



News and Events

that you don't want to miss!

April 2018



Broker's Corner

When a third party is the holder of the earnest money, please provide either form GAR F84A & F84B or RE215 for our file. This form was discussed extensively at the recent 2018 Contract Classes.

If you have questions please contact Mary at [770-365-4865](tel:770-365-4865) as this form is necessary to be compliant.

Insure you read these forms and understand the timeline in which the Earnest Money needs to be delivered. **Also, do not be**



surprised if a closing attorney refuses to sign this form and will not hold the Earnest Money. The form clearly states who will hold the Earnest Money if this occurs. The alternate holder will then hold the Earnest Money. Also, please note the closing attorney, and the buyers and sellers must sign this form.



Remember each Drake Agent has the option to use Bank Shot which will eliminate the need for this additional paperwork, and the chance that an attorney will not sign the form and the agent will have to then go to the alternate holder. Bank Shot eliminates paperwork and running around with Earnest Money delivery. If you aren't using Bank Shot consider using this app.

We, at Drake Realty, are continuously striving to enhance your real estate business with the latest technology. Dotloop guarantees your contracts are received by our office in a timely manner, saving you time and keeping you compliant with GREC and Drake Realty. To sign up for Dotloop services, please click the link below to email our dotloop team. If you have used or are currently using dotloop, advise our dotloop team so we can link your dotloop account with Drake Realty. Please indicate if you use GAR or RE forms.



I do want each of you to be aware we are in fact having attorneys who are refusing to hold Earnest Money so don't be surprised if this occurs. Also, the attorney now has the right to charge a fee to hold the Earnest Money.

Please insure you are following up on these forms and insuring that if an attorney did refuse to hold the Earnest Money that the alternate holder of Earnest Money is indeed in possession of the Earnest Money. Whether your side of the transaction is the holder of Earnest Money or not you as the agent are responsible to insure the Earnest Money is delivered timely per the contract.

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Remember to maintain your Georgia Real Estate License by taking the required CE Classes. Also don't forget to renew your license prior to it expiring. For more information on your GA Real Estate License you should log into GREC Online Services. Please see the link below.



Georgia Real Estate Commission
Georgia Real Estate Appraisers Board

[GREC Home Page](#)

[GREC Online Services](#)

Remember to log into FMLS and GAMLs to keep your log in active.

[FMLS Tech Support](#)

License Law Reminder of the Month

Rule 520-1-.13. Fair Housing

(1) Prohibited Representations. No licensee or agent or employee of a licensee shall represent, explicitly or implicitly, for the purpose of inducing or discouraging the purchase, sale, or rental of any real property or the listing for purchase, sale, or rental of any real property:

(a) that a change has occurred or will or may occur in the composition of any block, neighborhood or area based upon race, color, religion, sex, handicap, familial status, or national origin;

(b) that the presence of persons of any particular race, color, religion, sex, handicap, familial status, or national origin in an area will or may result in the following:

1. a lowering of property values in the neighborhood;

2. a material change in the composition of the area based upon race, color, religion, sex, handicap, familial status, or national origin;

3. an increase in criminal or antisocial behavior in the area; or

4. a decline in the quality of the schools serving the area.

See also O.C.G.A. §§ [43-40-2](#), [43-40-15](#), & [43-40-25](#).

(2) Discrimination Prohibited. No licensee or employee or agent of any licensee shall:

(a) Refuse to sell, purchase, rent or lease, or otherwise deny to or withhold any housing accommodation from a person because of such person's race, color, religion, sex, handicap, familial status, or national origin; or

(b) Discriminate against a person because of such person's race, color, religion, sex, handicap, familial status, or national origin in

404.255.4215
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the terms of the sale, purchase, rental or lease of any housing accommodations, or in the furnishing of facilities or services in connection therewith; or
(c) Refuse to receive or transmit a bona fide offer to sell, purchase, rent or lease any housing accommodation, from or to a person because of such person's race, color, religion, sex, handicap, familial status, or national origin; or
(d) Refuse to negotiate for the sale, purchase, rental or lease of any housing accommodation to a person because of such person's race, color, religion, sex, handicap, familial status, or national origin; or
(e) Represent to a person that any housing accommodation is not available for inspection, sale, purchase, rental, or lease when in fact it is so available, or to refuse to permit a person to inspect any housing accommodations, because of such person's race, color, religion, sex, handicap, familial status, or national origin. See also O.C.G.A. §§ [43-40-2](#), [43-40-15](#), & [43-40-25](#).

The topics above were discussed extensively at the recent License Law CE Class. Please insure you comply with License Law at all times to insure your business is being conducted within the rules and regulations of the Ga. Real Estate Commission.



Bank Shot

More time for you and your business

Send earnest money deposits and other checks to your broker securely with your mobile phone.

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If you are paid at table, please deposit the Drake check via Bank Shot and email the fully executed CD to drakecommdeposit@gmail.com.

Questions or concerns call
Mary Gasparini
drakerealooffice@gmail.com
770-365-4865

Bank Shot Tips

Did you know you can always have your client use the guest Bank Shot sign on to submit their Earnest Money?

Drake Agents are loving this great Bank Shot feature. No more chasing the Earnest Money Check. All you need to do is instruct them to download the Bank Shot app & give them the guest password.

The password is below:

drakerealtyguest@gmail.com



drakequest

It is also is great for when you have wire transfer request. Avoid wire transfer fees by using Bank Shot. It is as easy as downloading the Bank Shot app & snapping a picture of the check.

This will also save you the time and hassle of dealing with the closing attorney and getting the appropriate forms completed when a third party is holding the earnest money.

Bank Shot saves you time and money. Download the Bank Shot app to your SmartPhone today. Available for iPhone and Android applications. For a copy of instructions email drakestockbridge@gmail.com.



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

Visit Our Partner

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

Main Number: 678-373-0521

McMichael & Gray, PC is a preferred HUD attorney.

Please use the form linked below

[New Buyer Select Form](#)

[Drake Agent's Concierge Link](#)

[Visit our website](#)

When you close with McMichael & Gray you have the option to be paid at table. Turn the Pay at Close form in 5 day prior to closing to insure you are paid at table. If you have not received at Pay at Close form, please contact on of the Drake Offices and receive the form via email.



Deanna Matney

[Visit our website](#)

Drake Realty is Proud to partner with NewAmerican Funding, Inc.

If you need assistance with any deal, Deanna is available to you 7 days a week. Deanna has 21 years of experience and will work hard for you and your client. Do not hesitate to contact her today!

Deanna Matney
Direct: **800 450-2010 x 3040**
Cell: **770-823-7991**
Fax: **706 412-5068**
Email Deanna.Matney@nafinc.com

Understanding Closing Cost

Los 10 Puntos De Mayor Importancia

Drake Realty Partners



Welcome to Lake Blackshear. From any vantage at Lake Blackshear Resort & Golf Club, the view of 8,000-acre Lake Blackshear certainly is breathtaking. Nestled in the middle of Georgia Veteran's Memorial State Park, just a short two-hour drive from...

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Upcoming Events



If you are in need of CE Credit Hours,
please email Mary at
drakerealoffice@gmail.com

**Earn 2 Free Months for Each Referral
That Signs up With Drake
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Mary 770-365-4865**



**No Hidden Fees
Technology Driven
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Drake Realty always provides the following to all of
their agents:

- E&O Coverage
- FMLS
- Bank Shot Smartphone App
- Dotloop
- Free CE Classes
- Unlimited Agent Support
- Metro Atlanta & Lake Oconee Office Locations
- Pay at Table Option
- Premium Business Partnerships
- Ability to Change Plans without Penalty
- Board Membership Optional





Glenn



Bernie



Mary

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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.

Please Remember to Sign In to the Drake Database every 14 days to stay compliant.