



News and Events

that you don't want to miss!

March 2020



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

Broker's Corner

Every industry today has to safeguard itself from cyber fraud as phishing, hacking, and wire fraud are ways people attempt to steal from others on line are occurring in every industry including real estate. Most people are aware of the basic scams or phishing e mails asking for social security numbers or sensitive bank information, and know not to do this but most don't know that cyber fraud is occurring when consumers are buying or selling a home. Cybercrimes have become increasingly sophisticated over the years and the people who commit these crimes focus on situations where large amounts of money are changing hands which makes real estate transactions an ideal target.

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

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



Designers: The Neutral Bedroom Is Out

Follow the latest style trends to stage the master retreat as a place of respite for potential buyers.

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Cyber fraud continues to be an issue of concern to buyers, sellers, agents involved in a real estate transaction. Agents must insure they educate their client that the chance for cyber fraud to occur in their transaction is real, and their client must follow all of the steps that are in place to protect them throughout the transaction. In the Georgia Association of Realtors Contract (GAR) the 2020 forms have been rewritten in both the brokerage engagement, and the purchase and sale contract in the cyber fraud section. This was done to more clearly explain how cyber fraud occurs, and how to protect yourself against this from occurring during your transaction. Agents need to insure they point the cyber fraud section out to their client and insure their client is reading and understanding this section of the contract. The 2020 GAR cyber fraud section added a limit of \$100 for claims bought against agents involving cyber fraud. This was done to protect the agent if their client sued due to cyber fraud occurring. When the form was changed in 2020 the limitation against real estate agent was put in boldface type all capital letters within the contract to insure a buyer or seller does not miss this information.

Once the agent has a property under contract this is where the real risk begins as hackers break into the e mail accounts of consumers and real estate professionals to get details about a real estate transaction. The hacker then sends an e mail pretending to be the buyer, seller, real estate agent or someone else involved in the closing process stating there has been a last minute change, and provides new wiring instructions. If this occurs the instructions sent will have the closing funds going directly into the hacker's bank account.

How does a real estate agent protect



U.S. Existing-Home Sales Declined 1.3% in January

WASHINGTON-Sales of previously owned U.S. homes sputtered in January amid high prices and limited supply. Existing-home sales decreased 1.3% in January compared with December at a seasonally adjusted annual rate of 5.46 million, the National...

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New-Home Sales Get Early Start on Spring, Soar to 2007...

As inventories of existing homes remain extremely low, more buyers may be pushed into the new-home market.

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against cyber fraud from occurring? The agent educates their client that this is a real threat and advises their client once under contract to follow the steps the attorney's office has in place to insure cyber fraud does not occur by following 100% the attorney's instructions on wiring funds to their office. A general reminder is always in order to advise your client to not send sensitive information over e mail. If sensitive information must be sent via e mail use encrypted e mail.

Also always be alert, but be particularly alert during the time the real estate transaction is occurring to not click links, open attachments, or download files in e-mails from an unknown e mail address that could contain a virus or provide a way for a hacker to access your computer.

Again a real estate agents job is to educate their client on all aspects of the real estate transaction. Educating your client on cyber fraud in the real estate industry is a critical area of the real estate transaction, and the agent has an obligation to educate their client on this aspect of the transaction.

License Law Reminder of the Month

Rule 520-1-.05 Maintaining a License- Continued from previous newsletter-Active or Inactive License

(i)

Any active licensee whose license lapses for not completing any



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](#)

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](#)

continuing education required for renewal of a license shall automatically upon paying a renewal fee become an inactive licensee and subject to the rules which govern an inactive license.

(j) Any salesperson whose license lapsed for failure to satisfactorily complete the 25 instructional hours of post-license education required by O.C.G.A. Section 43-40-8(d) may reinstate the license only as provided in that Code section. Any such salesperson whose license has lapsed for a period of time longer than five years due to a failure to complete the post-license education requirements in a timely manner and who desires to re-qualify for a license shall do so by re-qualifying as an original applicant.

(k) Any licensee whose license lapses for any reason and who then applies to reinstate that license or any licensee whose license is on inactive status and who then applies to reactivate that license shall not commence work in real estate brokerage activities until:

1. if a broker, he or she has received the broker's certificate of licensure; or

2. if a community association manager, salesperson, or associate broker, the broker with whom the licensee is affiliated has received the licensee's certificate of licensure.

(5) Notification of Legal Action and Change of Address.

(a) Every licensee shall notify the Commission in writing of the final disposition of any administrative,



GAMLS Agent Login

We want you to be the first to know.... On February 4th we are conducting a "soft-launch" of a brand new Forms, Transaction Management & Electronic Signing tool for all of our members.

Many Brokers & Agents have been asking FMLS to deliver an alternative to rDOCS. We listened and are moving forward!

The new software is called Remine Docs. We have vetted and tested them extensively and are very, very pleased with their capabilities. Remine Docs is substantially more Reliable, Modern, Faster, and Intuitive than any system we've ever seen. Remine Docs is a fully integrated part of the Remine Pro MLS system. GAR & REforms are already fully integrated. The Remine team is also building a listing upload feature so you will be able to upload listings directly to Remine, Matrix and beyond. That means your agents will no longer need to flip between different software to list & sell property. We think you will be very pleased. Here's a short 1-minute overview

video: <https://remine.wistia.com/medias/w5cdve9uyv>

On Friday, January 31st we will begin messaging all FMLS members announcing that Remine Docs will be available on February 4th. We will also include details about the Remine Docs product, training opportunities, etc. Again, this is a "soft launch" which means

civil, or criminal action filed in any court of competent jurisdiction or any administrative agency whenever that final disposition involves the subject matter of the offenses cited in O.C.G.A. Sections 16-13-111, 43-40-15, or 43-40-25. Such notice of any administrative or civil action shall be given to the Commission within ten (10) days of the conclusion of the court or administrative proceedings and shall include a copy of any final order entered by the court or agency. Such notice of any criminal action shall be given to the Commission within ten days of any conviction and shall include a copy of the indictment, accusation, and the conviction.

(b) Each licensee, approved school, or approved instructor must notify the Commission in writing within one month of any change in any such licensee's, approved school, or approved instructor's mailing address or residence address, or email address if an email address is maintained by such licensee, approved school, or approved instructor.

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



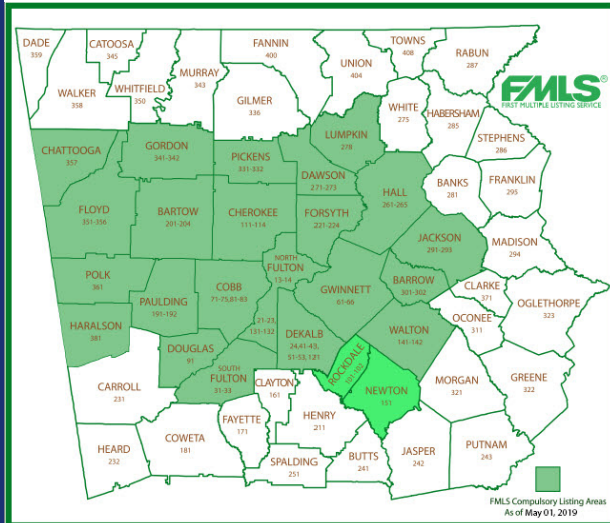
'Zombie' Foreclosures Are Rising Again

rDOCS will still be available at least through the Spring market.

Thank you for the trust you and your company place in FMLS. We look forward to introducing Remine Docs as part of our mission to deliver the very-best software and services to our members as an exclusive FMLS benefit.

Pockets of distressed properties continue to haunt certain areas, but the recent rise in vacant foreclosures is no cause for concern, economists say.

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ARC's \$173B Transportation Plan Only Scratching...

Even as Metro Atlanta's population is expected to swell by an additional 3 million residents over the next three decades, nearly 60% of the funding for the new regional transportation improvement blueprint just approved by the Atlanta Regional...

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Bank Shot Updates

Below are the changes that have been made to the Bank Shot App. See details below.

1. There has been a recent update to the Bank Shot app, if you are having an issue utilizing the app you need to do an app update.



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

Bank Shot Instructions

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
drakerealloffice@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.



2. The way you will navigate the screens is now with the bar at the bottom that says NEXT or they can still use the icons

3. On the address screen the state now is a scroll down and has to be selected rather than typed in. This is to get uniformity on the state

4. The tab on the iPhone that used to state Actors now says Contact Info. We are asking for the agent's name, buyers name, buyer's email and buyer's phone number. These are required fields and must be filled out or the transaction will not go through. Seller's information is not necessary but can be added.

5. We are asking for the buyer's information in order to have this for earnest money issues. It assists us when needing to contact the buyer on Earnest Money issues.

If you have any questions or concerns on these recent changes please contact the office for clarification.

McMichael & Gray, PC
ATTORNEYS AT LAW



RANDALL C. MCMICHAEL

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



EDWARD M. GRAY, IV

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

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](http://georgiagolfrealestate.com)
georgiagolfrealestate.com

Upcoming Events

FMLS CE TRAINING CLASSES

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



If you missed the Opendoor & Drake Realty Webinar Series, click the link above.

**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

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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.