



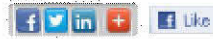
Drake Stockbridge <drakestockbridge@gmail.com>

Important News from Drake Realty

1 message

Mary Gasparini <drakereoffice@bellsouth.net>
 Reply-To: drakereoffice@bellsouth.net
 To: drakestockbridge@gmail.com

Mon, May 2, 2016 at 11:14 AM



In This Issue

Glenn Recommends
 Broker's Corner
 TGA Mobile Tips
 CE & Networking
 News from our Partners
 FMLS News
 Earn 2 Free Months Of Fees

A Word from Glenn

Do not hesitate to speak with your clients about the services available to them when using one of our preferred

The Landing Spot

Dear Mary,

A low inventory level does not mean your business can't spring forward. This a golden opportunity to connect with potential clients and past clients. Put yourself out there and open a dialog about the low interest rates you are seeing or the beautiful homes being built. You never know when someone wants to list their home or buy a new home.

Drake Database (<http://www.drakerealtydata.com/at/>) Your "user name" should be your last name unless it is a common last name, then it will be your last name plus the initial of your first name. If you have never logged into the system your password will be "password". If you get a message that there is a security certificate error, it is OK to proceed, as this web address is Drake Realty and our website is managed by Jump Line. This error occurs because of the difference in the two names. The first time you go in the Database, you will be prompted to fill out an on-line independent contractor agreement. When it asks for Social Security number, please use 000-00-0000, as Drake already has this information in a secure place. If you are changing your plan, you must still contact an office and send a hard copy of the amendment, just doing it in the database does not alert the office of this change. Once you are in the

business partners. Give your client peace of mind by recommending any of our knowledgeable business partners.

Drake Realty

Glenn Recommends

[Starter Homes May Be Coming Back, After All](#)

[Homebuilders Say Major Uptick Coming](#)

[3 Housing Trends Emerging This Spring](#)

Our Partner



[Cam Walters](#)

[Jon Maguire](#)

Our Partner



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[Drake Agent's Concierge Link](#)

[Maria Riggs - Director Of Client Relations & Marketing](#)

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770-447-5121 atlpeachmovers.com

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database, the first thing you need to do is change your password. You can then review the paperwork that has been turned into Drake Offices. Also remember to view any updated information under the Agent Policies and Procedures, Event Calendar, Broker's Corner and Newsletter headings.

IF YOU HAVE PROBLEMS LOGGING PLEASE EMAIL drakestockbridge@gmail.com WITH YOUR ISSUE.

Tips from Ed at the Broker's Desk

The inventory level is low and many clients are rushing on their purchase decision to insure they do not lose the opportunity of going binding on a perspective home. This has created many Termination and Release (T&R's) coming through the offices. A contract is not terminated until a fully executed T&R is submitted to the office. It is important to note if you are the Listing Agent you cannot put the home back to active until you have a fully executed T&R.

If you are using a GAR Form you need to send a fully executed F-83 to the office so we can move the terminated file from the open to closed file. Please note if your client is going to continue working with you to find another home, and we are holding the Earnest Money ask your client to send you an e mail stating that the Earnest Money being held for property address 3535 Roswell Rd. Marietta, GA. 30062 can continue to be held by Drake Realty for a future purchase. If you are using RE Forms please insure you submit a fully executed RE-212 and RE-263. Remember all parties must sign these documents even if you are in the inspection due diligence period.

If the attorney is the one holding the Earnest Money please follow the same procedure listed above, and also remember to send a copy to the office so we update our files and move the file from open to closed.

Properly doing a T&R on one contract prior to starting on the next contract with the same client is critical as we cannot issue a commission check if all paperwork has not been properly submitted so we can T&R the contract in our system.

If you have any questions on properly doing a T&R please do not hesitate to ask.

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.

Bank Shot Tips

TGA Mobile is now Bank Shot!!!!

If you have not done so, please update your TGA Mobile app on your smartphone. The update will convert your app to Bank Shot.

Forgotten your password? During business hours please contact the Buckhead Office or Marietta Office to reset your password. After normal business hours, please send an email drakerealty.atl@gmail.com to reset the password.

Bank Shot/TGA Mobile is saving Drake Agents valuable time. If you have not downloaded the app to your Smartphone, do so today. You can find instructions for Bank Shot Instructions in the [Drake Realty Database](#).

Please contact Mary with your questions or concerns.

More time for you and your business
 Send earnest money deposits and other checks
 to your broker securely with your mobile phone.
 Convenient * Compliant * Simple

Mary Gasparini
drakerealloffice@gmail.com
 770-365-4865

CE Classes and Networking Opportunities

FREE CE CLASSES

TBA



News from our Partners

McMichael & Gray, PC Our Preferred Attorney

McMichael & Gray, PC is Drake Realty's Preferred attorney. Please contact McMichael and Gray, PC for all your closing needs.

McMichael & Gray, PC is a preferred HUD attorney.

Please use the form linked below

[New Buyer Select Form](#)

McMichael & Gray, PC
 Main Number for all Offices - **678-373-0521**

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.

Please enjoy this quick update on what happened this week in the housing and financial markets.

Oil prices rose significantly this week as producers failed to agree on a production freeze. Higher oil prices help stocks and hurt bonds, precipitating higher rates.

Last week the lowest number of Americans filed for unemployment in over 42 years, suggesting the labor market is continuing to gain momentum.

The Fed meets next week to discuss the economy and vote on a possible policy rate increase. Economists don't expect a rate increase at this meeting though.

Home builders' confidence held steady in April, reflecting an optimistic outlook for the new homes market. A strong labor market is expected to help home sales.

Housing starts and new permits were down slightly in March but are expected to rebound. Overall, housing market fundamentals remain strong.

Existing home sales rebounded in March after being down in February. Prices rose 5.7% over last year, while sales jumped 5.1% and were up 1.5% from a year ago.

In honor of Earth Day...

Q: What did Obi Wan Kenobi say to the tree?

A: May the Forest be with you.

Rate movements and volatility are based on published, aggregate national averages and measured from the previous to the most recent midweek daily reporting period. These rate trends can differ from our own and are subject to change at any time.



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
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 Cell: (770) 331-7506
 Fax: (404) 835-9663
jon.maguire@academymortgage.com
www.academymortgage.com/jonmaguire

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 NMLS ID: 204787 | GA Residential Mortgage License: 28206 | Academy NMLS #3113 | GFMA#20505



Cameron Walters

Senior Loan Officer
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cam.walters@academymortgage.com
www.AcademyMortgage.com/camwalters

Apply online click "Apply Now" on webpage

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 TN State Lic #644455 | SC State Lic #644455
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 Georgia, Alabama, Florida, Tennessee, and South
 Carolina Residential Mortgage License



The Georgia Golf Trail has something no other state has to offer anywhere in the country, 24 top resorts that have first class golf and accommodations second to none. From the mountains to the coast, come play golf where legendary golfer Bobby Jones lived and helped build a reputation of golf history that you won't find anywhere.

Go to www.georgiagolfandtravel.com and sign up for our newsletter in top right hand corner.

FMLS News

FMLS Help Desk is Here for You!

FMLS Technical Support is available 7 days a week. That's right! That means that we work when our members do - on the weekends!

Call Center

Call **404-255-4219** or 800-505-FMLS

Monday - Friday 9:00 am - 7:00 pm

Saturday 8:30 am - 5:00 pm

Sunday 1:00 pm - 5:00 pm

Email Support

Email at support@fmls.com and feedback@fmls.com

Monday - Friday 9:00 am - 5:00 pm

Saturday 8:30 am - 5:00 pm

Sunday 1:00 pm - 5:00 pm

Live Chat Hours

Friday 9:00 am - 5:00 pm
Monday - Friday 9:00 am - 5:00 pm

And remember that [Knowledge Base](#) is always available 24/7 for learning at your own pace.

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.



**Searching for....
Independence?
Great Broker Support?
The Latest Technology?**

Your Search is Over

Drake Realty provides you the support you need to grow a strong business. We provide our agents with 24/7 Broker Support, 8 Convenient Metro Offices, and the latest and greatest Technology with TGA Mobile. Drake Realty also has created long lasting partnerships that will enhance your business.

Join Drake Today!

Call Mary at 770-365-4865



We hope our May 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

**Bank Shot developed and first used by Drake
Realty!**

**Drake Realty paving the way in Real
Estate Technology!!**

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Sent by drakerealoffice@bellsouth.net in collaboration with



Try it free today