



## News and Events

that you don't want to miss!

June 2019

Broker's Corner

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It is important to be aware of Residential Real Estate Seller Disclosure Law in Georgia as a licensed Real Estate professional. Prospective homebuyers have a lot to take into consideration when they are searching for a home. They have to decide where they want to live, how far their daily work commute will be, what schools do they want to attend, and what type of home they want to purchase. Each home buyer is unique. Some enjoy fixing a home up, and others want the home in pristine condition when they move in to their new home. One thing that all homebuyers want is that they do not find a defect in

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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

10% off AppleCare+ and most Accessories.

\*Restrictions apply since some product are exempt from loyalty pricing\*

their new home that was not disclosed by the seller at the time of purchase.

Under Georgia law, home sellers are required to disclose any known defects to potential homebuyers. While sellers want to sell their home at the highest possible value, it's best to fully disclose any known defects and answer questions truthfully to avoid a future potential lawsuit. In Georgia a residential real estate "Failure to Disclose" case can arise when a seller covers up a problem in an effort to sell the property for more than it's worth.

Both the GAR Contract and the RE Contract have seller's property disclosures that most owner occupants fill out. This is the form where sellers disclose information and issues about their home. Types of defects that should be included on a disclosure statement include some of the following items:

- Termite damage
- Mold problems
- Foundation issues
- A leaky basement or roof
- Defects with major systems (such as the HVAC system)

Even with a detailed seller disclosure in place buyers should always have a home inspection of the property done, and investigate all items the inspectors has pointed out as needing further review.

Overall, sellers should be well aware the lack of proper disclosure can result in a lawsuit after closing takes place. Sellers



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  
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[avalonbusiness@apple.com](mailto:avalonbusiness@apple.com)  
[www.apple.com/avalon](http://www.apple.com/avalon)

QR CODE

can prevent accusations of fraud or misrepresentation by erring on the side of caution and fully disclosing any potential issues to the perspective home buyer. Agents need to make their seller aware of the importance of honestly and accurately filling out the sellers disclosure.



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.



[GREC Home Page](#)

[GREC Online Services](#)

## License Law Reminder of the Month

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

**Application process continued.**

7)  
**Criminal History Report. No more than 60 days prior to making application, each candidate for licensure or applicant for a license or an instructor approval shall obtain, at the expense of the candidate for licensure or applicant, and attach to the application for licensure or approval:**

(a)  
**a certified criminal history report issued by the Georgia Crime Information Center of the Georgia Bureau of Investigation, indicating whether the candidate for licensure or the applicant has**

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

any record of a criminal history;

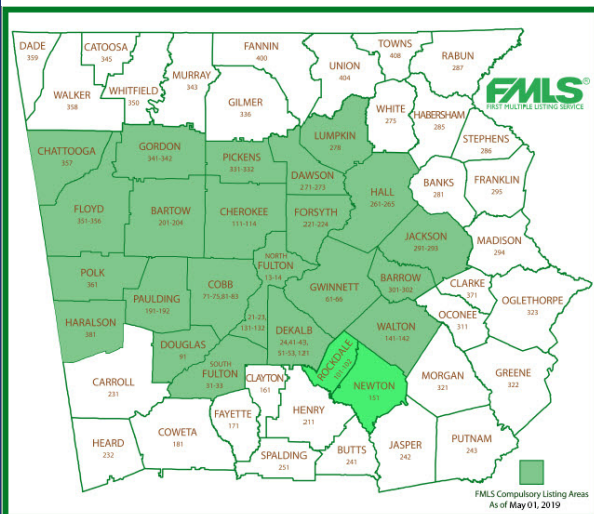
(b) for candidates for licensure or applicants for licensure who have not lived in Georgia, a certified criminal history report from their resident state, province, or territory that is equivalent to the report required in sub-paragraph (a) of this sub-section.

If that report indicates that the candidate for licensure or the applicant has a record in another jurisdiction, or if the applicant is unable to obtain a report as set forth in subparagraph (b) of this sub-section, the applicant must, at the applicant's expense, provide any necessary fingerprints, fees, authorization, or other requirements for the Commission to obtain a Federal Crime Information Center report from the Federal Bureau of Investigation.

(8) **Applicants with Convictions.** Whenever a candidate for licensure or an applicant reveals that such candidate or applicant for licensure has a criminal conviction, as that term is defined in O.C.G.A. Section 43-40-15(b)(1)(A), and whenever any licensee is convicted of any offense that the licensee is required to report to the Commission, such candidate for licensure, applicant, or licensee must supply to the



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.



**Commission a certified copy of:**  
**(a)**  
**the citation, accusation, information, or indictment that led to the conviction; and**  
**(b)**  
**a certified copy of the sentence.**

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.



### 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?**

**If you have any questions simply e mail the Drake Dotloop Team at the following address:**

## dotloop News

### **What Is dotloop?**

Dotloop is an online workspace that connects everyone and everything needed to complete a real estate transaction in one place. Dotloop allows you and your agent to edit, complete, sign and share documents without ever needing to print, fax or email.

### **Why should you use dotloop?**

Dotloop will allow you to sign and/or complete documents on the go. Contact the Drake dotloop

[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.

team [drakedotloop@gmail.com](mailto:drakedotloop@gmail.com) if you need to get your account started. Dotloop will also function as secure storage for your important documents. dotloop is similar to other cloud based services, allowing you to access your account, and everything in it, from virtually anywhere. You no longer will have to e mail files to the office as you can share your files with a click of the mouse. If you are not using dotloop contact the dotloop team and they can provide the assistance you need to get started.



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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

[drakerealoffice@gmail.com](mailto: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 Tips

### Bank Shot Instructions

- Are you using Bank Shot to deposit only Earnest Money?
- Did you know you that you can deposit your commission check via Bank Shot and have it mailed directly to you?
- Are you waiting for your client to bring the Earnest Money check to you?
- Did you know that your client can download the Bank Shot app and deposit Earnest Money as a guest?





Start using all that Bank Shot has to offer today and enjoy more of your summer.



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.



### Visit Our Partner

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

- Rental income allowed - no equity and no landlord experience required
- One year income average allowed
- Jumbo loans - 10% down



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

- 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

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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)



Drake Offices Closed: July 4th & 5th

## Upcoming Events

**FREE 3 Credit CE -  
The Good, The Bad  
& The Ugly**

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



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.