



## News and Events

that you don't want to miss!

### June 2020



Drake Realty Inc | Apple Business Account

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

### Broker's Corner

Each of us are asked daily what do you think is going to happen with the Real Estate Market in regards to COVID 19. Have home prices dropped, is now a good time to buy or to sell my home, and will people allow me to tour their home are a few of the comments each real estate professional is being asked daily. While none of us have a crystal ball to make predictions we all can honestly say clients are buying and selling. We can state the inventory level is low making the market competitive when offers are placed on

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.

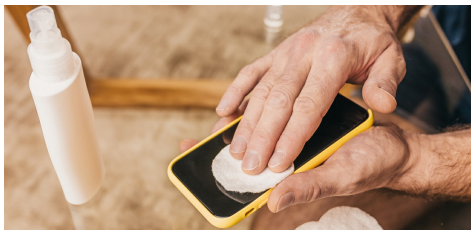
\*Restrictions apply since some product are exempt from loyalty pricing\*

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



## How to Clean Your Electronics Properly

The CDC recommends disinfecting electronics daily, and more Americans are heeding the call.

[Read more](#)

properties. Home prices do not appear to be dropping. We can share that interest rates are at an all-time low. The combination of all of these factors make it a time where clients sitting on the fence trying to determine if now is the time to buy or sell are deciding to enter the market.

What do some expert predict about COVID-19's long term impact on our industry?

It is predicted that we will see a surge in Real Estate sales this summer as people who were quarantined in their homes, apartments, townhomes, and condos are seeking new environments to live. The experts expect home prices to hold their value and not decline as sellers will not have to reduce the price of their homes as they did in the 2008 recession where home values dropped 20% to 40% of their value. Inventory is expected to remain low, and homes listed can expect offers from qualified buyers who entered the market due to the low interest rates. The first time home buyer will struggle with low inventory and tighter lending constraints. A rule book on how to navigate this age of social distancing does not exist and as a licensed real estate professional it is your responsibility to stay informed and lead your buyers and sellers through the new situations that will be encountered due to COVID-19. If an agent doesn't take the plunge out into today's changing market they will be left behind and another agent will jump in to navigate clients through this process.

Agents have to feel comfortable using video marketing to show a property even if it is not in their comfort zone as many clients would rather view a home this way currently. This is another instance of where agents must embrace technology as they will not survive without utilizing tools that are available for real estate



## Drake Signs

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](http://www.farmersigns.com)



### How Will a Recession Affect the Housing Market?

By Devon Thorsby, Editor, Real Estate | May 28, 2020, at 4:51 p.m.  
How Will a Recession Affect the Housing Market? Before the COVID-19 pandemic changed everything, many experts predicted the U.S. would see a recession at some point in 2020.

[Read more](http://realestate.usnews.com)  
[realestate.usnews.com](http://realestate.usnews.com)

professionals. These last 8 weeks have forced agents to step out of their comfort zones and utilize technology such as Bank Shot, teleconferencing, face book live open houses, virtual video tours of homes, and virtual closings. COVID-19 has allowed regulations to be loosened up to allow our industry to utilize tools and technology not available before the pandemic. The pandemic has provided the catalyst to effect real change and force agents to effectively utilize technology.

Real Estate has been slower to embrace technology but COVID-19 has forced this change to occur quickly. Agents clients will demand the use of technology and expect the agent who lists to have a strong on line presence. Digital transactions from start to finish will become the norm in Real Estate. E signature, Bank Shot, and [notorize.com](http://notorize.com) are available for agents to digitize the entire transaction process.

It is becoming apparent that urban dwellers are sending signals that they are considering moves into more spacious homes in the outlying suburbs and rural areas. 90 days ago people were leaving their car behind and moving into the city in favor of mass transportation, shops and restaurants within walking distance of their homes, but now this premise is incorrect as city dwellers are opting for the suburbs and more spacious homes. This also encompasses the fact that many will be working from home a much larger portion of their work week and want a space for a home office.

Prior to looking at a home buyers are wanting more information up front such as disclosures, virtual tours, etc. The buyer wants less human contact up front in the transaction process. By utilizing this information the buyer will eliminate homes virtually. This is not true of all buyers



as many still want to walk through the front door of a home and look, feel, and touch the home. Pre-approval letters are being asked from prior to showing a home often to insure the potential buyer is qualified to buy the home prior to being allowed to tour the home.

Our industry is going to see digital lending, notaries, and title closings become more streamlined as government regulations ease due to consumer and agent demand. Real Estate Training for agents will in many instances go virtual, and can be conducted via Zoom. I-Buyers will continue to have a presence in the market. Agents will gravitate towards agency that are technology based as they need these tools to conduct business.



### Buyer Demand Is Back As Bidding Wars Return

This time last month there were a few early signs of hope that real estate had adapted to social distancing requirements when home showings stopped their downward trajectory and slowly began to inch upward. That initial turnaround has made huge...

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

While we will continue to see many changes occur in our industry the past few months have forced change. Who knows if the experts are correct with their predictions as what has occurred during this pandemic is unprecedented and will continue to force all of us to make changes in how we conduct our daily business.



### License Law Reminder of the Month

Please do not let your license lapse due to not renewing timely. Below is the simple process of renewing your license. If you are in need of CE Hours for renewal call Mary directly and she will direct you to some cost effective Continuing Education options that can be done quickly.

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

If you have any questions on renewing your license call Mary and she will help guide you through the process.

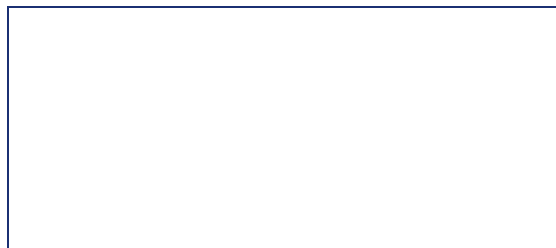
You can renew your license 24 hours a day, seven days a week, up to 120 days (4 months) prior to the renewal date. You must renew by midnight of your renewal due date to avoid lapsing and incurring a late fee.

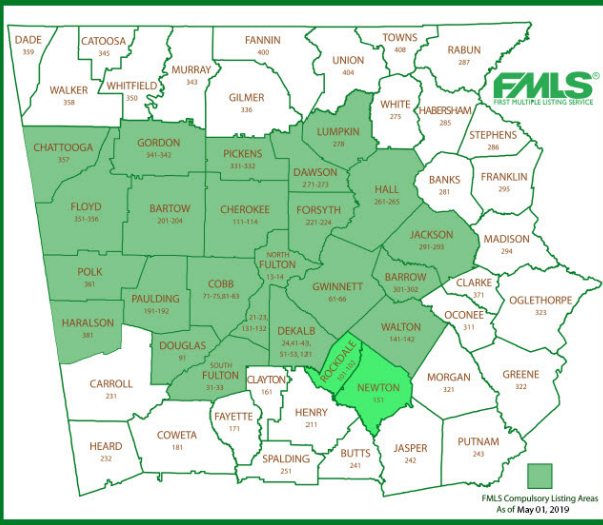
In December 2019 all individual licensee records were migrated into our new database. All licensees will need to register by creating a new User Name and Password. Your old username and password will no longer work in this new system.

New accounts will allow for the access of multiple records with a single login. This means, if you hold multiple licenses, all of your records will be accessed from this single login. For this reason, login information should NOT be shared. Instructions for Creating a New Account

If you have NOT already established an account in the new Online Services System, you will need to create a new account. To do so, follow the instructions below:

1. From the homepage [grec.state.ga.us](http://grec.state.ga.us), click on the "Login to Online Services" box on the left-hand side of the homepage. (or use the link below)
2. Click on the "Register" link to set up a new account.
3. Enter your information in the fields provided and click on "Register" button.





## 'Covid-Pricing' Hits High-Profile Homes Across U.S. And...

The impact of Covid-19 has seemingly set in motion a sudden trend of discounts at the very top of the country's most expensive real estate markets.

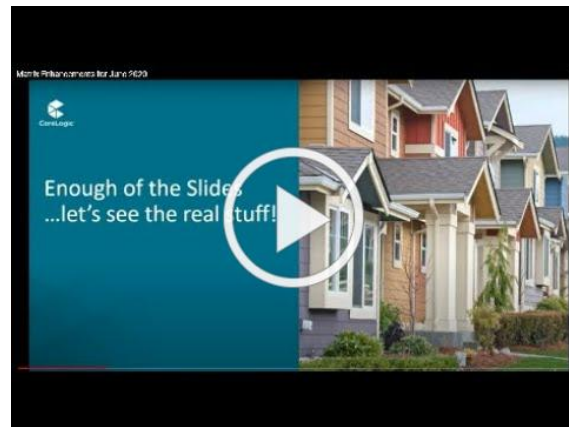
[Read more](http://www.forbes.com)  
www.forbes.com



## FMLS - Contact Us

Contact Us Privacy Policy Terms of Use Copyright (DMCA) Notice Accessibility Notice

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



## Bank Shot Updates

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 Secures Patent: Best in Class Technology for Functionality, Cybersecurity and Compliance

PR Newswire March 31, 2020  
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 companies transfer earnest money and other mobile payments.



## Bank Shot

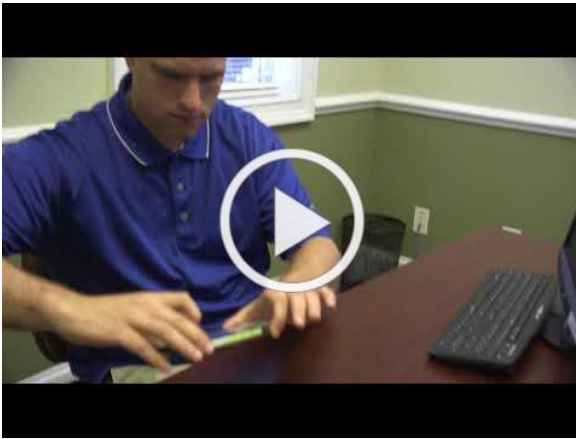
**More time for you and your business**  
*Send earnest money deposits and other checks to your broker securely with your mobile phone.*  
**Convenient \* Compliant \* Simple**

## 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





### Money Issues After a Failed Sale

Sebastian Jaramillo, a partner at Miami-based boutique law firm Wolfe Pincavage LLC, leads the firm's real estate practice group. A board-certified specialist in real estate law, he can be reached at [sebastian@wolfepincavage.com](mailto:sebastian@wolfepincavage.com).

[Read more](#)  
[magazine.realtor](http://magazine.realtor)



### Tyler Perry's Former Estate In Atlanta Sells For \$15 Million

An Atlanta estate once owned by media mogul Tyler Perry has sold for a record-setting \$15 million. The sale of 4110 Paces Ferry Road is

Bank Shot enables users to successfully complete real estate transactions via their smart phone, including earnest money and rental house deposits, real estate commissions and more, all with a simple click of a button.

Our cyber secure process confirms Check 21 standards, and is encrypted, two-factor authenticated, and rests on Amazon's Cloud. Check images are deleted automatically from the app, and not stored on any installed picture app. Bank Shot eliminates the time and cost of physically transporting checks, and with real estate-based fraud currently at an all-time high, it serves as the cyber secure solution for any digital payment. This recently patented process enables the user account holder to maintain control of the check, therefore it is not an automatic deposit. Bank Shot is the only electronic check solution that enables the account holder to review each check prior to depositing, with its *stop light* process of depositing on green, holding on orange and rejecting checks on red, the latter being the equivalent of a check torn up or never presented. This assures that no transaction takes place until the account holder decides to move forward with the deposit. Our portal enables the user to deposit into any number of accounts in one bank or in multiple banks. Bank Shot was specifically designed not to adhere to the antiquated ACH process and instead takes place digitally through this revolutionary, patented portal.

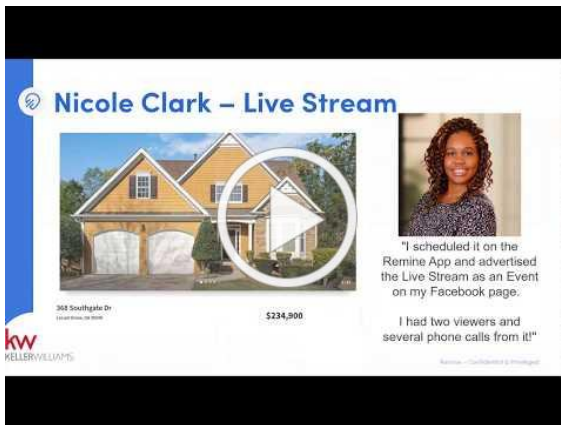
Bank Shot Founders and Co-Developers Bernardine W. Drake and Glenn Drake have filled a specialized niche with their technology breakthrough, enabling title companies, banks and realtors to provide customers with a competitive advantage in their respective industries. Simple, convenient and fully compliant, Bank Shot is the secure mobile App that provides confirmation of the transaction immediately.

"Interest in Bank Shot has exploded in the past year," says Glenn Drake. "We are thrilled to have been awarded a patent for our technology. Bank Shot fills a void for the real estate and title industry, and we've carefully developed

noteworthy as the first and second most expensive residential home sale in Atlanta, according to listing agent ...

[Read more](#)

[www.forbes.com](http://www.forbes.com)



**Nicole Clark – Live Stream**

368 Southgate Dr  
\$234,900

"I scheduled it on the Remine App and advertised the Live Stream as an Event on my Facebook page."

"I had two viewers and several phone calls from it!"

kw  
KELLERWILLIAMS



### Home Sweet Home Savings on New Johns Creek Homes

SR Homes is currently offering Home Sweet Home Savings on new Johns Creek homes. Homebuyers looking for their own "home sweet home" in the metro Atlanta area have the opportunity to enjoy \$6,000 in options and closing costs on select homesites at ...

[Read more](#)

[www.atlantarealestateforum.com](http://www.atlantarealestateforum.com)

this with the highest level of compliance and security. As a 30-year Real Estate veteran, we understood the problems with the standard ACH transaction, and our mobile solution enables the user to *control the check process* and provides enhanced backend efficiency, compliance, security and ease."

"Bank Shot clients have a white label option for entities who choose to integrate our App seamlessly within their own company logo or platform. In digitizing the mobile solution, we give our clients a competitive advantage in their market to increase business, enhance their compliance, and simplify the process," says Bernie Drake "It was imperative we built a product that allows the account holder to control and monitor the entire digital process start to finish."

The real estate industry was an early adopter of technology, however one area that was inferior was the paper check, until Bank Shot introduced its exclusive technology. Checks are the central component to every real estate contract from beginning to end, and Bank Shot has pioneered a patented, mobile solution that moves earnest money checks and commission checks quickly and securely.

For more information about Bank Shot [getbankshot.com](http://getbankshot.com), see our videos: <https://youtu.be/ooHX74XIDNw> <https://youtu.be/rvsVXfTBZsQ>

**McMichael & Gray, PC**  
ATTORNEYS AT LAW

### 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.





RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

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

Call Deanna Matney today to get your personalize fliers.



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

**BREAKING NEWS!**

In an effort to help foster home ownership, New American Funding is NOW able to lend with credit scores starting at

**580**

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# The Georgia Golf Trail

Presented by Bobby Jones®



georgia golf trail

## Real Estate: It's on the Minds of Georgia's Golfers



While a vital part of Georgia's golf economy is the amount of money spent by golfers who pay to play at public golf courses and join private country clubs, an often overlooked part of the Georgia golf economy is its real estate. Golfers and their families are now investing in second – and, in some cases, third – homes as they have somewhere to "hang their hat" during weekend getaways and golf trips. In the case they do, many of these golf-themed homes are near the 28 golf courses that are part of the Georgia Golf Trail.

For the last eight years, leading the effort to match golfers with their real estate dreams is Drake Realty, which has a statewide presence from South Georgia to North Georgia. Right now, 725 real estate associates from Drake Realty are scattered throughout the state of Georgia.

"From the North Georgia Mountains to Atlanta to Lake Oconee to Savannah and the Atlantic coast, Drake Realty is the official real estate partner of the Georgia Golf Trail," said Georgia Golf Trail Founder Doug Hollandsworth. "Drake Realty has a presence across Georgia and understands the real estate needs and demands of today's golfers. It's a relationship that works."

"The real estate we sell ranges from coastal homes on Sea Island to homes in the heart of Savannah to lakeside homes near Lake Oconee to homes in the mountains of North Georgia and



The Georgia Golf Trail  
Presented by BRIDGESTONE GOLF

throughout Atlanta," says Glenn Drake, owner, Drake Realty (770-365-4865, www.drakerealty.com).

Basically, there are a number of purchasing options for golfers wanting to buy a second home.

What sets Drake Realty apart from its competitors is the talent of Drake Realty brokers/women Glenn Drake. "I'm a golfer and a real estate investor," admits Drake. "I know what golfers are looking for and I view every home purchase by my clients as their personal, value-based investment."

Drake also practices what he preach-

es as he has a second home off the 9th tee at the Great Waters course at Reynolds Oconee in Greenville, Georgia. In a nutshell, Drake realizes what golfers want in a second home purchase. It's not just a local place to spend the night after playing golf.

"Normally, golfers want a ranch-style home with an open floor plan, a deck-out master bedroom with a master bathroom, a spacious walk-in closet, a large kitchen, and many windows which will give you a view of the golf course and allow for lots of natural light," says Drake. "Homes with bay-



type views divided by walls are a thing of the past."

Years ago, roughly 80 percent of the home purchases along the Georgia Golf Trail were for year-round living. Now, according to Drake, roughly 60 percent of the new home owners are living three full days, which means 40 percent of the new home owners are just using these homes for vacation or weekend getaways. And, roughly 70 percent of all real estate sales are made to Georgia residents wanting to buy in-state.

Every golf-themed real estate sale in Georgia has its pros and cons for the new owners.

"Mountain homes in North Georgia have great summer weather, but the golf season is out as long. Homes purchased in South Georgia have longer golf seasons, but can be affected by hurricanes. And homes bought near Lake Oconee have great lakeside views, but the price

tag can be somewhat high. According to Drake, most people are buying homes that range from 3,200 – 4,800 square feet and they are spending anywhere from \$350,000 to \$1.2 million on each home purchase.

Another reality that sells to golfers in Sky Valley Georgia – is Scott Post, president, Tree Realty.

According to Post, his real estate clients are passionate about golf and they enjoy the diversity of life in the greater Sky Valley area, which sits 3,200 feet above sea level in the North Georgia Mountains. Sky Valley is located 300 miles north of downtown Atlanta.

"In Sky Valley, people enjoy fishing, jet skiing, tubing, and water skiing," says Post, whose clients are buying lakeside homes near Burton Lake, Rabun Lake

and Seed Lake. Another appealing aspect of buying a home in Sky Valley is access to outdoor recreation.

"The woods are filled with hiking trails, streams and waterfalls," adds Post. "More than 60 percent of Rabun County is a U.S. national forest."

In the 1970s, Sky Valley became well-known because it had the world's most steep slope in the eastern U.S. The slope is no longer open, but the beautiful Sky Valley Country Club remains a key draw.

"The Sky Valley Country Club is a very well-maintained golf course," says Post. "It's a super-friendly and playable golf course."

The price points of Sky Valley-area homes, ranging from 2,000 to 4,800 square feet, start at \$200,000 and are as high as \$1,000,000. Most lakeside homes range from \$1,800,000 to \$7,000,000.

For complete details on real estate opportunities along the Georgia Golf Trail, access [www.georgiagolfrealestate.com](http://www.georgiagolfrealestate.com), not to mention on travel packages to all the destinations on the Georgia Golf Trail, please call 1-800-677-6888 or go online to GeorgiaGolfTrail.com.



Visit Georgia Golf and Travel's Website

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](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](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.