



## News and Events

that you don't want to miss!

### August 2019



### Broker's Corner

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Real Estate is constantly changing and you need to insure you are reading current articles and publications, and taking appropriate Continuing Education classes to keep up with the industry.

It is interesting how each changing trend effects our industry especially buyers and sellers. For instance what does the higher price home sale mean for a seller, and what does the higher price home sale mean for a buyer?

The seller is very excited to see a price increase as this means a higher profit. The negative side of the price increase is that some buyers are being pushed out of the market due to the price of homes increasing.

Sign up for dotloop



### Complete Video Guide to Get Started | Dotloop

Learn how to use dotloop at your own pace with this complete, step-by-step video guide. From how to set up your account to creating document templates.

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

What does this mean to the Real Estate Agent? This means you have to be very aware of your competition, and you need to communicate to your client what they need to do to their home to make it stand out. Insure you have saved searches in the area of the surrounding neighborhoods so you are aware of new active listings, price decreases, and homes going under contract so you can effectively communicate with your seller. You have to insure you list the home at the right price as soon as it hits the market. The marketing of the home needs to stand out. Insure you use the best photographer to photograph the home. If your clients have pets insure the home does not smell like pets, and that they have a plan to keep the pets away from potential home buyers so they can focus on the home. Have the seller's disclosure and the community association disclosure available for potential clients to review so they have an understanding of the home. Insure the home is clutter free, inviting, depersonalized, and free of odors. Insure you are reaching out for feedback to share with your seller on each showing. You and the seller are a team communicate and work together so you can maximize the sale of their home.

The buyer must know exactly how much home they can afford in a market where home prices are increasing. The buyer must work closely with a loan officer so they understand what financial commitments they must make when they actually find a home and go under contract. It is very tempting to a buyer to start looking above their price range, but this is a tactic that will backfire on the buyer. The buyer must commit to only look at homes in the price range that is within their budgeted amount. The buyer should not rush into a home purchase and not get caught up in the hype of highest and best as often a buyer can

5% off iPad Touch  
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



make a bad decision as they feel  
rushed, and that they will never find  
their perfect home. The buyer can  
take the stance that if they haven't  
found a home after a search that they  
can continue to save and increase  
their down payment. The buyer can  
reevaluate what they have been  
searching for in a home and decide if  
they are willing to give up some nice  
to have items that they once  
considered must have items. The  
agent can offer suggestions such as  
look for the least expensive home in  
the best neighborhood they can  
afford, and commit to purchase this  
home and do upgrades to the homes  
as their budget increases over  
time. The agent can also suggest that  
the buyer expand their search and go  
a "little farther out" so they get more  
home for the money.

As you work with buyers and sellers  
in this market remember the items  
above and don't forget that buying  
and selling a home is a very stressful  
situation that you the agent need to  
not forget that as you navigate your  
clients through this process.



Remember to maintain your  
Georgia Real Estate License by  
taking the required CE  
Classes. Also don't forget to

## License Law Reminder of the Month

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

(12)  
**Request for hearing after  
Commission Denies an  
Application. If the Commission  
denies an application for licensure  
or reinstatement of licensure after  
an applicant has met the age,  
education, and examination**

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

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

requirements as described in O.C.G.A. Section 43-40-8 and 43-40-9 and the Rules and Regulations of the Commission and has paid all required fees for the license, that applicant may request a formal hearing concerning that denial. The applicant must make that request in writing to the Real Estate Commission within sixty (60) days of the Commission's mailing notice to the applicant to the address on the application that the Commission has reviewed the applicant's application and voted to deny the application.

(a)

If the applicant does not make written application for a formal hearing within sixty (60) days the application shall lapse and the applicant may not make another application for a license without again standing and passing any qualifying examination that may be required for that license and paying any required fees.

(b)

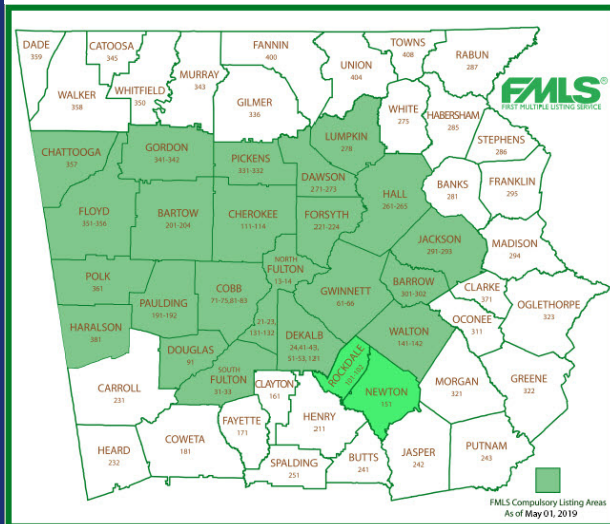
If the applicant makes written application for a formal hearing within sixty (60) days and is granted the opportunity for a formal hearing and the Commission affirms its denial of the application, the applicant may not make another application for a license without again standing and passing any qualifying examination that may be required for that license and paying any required fees.

(13)

**Military Spouses and Transitioning Service Member Applications. Effective July 1, 2017, military spouses and transitioning service members may qualify for expedited processing of any license application submitted to the Commission by showing that the applicant is a military spouse or transitioning service member**

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.

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](#)

and that the applicant has paid the fee and meets the requirements for a license under the law and rules for the type of license for which the applicant has applied.

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.

## dotloop News

When editing your documents in dotloop, there are quick easy steps to follow. Below are links to dotloop's agents support page.

[dotloop Document Editor Hot Keys](#)

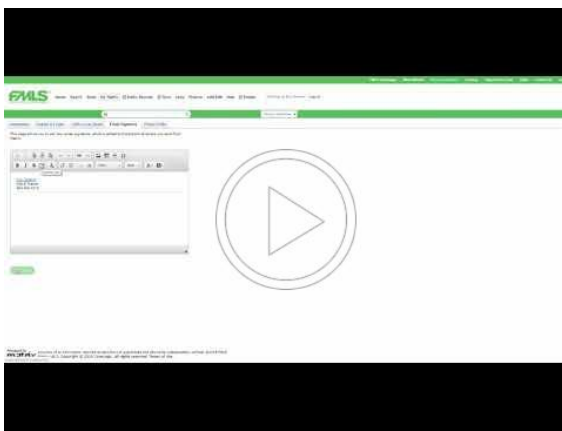
[dotloop Document Editor](#)

[dotloop Training Videos](#)



Did you know  
Drake Realty  
has a Drake

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



## Dotloop Hotline?

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

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.*  
**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](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

## Bank Shot Tips

### Bank Shot Instructions

Excellent News Bank Shot now sends notifications to the sender to advise if a check was received into the system successfully or was rejected. Bernie has worked long and hard to get this implemented so the agents know the status of their check submission.

Below is an example of the notification you will receive from Bank Shot with a successful transmission.

-----Original Message-----

From: [portal-admin@checkimg.com](mailto:portal-admin@checkimg.com) <[portal-admin@checkimg.com](mailto:portal-admin@checkimg.com)>

Sent: Thursday, July 18, 2019 8:47 AM

To: Bernie Drake

the app today! It streamlines your Real Estate activities and allows you more time with your clients.



<bdrake@getbankshot.com>

Subject: Your check for 123 Smith Ave has been successfully deposited

Bernie,

To view the item, click

<<https://admin.checkimg.com/broker/item/10646>>

Below is the e mail you will receive if your check was not submitted successfully.

-----Original Message-----

From: [portal-admin@checkimg.com](mailto:portal-admin@checkimg.com) <[portal-admin@checkimg.com](mailto:portal-admin@checkimg.com)>

Sent: Thursday, July 18, 2019 9:15 AM

To: Bernie Drake <[bdrake@getbankshot.com](mailto:bdrake@getbankshot.com)>

Subject: Your check for 123 Smith St was rejected

Bernie,

Reason: Check was previously submitted for deposit. Unable to process this check.

To view the item, click

<<https://admin.checkimg.com/broker/item/10649>>

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Please call 678-842-4255 if you need further assistance.

If you are not using Bank Shot download the app today and get on board so you are always compliant on your Earnest Money deposits, and you submit commission checks as soon as you close!

Call any office with questions Bank Shot makes the best use of your time as you can deposit your checks 24/7!



### BEC'S "HOT" SUMMER FLOORING CLEARANCE & NEW ITEMS

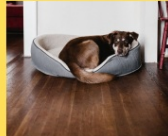
Dated: 7/29/2019



Name Brand Wood-look LVT - starting at 99c per sq.ft



\$1.49 INSTALLED!  
Incredible value on Dreamweaver and PHENIX Carpets- 5 colors available.



Name Brand Solid Hardwoods - starting at \$2.09 per sq.ft

**\*\*\*FREE ESTIMATES\*\*\***  
*within 30 miles, projects over \$750*



CONTACT: Cheryl J Fulton  
404-831-5875

Join my mailing list at: [www.becflooring.com](http://www.becflooring.com)



1000 Union Center Drive, Suite C, Alpharetta GA 30004 | p: 678-534-3365 | e: [info@becflooring.com](mailto:info@becflooring.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

McMichael & Gray, PC is a preferred HUD attorney.



**RANDALL C. MCMICHAEL**



**EDWARD M. GRAY, IV**

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](mailto:Deanna.Matney@nafinc.com)

[Visit our website](#)

[The Time Line](#)



Top 10 Don'ts During the Home Loan Process



Drake Realty Partners

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 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



## 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

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.