



## News and Events

that you don't want to miss!

### April 2020

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Drake Realty Inc | Apple Business Account

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

### Broker's Corner

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The COVID-19 Pandemic has affected every aspect of our lives including Real Estate. The situation with COVID-19 is fluid and changing daily. Below is some of the most current information, and addresses how agents are working with buyers and sellers during this situation.

The most important thing each agent who is involved with either a buyer or seller is to insure the COVID-19 special stipulation is cut and pasted into your contract. Below is the COVID-19 special stip.

**COVID-19 SPECIAL STIPULATION**  
**Notwithstanding any provision to the contrary contained herein, in the event the Closing cannot occur when scheduled due to a COVID-19 related event ("CRE")**

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\*

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



### **Americans Are Still Optimistic About Buying**

Home buyer sentiment remains resilient despite the COVID-19 global pandemic, new survey results suggest.

in the closing attorney, the mortgage lender and/or the Buyer and/or Seller being unable to perform their respective obligations, then the Closing shall be postponed until 7 days after the specific event delaying the Closing has been resolved. If the Buyer or Seller is unable to perform due to a CRE, the affected party shall promptly notify the other party both of the CRE and of its resolution.

Buyer or Seller having concerns about attending the Closing or self-quarantining (in the absence of a quarantine or government ordered lockdown that specifically applies to Buyer and/or Seller) shall not excuse Buyer or Seller from attending the Closing either in-person or through a power of attorney. Buyer or Seller presently having COVID-19 shall excuse Buyer and/or Seller from attending the Closing until the party is no longer at risk of infecting others. However, in all situations where Buyer and/or Seller cannot physically attend the Closing, Buyer and or Seller shall use their best efforts to fulfill their contractual obligations through a power of attorney.

If the CRE causing the delay results in the Closing being delayed by more than \_\_\_\_\_ days from the original Closing date, then either Buyer or Seller may terminate this Agreement without penalty upon notice to the other party.

If you are a listing agent you can direct potential buyers to a virtual home tour to insure there is strong interest before an appointment is set. The listing agent can provide gloves, booties, and hand sanitizer in the home for agents and their client when the home is being shown. Don't be surprised if the Listing Agent asks you to question your clients and ask if they have been around anyone sick, been on a cruise, or visited a foreign country prior to scheduling the showing.

**Currently Open Houses are discouraged, but not restricted. Please read below. I would not offer an Open House due to the reasons below.**

Open Houses and Caravans

- Recommend NO open houses or caravans during this period
- Possible violation of local rules regarding gatherings of 10 or more people
- Unable to properly screen potential attendees
- Cannot adequately insure social distancing of 6 feet
- May create an unsafe environment because of increased risk from the

[Read more](#)  
magazine.realtor



### NAR's COVID-19 Response Hotline Available for REALTORS®

The association is rolling out a hotline number to help members with questions or concerns.

[Read more](#)  
magazine.realtor

- Visit NAR's open house resource <https://www.nar.realtor/open-house-guidance-during-covid-19>

If you are the selling agent and showing the home arrive a little early with gloves on and open all doors, turn on all lights, advise your clients not to touch anything while in the home, and insure all on the home tour practice social distancing. If you are touring multiple homes with your client insure you have your clients follow you in their vehicle, and do not get into your vehicle.

Insure you listen to daily updates and continue to review local state and municipalities updates, and follow CDC guidelines. The COVID-19 situation is changing by the minute, hour, and by the day. Each of us must make it a priority to listen to updates so we are aware of the most current information of how our industry is impacted by the COVID-19 Pandemic.



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.

## License Law Reminder of the Month

**Real Estate Testing in Georgia halted from March 20, 2020 through April 12, 2020.**

**The Georgia Real Estate Commission and Georgia Real Estate Appraisers Board have been notified that our test vendor, PSI Inc. will close all Georgia Test Centers starting Friday, March 20. No exams will be given during this period. Candidates can reschedule up to and including the day of testing at no penalty and no documentation is required.**



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

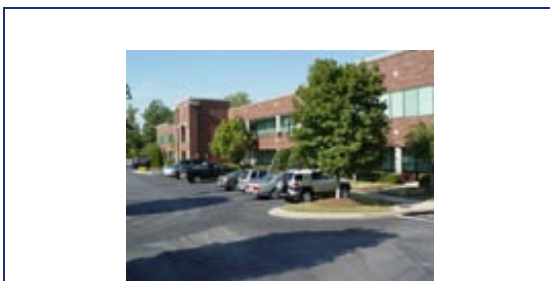
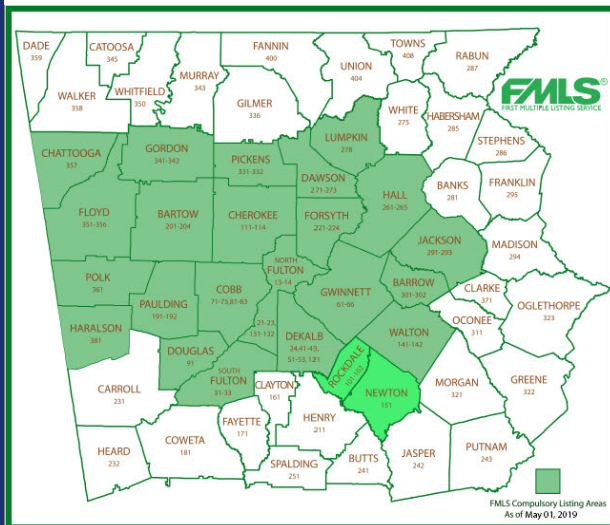
770.493.9000



[FMLS Member Login](#)



[GAMLs Agent Login](#)



**NOTE: In most cases, candidates can reschedule their examinations on-line ([www.goamp.com](http://www.goamp.com)) and they are encouraged to do so.**

**If a candidate chooses to reschedule through PSI's candidate support call center, (800-345-6559) hold times are expected to be extensive under the current circumstances. Thank you all for your patience and understanding throughout these unprecedented times. March 16, 2020 Coronavirus Update**

**Dear Customers, Due to the coronavirus, for everyone's safety we are unable to meet with you face to face. We ask that at this time you refrain from visiting our office.**

**Applications that require a fee, Background Clearancem applications, and Requests for Investigation must be submitted via mail.**

**All other applications can be emailed or faxed to us and you will find the email and fax number on each application.**

**Thank you very much for**

## FMLS - Contact Us

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

your cooperation,

## Georgia Real Estate Commission



## Bank Shot

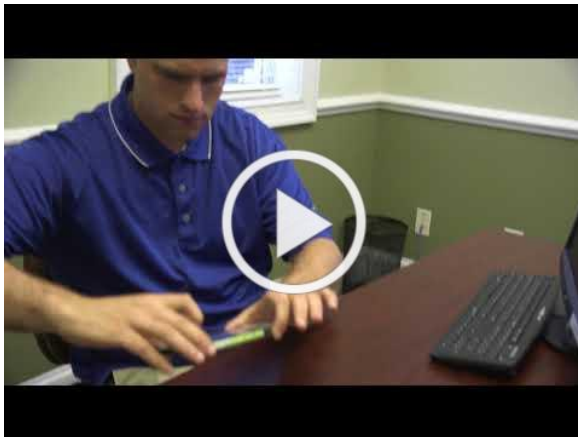
**More time for you and your business**  
Send earnest money deposits and other checks to your broker securely with your mobile phone.

**Convenient \* Compliant \* Simple**

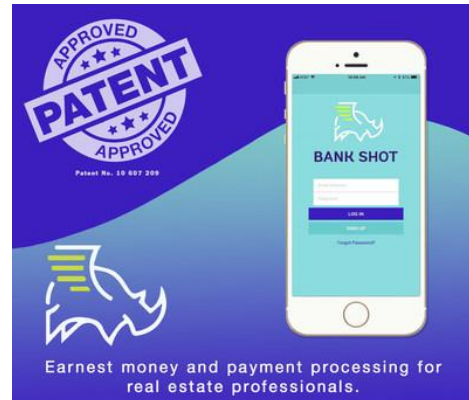
### Bank Shot Instructions

**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](mailto:drakecommdeposit@gmail.com).**

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



## Bank Shot Updates



### Bank Shot Secures Patent: Best in Class Technology for...

ATLANTA, March 31, 2020 /PRNewswire/ -- Emerging technology leader Bank Shot has received its patent today, US Patent No. 10,607,209, for their digitized mobile App (iPhone and Android), and continues to change the way realtors and title...

[Read more](#)  
finance.yahoo.com

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.



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.

# Update – Supreme Court of Georgia Order – Temporarily Suspends Physical Presence of Closing Attorney Requirement – But that is only one piece to the puzzle.

On Friday, the Supreme Court of Georgia issued an order temporarily suspending the requirement that closing attorneys be physically present with the parties while conducting a closing ([http://sbog.informz.net/sbog/data/images/State\\_Bar\\_COVID-19\\_RealEstateClosing\\_Order\\_entered.pdf](http://sbog.informz.net/sbog/data/images/State_Bar_COVID-19_RealEstateClosing_Order_entered.pdf)). Previously, in Georgia, the closing attorney's physical presence was required. This move is one-step in a two-step process allowing closing attorneys to sign the closing documents as closing attorney and notarize via a video platform. This order, however, does not authorize online notarial acts. Step two of the process is Governor Kemp authorizing online notarial acts. We are waiting on that authorization Therefore, we are halfway to video closings in Georgia. We constantly update our webpage <https://www.mcmichaelandgray.com/covid19> as new information becomes available to keep you informed and up to date on the latest real estate news.

If you should have any questions, please contact us.  
Sincerely,  
**Randy McMichael & Ed Gray**, on behalf of  
McMichael & Gray, PC

[McMichael and Gray, PC COVID-19 Dedicated Website](#)



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



**WE GOT YOUR BACK!**

We believe it is our duty to continue supporting you in selling and closing homes in this ever changing environment. You have our commitment that we will continue to find and share *innovative tools and strategies* to keep business thriving!

- VIRTUAL CLOSINGS**  
E-sign allowable on most documents and Power of Attorney for notarized documents to avoid closing delays.
- NEW CLIENTS**  
Loan Officers can serve your clients virtually through Skype, Zoom, Facetime, or Google Hangout. Available 24/7 to get the loan process going.
- CAPACITY**  
Operations team has capacity to close loans. We continue to hire processors & underwriters for the future pipeline.
- TURN TIMES**  
Our teams are all working remotely and we remain fully operational while still closing loans quickly. *Bring on the RUSH closings!*
- PROGRAMS**  
We offer unique products like our SKIP 3 for clients that are nervous about taking on a new mortgage payment.
- TECHNOLOGY**  
Virtual listing presentations and Spec home feature flyers for social media usage. *Get more listings and contracts from home.*
- VIRTUAL HOMEBUYER 101 CLASSES**  
Offering educational classes to keep momentum going for future sales.

**VIRTUALLY MEET WITH US FOR MORE INFORMATION!**

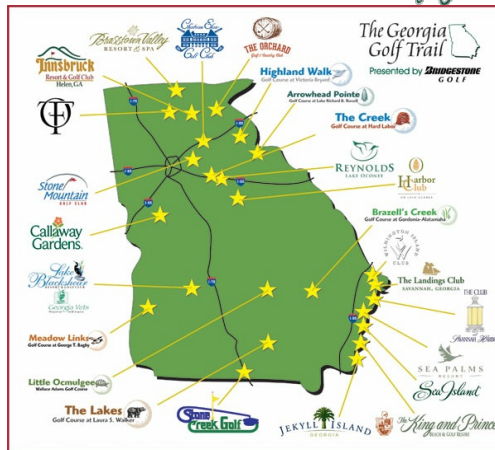


**KELLY ALLISON**  
SVP, Southeast Division  
(678) 898-3540  
Kelly.Allison@nafinc.com

**GINA SPEARMAN**  
SVP, Regional Manager  
(404) 449-4515  
Gina.Spearman@nafinc.com

Drake Realty Partners

The Georgia Golf Trail  
Presented by Bobby Jones



Visit Georgia Golf and Travel's Website



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



## Upcoming Events

### FMLS CE TRAINING CLASSES

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

### Opendoor Q&A Webinar Link

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**

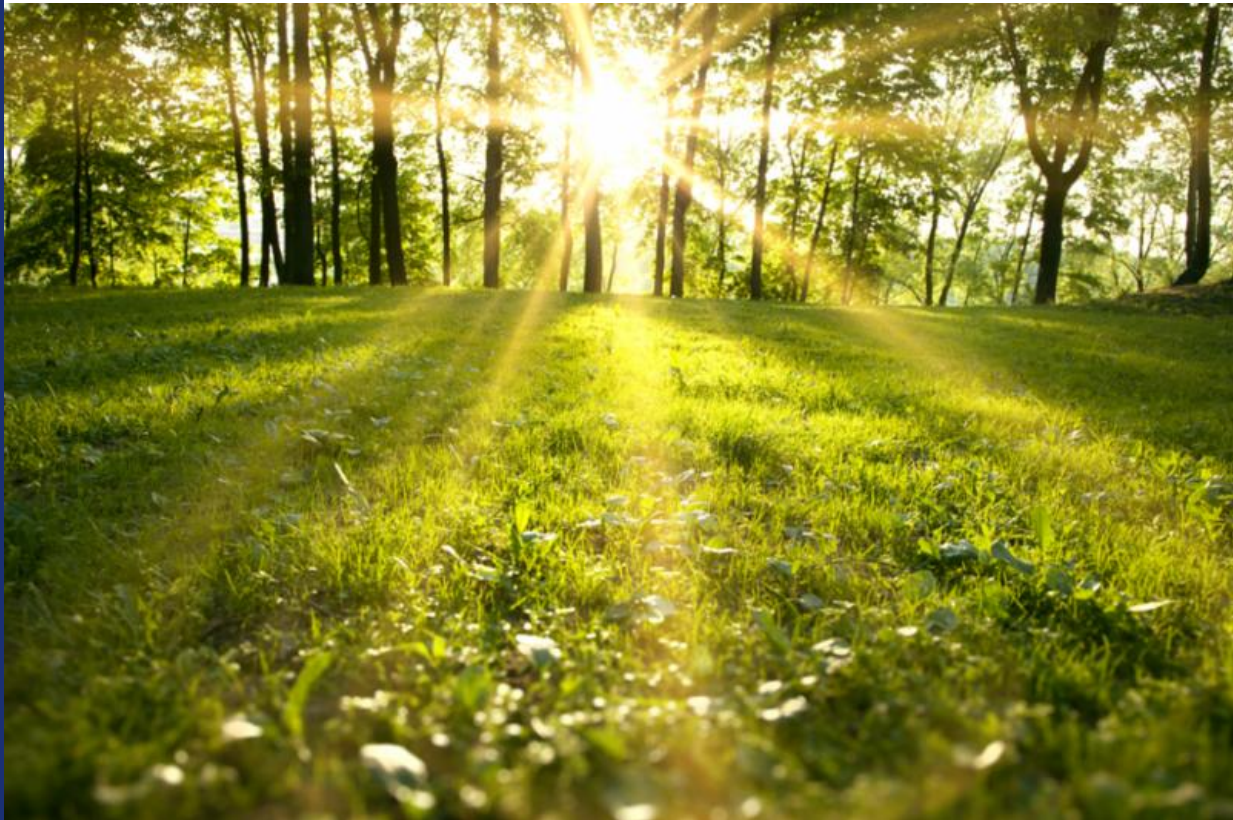




## No Hidden Fees Technology Driven Broker Access

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.