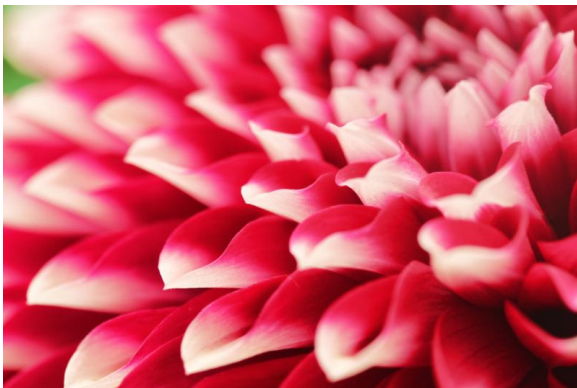




News and Events

that you don't want to miss!

May 2020



Drake Realty Inc | Apple Business Account

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

Broker's Corner

Selling a home is a process that takes times, often costs more than the seller and anticipates, and is emotionally draining on the seller during normal times. Selling a home during a pandemic adds safety concerns to the mix. Real Estate transactions are moving forward during the COVID-19 Pandemic with sellers selling homes, and buyers purchasing homes.

When listing a home it is essential that your listing has an excellent on line presence. The pictures used in

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
www.apple.com/avalon

QR CODE



After the Pandemic, Will Consumers Want Larger Housing?

Smaller homes and "microapartments" were once thought to be a trend in real estate.

your listing need to represent the home in the best manner possible, and catch the eye of the potential buyer. Virtual tours should be an essential part of your listing to drive the interest of potential buyers who are sheltering in place so they have a more in depth glimpse of your property. The virtual tour reduces the number of in-person visits to the home, and only has buyers with strong interest viewing the property in person. Potential buyers can decide they want to add a home to their list or remove a home from their list based on how the home showed on line via the pictures and the virtual tour. The virtual tour helps pre-qualify the interest of the potential buyer.

As a listing agent you need to protect your seller by taking extra precautions during showings. Open Houses are discouraged and not being conducted at this time. Sellers want to sell, but are often worried during the pandemic of having strangers in their homes. The listing agent is working with their seller to insure precautions are taken with anyone who enters the sellers home. The listing agent wants to insure potential buyers who enter the home are serious and are qualified to purchase the home. The listing agent needs to insure the potential buyer has viewed the virtual tour, and reviewed the sellers disclosure and the community association disclosure so they are aware of all property details.

The listing agent has the option of working with seller to see if they want "showing kits" in the home which may contain gloves, booties, or hand sanitizers to be used during the showing. The listing agent should advise their seller to clean and disinfect any high-touch areas such as countertops and doorknobs. The seller should leave the lights on, open doors, cabinets, and closets to limit visitor touch. The seller should wipe done after the potential buyers leave

But small-space fatigue may be settling in.

[Read more](#)
magazine.realtor

Drake Signs - Update

We are pleased to announce that we will be working with Farmer Signs, a full service Real Estate Sign Company, to provide our agents signs. Please click the link below to see your sign options and to order what you need for your marketing needs. Farmer will also ship to your home if you need this service.

<https://farmersigns.com/drakerealty/>

The contact for Farmer Signs is as follows:

2397 Church Road Atlanta, GA
30339

D (404) 799-0588

F (404) 799-7637

www.farmersigns.com



for personal protection. If the home goes under contract and the inspector and buyers should wear booties and gloves, and when the inspection is done again the seller should sanitize their home. The listing and selling agent should minimize trips to the sellers home.

When the time comes for the closing there are multiple closing options available for both the seller and the buyer. It is not a one side choose all the attorney offices are flexible and let each side choose the best closing option that works for their client's needs. Remote online notarized closings where electronic documents can be utilized in remote locations, physically attending the closing, or a mobile notary coming to the seller or buyer are available options to name a few. In today's environment non-essential parties such as the agent or lender can attend the closing via a remote means such as skype, zoom, etc, but are not encouraged to attend in person to limit the amount of individuals attending to limit contact.

Selling a home during a pandemic is doable, but is an adjustment for all involved. All parties working together sellers, buyers, agents, lenders, and attorney the goal of selling the home can be accomplished smoothly and timely.



License Law Reminder of the Month

UPDATE FROM THE REAL ESTATE COMMISSION

Although we are currently unable to work in our office because of COVID-19, we are working on a plan to return and in the meantime are working to accomplish some of your needs through email.

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](#)



[GAMLS Agent Login](#)

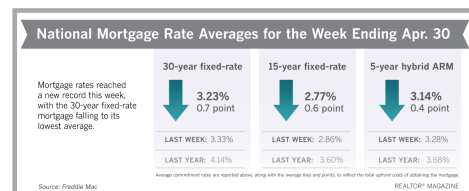
Please be patient as Georgia's 98,000 licensees and many other citizens are selecting this option. Thank you for the large number of visitors at our March Commission Meeting and the many letters and emails we received as well regarding Teams. A very productive and positive discussion was held.

The Commission voted to table the matter until the April Meeting and now the April meeting has been cancelled due to COVID-19. The Commission will take it back up at the next Commission meeting which we are hoping will be May 20, 2020.

If you have legal papers which are required to be served upon the Commission, please send an email to greccmail@grec.state.ga.us and title it "Service of Process".

Stay Safe,

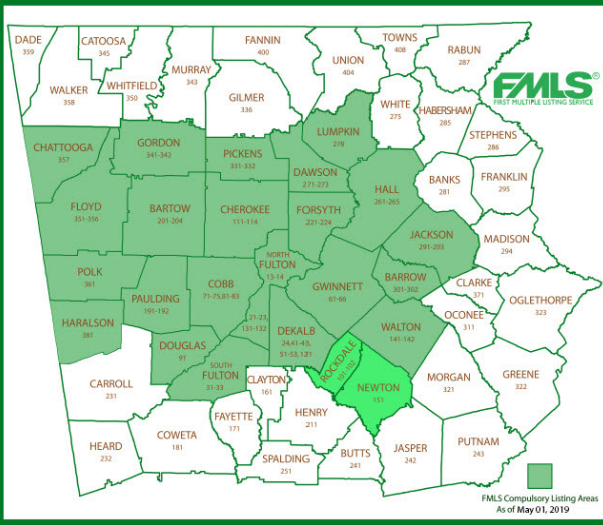
Lynn Dempsey
Commissioner
Georgia Real Estate Commission
Georgia Real Estate Appraisers Board



Mortgage Rates Dip to New Record Low

However, "it's important to remember not all people are able to take advantage of them given the current pandemic," Freddie Mac says.

[Read more](#)
magazine.realtor




current situation has become it is a bit of fortune that

Champia's Inspectors are trained in the use of **Personal Protective Equipment (PPE)**. We are "Open for Business" and rest-assured-able to handle your Inspection requirements. As a small gesture we are offering a Discount of \$50 for all Full Inspections scheduled thru May 15th. Forward the Code "VIP\$50" to your Buyers and when they call in to Schedule the Discount will be applied. *All of our Inspections include (90) Day Warranty on Structural, Mechanical, Mold, Sewer and a Limited Warranty on the Roof for (5) years.*

Regards & Stay Well!

Larry Hutson | Realtor Relations
770-953-0767 Scheduling
770-728-2326 Cell
WWW.CHAMPIA.COM



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

Bank Shot Updates



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 usage among our agents is growing by leaps and bounds daily. COVID-19 has made working remotely a reality, and Bank Shot is the final piece of navigating working remotely. Commission checks and Earnest Money checks can easily be sent through your phone, and enable you to be paid quickly. Earnest Money deposits done through Bank Shot keep you contract compliant. All of these deposits can be done easily wherever you are working.

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.

There is no need for your client to wire Earnest Money, or mail an Earnest Money check to the office as they can also download the Bank Shot app and send their check

Questions or concerns call Mary Gasparini



through the Bank Shot app.

If you are one of the agents who has not utilized Bank Shot call us today for details as you will not be disappointed in the ease of use of the app. You will feel confident that you are contract compliant when depositing Earnest Money.

Technology is 2020 Real Estate don't be left behind by not taking advantage of this FREE app that enhances your business.

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.

McMichael & Gray, PC

ATTORNEYS AT LAW



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

Visit Our Partner

McMichael and Gray, PC COVID-19 Dedicated Website

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.



Deanna Matney

Direct: 800 450-2010 x 3040
 Cell: 770-823-7991
 Fax: 706 412-5068
 Email 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!



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

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

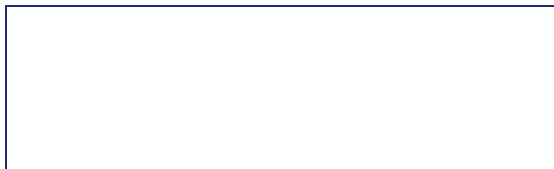
Drake Realty Partners

The Georgia Golf Trail
Presented by *Bobby Jones*



Visit Georgia Golf and Travel's Website

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

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

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.