

May 2022

DABOR Focus

THAT'S WHO WE 
REALTOR®

MAY IS:

Advocacy Month &
Asian American and Pacific Islander
Heritage Month

**ETHICS TO DO THE RIGHT THING,
EVEN WHEN IT'S THE HARDER THING.**

THE DIFFERENCE BETWEEN AN AGENT
AND A REALTOR® IS REAL.

THAT'S
WHO
WE 
REALTOR®



REALTORS® are members of the National Association of REALTORS®



Robert Marx

President

Dearborn Area Board of Realtors

How long will it last?

This crazy market has been hanging on for quite a bit! Happy sellers, frustrated buyers, and agents on both sides are pulling out their hair!

There are many predictions of what will happen in the near future. Interest rates are expected to move up slightly several times over the course of the year. Will that slow down the market?

I'm certainly not the expert, but I do try to keep a close eye on things. Seems as though the interest rate announcement has actually increased the buyer activity (trying to beat the rate increases), further putting a chokehold on inventory.

Then again, is there really an inventory problem? Homes are getting sold quickly and they are not sitting on the market very long (unless they are priced incorrectly). But the actual number of homes being sold is actually more than in recent history!

Any way you look at it, it's a great time to be in real estate! It is a chance for seasoned agents to use their knowledge on both sides of the transaction. And if you are a rookie or newer in the business, it provides an opportunity to learn quickly as many transactions are happening!

For those of us that have been around, this is just one more trend in the marketplace that will come and go at some point.

My best advice: stay focused, keep learning, and good luck!

REALTOR® Trademark

The term REALTOR® is not only a trademark owned by NAR and protected by federal law, it is also a valuable membership benefit that distinguishes members from all others in the real estate business. Watch this entertaining video to learn how members can protect the value of the mark by using it properly. Remember, a REALTOR® isn't "just another real estate agent." Being a REALTOR® means more.

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MARCH 2022

SALES

5.77*
MILLION

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MoM \downarrow **2.7%**

YoY \downarrow **4.5%**

INVENTORY

2.0 MONTHS



2.1 MONTHS
IN MARCH 2021

MEDIAN SALES PRICE

\$375,300

YoY \wedge **15.0%**

Women's Council of REALTORS®

To sign up, fill out the application below:

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Membership Application

Paying by credit card? Join now at wcr.org

Name _____

Company Name _____

Company

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I would like my mail sent to: Company Residence

NEW NETWORK - NAME TBD

Local Network you are joining _____

Association of REALTORS® in which you hold membership (All applicants must supply this information)

Type of Membership:

- REALTOR®
 REALTOR-ASSOCIATE®
 REALTOR® Association Staff
 Affiliate

REALTOR® Designations you have earned _____

NRDS ID# _____

Were you a national Women's Council member in the past 12 months? _____

Dues amount owed:

National Dues:	_____	\$140.00
State Dues:	_____	\$20.00
Local Dues:	_____	\$50.00
Total Dues:	_____	\$210.00

Method of Dues Payment

Check for \$_____ payable to WCR is enclosed

Yes! I would like to join Women's Council. Please contact me for my credit card information (to maintain a secure environment and protect your credit card data, we no longer accept credit card information on paper forms.)

Please send completed application and check to:
 Women's Council of REALTORS®, 430 N. Michigan Ave., Chicago, IL 60611

If we are contacting you for payment, you may fax this completed application to 312.329.3290 or email to wcr@wcr.org.



You can also interact with us on social media

- Facebook.com/wcrfans
- Twitter.com/womenscouncil
- Instagram.com/womenscouncil
- linkedin.com/company/women's-council-of-realtors-
- Pinterest.com/womenscouncil

Sign up at wcr.org for immediate membership confirmation. Or fill out the application.

For more information email wcr@wcr.org or call toll free 800.245.8512 M-F 8:30-4:30 CST.

Find More Benefits at wcr.org



Women's Council of REALTORS®
 430 N. Michigan Ave., Chicago, IL 60611



We are a network of successful REALTORS®, advancing women as business leaders in the industry and in the communities we serve.



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Local Support, National Strength

When you join Women's Council of REALTORS®, you tap into a whole world of concrete, powerful programs that yield tangible results for you and your business. It's all possible thanks to our unique structure, the foundation of which is our nationwide network of local and state networks. That foundation allows us to bring our members the best of both worlds: the strength and continuity of a national profile, with the responsiveness and accessibility of networks close to home. The result? The Council brings you more education, more networking opportunities and more ways to build your business than any other REALTOR® organization.

The Power of Relationships

Success in business today is achieved through positive, productive relationships. The Council provides an environment of collaboration in which members can form, build and maximize relationships for business and personal success. When members share their time, talent and experience, the industry is advanced.

Leadership

Every business, industry and community must have leaders who can see change that is needed, organize resources, and engage the hearts and minds of those around them. Through the Women's Council of REALTORS®, members develop and apply newfound leadership skills and qualities across all areas of their personal and professional lives.

Referral Center

The Find a Member database is publicly searchable. As a member you have access to the Referral Center, which provides expanded searchable information on member's areas of special expertise, industry and community involvement and leadership experience. The Center is your link to 11,000 members, who are among the top-producing, most experienced professionals in real estate. You have the ability to update your contact information, photo, cities served and areas of expertise so your Expertise Profile is always current.

Local Networks

When you become a Women's Council member, you also become a member of your local network, which regularly offers business-building opportunities like roundtable discussions, speakers, panels of industry experts, new marketing concepts and other timely and topical events. Those events complement our national network by providing face-to-face interaction with other professionals right in the community where you live and work. Find a local network in your area at wcr.org.

National Meetings and State Events

Our state networks hold events designed to expand your career opportunities, develop your skills and talents and broaden your knowledge and know-how. To build on those opportunities, we also offer a host of business-building national meetings and special events. Our Midyear Meeting and National Conference provide the opportunity for members to come together and conduct business, boost their professional knowledge and make contacts from all over the nation.

The Performance Management Network

The Performance Management Network (PMN) is the flagship REALTOR® business leadership designation. Its design gives you practical and implementable tools for your business. Diving into hot topics such as leadership, negotiating, networking and business planning, the PMN's suite of professional performance training courses are focused on keeping your business out front and on top of an ever-changing market.

To find out more about how our designation further builds your business and gives you access to an elite referral network visit wcr.org/education or contact our Education Department at 800.245.8512.

eConnect

Staying on top means staying in touch. So the Council brings you a range of valuable sources of information. Our eConnect newsletter is packed with timely, practical articles on topics like productivity, technology trends, leadership and professional growth. It also features the latest Council news and announcements. eConnect is emailed to members monthly and available online.

WOMEN'S COUNCIL BY THE NUMBERS

- \$134,470** AVERAGE INCOME OF WOMEN'S COUNCIL MEMBERS
- 250** NETWORKS DO **1,500** PROGRAMS ANNUALLY
- 54%** OF WOMEN'S COUNCIL MEMBERS DO REFERRALS THROUGH THE NETWORK ANNUALLY
- LARGEST** NETWORKS INFRASTRUCTURE IN THE REALTOR® FAMILY
- 62%** OF WOMEN'S COUNCIL MEMBERS ARE BUSINESS LEADERS IN COMMUNITY OR ASSOCIATION
- Leadership. Education. Opportunity.**
- A NETWORK LIKE NO OTHER.**
- 95%** SATISFACTION RATE AMONG MEMBERS



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ECONOMICS OF BUYING A HOME

REAL ESTATE BROKER COMMISSION STRUCTURE BENEFITS BUYERS AND SELLERS ALIKE

The current way brokerage services are paid prevents a greater cost burden that would be especially devastating for first-time and low-income home buyers.

If buyers had to pay real estate broker commissions directly, it would add **thousands of dollars** to an **already costly transaction**.



The typical American household has an average of **\$8,863** in the bank*.

That's barely more than 50% of the median down payment on a starter home, which is **\$16,100 or 7%** for first-time homebuyers**.



Since most lenders don't allow real estate broker commissions to be financed, every 1% of broker commissions that first-time buyers pay out of pocket would put their home **\$2,300** further out of reach.

*Bankrate inflation-adjusted data from the Federal Reserve 2016 Survey of Consumer Finances

** In 2020, median downpayment was 12% for all buyers, 7% for first-time buyers, (NAR 2020 Profile Home Buyers and Sellers report). Actual dollar amounts based on national median starter home price in Q1 of 2020 according to NAR Q1 First-Time Homebuyer Affordability Index

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UPCOMING EVENTS 2022

SAVE THE DATES

MAY 1-6

NAR Legislative Conference

MAY 2

Realcomp Expo

MAY 20

Free Con-Ed

MAY 30

Memorial Day Office Closed

JUNE 7

Affiliate Expo

JUNE 15

Picnic

JUNE 16

Realcomp Expo

June 26

6 Hour Con Ed

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If you are interested in volunteering for our Diversity Committee, please contact us for more information.

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Finance Committee
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**Find application at:
<https://dabor.com/wp-content/uploads/2022/03/committee-application-1.pdf>**

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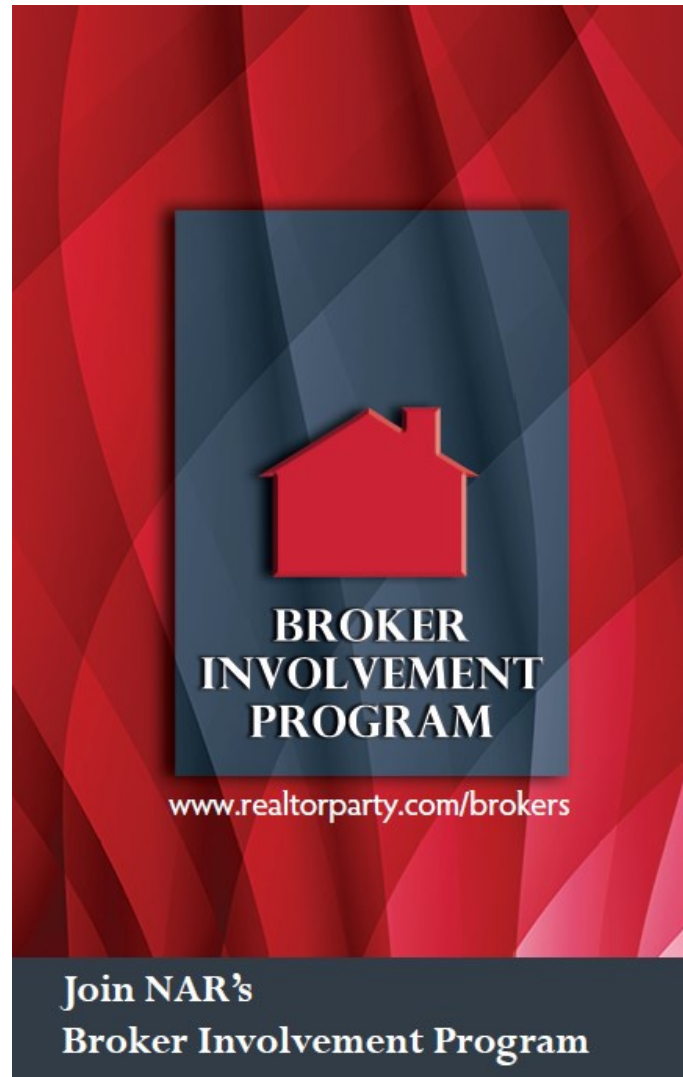


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