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A Word from Glenn

Be sure you know the real estate industry lingo. It is important for you to be fluent in real estate terminology. Periodically

The Landing Spot

Dear Mary,

It is that time of year where summer fades and fall eases in. The market is busy and we at Drake are enjoying the up turn in the market.

With the increase in business comes the increase in work load. Please, remember to send in correct and complete paper work. As an agent, it is your job to facilitate and expedite your client's contracts.

Review all your paper work and double check the you have all the required signatures and documents. If an issue arises, do not hesitate to contact us.

It is important to sign in to the Drake Database every 14 days and to stay up to date on current changes. It is your responsibility as a Drake Agent to stay informed.

[Drake Database](#)

reviewing real estate laws, terminology and changes to the industry keeps you informed and gives your clients peace of mind.
[Facebook Drake Realty](#)

Glenn
 Recommends

[Real Estate Contract Law - Addendum or Amendment](#)

[More Home Owners Warm Up to Idea of Selling](#)

[Millennials Prefer Single-Family Homes Too](#)

[Join Our Mailing List!](#)

Tips from Ed at the Broker's Desk

Contracts often need to be amended! Learn More About Amending Contracts!

If a contract already exists and you and the other party want to modify some element of it -- whether it's an addition, deletion, correction, or similar change -- an amendment is an ideal solution.

An amendment doesn't replace the whole original contract, just the part that's changed by the amendment (for example, the delivery date or the price for goods). If a contract requires extensive changes, it's generally wiser to create an entirely new agreement or, alternatively, to create an "amendment and restatement," an agreement in which the prior contract is reproduced with the changes included.

How do you define an amendment?

- When a real estate purchase agreement or contract is executed and the terms are accepted by both parties, it is a complete and binding document. Should it become necessary to change any aspect of the previously agreed-to terms, an amendment is prepared. It is a document that makes a change to the ratified contract.

When should you add an amendment to the contract?

- When the buyer would like something changed at the property
- To change the closing date
- Modify Purchase prices
- Change date when seller vacates premises and buyer can move in.

These are a few examples of when an amendment needs to be added to the contract. If you are not sure if you need to add an amendment, please contact me so you stay compliant. Don't wait until the day before closing to take care of issues with the contract. The Consumer Financial Protection Bureau (CFPB) requiring use of the new TILA-RESPA Integrated Disclosure Forms (TRID) no longer allow last minute changes to any aspect of the contract. Amendments to the contract must be handled immediately to insure all parties have these fully executed documents to meet the closing deadlines.

I am here to help you stay compliant. If you have questions, I am available to answer Agent Questions in the Marietta Office:

Monday, Tuesday, Wednesday and Friday - 10 to 2

Phone: 770-873-1566

Email: drakebroker@gmail.com

If you receive a call or e-mail from me requiring a response please respond to this request as soon as possible to ensure compliance.

TGA Mobile Tips

Never hesitate to call if you are having trouble or would like assistance. We are happy to help and have found that once we get someone through the first time, they are fine from that point on.

The direct number for TGA Mobile is 678-842-4255

**DRAKE REALTY 1ST WITH FLAT FEE COMMISSION,
AND NOW IN 2015 FIRST WITH MOBILE DEPOSITS
OF EARNEST MONEY**

CE Classes and Networking Opportunies

FREE CE CLASSES

Changes on the Horizon

Monday - August 10, 2015

1:00 PM to 4:00 PM EDT

CE Class on the Consumer Financial
Protection Bureau.

At the Donnellan Room at the Catholic Church of St. Ann.



[Click Here to Register](#)

Staying Ahead of the Competition

Wednesday - August 12, 2015

10:00 AM to 1:00 PM EDT

Please join us for a FREE CE Class sponsored by
Northwest Exterminating. The Official Wood Infestation
Inspection Report and what it means to you will one of
the topics covered in this 3 hour CE Class.

At the Northwest Exterminating Corporate Office

[Click Here to Register](#)

Networking Opportunities

First Tuesday

Hosted by Campbell & Brannon, LLC

Tuesday is an opportunity for food, fun, education and
networking with fellow agents from other companies,
lenders and attorneys.

Will be resume September 2015

[Click here to RSVP](#)

News from our Partners

If closing with one of the attorneys listed below, please contact our office for a Pay at Close form.

Campbell and Brannon, LLC

Glenridge
Phone: 770-396-8535
Fax: 770-396-8617

Buckhead
Phone: 404-504-8700
Fax: 404-504-8710

Alpharetta
Phone: 770-521-1180
Fax: 770-521-1136

Cobb
Phone: 770-321-0222
Fax: 770-321-1622

Slepian, Schwartz and Landgaard

Peachtree City - 770-486-1220

William Miller, PC

Stockbridge - 404-446-3300

Academy Mortgage: Our Preferred Lender

Academy Mortgage is Drake Realty's preferred lender. Please contact Cam or Jon to assist you and your clients with their lending needs.



Academy Mortgage is our Preferred Lender! They provided over \$5.4 BILLION in mortgage funds to clients across the U.S. in 2014. Academy Mortgage is a DIRECT Lender, providing Conventional, FHA, VA, USDA, 2nd home & Investment Loans, Refinances, and MORE. The company was founded in 1988 and has grown to 200 Branches in 47 states, and expanding.

Please contact CAMERON OR JON with ANY of your needs!!



Jon Maguire

Senior Loan Officer – The Maguire Team
FIVE STAR PROFESSIONAL Industry Award Winner (as seen in "Atlanta Magazine" 8/2013) Academy Mortgage Customer Service Award Winner – 2010, 2011, 2012, 2013

5565 Glenridge Connector, Suite 400
Atlanta, Georgia 30342
Cell: (770) 331-7500
Fax: (404) 835-9663

jon.maguire@academymortgage.com
www.academymortgage.com/jonmaguire

Apply online click "Apply Now" on webpage

NMLS ID: 204787 | GA Residential Mortgage License: 28208 | Academy NMLS #3113 | GRMA#20505



Cameron Walters

Senior Loan Officer
Academy Mortgage Customer Service Award Winner in 2014!!

5565 Glenridge Connector NE Suite 400
Atlanta, GA 30342
D: (404) 692-5833 | C: (404) 849-9608
F: (404) 692-5834 | O: (404) 574-2600

Cam.Walters@AcademyMortgage.com
www.AcademyMortgage.com/camwalters

Apply online click "Apply Now" on webpage

LO NMLS #544455 | GA State Lic #40289 |
AL State Lic #57571 | FL State Lic #22616 |
TN State Lic #544455 | SC State Lic #544455
Corp Lic #20505 | Corp NMLS #3113
Georgia, Alabama, Florida, Tennessee, and South
Carolina Residential Mortgage Licensee



Academy Mortgage is preparing to implement the important new TILA-RESPA Integrated Disclosures (TRID) that are coming on October 1, 2015!*

WHAT IS TRID?

Due to requirements of the Dodd-Frank Act, the Consumer Financial Protection Bureau (CFPB) has published revisions to Regulations Z and X (TILA and RESPA) that will create some significant changes to mortgage lending effective October 1, 2015. These TILA-RESPA changes-which Academy is calling TRID-include two new integrated disclosures: the Loan Estimate and the Closing Disclosure. These disclosure forms have been extensively tested in focus groups to assure greater clarity.



"The new TRID disclosures and other requirements are major game-changers for how we will originate and close mortgages. TRID is one of our top three Road to 1st CHOICE initiatives for 2015. We'll be ready!"

-Adam Kessler,
President,
Academy Mortgage

Loan Estimate Form

For the last 30+ years the mortgage industry has provided borrowers with a Good Faith Estimate (GFE) and an initial Truth-in-Lending (TIL) disclosure. The GFE and initial TIL forms will be combined into one new form, called the Loan Estimate. The purpose of combining the previous forms into the new Loan Estimate is to help borrowers better understand key features, costs, and risks of the mortgage for which they are applying.

Closing Disclosure Form

The new Closing Disclosure form is a combination of the HUD-1 and the final Truth-in-Lending disclosure. This form must be provided to the borrower at least 3 business days before the consummation of the loan.

Other Changes

In addition to the new forms, several rule changes and investor overlays are among the coming TRID changes.

For a brief overview of TRID, check out this short introductory video.

[Click here to watch the video](#)

WHAT'S NEXT?

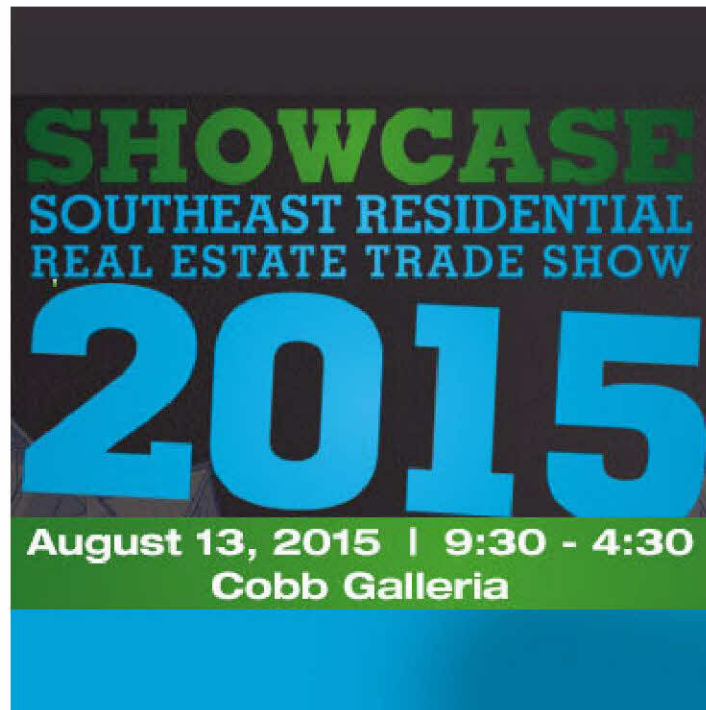
Academy is committed to preparing for TRID and will be a leader in implementing and communicating these changes in a timely manner. We have assembled a TRID project team with representatives from all areas at Academy-Sales, Production, Operations, Compliance, Marketing, Training, etc.

Watch for additional emails with more information about TRID in the coming weeks.

If you have any questions or would like to learn how to schedule a TRID presentation for your office/team, please contact me today!

Cam Walters 404-692-5833

FMLS News



Get Ready for Showcase Tradeshow 2015 at the Cobb Galleria Centre on August 13th from 9:30am to 4:00pm

This one day event is geared for those who want to better their business, use technology to its fullest, and network with the best of the best.

What's All the Fuss?

Every August, thousands of real estate professionals from across the Southeast gather together at the annual Showcase Residential Tradeshow. From 150 different industry vendors presenting their latest innovative tools to numerous educational sessions featuring nationally recognized speakers, trainers, and industry experts, there's something for everyone!

Buy Tickets to Showcase & Help Us Build a Home

Tickets are on sale now! Tickets are \$10 Early Bird when purchased before Sunday, August 9th and \$15 After/At the Door. And, all the proceeds go to building a local Atlanta family a Habitat for Humanity home!

[**BUY TICKETS HERE**](#)

We're Saying Goodbye to Fusion. Are you prepared?

Join us at Showcase, and we'll make sure you are prepared when we sunset Fusion in October. We will have our entire Help Desk onsite to help you with this transition, and lots and lots of helpful tips and tricks to assist you with the move over to Matrix. Don't miss this great opportunity to get prepared!

Win Prizes

We will be giving away prizes all day long! Win an Apple Watch, iPad minis, cash, and more!

Can You Believe This Year's Awesome Theatre Lineup?

FMLS Theatre

- 10:00 Top 10 Things To Know About Matrix
- 11:00 Branding and Taking Risks: Keynote Speaker Steve Koonin, CEO of the Atlanta Hawks and Philips Arena
- 12:00 Cloud CMA
- 1:00 Matrix Matters - Searching Tips & Tricks
- 2:00 Cloud CMA
- 3:00 Top 10 Things To Know About Matrix

The Keynote Speaker is sponsored by:

FMLS Mini Theatre

- 10:30 Cloud CMA
- 11:30 FIND
- 12:30 Top 10 Things To Know About Matrix
- 1:30 FormsPro Mobile & eSign
- 2:30 Matrix Matters- Searching Tips & Tricks
- 3:30 Cloud CMA

Professional Development Theatre

- 10:00 What's NEW with Realtor.com & MOVE
- 12:15 Market Intelligence 2015: How to power yourself for the remainder of the decade (Frank Norton)
- 1:15 Get Your Email Opened
- 2:15 Google Analytics
- 3:15 CFPB - Consumer Financial Protection Bureau Overview

The Professional Development Theatre is sponsored by:

Earn Two Free Months Of Agent Fees

Drake Realty appreciates your agent referrals!

Remember anytime you refer an agent to Drake Realty you receive 2 months of Agent Fees as our way of saying Thank You! Pass along this newsletter or information about TGA Mobile to the agents you refer to Drake Realty. Again, we truly appreciate your agent referrals.

Serving Our Agents with 8 Metro Offices

Alpharetta/Forsyth
11539 Park Woods Cir
Suite 304
Alpharetta, GA 30005
770.663.3857

Buckhead
2972 Lookout Place
Atlanta, GA 30305
404.321.3881

East Cobb/Roswell
3535 Roswell Road
Suite 4I
Marietta, GA 30062
770.565.2044

Lake Oconee
1060 Salem Walk Drive
Suite 2
Greensboro, GA 30642
706.705.4203

Lawrenceville
2775 Cruse Road
Suite 2002
Lawrenceville, GA
30044
770.925.0089

Peachtree City
602 Dogwood Trail
Suite J
Tyrone, GA 30290
678.489.7818

Stockbridge
1092 Eagles Landing Parkway
Stockbridge, GA 30281
678.829.3272

West Cobb/Paulding
2744 Broad Street
Austell, GA 30106
770.771.1446

We hope our August issue of The Landing Spot provided you with great resources. Remember, as an agent, it is your responsibility to stay up to date on changes from the Georgia Real Estate Commission and Drake Realty. The Landing Spot and the Drake Realty Database are some of many tools you can use to keep yourself up to date.

Sincerely,

Glenn, Bernie & Mary
Drake Realty

As a licensed Georgia Real Estate Agent it is your responsibility to keep up to date on changes implemented by the Georgia Real Estate Commission (GREC) and Drake Realty

Drake Realty is the first Georgia based company to use TGA Mobile. It is an App developed by TGAllison

Technologies to deposit Earnest Money received from their clients via their Smart Phone.

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Drake Realty | 3535 Roswell Rd, Suite 41 | Marietta | GA | 30062