



News and Events

that you don't want to miss!

February 2019



Broker's Corner

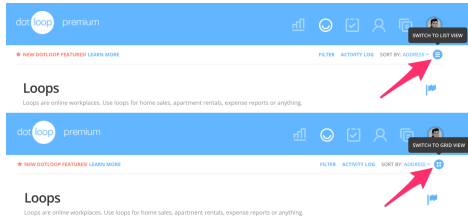
Please be aware of the requirements if you are using an Unlicensed Assistant or plan on adding one this year to your business. If you have any questions please call.

Use of an Unlicensed Assistant

If you plan to use an unlicensed assistant, Georgia Real Estate law requires that certain written agreements must be in place.

1. There must be a written agreement between you and Drake Realty specifying at least the following:
 - a. Authorization to use an unlicensed assistant.
 - b. Delineation of the duties the

Sign up for dotloop



Managing Your Loops

Your loops page is your central hub for your loops. Here you can view, manage, and edit all of your loops within your profile. On this page are many powerful tools that can allow you to completely customize your loops page!

[Read more](#)
support.dotloop.com

It is important to remember to submit all documents for review to insure to stay compliant with GREC and license law.

Drake Realty Inc | Apple Business Account

Hello, my name is Scott and I am the Account Manager for Drake Realty.

When you visit an Apple Retail Store and begin working with a Specialist on your purchase, please inform them that you work for **Drake Realty** and **provide proof of employment** along with the QR. This will ensure that the purchase gets added to the account, and when eligible, loyalty pricing is applied. If there is an issue looking up the account, you can also provide the following info..

Drake Realty Inc with the zip code 30305, or by the sale account number 18000001560581

Please note: Pricing will consist of the following off each product when eligible. Loyalty Pricing may not be available for some products.

6% off Mac

2% off select iPhone, iPad and Apple Watch

5% off iPad Touch

10% off AppleCare+ and most Accessories.

unlicensed may perform.

c. Approval of the compensation arrangement between you and your unlicensed assistant.

2. A written agreement between Drake Realty and your unlicensed assistant specifying any duties that the unlicensed assistant may undertake in your behalf.

3. A written agreement between you and your assistant specifying:

a. Any duties the assistant may perform.

b. The manner in which your assistant will be paid.

The Resources Section of the GREC School page at www.jmre.com/grec includes a printer-friendly list of tasks that can and cannot be performed by your assistant. The GAR Forms has a copy of this under Company Operations the CO4 - Agreement for Licensee s Use of a Real Estate Assistant (2019) which can be fully executed by you and your Unlicensed Assistant and sent to Drake for our records.



	Percent of All First Time (FT) Buyers	Household Income	Median Age (in years)
All FT Buyers	100%	\$75,000	32
Married Couple	54%	\$86,300	32
Single Female	18%	\$55,000	35
Unmarried Couple	16%	\$83,200	31
Single Male	10%	\$63,300	33
Other	2%	\$56,500	53

KEEPING CURRENT MATTERS

Source: NAR

First Comes Love... Then Comes Mortgage? Couples Lead...

According to the National Association of REALTORS most recent Profile of Home Buyers & Sellers, married couples once again dominated the first-time homebuyer statistics in 2018 at 54% of all buyers. It is no surprise that buying a home is more...

[Read more](#)
www.keepingcurrentmatters.com

Restrictions apply since some product are exempt from loyalty pricing

If you prefer to order a product custom, or need the product shipped to your location, please partner with Glenn Drake so he can confirm your partnership, and I will assist you with the order personally.

Please note this pricing only applies to retail purchase and orders, not Genius Bar Services.

Thank you,
Scott Shepherd
Business Expert
Apple, Avalon
avalonbusiness@apple.com
www.apple.com/avalon

QR CODE



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

License Law Reminder of the Month

Unfair Trade Practices - Part 6 February 2019

The licensee shall not engage in any of the following unfair trade practices:

Obtaining a brokerage agreement, a sales contract, or a lease from any owner, purchaser, or tenant while knowing or having reason to believe that another broker has an exclusive brokerage agreement with such owner, purchase, or tenant, unless the licensee has written permission from the broker having the first exclusive brokerage agreement; provided, however, that notwithstanding the provisions of this paragraph, a licensee shall be permitted to present a proposal or bid for community association management if requested to do so in writing from a community association board of directors.

Failing to keep for a period of three

GREC Online Services

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

FMLS Tech Support
404.255.4215
GAMLs Support
770.493.9000



FMLS Member Login



GAMLs Agent Login



FMLS - Contact Us

Contact Us Privacy Policy Terms of Use Copyright (DMCA) Notice Accessibility Notice

[Read more](#)
www.fmls.com

years a true and correct copy of all sales contracts, closing statements, any offers or other document that resulted in the depositing of trust funds, accounting record related to the maintenance of any trust account required by this chapter, and other documents relating to real estate closings or transactions or failing to produce such documents at the reasonable request of the commission or any of its agents for their inspection.

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.

dot loop Did you know Drake Realty has a Drake Dotloop Hotline?

If you have any questions simply e mail the Drake Dotloop Team at the following address:
drakedotloop@gmail.com

Call TJ on Drake Dotloop Help Desk Monday – Friday from 10 AM to 3 PM at the following number:
770-873-1566

Lulu is available for pre-scheduled training at 404-438-7115.

Agents can schedule one on one training with our Drake Dotloop Team by e mailing drakedotloop@gmail.com. A mutually agreed upon time for training will be identified.

Bank Shot Tips



Bank Shot

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

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

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

If are not using Bank Shot App, down load the app today! It streamlines your Real Estate activities and allows you more time with your clients.



Bank Shot Instructions

Bank Shot Mobile Solutions is owner developed.

Bank Shot keeps your business both compliant and convenient as you can deposit your clients check anytime keeping you in 100% contract compliance.

Bank Shot protects our agents as we are giving you a tool that is easy to use, and is time stamped. This protects you as an agent as we have a 100% trail of every aspect of your transaction.

Haven't tried Bank Shot make it one of your 2019 Goals as you strive to have your best year ever!



A Look at How Earnest Money Is Handled in Real Estate

When a buyer purchases real property, she'll typically offer deposit money to be held in escrow to indicate that she's sincere and that she intends to go through with the purchase process. This is fittingly referred to as "earnest money." The...

[Read more](#)

www.thebalancesmb.com

McMichael & Gray, PC
ATTORNEYS AT LAW

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



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

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.



Visit Our Partner

Think your buyers can't qualify? Think again!



Deanna Matney

- Rental income allowed - no equity and no landlord experience required
- One year income average allowed
- Jumbo loans - 10% down
- Qualify using cash assets only - no other income documentation required
- W2 borrowers - employee expenses not deducted
- Up to 10 financed properties allowed
- Reverse mortgages available
- No overlays - Direct seller service to Fannie Mae, Freddie Mac & Ginnie Mae
- Conventional & FHA loans - 14 business day close guarantee*

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


[Visit our website](#)

[The Time Line](#)

Top 10 Don'ts During the Home Loan Process



Drake Realty Partners



**Sapelo Hammock Golf Club
- Shellman Bluff, GA**

Shellman Bluff, GA

[Read more](#)
www.sapelohammockgolfclub.com

Visit Georgia Golf and Travel's Website

The Georgia Golf Trail Presented by Bobby Jones



Introducing Georgia Golf Real Estate

Doug Hollandsworth of Georgia Golf and Travel created georgiagolfrealestate.com to showcase Drake Realty Agent's top property listings. This website is viewed across the country and is a great opportunity for you to show off your top listings as potential clients decide if Georgia is their best relocation opportunity.



Georgia Golf Real Estate | Real Estate in Georgia

[Read more](#)
georgiagolfrealestate.com

SMARTTOURS
by VIRTUAL TOUR Co.



Virtual Tour Package

0-1500sq ft. \$150	1501-3000sq ft. \$220	3001-4500sq ft. \$340
4501-6000sq ft. \$430	6001-7500sq ft. \$550	

Exclusive Offer: Repeat customers get a FREE Zillow video walkthrough with purchase of virtual tour.

HDR STILL PHOTOS

\$50 For 1st time buyers with purchase of virtual tour.

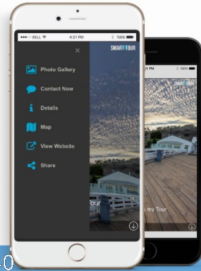
24 hour turn around for Still Photos - No extra charge

Ask about our Concierge Package

Includes:

- Unique Property Website | \$39 Value
- Zillow Preferred Placement or Google Earth Pro | \$79 Value
- Property Flyer | \$19 Value
- Social Media 360 Image | \$37.50 Value

Michelle Holloman 770-845-0540



Smart Tours by Virtual Tour Co

Michelle Holloman
Virtual Tour Company
Regional Sales Director GA
770-845-0540
Michelle.Holloman@virtualtours.company



Upcoming Events

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

FMLS CE TRAINING CLASSES

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



No Hidden Fees Technology Driven Broker Access

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

[DRAKE REALTY](#) [ABOUT US](#) [CONTACT US](#)

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.