

A publication of Michigan Realtors®

MICHIGAN REALTOR®

A Deal is a Deal



WWW.MIREALTORS.COM

MARCH 2023

PLUS

Agent Fiduciary Duties
Capitol Report
President's Report

MICHIGAN
RPAC
REALTORS® PAC
2022 Major Investors

Volume 22 | Number 2



Yes, our culture does make a difference.

You'll never feel alone when you are with Weichert®. We believe a positive, encouraging environment is key to success. You'll be plugged into a skilled team who wants to see you succeed and motivate you to be your best. You'll be recognized for your achievements with annual awards. You'll get up-to-date information, weekly webinars, in-person workshops, and Weichert University support to help you grow. Don't settle for good enough. Go for great. Give your local Weichert office a call today or visit [jobs.Weichert.com](https://jobs.weichert.com)

Each Weichert® franchised office is independently owned and operated. ©2021 Weichert Real Estate Affiliates, Inc. Weichert is a federally registered trademark owned by Weichert Co. All other trademarks are the property of their respective owners.



Weichert®

Features

COVER STORY

- 06 **A Deal Is A Deal**
Always read the fine print
by Gail A. Anderson, Esq.
- 08 **An Overview of Agency Part II –
Fiduciary Duties**
Understanding a complicated relationship
by Rebecca Berke, Esq.
- 11 **2022 Michigan RPAC Major Investors**

Departments

- 02 **President's Report**
Great things on the table
by Natalie Rowe
- 04 **Capitol Report**
Off and running in 2023
by Brad Ward, Esq.

MICHIGANREALTOR®

{ MARCH | TWO THOUSAND & TWENTY THREE | VOLUME TWENTY TWO | NUMBER TWO }

03.23



New and Returning Events

As we continue to find innovative ways to strengthen our voice as an association, 2023 will offer a variety of opportunities for members to attend in-person events throughout the year. January concluded with a successful and well attended Achieve leadership conference. 250 Realtor® Leaders and industry affiliates were in attendance for two days of knowledge, networking and Michigan RPAC honors. At the President's Reception, it was a special moment for me to stand alongside the newly elected officers and directors as they recited their oath to serve as your 2023 leadership team.

... **2023** will offer a **variety** of opportunities for members to attend **in-person events** throughout the year.

Throughout the rest of the Achieve conference, we learned best practices for leadership, how to address stress, burnout and most importantly, how to "lean in" and embrace change. Local associations and major investors were recognized for their collective accomplishments during the Michigan RPAC Awards. 2023 NAR Realtor® Party Director, Colin Mullane, was our keynote speaker and stressed the fact that owning a home is the best way to build generational wealth. Look for the full list of our 2022 RPAC major investors in this magazine.

Looking ahead, our next event is the Broker Summit on April 26 at The Westin Book Cadillac Detroit. This is a must-attend event for Brokers and Office Managers and will feature a legal update specific for Brokers. Additionally, we are excited to host the first ever Michigan Realtors® Fair Housing Summit. Located in the same venue the following day, on April 27, the Fair Housing Summit will feature some incredible speakers and have many educational resources available for you. Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as Realtors® and depends on a free, open market that embraces equal opportunity. Fair Housing Makes US Stronger.

Lastly, I'm excited to announce the return of our Capital Day, but also that the NAR *Riding with the Brand* bus tour will be making a special stop in Lansing on June 6 during our Capitol Day. NAR has partnered with state Realtor® Associations on Riding with the Brand events across the country to showcase the value of Realtors®, our association and the importance of real estate and Realtors® to local communities. We'll engage local elected officials, community leaders and the media to highlight everything from market condition trends to Realtors® supported programs and policy initiatives.

With all that said, I am looking forward to seeing you at our upcoming events this year as we all progress in this exciting and rewarding industry. Let's continue our efforts to embrace change and find ways to innovate our processes, both personally and professionally. That's Who We R. ●

SCAN THE QR CODE
TO GO DIRECTLY
TO MICHIGAN
REALTORS® WEBSITE
FOR UP-TO-DATE
EDUCATION
& EVENTS



PRESIDENT

Natalie Rowe
ABR, CDPE, GRI, SFR
GKAR

PRESIDENT-ELECT

Sandi Smith
GRI, E-pro
AAABR

TREASURER

Christopher M. Germain
ABR, PSA
UPAR

CHIEF EXECUTIVE OFFICER

Robert Campau, Esq.
RCE, CAE
rcampau@mirealtors.com

EDITOR/ADVERTISING

Joe Kras
MBA, SAG-AFTRA
jkras@mirealtors.com

CHANGE OF ADDRESS/UNSUBSCRIBE

Kaetana Beech
kbeech@mirealtors.com

2023 Michigan Realtors® Board of Directors: District 1 Matt Hodges, (Aspire North Realtors®); District 2 Richard Adgate, (West Central Association of Realtors®); District 3 Ingrid Nelson, (Greater Regional Alliance of Realtors®); District 4 Mark Oegema, (West Michigan Lakeshore Association of Realtors®); District 5 Kimberly Gibbs, (Jackson Area Association of Realtors®); District 6 Alex Milshteyn, (Ann Arbor Area Board of Realtors®); District 6 Jodie Franklin, (Ann Arbor Area Board of Realtors®); District 7 Beth Graham, (Greater Lansing Association of Realtors®); District 8 Michele Papatheodore, (East Central Association of Realtors®); District 9 Katie Weaver, (Greater Metropolitan Association of Realtors®); District 10 Al Block, (Greater Metropolitan Association of Realtors®); District 11 Karen Greenwood, (Greater Metropolitan Association of Realtors®); District 12 Fred Pickens, (Detroit Association of Realtors®); District 13 Deanna Coleman, (Southeastern Border Association of Realtors®); Past President Gene Szpeinski (Greater Regional Alliance of Realtors®); Large Office Camille Peterek, (North Oakland County Board of Realtors®); Large Office Adam Paarlberg, (Greater Regional Alliance of Realtors®); Jason Makowski (CAR) (MiCAR Representative); Terry Bixler (CBOR) (MiCAR Representative); MRAEC Rep. Alan Jeffries (Southwestern Michigan Association of Realtors®)

Michigan REALTOR® provides information about the real estate profession and news of Michigan Realtors® and its members. Opinions expressed in signed feature articles are those of the author and do not necessarily reflect the viewpoint of Michigan Realtors®. Advertising of property, services or products herein does not imply endorsement by Michigan Realtors®.

Michigan REALTOR® (ISSN 1053-4598, USPS 942-280) is published four times per year (January, March, August, November) by the Michigan Realtors®, 720 N. Washington Ave., Lansing, MI 48906.

Address letters, address changes and inquiries to: Michigan REALTOR®, 720 N. Washington Ave., Lansing, MI 48906: 800.454.7842; Fax 517.334.5568. www.mirealtors.com; e-mail contact@mirealtors.com. Subscription rates: \$8 per year (included in dues) for members, \$25/year nonmembers. Periodicals postage-paid in Lansing, Michigan 48924 and additional mailing offices. POSTMASTER: Send address changes to the Michigan REALTOR®, 720 N. Washington Ave., Lansing, MI 48906.



SCAN THE QR CODE
TO GO DIRECTLY TO
MICHIGAN REALTORS®
WEBSITE FOR UP-TO-DATE
EDUCATION & EVENTS

April 26, 2023 / April 27, 2023

Broker Summit x Fair Housing Summit
Westin Book Cadillac Detroit

June 6, 2023

Capitol Day x Riding With The Brand Bus Tour
Downtown Lansing

June 20-22, 2023

MRAEC Retreat
The Hotel H, Midland

September 20-22, 2023

The Convention
Detroit Marriott at the Renaissance Center

Find Michigan Realtors® on your favorite
social networking sites:





Michigan Government: A Focus on Housing

The 2023–2024 Michigan legislative session kicked off this past month with a focus on housing. Overall, this is great news for our membership. Michigan, much like the rest of the country, faces critical challenges to housing availability and affordability -- and Realtors® aren't the only group concerned about the housing industry. It is on the mind of government officials and businesses in every sector as Michigan competes for talent and the workforce seeks housing options near their place of employment. Now, the legislature and Governor Whitmer are making it a top issue for the state of Michigan.

In a legislative first, the Michigan House and Senate have created unique committees charged with housing issues in their respective chambers. The Senate has the Housing and Human Services Committee, while the House created the Subcommittee on Housing under the Economic Development and Small Business Committee. In prior sessions, issues related to housing were spread out among many other committees from Regulatory Reform to Local Government. We are still early in the legislative session to see the extent of the issues charged to each of these committees, but the acknowledgment of the need for impactful housing policy is a step in the right direction.

Encouragingly, the legislature got to work early on the housing front. The first bill signed by the Governor this session was a budget supplemental that allocated \$200 million dollars towards housing in Michigan. \$50 million to Michigan's Missing Middle GAP Program and another \$150 million to Housing Gap Financing and Affordable Housing. It marked one of the earliest bill signings ever in a legislative session. Both funds were established within the Michigan State Housing Development Authority (MSHDA) last year and funded at nearly the same level, with a goal toward rehabbing and building 75,000 new housing units over the next 5 years. This new round of funding continues that commitment, but it also expands the availability of the funds to for-profit developers (last year's funding was only open to nonprofits). Coupled with a recent executive order moving oversight of the Community Development Block Grant program to MSHDA, housing program funding will hopefully be more streamlined.

The legislature also got the ball rolling on Senate Bill 4 and House Bill 4003, to expand the Elliott Larsen Civil

Rights Act to include protections for sexual orientation and gender identity. Realtors® have protected against housing discrimination for sexual orientation and gender identity through the Realtor® Code of Ethics since 2011 and 2014, respectively. This important change has been a long time coming in Michigan and will codify the recent *Rouch World, LLC. v. Department of Civil Rights* decision by the Michigan Supreme Court extending civil rights protections for the LGBTQ+ community. Not only do these bills provide important housing protections, but they support Michigan employees and business, as we attract and maintain a skilled and diverse workforce, beyond just wages and benefits.

Additionally, this year will mark the start of a new Statewide Housing Commission that will include Realtors®, builders, local governments, community development organizations, and nonprofits among other stakeholders. This commission will be charged with implementing the new Statewide Housing Plan adopted last year. As a reminder, Michigan Realtors® and the National Association of Real Estate Brokers (NAREB) both played a key role in developing Michigan's first ever statewide housing plan. We expect Governor Whitmer to name those appointees in late February or March. The housing plan aims to tackle issues of safe and affordable housing through a collaborative and data driven approach. More information on the Statewide Housing Plan can be found on MSHDA's website, [Michigan.gov/MSHDA](https://michigan.gov/MSHDA).

Michigan Realtors® will once again be working with the Housing Michigan Coalition to identify and pass legislation to find common ground between the public and private sector in the development of more housing. Last legislative session, the coalition worked to help pass legislation aimed at the creation of flexible and locally driven incentives for development: creation of Housing Facilities Tax Exemptions, extending Neighborhood Enterprise Zones to all local governments and allowing for local payment in lieu of taxes programs for workforce housing without requiring state or federal subsidies or programs. This year the coalition will turn its attention to amendments to the Michigan Brownfield Act, employer assisted housing tax credits, and incentivizing local zoning changes, among others.

The policies discussed above present real opportunities to make a positive impact to increase the supply of

To get **REALTOR®**
PARTY MOBILE ALERTS,
text "Realtor" to 30644.

safe and affordable housing in Michigan, but there will be challenges to this goal in the year ahead. In January, the Detroit City Council passed a resolution urging the legislature to repeal the current statewide prohibition on rent control. Michigan Realtors® Statement of Public Policy includes opposition to all forms of rent control -- A policy that while well intentioned, reduces housing supply, impacts affordability and has proven to harm the very renters it seeks to protect.

Rent control remains the narrow exception, rather than the rule across the country. Michigan is one of 26 states that has an explicit prohibition on local rent control ordinances, having passed the measure in 1988. In communities that have tried it, rent control has backfired. In place like San Francisco, New York, and St. Paul, rent control policies have led to a sharp decline in affordable rental units, decreased rental supply through conversion to condos, and degraded the condition of existing rental units. At a time where Michigan is suffering from a lack of affordable housing, increasing housing supply is the answer, not rent control policies. Michigan Realtors® will continue to advocate for production of new affordable rental housing and the preservation of current rental housing stock through renovation and redevelopment. Housing demand cannot be met if government disincentivizes the financing, production and improvement of rental housing.

The year is off to a quick start on housing policy and the expertise and engagement of the Michigan Realtors® membership will be imperative in shaping these policies moving forward. The association's Public Policy Committee and Board of Directors will be constantly advocating for and monitoring legislation every step of the way.

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. ●



Wide open lending.

Every home site is unique and GreenStone specializes in financing vacant land beyond the reach of many lenders. With a range of competitive financing to choose from, your clients options are wide open.

Contact your local GreenStone team to learn more today.

800-444-3276

 **GreenStone®**
FARM CREDIT SERVICES
www.greenstonefcs.com



A Deal is a Deal

BY GAIL A. ANDERSON, ESQ.

Residential purchase agreements typically contain standard clauses designed to discourage parties from claiming that there were agreements or representations made outside of the written documents themselves. This article will discuss several of those clauses in the context of cases decided by the Michigan Court of Appeals in the last year.

Integration (Merger) Clauses

In the first case, the Buyer had initially put in a \$540,000 offer on a home which was contingent upon a \$340,000 mortgage. Along with that offer, the Buyer submitted a mortgage preapproval letter for \$340,000. After the Sellers rejected her initial offer, the Buyer submitted a second offer at \$560,000, which was contingent upon a \$448,000 mortgage. The Sellers accepted the Buyer's second offer.

The Buyer was unable to get a \$448,000 mortgage and terminated the purchase agreement. The Sellers ended up selling their home for \$525,000, which was considerably less than the Buyer's second offer. The Sellers sued Buyer for fraud, alleging that the Buyer had told the Sellers' listing agent that the Buyer had substantial retirement funds available that the Buyer could use to complete the sale. The Sellers' lawsuit was thrown out before trial because the purchase contract contained the following language:

***Entire Agreement:** The parties agree that this Agreement contains the entire agreement between Seller and Purchaser and there are no agreements, representations, statements or understandings which have been relied upon by the parties which are not stated in this Agreement.*

The trial court found, and the Court of Appeals agreed, that because of this clause, it must find in favor of the Buyer. The purchase agreement had a mortgage contingency. The purchase agreement also had a merger clause that stated that there were no side agreements and that all agreed upon terms were included in the written purchase agreement. As a matter of law, whether or not the Buyer had mentioned her retirement account as an alternative source of funding was irrelevant.

"As Is" Clauses

In the second case, after the closing on their purchase of a vacation home, the Buyers discovered that the garage, fence and part of their patio were located on their neighbor's property. The Seller had answered "unknown" to the question about encroachments on his seller's disclosure form. The Buyers sued the Seller for fraud.

It turned out that the Seller had owned this vacation home for ten years. At some point during those ten years, Seller's neighbor had duct-taped a note to the Seller's door and followed up with a heated discussion demanding that the Seller "get their stuff off" the neighbor's property. Although the neighbor had a survey, he did not show it to the Seller either during that conversation or at any time later. According to the neighbor, this had been the only discussion about the encroachments, and there had been no follow-up by either party.

The Seller's first response was that not only had the Seller disclosed that he did not know whether there were any encroachments, but he had also disclosed that there had been improvements made to the property without permits. The Seller argued that these disclosures were sufficient to put the Buyers on notice

that they should have the property surveyed. The Seller correctly noted that under Michigan law, if there is an “as is” clause, the Seller is not responsible for defects that could have reasonably been discovered upon inspection.

The Court rejected this argument, stating that while it would have been prudent for the Buyers to have the property surveyed, it was not required. The Court held that an “as is” clause does not protect the Seller merely because the Buyers could have discovered the truth. For the Seller to be protected, the Buyers must also have a duty to investigate. In other words, the question as the Court saw it was whether the Buyers were presented with some indication that further investigation was necessary. In this case, the Court found that the information disclosed by the Seller had not been sufficient to put the Buyers on notice that a survey was required.

The Seller’s second argument was that the Buyer had agreed to accept the property “as is” and, therefore, as a matter of law, the Seller was not responsible for what had been an innocent misrepresentation. The factual determination to be made by the Court was whether the Seller’s statement that he did not know of any encroachment was false. Interestingly, the Court concluded that it was not. The Court pointed out that there had been only one mention of an encroachment over a ten-year period, that this conversation had been “out of the blue,” that the neighbor had provided no survey or other verification of the encroachment to the Seller and that there had been no follow-up by anyone. Given these facts, the Court found that it was entirely reasonable for the Seller to dismiss this single interaction as insignificant. Since the Seller’s statement about encroachments was found to be innocent, the “as is” clause shielded the Seller from liability. The Court therefore threw out the case before trial. Had the Court concluded that the Seller’s single interaction with the neighbor was sufficient to put the Seller on notice, then the “as is” clause would not have protected the Seller from liability.

Release Clauses


The last case involved Buyers who had been told that the home they were purchasing contained 800 more square feet than it actually did. The Buyers sued the Sellers and their Listing Broker, claiming that they had committed fraud. The Buyers claimed that their decision to buy the home was based in part by the home’s relatively low price per square foot compared to other homes in the area. The Sellers and their Listing Broker argued that the Buyers’ claims were barred by the following clause in the purchase agreement:

Buyer agrees that Buyer is not relying on any representation or statement made by Seller or any real estate salesperson (whether intentionally or negligently) regarding any aspect of the Property of this sale transaction, except as may be expressly set forth in this Agreement, a written amendment to this Agreement, or a disclosure statement separately signed by the Seller.

The trial court agreed and threw out the case before trial. The trial court held that by signing the purchase agreement containing the release clause, the Buyers had agreed that they were not relying on any statements made outside of the purchase agreement or the seller’s disclosure statement. Having previously disclaimed such reliance, the Buyers could not now take a contrary position.

Final Word

The purpose of an integration clause is to prevent either party from claiming that there were additional terms beyond what is contained in the written contract. The purpose of a release clause is to prevent a buyer from claiming that there were additional representations about the condition of the property beyond what was in the seller’s disclosure or elsewhere in writing. With an “as is” clause, the buyer is assuming the risk of a defect unless the seller makes a knowingly false statement. These clauses may not prevent litigation, but they at least provide some ground rules that may lead to quicker resolution of the lawsuits that are filed. ●



... clauses may not prevent litigation, but they at least provide some ground rules that may lead to quicker resolution...



An Overview of Agency Part II – Fiduciary Duties

In the last edition of this publication, we discussed the ins and outs of agency law – specifically, how to create and terminate agency relationships with buyer and seller clients. This article will explore the fiduciary duties that stem from the creation of those agency relationships.

Let's start by reviewing the basics of agency law. In an agency relationship, an agent acts as a "fiduciary" to the principal (client) which means that the agent must at, at all times, act in the principal's best interest. This obligation stems from the set of duties (known as "fiduciary duties") that are created as a result of this relationship.

Typically, a fiduciary relationship is created when the parties enter into a service provision agreement (such as a listing agreement or buyer's agency contract). Understand, however, that a written agreement is *not required* to create an agency relationship. The parties' words and actions can also be used to establish an agency relationship and impart the fiduciary duties that flow from that relationship. It's not necessary that the parties *intend* to establish the agency relationship – only that their conduct does, in fact, create such a relationship.

FIDUCIARY DUTIES

What fiduciary duties are real estate licensees obligated to provide to their clients?

The Michigan Occupational Code provides that when the licensee enters into a service provision agreement with either a buyer or seller, the licensee owes, at minimum, the following duties to his or her client: 1) reasonable care and skill, 2) loyalty, 3) compliance, 4) accounting and 5) confidentiality. The following sections will discuss these fiduciary duties in depth.

REASONABLE CARE AND SKILL

An agent owes, to their client, the duty to exercise reasonable care and skill in representing the client and carrying out the responsibilities of the agency relationship.

An agent is not expected to have skills and knowledge beyond that of an ordinary real estate salesperson or broker. In fact, the Code obligates a real estate licensee to refer their client to other licensed professionals for expert advice related to material matters that are not within the expertise of that licensee. For example, attorneys, tax professionals, land surveyors, appraisers, home inspectors, builders, engineers etc. all have a special subset of knowledge beyond that of the average real estate salesperson or broker. The law requires agents to refer their clients to these professionals when it's appropriate.

Say, for example, that a buyer's agent is representing a buyer who wishes to purchase a property that will be used to cultivate and manufacture marijuana products. This is a complex transaction in which the buyer-client will likely have a number of legal questions that the real estate license cannot not (and should not) answer. In this scenario, the buyer's agent should encourage the buyer to seek legal counsel from a real estate attorney who has experience with marijuana-related transactions. There are liability concerns if the buyer's agent attempts to answer questions related to the

legal implications of the sale (e.g. questions about the conflict between state and federal marijuana laws).

LOYALTY

The Duty of Loyalty requires an agent to, at all times, act solely in the best interests of his or her client. Agents are prohibited from taking advantage of their agency position for their own benefit. The law calls this "usurping opportunity," which is a breach of fiduciary duty.

For example, let's say that an agent lists their seller-client's home for sale and then purchases the property for themselves. The agent then immediately re-lists the home and sells it for a profit. This agent is engaging in self-dealing and has breached their duty of loyalty to their seller-client.

COMPLIANCE

The Code obligates an agent to comply with the laws, rules, and regulations of this state and any applicable federal statutes or regulations. In other words, don't break the law.

ACCOUNTING

An agent must account for, in a timely manner, all money and property received by the broker in which the client has or may have an interest. This duty compels the agent to safeguard any money, deeds, important documents or other personal property provided by the client and in the agent's control.



CONFIDENTIALITY

An agent has an obligation to not disclose their client's confidential information. The tricky part here is discerning what is and what is not considered "confidential information." Realtors® must understand that not everything they learn about their client or their client's property will be considered "confidential information." As a general rule, information about the client and/or their property is not considered "confidential" if that information is learned from (or even simply available from) an outside source. This would include, for example, information that is available to the public (like court records), or information that is learned from the other side of a transaction. For instance, the details of an inspection report that was paid for and provided by a buyer would not be considered "confidential information" to a seller.

Agents often ask whether or not information about the condition of a property is considered "confidential information" to the seller of that property. This question stems from the concern that the listing agent would be prohibited

from sharing certain information about the condition of the seller's property should that information be considered "confidential." What Realtors® must remember here is that, regardless of whether information about a property condition is considered "confidential," the Duty of Confidentiality will not obligate a listing agent to misrepresent the condition of the property to the other side of the transaction. In fact, agents are very much cautioned against partaking in the misrepresentation of the condition of the property as such involvement could result in liability.

SERVICES OWED

There are also a handful of services that a real estate licensee is obligated to provide to their clients after entering into a service provision agreement. Per the Michigan Occupational Code, those services are as follows:

1. *If the real estate licensee is representing a seller, they must market the seller-client's property in the manner agreed on in the service provision agreement.*
2. *Acceptance of delivery and presentation of offers and counteroffers*

to buy, sell, or lease the client's property or the property the client seeks to purchase or lease.

3. *A real estate license must assist in developing, communicating, negotiating, and presenting offers, counteroffers and related documents or notices until a purchase agreement is executed by all parties and all contingencies are satisfied or waived. Note, that while the Michigan Occupational Code requires real estate licensees to present offers to their seller-clients only up until there is a signed purchase agreement in place – the Realtor® Code of Ethics obligates listing Realtors® to continue presenting offers up until the transaction has closed. Listing brokers should include language in their listing agreements that allows the seller to expressly waive this obligation if there is no expectation that offers will be presented after a binding purchase agreement is in place.*
4. *After execution of a purchase agreement by all parties, the real estate licensee will assist, as necessary, to complete the transaction pursuant to the terms specified in*



In an agency relationship, an agent acts as a **“FIDUCIARY”** to the principal (client) which means that the agent must at, at all times, act in the **PRINCIPAL’S BEST INTEREST.**

the purchase agreement. A licensee shall not close a transaction on any terms or conditions that are contrary to the terms or conditions of an executed purchase agreement unless given written approval from the buyer or seller.

5. *A real estate broker who is involved at a closing must provide, to the buyer and seller, a closing statement signed by the broker (or associate broker) showing to each party all receipts and disbursements affecting that party. This rule does not apply if the closing is conducted by a title company.*

WHEN DO FIDUCIARY DUTIES END?

In general, an agent will stop owing services and fiduciary duties to a client whenever the agency relationship with that client ends. An agency relationship will typically terminate whenever the listing agreement or buyer’s agency contract says that it terminates. These agreements are

required, by Michigan law, to have an expiration date. That expiration date is, typically, when the agency relationship will terminate and thus, when the agent will cease to owe fiduciary duties to that client.

Understand, however, that not all fiduciary duties end when the agency relationship ends. The Duty of Confidentiality, for example, is somewhat special in that it survives the termination of the agency relationship, while the other duties do not. This means that the Duty of Confidentiality does not end when the agency relationship ends. Instead, it continues on, even after the agency relationship has been terminated. The other fiduciary duties (such as the Duty of Loyalty, Duty of Reasonable Care, etc.) operate differently and end when the agency relationship ends.

This is why it’s so important that real estate licensees are able to differentiate between what is and what is not considered “confidential”

information. This distinction is important because it will determine when, if ever, the agent is permitted to disclose certain information about their client. If the information is considered “confidential” then, of course, the agent’s duty of confidentiality applies, and the agent must keep that information confidential even after the agency relationship has ended. If the information is not “confidential,” then the agent is free to disclose that information after the termination of the agency relationship.

Fully understanding these fiduciary duties (and their implications on agency relationships) is a must for Realtors® who wish to avoid liability and keep in lockstep with the legal requirements of the Michigan Occupational Code. Undertaking these obligations correctly and remaining cognizant of the responsibilities that come with taking on an agency role is a crucial step in “doing agency the right way.” ●

RPAC HALL OF FAME



Paula Arndt
2019



Randy Caltrider
2018



Robert M. Campau
2017



Dan Coffey
2013



Chris J. Courtney
2014



Matthew Davis
2019



Heather Davis
2019



Chris Dean
2015



Ryan Eashoo
2019



Ted Edginton
2017



Stuart Elsea
2012



Maureen Francis
2021



Carol Frick Jones
2006



Yoshiko Fujimori
2017



Karen Greenwood
2018



Carol Griffith
2018



James Iodice
2020



Daniel Jaqua
2021



Tammy Kerr
2020



David Ledebuhr
2019



Sara Lipnitz
2017



Bill Martin
2008



Rodney Martin
2021



John G. McArdle
2014



Gordon McCann
2015



John Meesseman
2019



Michel M. Metzner
2017



William Milliken
2018



John North
2019



Thomas Paarlberg
2020



Kimberly Pontius
2020



Nanci J. Rands
2012



Rick J. Reardon
2017



Gary J. Reggish
2014



Cathy Sherman Bittrick
2018



Johnna Struck
2018



Brenda Lee Szlachta
2020



Rebecca Williamson
2019



Kathleen Wilson
2019



Jeff Young
2020



Debbie Zalewski
2020

Year denotes entry into RPAC Hall of Fame with a lifetime investment total of at least \$25,000.

- Level II indicates a lifetime investment of at least \$50,000
- Level III indicates a lifetime investment of at least \$75,000.

HALL OF FAME – LEVEL II



Mark Baker
2012



Dan Elsea
2010



Beth M. Foley
2012



Robert E. Taylor
2012



Pat Vredevoogd Combs
2006



Furhad Waquad
2010



Dale Zahn
2015

HALL OF FAME – LEVEL III



TERI SPIRO
2008

2022 Michigan RPAC Major Investors

PLATINUM DIAMOND R



Michigan Realtors®



Greater Metropolitan Association of Realtors®



West Michigan Lakeshore Association of Realtors®



Aspire North Realtors®



Realcomp



Ryan Eashoo
East Central



John North
Greater Metropolitan



Ann Peterson
North Oakland County



Teri Spiro
Greater Metropolitan

GOLDEN R



Paula Arndt
Central Michigan



Mark Baker
Lenawee County



Dawn Bertani
Grosse Pointe



Andrew Boehm
West Michigan Lakeshore



Nathan Boji
Greater Metropolitan



Luke Bouman
West Michigan Lakeshore



Randi Brandt
Grosse Pointe



Chelsea Cain
Greater Metropolitan



Robert Campau
Michigan Realtors®



Pat Vredevoogd Combs
Greater Regional Alliance



Matt Davis
Battle Creek Area



Chris Dean
Greater Lansing



Debbie DeAngelo
Greater Metropolitan



Ted Edginton
Greater Metropolitan



Dan Elsea
Greater Metropolitan



Beth Foley
West Michigan Lakeshore



Maureen Francis
Greater Metropolitan



Karen Greenwood
Greater Metropolitan



Steve Grilley
West Michigan Lakeshore



Jason Heilig
Greater Metropolitan



James Iodice
Greater Metropolitan



Daniel Jaqua
Greater Kalamazoo



Alan Jeffries
Southwestern Michigan



Laurie Koelling
Greater Lansing



Roger Kopernik
Water Wonderland



Rick Linnell
Linnell & Associates



Sara Lipnitz
Greater Metropolitan



Jane Lowell
Greater Metropolitan



George Lucas
Southwestern Michigan



Meagan Luce
Aspire North



Carol Lukity
Greater Metropolitan



John McArdle
Greater Metropolitan



Gordon McCann
Greater Metropolitan



John Messeman
Greater Metropolitan



Michel Metzner
Greater Regional Alliance



John Meyer
Greater Regional Alliance



Bill Milliken
Commercial Board



Adam Oberski
Greater Metropolitan



Mark Oegema
West Michigan Lakeshore



Dee Dee Ohara Blizard
Greater Metropolitan



Dr. E'toile O'Rear-Libbett
Greater Metropolitan



Jeff Packer
Greater Metropolitan



Gary J. Reggish
Greater Metropolitan



Natalie Rowe
Greater Kalamazoo



Gary Scheitler
Aspire North



Johnna Struck
Greater Metropolitan



Brenda Lee Szlachta
Greater Metropolitan



Bob Taylor
Grosse Pointe



Carrie Vos
Greater Regional Alliance



Furhad Waquad
Greater Metropolitan



Katie Weaver
Greater Metropolitan



Brian Yalldoo
Greater Metropolitan



Dale Zahn
West Michigan Lakeshore

CRYSTAL R



Christopher Ayers
Greater Metropolitan



Sandra Bailey-Bristol
Greater Lansing



Michael Balsitis
Greater Regional Alliance



Austin Black
Greater Metropolitan



Al Block
Greater Metropolitan



Mark Brace
Greater Regional Alliance



Christin Bracken
Greater Metropolitan



Brenda Brosnan
Cross Country Mortgage



Molly Buttlemann
Aspire North



Randy Caltrider
America's Preferred Home Warranty



Greg Carlson
Greater Regional Alliance



Dan Coffey
Southwestern Michigan



Kathleen Coon
Greater Metropolitan



James Cristbrook
Greater Metropolitan



Heather Davis
West Michigan Lakeshore



Suzette Deaux
Greater Kalamazoo



Melissa Degen
Greater Metropolitan



Gail DeVries
West Michigan Lakeshore



Tammy Dykema
Greater Kalamazoo



Debbie Floor
Southwestern Michigan



Sandi Gentry
West Michigan Lakeshore



Carol Genzink
West Michigan Lakeshore



Christopher Germain
Upper Peninsula



Richard Harrison
Greater Metropolitan



Matt Hodges
Aspire North



Shawn Huston
Water Wonderland



Tammy Kerr
West Michigan Lakeshore



Dean Kreps
West Michigan Lakeshore



Constance La Barge Thomas
Greater Metropolitan



Todd Lands
Ann Arbor Area



Vickey Livernois
Greater Metropolitan



Rodney Martin
America's Preferred Home Warranty



Joe McNally
West Central



Alex Milshteyn
Ann Arbor Area



Lisa Moore
Southeastern Border



Erika Nita
Aspire North



Lisa Novosad
Greater Regional Alliance



Pat O'Brien
Antrim Charlevoix Kalkaska



Ryan Ogle
Greater Regional Alliance



Adam Paarberg
Greater Regional Alliance



Rebecca Perkins
West Michigan Lakeshore



Brad Platt
Century 21 Northland



Kimberly Pontius
Aspire North



Rick Reardon
Jackson Area



Tom Renkert
Ann Arbor Area



Frank Rhames
Lenawee County



Tom Rich
Greater Regional Alliance



Stacey Ruwe
West Michigan Lakeshore



Kimberly Ryan
West Michigan Lakeshore



Kellie Sergent
Aspire North



Brit Shearer
West Michigan Lakeshore



Mike Smallegan
Greater Regional Alliance



Gene Szpeinski
Greater Regional Alliance



Penny Tarwacki
Southeastern Border



Rachael Veldkamp
Greater Regional Alliance



Steve Volkers
Greater Regional Alliance



Carol Wight-Barrett
Southwestern Michigan



Kathleen Wilson
Greater Metropolitan



Jerry Yatooma
Greater Metropolitan



Jeff Young
Realtors* Property Resource

STERLING R



James Addison
Grosse Pointe



Rich Adgate
West Central



Joseph Albring
Southeastern Border



Wendy Amstutz
Greater Metropolitan



Linda Andrew
Southeastern Border



Ryan Arnt
Southwestern Michigan



Sandra Baker
Livingston County



Robbin Barnes
Greater Metropolitan



Nicole Bartolomucci
Livingston County



Doug Beiswanger
Jackson Area



Becky Berke
Michigan Realtors*



Nancy Bierenga
West Michigan Lakeshore



Jerry Bobbitt
Southeastern Border



Lisa Bohlen
Livingston County



Scott Bohlen
Livingston County



Danielle Boote
Livingston County



Jon Bouck
Greater Regional Alliance



Joannie Bouman
West Michigan Lakeshore



Patricia Boyd
Southeastern Border



Judy Brousseau
Greater Regional Alliance



Bethany Brokaw
Lapeer & Upper Thumb



Geoffrey Brown
Greater Regional Alliance



Chad Brown
Aspire North



Dana Brown
Jackson Area



Todd Buckley
Livingston County



Paul Bunce
Greater Regional Alliance



Lauren Buttazzoni
North Oakland County



Laurie Buys
Ann Arbor Area



Kathy Byerly
Jackson Area



William Calunas
North Oakland County



Bridget Carefoot
Aspire North



Tricia Carlson
West Michigan Lakeshore



Kimberly Carns
Southeastern Border



Donna Caumartin
Greater Metropolitan



Mike Childress
Greater Regional Alliance



Peter Chirco
Greater Metropolitan



Deanna Coleman
Southeastern Border



Christopher Coscarelli
Lenawee County



William Cosgrove
Commercial Board



Collin Cote
Jackson Area



Debbie Crownover
Jackson Area



Matt Dakoske
Aspire North

STERLING R

2022 Trustees



David Dalfino
Greater Metropolitan



Lisa Damron
Battle Creek Area



Kristin Davis
Southeastern Border



Renee DeKroub
Livingston County



Robert DeVore
North Oakland County



James Dewling
Livingston County



Sue Dickinson
Greater Lansing



Jennifer Doctor
Greater Metropolitan



Lori Dolman
Greater Metropolitan



Kimberly Dunham
Greater Lansing



Ron Ellison
Jackson Area



Lisa Faber
Greater Kalamazoo



In memory of
Jim Fase
Fase Real Estate



Laura Featherston
Greater Regional Alliance



James Fett
West Michigan Lakeshore



Brooke Finlan
Greater Regional Alliance



Sam Flamont
Aspire North



Jeffrey Fletcher
Ann Arbor Area



Aaron Fox
Greater Lansing



Jodie Franklin
Ann Arbor Area



Terry Frewen
Greater Lansing



Erin Galinac
Ann Arbor Area



Scott Galloway
Greater Metropolitan



Robert Garrison
Michigan Mortgage



Kim Gibbs
Jackson Area



Jeane Gilson
Lenawee County



Debra Good
Greater Lansing



Jamie Grace
Aspire North



Beth Graham
Greater Lansing



Jay Greenwood
Greater Metropolitan



Kara Gresser
North Oakland County



Carol Griffith
Livingston County



Harry Griffith
Livingston County



Scott Griffith
Livingston County



Lori Grysen
Greater Regional Alliance



Julie Hackworth
Jackson Area



Ann Hammack
Southeastern Border



Ed Hansen
Greater Regional Alliance



Shannon Harner
Southeastern Border



Kendra Havemeier
Greater Regional Alliance



Alan Haynes
Southeastern Border



Robin Heath
Southeastern Border



Patricia Heffernan
Greater Regional Alliance



Dan Hendrick
West Michigan Lakeshore



Tracey Hernly
Greater Lansing



Fred Hetherwick
Jackson Area



Cathy Hoppough
Greater Regional Alliance



Lucas Howard
Greater Regional Alliance



David Hrick
Aspire North



Darrell Hudiburg
North Oakland County



Kitianne Hudson
Jackson Area



Karla Huitsing
Greater Regional Alliance



Kevin Hultgren
Greater Metropolitan



Wendy Huston
Water Wonderland



Angela Hyde
West Michigan Lakeshore



Lori Jaglois
Grosse Pointe



Lorraine James
Greater Metropolitan



Maureen Jarena
Clare Gladwin



Alex Jeffries
Southwestern Michigan



Luke Jeffries
Southwestern Michigan



Stephanie Jones
Upper Peninsula



Chad Jurgens
Greater Regional Alliance



Meriem Kadi
Greater Metropolitan



Stephen Karas
Aspire North



Tim Katerberg
Greater Regional Alliance



Kris Keegstra
Greater Regional Alliance



Jonathan Keller
Ann Arbor Area



Mary Anne Kennedy
Greater Metropolitan



Don King
Greater Regional Alliance



Douglas Klaasen
West Michigan Lakeshore



David Klaff
Grosse Pointe



Brian Klingel
West Michigan Lakeshore



Aris Knitter
West Michigan Lakeshore



Mary Kopicki
Greater Metropolitan



Dennis Kozak
Greater Metropolitan



Kim Laforet
Greater Lansing



Jack Lane
Aspire North



Gary Langlois
West Michigan Lakeshore



Ben Latocki
Jackson Area



Tom Long
Southeastern Border



Robert Mack
Commercial Board



Rachel Major
Greater Regional Alliance



Renee Maiburg
Mason Oceana Manistee



Lana Mangiapane
Greater Metropolitan



Leanne Marlow
Eastern Upper Peninsula



Wyatt Martin
Greater Regional Alliance



Cindy Maurer
West Michigan Lakeshore



Dawn McCarty
Southeastern Border



Duffy McClelland
Greater Regional Alliance



Marianne McCreary
Livingston County



Shane McKenzie
Livingston County



David Medendorp
West Michigan Lakeshore



Maria Mendoza Boc
Southeastern Border



Connor Miller
Aspire North



Marsha Minervini
Aspire North



Melissa Mitchell
Greater Regional Alliance



Rob Moen
East Central



Lynn Moore
Saginaw



Greg Morris
Northeastern Michigan

Chair



Chris Dean
Greater Lansing

Vice-Chair



Anthony Schippa
Greater Metropolitan

Ryan Arnt

Southwestern Michigan

Randi Brandt

Grosse Pointe

Jessica Brutzman

Aspire North

Tammy Dykema

Greater Kalamazoo

Terence Frewen

Greater Lansing

Charles Hoats

Commercial Alliance

Todd Lands

Ann Arbor Area

Benjamin Latocki

Jackson Area

Sara Lipnitz

Greater Metropolitan

Tom Long

Southeastern Border

Adam Paarlberg

Greater Regional Alliance

Kimberly Pfeiffer

North Oakland County

Elizabeth Pressler

Grosse Pointe

Stacey Ruwe

West Michigan Lakeshore

Linda Shephard

Saginaw

Rachael Veldkamp

Greater Regional Alliance

Carrie Vos

Greater Regional Alliance

Katie Weaver

Greater Metropolitan

Dale Zahn

Association Executives

STERLING R



Toni Morrison
Aspire North



Sharon Mueller
Ann Arbor Area



Ingrid Nelson
Greater Regional Alliance



Justin Oliver
Greater Metropolitan



Beau Otis
Greater Regional Alliance



Brian Ozun
Greater Lansing



Tom Paarlberg
Greater Regional Alliance



Jordan Painter
Greater Regional Alliance



Jim Papatheodore
East Central



Michele Papatheodore
East Central



Linda Pell
Greater Regional Alliance



Kevin Perkins
Aspire North



Walter Perschbacher IV
Greater Regional Alliance



Kimberly Pfeiffer
North Oakland County



Robin Pompey
Greater Kalamazoo



Ann Porter
Aspire North



Beth Pressler
Grosse Pointe



Louis Price
Southwestern Michigan



Evduza Ramaj
North Oakland County



Willie Ray
East Central



Thomas Rich II
Greater Regional Alliance



Julie Rietberg
Greater Regional Alliance



Barbara Rinck
Greater Regional Alliance



Nicole Rinks
Greater Regional Alliance



Julie Rockwell
Greater Regional Alliance



Amanda Rogers
Greater Regional Alliance



Tracy Rose
Ann Arbor Area



Mike Rundhaug
Greater Regional Alliance



Dave Ruwe
West Michigan Lakeshore



Wendy Ryder
West Michigan Lakeshore



Jason Sakis
North Oakland County



Jeff Samotis
Northeastern Michigan



Jaye Sanders
Greater Metropolitan



Elizabeth Sawicky
Upper Peninsula



Ashley Schaefer
Greater Regional Alliance



David Scheid
Greater Regional Alliance



Tony Schippa
Greater Metropolitan



Robert Schivelbein
Southwestern Border



Laura Schlecte
Jackson Area



Cheryl Schliehuber
Water Wonderland



Shelley Schoenherr
Greater Metropolitan



Jasen Schrock
Century 21 Affiliated



Rustin Scott
Greater Regional Alliance



Kristine Shacklette
Aspire North



Sue Shangle
East Central



Linda Shephard
Saginaw



Jenni Shephard-Moore
Lehiawee County



Theresa Shrader
Greater Metropolitan



Marcia Siddall
Southeastern Border



Abby Sierzputowski
Aspire North



Brooke Sines
Greater Regional Alliance



Lindsay Slagboom
Greater Regional Alliance



Jodi Smith
Greater Regional Alliance



Rick Smith
Southeastern Border



Sandi Smith
Ann Arbor Area



Taressa Sprick
West Michigan Lakeshore



Louise St. Amour
West Michigan Lakeshore



Christine Stapleton
Aspire North



Hank Steffes
Greater Regional Alliance



Sam Sterk
Greater Regional Alliance



Amanda Stickney
Greater Regional Alliance



Belle Stier
Jackson Area



Steve Stockton
North Oakland County



Bill Strauss
Envoy Mortgage



Robin Stressman
Central Michigan



Steve Stressman
Central Michigan



Dale Stuckey
Greater Regional Alliance



Stephen Stuckey
Greater Regional Alliance



Lakshmi Subbiah
Southeastern Border



David Taljonick
East Central



Nora Tan
West Michigan Lakeshore



Megan Tefft
Greater Regional Alliance



Michelle Teitsma
West Michigan Lakeshore



DeAndre Terrell
Greater Metropolitan



Lisa Thomas
Greater Regional Alliance



Kim Thompson
East Central



Jeff Thornton
Greater Lansing



Tim Todd
Greater Regional Alliance



Jessica Tucker
Greater Regional Alliance



Trevor Turner
Central Michigan



Dominic Vagnetti
Livingston County



Dawn Van Kampen
West Michigan Lakeshore



Mike VanderWoude
Greater Regional Alliance



Mark VanDusen
Southwestern Michigan



Ashley VanSloten
Montcalm County



Suzanne Voltz
Aspire North



Todd Waller
Ann Arbor Area



Eric Walstrom
Greater Metropolitan



Brad Ward
Michigan Realtors®



Diana Watches
Ann Arbor Area



Mark Webberly
Greater Metropolitan



Corey Welch
Southeastern Border



Amy Jo Weller
Greater Regional Alliance



Ken Wells
Saginaw



Scott West
Greater Regional Alliance



Brian Westrin
Michigan Realtors®



Roger Weymouth
Greater Lansing



Julie Williams
Saginaw



Wanda Williams
Greater Lansing



Rebecca Williamson
Greater Metropolitan



Angela Worth
Greater Regional Alliance



Lisa Wright
Southwestern Michigan



Ellen Wyssling
Upper Peninsula



Jennifer Yarch
Midland



Jennifer Zardus
Greater Metropolitan



Jon Zickert
Aspire North



Laurie Zokoe
Greater Regional Alliance



Michigan Realtors® Political Action Committee (RPAC) is the premier grassroots network promoting the real estate industry and the great American tradition of private property ownership. Investors in RPAC work together, statewide, impacting ballot proposals that affect our industry and promoting candidates for office that understand our business interests. Realtors® are a force with RPAC, effectively advocating for less burdensome regulation of our business and strong support of private property rights at the local, state, and federal levels.

THANK YOU FOR YOUR INVESTMENT

CORPORATE INVESTORS

Golden R

Commercial Alliance of Realtors®
 Greater Regional Alliance of Realtors®
 Jackson Area Association of Realtors®
 Northern Great Lakes Realtors MLS

Crystal R

Greater Kalamazoo Association of Realtors®
 Greater Lansing Association of Realtors®
 Mason Oceana Manistee Board of Realtors®
 Real Estate Information System of Southwestern Michigan
 Southwestern Michigan Association of Realtors®
 Upper Peninsula Association of Realtors®

Sterling R

Ann Arbor Area Board of Realtors®
 Battle Creek Area Association of Realtors®
 Central Michigan Association of Realtors®
 Clare Gladwin Board of Realtors®
 Commercial Board of Realtors®
 Delta County MLS
 Hillsdale County Association of Realtors®
 Northeastern Michigan Board of Realtors®
 Southeastern Boarder Association of Realtors®
 Water Wonderland Board of Realtors®
 WCR I-275 Corridor Network
 WCR Birmingham Bloomfield Network
 WCR East Central Network
 WCR Lake Pointe Network
 WCR Lakeshore Network
 West Central Association of Realtors®

NAR PRESIDENT'S CIRCLE

Mark Baker
 Lenawee County

Dawn Bertani
 Goose Pointe

Randi Brandt
 Grosse Pointe

Paul Bunce
 Greater Regional Alliance

Robert M. Campau
 Michigan Realtors®

Heather Davis
 West Michigan Lakeshore

Chris Dean
 Greater Lansing

Debra DeAngelo
 Greater Metropolitan

Renee DeKroub
 Livingston County

Ryan Eashoo
 East Central

Ted Edginton
 Greater Metropolitan

Daniel Elsea
 Greater Metropolitan

Debra Floor
 Southwestern Michigan

Beth Foley
 West Michigan Lakeshore

Carol Griffith
 Livingston County

James Iodice
 Greater Metropolitan

Daniel Jaqua
 Greater Kalamazoo

Alan Jeffries
 Southwestern Michigan

Roger Kopernik
 Water Wonderland

Sara Lipnitz
 Greater Metropolitan

Jane Lowell
 Greater Metropolitan

George Lucas
 Southwestern Michigan

Rodney Martin
 America's Preferred Home Warranty

John McArdle
 Greater Metropolitan

Gordon McCann
 Greater Metropolitan

John Meesseman
 Greater Metropolitan

Michel Metzner
 Greater Regional Alliance

Bill Milliken
 Commercial Board

Alex Milshteyn
 Ann Arbor Area

Dee Dee Ohara Blizard
 Greater Metropolitan

Dr. E'toile O'Rear-Libbett
 Greater Metropolitan

Rick Reardon
 Jackson Area

Gary J. Reggish
 Greater Metropolitan

Theresa Spiro
 Greater Metropolitan

Johnna Struck
 Greater Metropolitan

Bob Taylor
 Grosse Pointe

Carrie Vos
 Greater Regional Alliance

Furhad Waquad
 Greater Metropolitan

Carol Wight-Barrett
 Southwestern Michigan

Jeff Young
 Realtors® Property Resource

Dale Zahn
 West Michigan Lakeshore

All members that made a 2022 investment, including those at the Gold Circle, Silver Circle, and Century Circle levels, are recognized at www.mirealtors.com/Advocacy-Initiatives

This tribute is intended for viewing only by members. This is not a public solicitation.

GET YOUR CLIENTS CLOSER TO CLOSING.

Tell them about our **Down Payment Assistance loan of up to \$7,500.*** Combined with a Conventional, Rural Development, or FHA home loan, they can buy that home they've been eyeing. More at Michigan.gov/Homeownership or call 1.844.984.HOME

*Terms and conditions apply.

\$7,500 DOWN PAYMENT ASSISTANCE LOANS



Equal Housing Employer/Lender



MSHDA
MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY

MICHIGAN REALTORS®

ACHIEVE
Engaging Realtors® • Building Leaders

Thank You, Sponsors!

MCCLELLAND & ANDERSON®

America's Preferred
Home Warranty

MSHDA
MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY

REALCOMP
Data-driven, Results-focused MLS

Gold Star
Mortgage Financial Group

Greater Metropolitan
Association of REALTORS®

RE/MAX
of Michigan

EXIT



Who Says Less is More?



When it comes to high quality data, the latest in technology, and reliable support resources, you want *more*. Your customers and your business demand it.

And when that quarterly MLS invoice arrives, you also want to realize true value.

Let Realcomp show you the best of all MLS-worlds—built on a 29-year REALTOR® established foundation of integrity and dedication.



Real Data. Real Time. Real People.

Realcomp.MoveInMichigan.com | www.MoveInMichigan.com | [f www.facebook.com/realcompimls](https://www.facebook.com/realcompimls) | [t twitter.com/realcompmls](https://twitter.com/realcompmls)

Phone: 866.553.3003