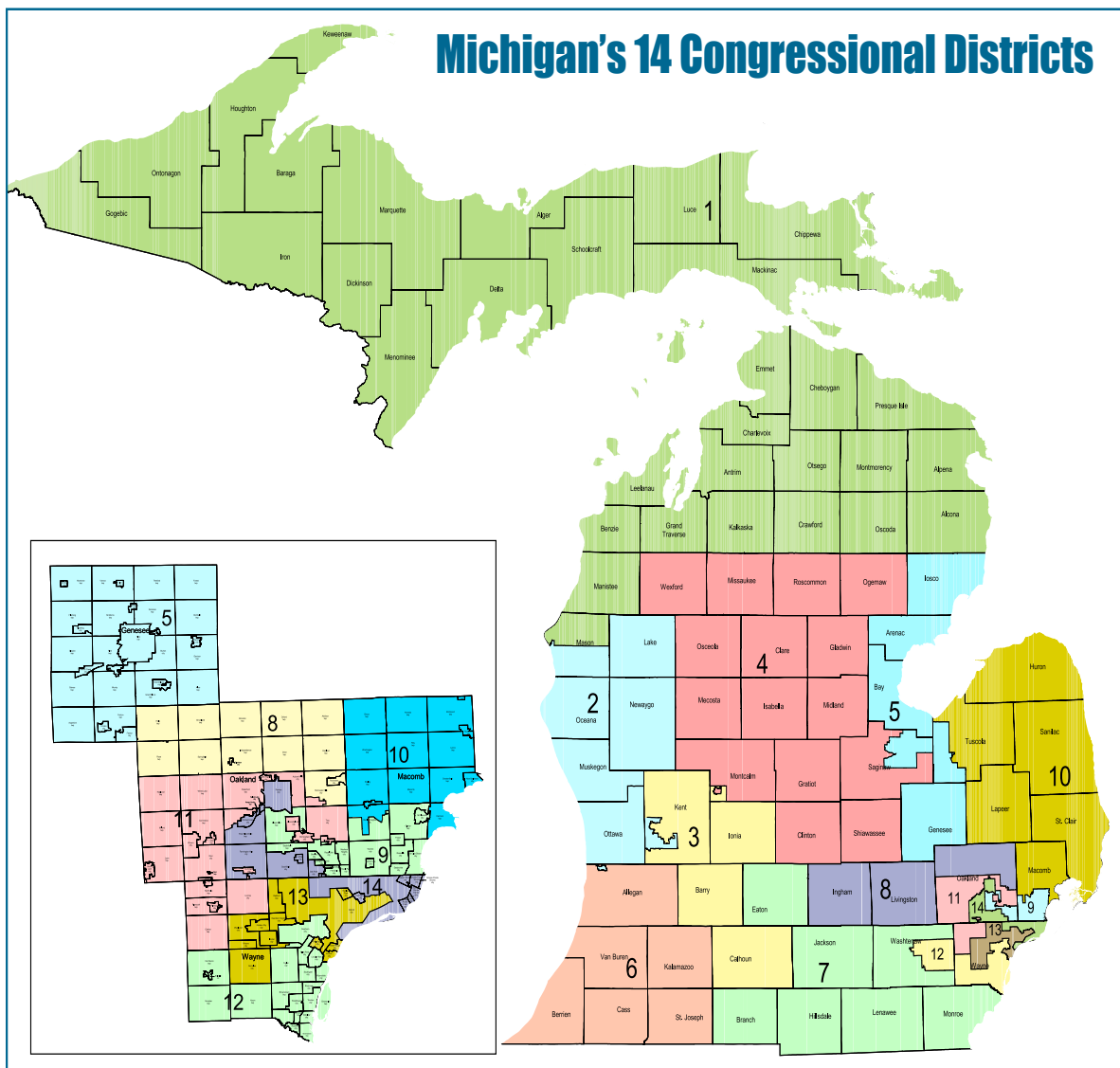
**Alex Milshteyn**  
District 12  
Expires in 2023



**Fred Pickens**  
District 13  
Expires in 2023



**Kamal Cheeks**  
District 14  
Expires in 2022





**HELPING**  
*competing buyers to*  
*better understand*  
*the* **HOME-BUYING PROCESS**

BY GAIL A. ANDERSON, ESQ.



If buyers lose out on one home, they may become frustrated. If this happens repeatedly, they may become convinced that the process is rigged against them and some or all of the Realtors® involved have engaged in illegal or otherwise improper activities. Sometimes these buyers have equally frustrated agents who, in their effort to zealously represent

their clients, also become convinced that their clients have been wronged. Licensing complaints, ethics complaints and even lawsuits may result – actions that might have been avoided if the buyers had had a better understanding of, and more confidence in, the home-buying process.

Over the last year or so, it appears that the number of complaints from

angry buyers – and the level of their anger – has increased significantly. This article will discuss what appear to be common misconceptions that buyers have about the home-buying process. If Realtors® can help correct these misconceptions, hopefully some disputes can be avoided.

### SELLERS ARE UNDER NO LEGAL OBLIGATION TO TREAT ALL BUYERS “FAIRLY” OR “EQUALLY.”

A seller has no obligation to make sure all buyers have an equal chance to purchase their home. For example, a seller may give one buyer an opportunity to submit a better offer without offering other potential buyers the same opportunity. (The terms of a potential buyer's offer are not confidential and may be disclosed by a seller to another potential buyer.) The only limitation is that sellers cannot discriminate on the basis of religion, race, color, national origin or any other protected class.

While sellers will ordinarily select the highest price offer, there is no legal requirement that they do so. And this is even true where the sellers have asked all potential buyers to submit their “highest and best.” A seller may have a perfectly valid reason for selecting an offer other than the highest price offer. For example, the lower price offer may have better terms as it relates to inspections, timing and/or occupancy. But there is no requirement that the seller's rationale be objectively reasonable; the seller has free rein, so long as the seller's decision does not involve unlawful discrimination.

### A SELLER IS NOT REQUIRED TO ACCEPT A FULL PRICE OFFER.

Many buyers mistakenly believe that a seller is obligated to accept a full price offer. This is not true. In a Michigan Court of Appeals case, the listing agent assured a buyer that if the buyer offered to pay the list price in cash, the seller could not “back out of the deal.” The seller did not accept that offer and instead sold the property to a second buyer who had offered \$100,000 more than the list price. The first buyer sued both the seller and the listing agent. The Court held that the listing was not an offer that could be accepted by a buyer because it “did not manifest a willingness on the part of the [seller] to sell the property to the [first buyer].”

Looking at it another way, remember that to be valid and enforceable, a real estate contract must contain all of the “essential elements” of a contract. It is certainly not the case that price alone is the only “essential element” of a contract for the sale of a home. To hold that a seller must accept a full price offer would mean a buyer who offered full price would be free to dictate the remaining terms of the contract.

### SELLERS ARE NOT OBLIGATED TO EXTEND CLOSING DEADLINES IN ORDER TO ACCOMMODATE THE BUYER'S LENDER.

When there is a financing contingency, the buyers are obligated to do what they can in order to get their loan approved. Failure to get loan approval will not get the buyers out of their contract if they did not actually pursue loan approval in good faith. However, the fact that a buyer has done everything humanly possible to get his/her loan approved in time for the closing does not mean that a seller is obligated to extend the closing deadline until the buyer's lender is ready to close.

That being said, it is not the case that a seller can walk away from a transaction risk-free whenever a closing deadline is missed. The enforcement of time deadlines is currently a very murky area of the law, and a court may be sympathetic to the buyer, particularly if the delay is for a very short period of time. Older case law has held that given the drastic nature of terminating a purchase contract, before a court will approve such a remedy, there must be clear evidence that the time deadline was an essential element of the contract. While this case law has not been expressly overruled, modern day courts are much more likely to strictly enforce all provisions in a contract as written. For this reason, buyers (and sellers) should be referred to an attorney whenever there is a dispute about a missed closing deadline.



While sellers will *ordinarily* select the **highest price offer**, there is *no legal requirement* that they do so.





### AN EXPIRATION DATE IN A COUNTEROFFER IS REVOCABLE.

When, as is most often the case, a counteroffer states that it will expire at a particular date and time, some buyers believe that they are protected so long as they respond by the stated date and time. This is not true. An offer can be revoked orally at any time before it is accepted, even if the offer states on its face that it will expire at a particular date and time. Under the law, unless otherwise stated, an offer expires after a “reasonable” time. In order to avoid a dispute over what is a “reasonable” time, offers typically include an expiration date and time, but this is simply an outside date that governs unless either party acts before that date and time.

### FINAL WORDS

Admittedly, a better understanding of the process does not guarantee that buyers won’t view parts of the home-buying process as unfair. However, it is “more unfair” to let buyer-clients spend time, money and emotional energy fighting battles that cannot be won. Hopefully, buyers will be less frustrated with the home-buying process and have more confidence in the Realtor® organization as a whole, if they understand the rules and believe that the same rules apply to everyone. And Realtors® can assist in this endeavor by providing clear and consistent explanations throughout the home-buying process. A brochure for buyers entitled “A Primer on Multiple Offers” is available on MR’s website under “Forms/Miscellaneous.” ●

### REGARDLESS OF THE PROMISES MADE VERBALLY OR THROUGH TEXT/EMAIL, A “DEAL” IS NOT A DEAL UNTIL A CONTRACT IS SIGNED AND DELIVERED.

After an offer has been presented, parties often discuss what might be an acceptable counteroffer prior to having an actual written counteroffer prepared. These negotiations are typically done through the parties’ respective agents via phone, email or text. Buyers often believe that once the parties have reached an agreement, the seller is obligated to present a counteroffer containing the agreed-upon terms. Of course, this is not the case. While there is nothing wrong with

pre-contract negotiations, buyers involved in such negotiations should be made aware that there is no binding contract until the agreed-upon terms are reduced to a signed written contract.

Remember also that in order for there to be a binding contract, the signed acceptance must actually be delivered. If a buyer submits a new written offer containing the verbally agreed-upon terms and the listing agent calls (or texts) the buyer’s agent to say that the seller has accepted the buyer’s latest offer, there is not a binding contract unless and until the seller’s written acceptance is actually delivered to the buyer’s agent.

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# Realtor® Disputes and How to Benefit from Mediation

Over the course of their career, many Realtors® will encounter some type of dispute involving a real estate transaction. Disputes between brokers, disputes with clients, it doesn't matter how careful we are or how well we understand the law, most of us will find ourselves entangled in a dispute at some point. When a dispute arises, the parties have the option to mediate before moving on to arbitration or litigation. The National Association of Realtors® (NAR) encourages aggrieved parties use to mediation in order to resolve disputes involving real estate transactions, as mediation is the preferred method of dispute resolution. This article will explore how Realtors® can use and benefit from the mediation process.



## WHAT IS MEDIATION?

Mediation is a method of alternative dispute resolution offered to all Realtor® members. To put it simply, mediation is a structured negotiation. The process of mediation is completely voluntary. The parties to a dispute cannot be forced into mediation, but instead must agree to participate. This means that each party comes to the table as a willing participant. Both parties play a role in determining the outcome of the dispute, and both parties must agree to any mediated resolution. If either party is unhappy with how the mediation is being conducted or believes that the session will not help them resolve the issue, they are free to walk away at any time. This

is one of the benefits of engaging in mediation over arbitration.

Another appealing aspect of mediation is the fact that it is private. When parties discuss the terms of a proposed settlement during a mediation session, those terms cannot be later introduced in another proceeding (such as arbitration or litigation) unless, of course, the parties agree to that disclosure. The rationale behind this confidentiality requirement is that, to have an effective mediation session, the parties must be forthcoming about their wants and willing to engage freely about what resolutions they would find acceptable. The promise of confidentiality ensures the parties that their settlement discussions will not be later used against them

if the mediation is not successful. Keep in mind that this confidentiality requirement applies to both the parties involved as well as the individual who facilitates the mediation.

A mediation is facilitated by a neutral third party (referred to as the “mediator” or “mediation officer”) who is trained in conflict resolution and familiar with the practice of real estate and its customs. The key role of a mediator is to identify each party’s needs and to help the parties work toward a mutually satisfactory settlement of their dispute. The role of a mediator is NOT to decide which party is right and which is wrong. Nor is it the mediator’s job to determine the “correct” (or even legal) solution. Instead, a mediator fulfills

his or her role by acting in a neutral capacity and facilitating collaborative discussion between the parties. The mediator's objective (and the ultimate objective of the mediation process) is to guide the parties as they explore alternative resolutions. It should be the parties, not the mediator, who determine the resolution.

This makes the process of mediation much different from that of arbitration. When a dispute brought to arbitration, the parties are bound by the decision of an arbitration hearing panel. The hearing panel handles an arbitration much like a judge would handle a case brought to litigation. Like litigation, the parties subject to arbitration take no part in the decision-making process of the panel. Unlike litigation, however, an arbitration hearing panel's decision is final. Absent some procedural error, the decision is not subject to review, and the parties are stuck with the hearing panel's conclusion.

Because the arbitration process limits the parties' control, it can be considered a potentially risky method of dispute resolution. For this reason, mediation is often thought to be the more appealing option since it provides the parties with a sense of autonomy over their situation. Although mediation and arbitration are both methods of alternative dispute resolution that keep the parties out of a courtroom, mediation gives the parties more control and is considerably more flexible in allowing for creative resolutions. This is especially true if the parties are non-adversarial and open to negotiation.

### WHY CHOOSE MEDIATION?

Flexibility aside, there are other reasons why mediation is the preferred method of dispute resolution.

Mediation is significantly less expensive than other forms of dispute resolution. In fact, NAR requires that local Realtor® associations offer mediation free of cost as a member benefit. This makes mediation exceedingly cheaper than the cost of retaining an attorney (and other legal expenses) should the dispute make its way to litigation.

Speaking of litigation, mediation is not only cheaper than litigation, but also much less adversarial. By its nature, litigation is confrontational and typically produces a "win-lose" situation. One party wins. One party loses. One party is happy. The other is not. Unlike the oppositional nature of litigation, mediation offers a more relaxed atmosphere that removes the "fight to win" mentality and focuses instead on collaboration. This cooperative process often results in a "win-win" resolution that satisfies both parties.

Arguably, one of the biggest "wins" associated with mediation is the fact that participating in a mediation session can help to maintain and/or repair professional working relationships. Most disputes are the result of simple misunderstandings or miscommunications. Mediation can bridge these gaps by forcing the parties to communicate effectively and work together toward a solution. This collaborative process allows the parties to come together and "feel heard." Parties can air their frustrations in confidence and explain the situation through their frame of reference. Both sides become privy to information that is often missing at the onset of a dispute. A guided, non-adversarial discussion that

identifies each parties' true wants can change the parties' perspectives and open doors to alternative resolutions that the parties might not have considered before.

### HOW DOES A MEDIATION WORK?

The process of requesting and completing a mediation is quite straightforward. The typical timeline of a mediation looks something like this....

A Realtor® files a request for mediation or arbitration. The request will be reviewed by the Local Association's grievance committee.

The grievance committee will determine whether the







dispute is arbitrable. If the dispute is arbitrable, the committee will give the parties the option to mediate as an alternative to arbitration.

Both parties must agree to take part in the mediation.

If the parties agree to mediation, the dispute is referred to a mediation officer who will coordinate the time and place for mediation.

The parties do not need legal representation, as the mediation is intended to be non-confrontational and collaborative. If a party prefers to have their legal counsel present, this is permissible. The party utilizing legal counsel must notify the other side in advance that their legal counsel will be present. Lack of notice may result in rescheduling the mediation



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Mediation is often **quicker, easier, cheaper** and has the potential to **preserve working relationships** by **clarifying misunderstandings** and letting the **parties control the outcome.**

at the request of the party who did not receive appropriate notice.

At the start of the mediation session, the mediation officer will introduce him or herself and explain the process and rules for the session. Mediators are encouraged to follow NAR's Mediation Model, but it is not required.

Each party is given the opportunity to tell "their side" of the story. They can also have a private conversation (referred to as a "caucus") with the mediator. The mediator will use the information revealed during the caucus to guide the parties' discussion but cannot disclose that information to the other side unless they've been given permission to do so.

The mediation officer will lead the parties through collaborative discussion and help them explore possible resolutions.

If the parties reach an agreement, the mediation officer will draft a settlement agreement. This agreement

must outline what each party has agreed to. If the dispute involves money (as it usually does), the agreement will stipulate how much will be paid by each party and when the payment will be completed.

Each party must agree to the settlement. If the parties do not reach an agreement, they will sign a "no settlement form." Alternatively, they may agree to schedule an additional mediation session if they believe that it will help settle the dispute.

Remember, it is not uncommon for disputes to arise in real estate transactions. This is especially true in a competitive market where the supply of housing stock is low and stress of being a buyer is high. When Realtors® find themselves involved in a dispute, it's worthwhile to consider mediation as a means of resolving

the conflict.

Other methods, such as arbitration or litigation, are available avenues of dispute resolution, but mediation is the preferred method of resolving conflicts in real estate. Mediation is often quicker, easier, cheaper and has the potential to preserve working relationships by clarifying misunderstandings and letting the parties control the outcome. If you have questions about the mediation process or want more information about requesting mediation services, please reach out to Michigan Realtors® or your Local Association. ●

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Real Estate Services

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Coming in 2022: The New Paragon MLS System.

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