

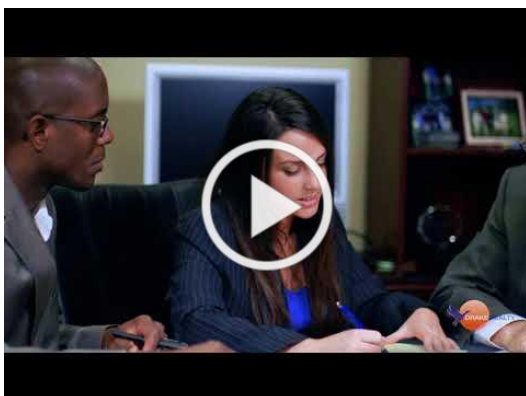


## News and Events

that you don't want to miss!

April 2019

Broker's Corner



In a seller's market which is when the number of buyers exceeds the number of available properties it's common for homes to receive multiple offers. This is a very frustrating situation for buyers and sellers as it challenging. The buyer has to make a quick decision to purchase the home, and they are competing against other buyers who want to purchase this home. Each of the buyers is as qualified to purchase the home and all are equally determined to present the best offer to be the selected offer.

Agents who want to come out as the selected offer need to look at the offer process from the perspective of the seller. The agent needs make the buyer aware of the seller's options when there are multiple offers, and

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[www.dotloop.com](http://www.dotloop.com)

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

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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

what type of offer is the seller most likely to accept?

We would like to think that all buyers who make an offer are on an even playing field, but agents know this is not the case as each buyer has a unique situation. The buyers have different financing options or are paying cash. Some buyers have to put a contingency down, and other buyers can't close quickly due to a lease they are finishing. Also, there is not a rule that exists that says a seller must give all offers the same amount of consideration if a seller gets an offer they like the seller can accept that offer right away.

When your client is in a multiple offer situation the seller typically handles the situation by either accepting the most favorable offer, countering all offers to give all a chance to present the best price and terms, or counters the offer closest to the price and terms of the listed property.

What makes a buyers offer stand out? All cash offers certainly stand out as the seller does not have to worry about a financing issue.

The terms of the sale are important as well as the buyers terms can help make the offer appealing to the seller. Insure the offer is sent with a pre-approval letter that covers the loan amount of the home to be purchased. Keeping the days of due diligence as short as possible while still completing all necessary inspections, working with the sellers closing time table. The buyer's agent can ask the Listing Agent if the seller wants a short or long window based on the sellers personal situation.

It's important for your buyer to understand that they usually will not have the opportunity to be presented a counteroffer. The seller has no obligation to send out counter offers. Therefore, you should insure the buyer submits their highest and best offer the first time they present an offer. In some

10% off AppleCare+ and most Accessories.  
\*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](mailto:avalonbusiness@apple.com)  
[www.apple.com/avalon](http://www.apple.com/avalon)

QR CODE

instances offering over asking price could be a strategy for the buyers offer to be selected. Insure the buyer understands what it means to go over list price. Will the home appraise, and if it does not how do the buyer and seller handle that situation? Insure the buyer is communicating with the lender to insure the buyer is presenting a competitive yet realistic offer.

Multiple offer situations are difficult for all parties involved, but insuring the buyer and seller have been given guidance by their respective agents on how to best approach this situation will keep the process as manageable as possible for all involved.



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

### Rule 520-1-.04 Obtaining a Salesperson and Broker License continued from previous newsletters

Application process continued.

#### 5)Application Deadlines.

(a)

Any person who has taken the community association manager's examination and successfully passed the examination and any person who has taken the salesperson's examination and successfully passed the examination must make application for an active or inactive license within three months from the date of the examination taken, or after three months, must pay a fee equal to two times the original application fee. Any person who fails to activate a community association manager's or a salesperson's license by making application

## 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

As of May 1, 2019, the FMLS compulsory listing area will expand to include Rockdale and Newton Counties.

Did you know FMLS enables nearly 12 million views of listings monthly across 100's of real estate websites? This expansion will increase your listing exposure with the inclusion of Rockdale and Newton in our compulsory listing area comprised of the following counties: Bartow, Barrow, Chattooga, Cherokee, Cobb, Dawson, DeKalb, Douglas, Floyd, Forsyth, Fulton, Gordon, Gwinnett, Hall, Haralson,

therefore within twelve months from the date of the examination taken must retake the examination. In addition to passing the qualifying examination, an applicant who applies for a community association manager's license must submit evidence of successful completion of the Community Association Manager's Pre-license Course (or an approved equivalency as set forth in Chapter 520-2) and an applicant who applies for a salesperson's license must submit evidence of successful completion of the Salesperson's Pre-license Course (or an approved equivalency as set forth in Chapter 520-2).

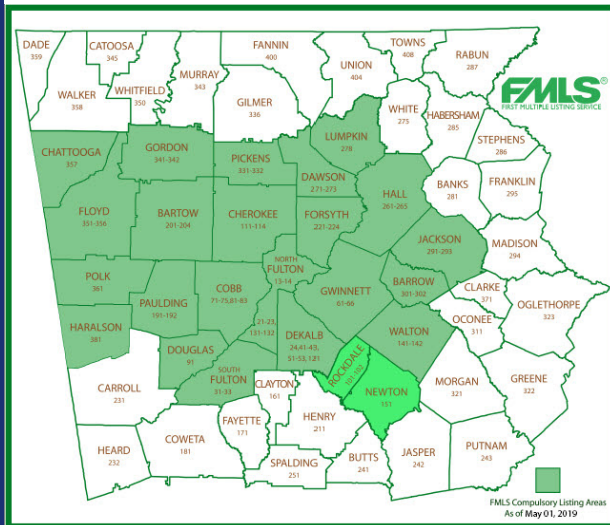
(b)

Any person who has taken the broker's examination and successfully passed the examination must activate a broker's or associate broker's license by making application therefore within 12 months from the date of the examination taken, or after 12 months must retake the examination. An applicant must show proof of having held a license in active status for at least three years of the five years immediately preceding the filing of an application to become a broker or an associate broker. Applicants whose prior active licensure was in a licensing jurisdiction other than Georgia must present an original certification of licensure from that licensing jurisdiction; and if the applicant was a broker in that licensing jurisdiction, the applicant must present an original certification of licensure of the firm or firms the applicant served as broker. The certification of licensure must have been issued no more than twelve months prior to the applicant's making application.

The topics above were discussed

Jackson, Lumpkin, Newton, Paulding, Pickens, Polk, Rockdale, and Walton.

Please remember FMLS Rule 3 states that all improved and unimproved real estate (with the exception of commercial or industrial property) listed for sale under an exclusive right to sell contract with a Principal or Associate Member must be listed with FMLS if it is located in a compulsory listing area.



### FMLS - Contact Us

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

[Read more](http://www.fmls.com)  
[www.fmls.com](http://www.fmls.com)



**Did you know  
Drake Realty  
has a Drake**

**Dotloop Hotline?**

**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.**

## dotloop News

Information below is from our Customer Service Team at Dotloop!

Please find our most recent updates/improvements to the new UI below (these are already live):

As a user, I want a compact list view as a third view option

**Goal:** Users are requesting a much more compact version of my loops view. This would be a third view.

**Solution:**

- *Who will see the change?*
  - All user on My Loops page.
- *What will they see?*
  - A new option “compact View”
  - This will result in more loops appearing on the page.

As a user, I want the saved filter groups to take up less space in the filter menu

**Goal:** We have heard, and I also believe, that the saved filter groups are extremely useful but they take up too much space. The main culprit is the description.

**Solution:** Reduce the space used by the saved filter groups.

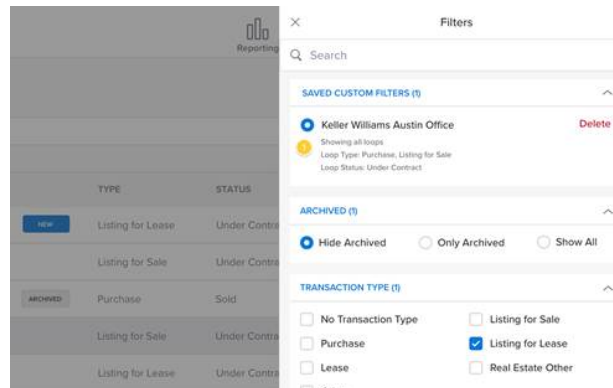
- Collapse the description by default within the saved filters.
- Collapse the saved filter section within the filter menu by default
- Move up the delete action to make each filter group a bit

If you have any questions simply e mail the Drake Dotloop Team at the following address:  
[drakedotloop@gmail.com](mailto: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](mailto:drakedotloop@gmail.com). A mutually agreed upon time for training will be identified.



## 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 Settlement Statement to**  
[drakecommdeposit@gmail.com](mailto:drakecommdeposit@gmail.com).

Questions or concerns call  
 Mary Gasparini  
[drakerealloffice@gmail.com](mailto:drakerealloffice@gmail.com)  
 770-365-4865

If are not using Bank Shot App, down load the app today! It streamlines your Real Estate

## Bank Shot Tips

### Bank Shot Instructions

Bank Shot is a compliance tool that makes it very easy to insure Earnest Money is deposited within the agreed upon time as stated in the Purchase and Sale Agreement.

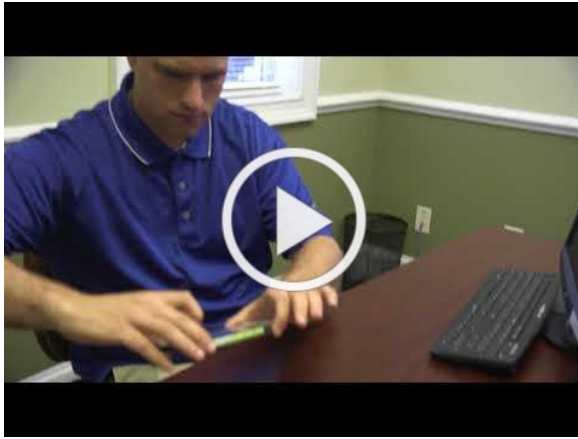
We have a convenient guest sign on that your client can utilize to submit their earnest money. Your client only needs to download the Bank Shot App and log on with the guest user id and send their earnest money to Drake.

The guest sign on is as follows:

[drakerealtyga@gmail.com](mailto:drakerealtyga@gmail.com)  
 drakeguest

We appreciate the agent sending an e

activities and allows you more time with your clients.



mail to [drakemarietta@gmail.com](mailto:drakemarietta@gmail.com) advising us that the Earnest Money is on the way if the contract has yet to arrive at the office so we know how to properly receive the earnest money into our system.

If you have any questions or concerns do not hesitate to ask.

Remember Bank Shot is easy to use and insures you stay compliant during the contract process.

**McMichael & Gray, PC**  
ATTORNEYS AT LAW



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.

 **newamerican**  
FUNDING

### Visit Our Partner

***Think your buyers can't qualify? Think again!***

- Rental income allowed - no equity and



Deanna Matney

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

Visit our website

The Time Line

Top 10 Don'ts During the Home Loan Process

- 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\*



### Drake Realty Partners



### Georgia Golf & Travel Founder meets with Georgia's Top...

Georgia Golf & Travel Founder, Doug Hollandsworth, over the last few months has been busy meeting with some of Georgia's top elected officials to relay what is going on with Golf Tourism in Georgia. Hollandsworth is always looking to tell the...

[Read more](#)  
[app.scsend.net](http://app.scsend.net)

## The Georgia Golf Trail

Presented by Bobby Jones



Visit Georgia Golf and Travel's Website




## Introducing Georgia Golf Real Estate

Doug Hollandsworth of Georgia Golf and Travel created [georgiagolfrealestate.com](http://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](http://georgiagolfrealestate.com)




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### Congratulations to Andrea Hogan

## ACHI MAGAZINE

3rd Annual Awards Tour | Atlanta (Spring 2019)



### PUBLIC SERVICE OF THE YEAR



CONGRATS NOMINEES | TAG IMAGES WITH #ACHIMAGAZINEAWARDS  
Tickets are BUY 3 Get 1 Free - [www.ACHIMagazine.com](http://www.ACHIMagazine.com)

## ACHI MAGAZINE

3rd Annual Awards Tour | Atlanta (Spring 2019)



### COMMUNITY LEADER OF THE YEAR



CONGRATS NOMINEES | TAG IMAGES WITH #ACHIMAGAZINEAWARDS  
Tickets are BUY 3 Get 1 Free - [www.ACHIMagazine.com](http://www.ACHIMagazine.com)



## Upcoming Events

If you are in need of CE Credit Hours, please email Mary at [drakerealoffice@gmail.com](mailto:drakerealoffice@gmail.com)

**FMLS CE TRAINING CLASSES**

### Drake Office Holiday Closures

April 19th - Good Friday

**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.