



At A Glance

Committee Meetings

March 1st

- [Professional Development](#)
- [Community Relations](#)

March 8th

- [Risk Management](#)

March 12th

- [MLS](#)

March 13th

- [Membership](#)

GKAR News

GKAR Receives RPAC Recognition at MI REALTORS®

GKAR was honored during the Michigan REALTORS® Achieve Conference, at the RPAC Recognition Lunch, on January 31st, 2019, for exceeding our RPAC fundraising goal set by the Michigan REALTORS® for 2018. We are excited to report GKAR raised \$52,958.01 for RPAC in 2018, that's 167% over goal with the highest Member participation in our history of 70.2%. Congratulations to GKAR for not only exceeding our goals but leading in the state.

Pictured CEO, GKAR, Robin Pompey; 2019 Chair, MI RPAC Trustee, Barb Hampton; and 2019 President-Elect, GKAR, Jeff Lee



GKAR Continues to Represent at State Level

Congratulations to GKAR Past President and GKAR 2019 REALTOR® of the Year, Natalie Rowe on being re-elected to serve as our Michigan REALTORS® District 6 Director for a second two-year term (2019-2020). Ms. Rowe took her oath of office at Michigan REALTORS® Achieve Conference.



Next Month is National Fair Housing Month

April 2018 marked the 50th anniversary of the 1968 landmark Fair Housing Act. Each year, REALTORS® across the nation recognize the significance of this event and reconfirm our commitment to upholding fair housing law, as well as our commitment to offering equal professional service to all in their search for real property, specifically in the month of April.

Our local [Fair Housing Center of Southwest MI](#) is hosting their annual Conference on April 26th, 2019, and we encourage you to attend; registration will open soon. This year's speakers include James Carr, keynote; Cashauna Hill, Education Director of the New Orleans Fair Housing Center; and Lisa Rice, President and CEO of the National Fair Housing Alliance.



Bill Evenboer
2019 President

[Email Bill](#)

[Contact Your](#)
[2019 Board](#)

[Contact a GKAR](#)
[Staff Member](#)

President's Message

Greetings!

It's hard to believe that we are two months into the new year already.

This month I would like to highlight Michigan REALTORS® Who Care (MRWC). MRWC is a 501(c)3, tax exempt Charitable Organization that was founded several years ago by GKAR.

The current Board of Directors of MRWC consists of: Robin Pompey (President), Greg Miller (Treasurer), Shelly Pattison (Secretary), Bill Evenboer, Dennis Field, and Dan Jaqua

Starting this month, four new Directors have been added from a list of applicants.

They are: Linda K. Hazelhoff, Carl Phalin, Natalie Rowe, and Luke Schrader

MRWC has a goal of helping with housing issues including but not limited to raising funds to infuse into housing projects, homeless issues, and helping those in need as it may relate to housing.

MRWC's most recent project was involvement in the development of a blighted area on Kalamazoo's east side which is transforming an area with new (not quite) tiny homes. To date, there have been 3 homes constructed, 2 are pending, and 1 has sold and closed. MRWC's involvement was mainly funds that were raised through various efforts. [Here is a link to the project.](#)

Funds raised by MRWC comes from different fundraisers, most notably the Red-Carpet Fundraiser held after our Installation Luncheon, and from GKAR Members who purchase raffle tickets during GKAR programs. Additionally, a portion of the proceeds from the GKAR annual golf outing that is donated to a non-profit.

If you want to know more about MRWC, feel free to contact myself or any of the MRWC board Members.

[MRWC exists to making a positive impact on housing issues in our region.](#)

Spring is just around the corner!

Bill

At A Glance

Programs

March 13th, 2019

- [Membership Appreciation Wine Down](#)

March 23rd, 2019

- [Walk to End Homelessness](#)

April 18th, 2019

- Spring 4:01
Details coming soon!

2019 Continuing Education Course Dates

- March 26th - *Course Full*
- April 23rd
- September 24th
- October 24th

[Register now!](#)



Licensee

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[LEARN MORE >](#)

GKAR Programs



Membership Appreciation Wine Down is This Month

We have 35+ 2019 Business Partners showcasing their products and services, 100+ Members already registered to attend, and we hope you will join us too for this popular Member fellowship gathering and Business Partner expo. Did we mention the prizes you could win? [Get the details here and RSVP today.](#)

Walk to End Homelessness

It's not too late to participate in the Walk to End Homelessness on March 23rd, 2019. This year, there are two ways you can help! 1. You can walk, run, or jog. 2. You can attend the After Event at Bell's Eccentric Café from 11:00 am - 2:30 pm. [Learn more.](#)

Mark Your Calendar for Spring 4:01

Spring 4:01 is scheduled for April 18th, 2019 | 4:01 - 6:00 pm
We are finalizing the details and will update you soon, so be on the lookout!

Thank You GKAR Bowlers

On Saturday, February 16th, 55+ GKAR Teams gathered to raise funds for Big Brothers Big Sisters during their annual Bowl for Kids' Sake event. Well done and thank you GKAR Members! Look for the fundraising totals in the next couple of months. In the meantime, [check out our team photos](#) and be sure to vote for your favorite costume by liking the photo (the team with the most like will win a prize from BBBS).

Real Estate Education



Legal Update Versus Code of Ethics

Legal Update is a 2-hour, annual requirement of the State of Michigan. It is a course that must be taken in order to stay in compliance with License Law. These two (2) hours (taken every cycle year) make up six (6) of the 18 total hours required to renew your license at the end of the cycle, October 31st, 2021. These hours are not to be confused with NAR's Ethics requirement, that follows a separate cycle and is enforced by your Local Association. [Click here for more information on the Code of Ethics.](#)

Certification & Designation Line-Up For 2019

Online registration is now open for the following certification & designations, to be held at GKAR:

[NAR's e-PRO® Certification – April 8th & 9th](#)

[Accredited Buyer's Representative® Designation \(ABR\) – May 21st & 22nd](#)

[Seller Representative Specialist® Designation \(SRS\) – November 18th & 19th](#)

Have You Claimed Your CE Marketplace Account?

The CE Marketplace offers licensees a free account to track their completed Continuing Education. This account helps you to stay on top of your Con Ed requirements, easing the renewal process. If you have not claimed your account, visit [CE Marketplace](#) and get registered today.

At A Glance

- [March Member Birthday Calendar](#)

Sales Report

Kalamazoo-Area Real Estate



Sales reports are published the following month once all data is received.

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
 - [January 2019](#)
 - [January 2018](#)

Membership News



Welcome New Business Partners

Advia Credit Union
4308 W. Main St., Kalamazoo, MI 49006 | (844) 238-4228

Caliber Home Loans
251 N Rose St, Kalamazoo, MI 49007 | (269) 598-1441

Homestead Inspectors, LLC
54909 Blossom Rd., Colon, MI 49040 | (269) 832-0975

Southern Michigan Bank & Trust
531 W. Kilgore Rd. Portage, MI 49024 | (269) 585-4308

Drops - REALTORS®

Shawn Easley - Berkshire Hathaway HomeServices MI
Kenneth Engelking - Century 21 C Howard
David Kinney - Doorlag Realty
William Wright - Berkshire Hathaway HomeServices MI
Eugenia Zacks-Carney - Live Local Properties

Transfers - REALTORS®

Frank Barber - Five Star Real Estate to EXP Realty
Judith Thole - Five Star Real Estate to RE/MAX Advantage
Jennifer Weyenberg - Carlson, REALTORS® & Development to Advanced Realty Global

Retiring - REALTORS®

Ted Schnelker - Kal-Creek Appraisers



Key Box Corner

SentriLock has introduced a new homeowner notification option. Listing agents can now choose to proactively share information with clients to make the process of showing their home more efficient and convenient. A homeowner can receive Begin of Showing and End of Showing notifications. Follow this guide to turn on notifications for your client.

[Download Guide Now!](#)

Please note the guide is pictured with the New View on SentriLock.



[Sam Bartlett](#)

Director of Multiple Listing Systems at GKAR
(269) 382-1985

Peak Performance

Earnest Money Disputes

There is probably no way to completely eliminate the potential for an earnest money dispute. However, you can take steps to reduce the possibility that a dispute may arise or, if one should arise, to bring the dispute to a conclusion. To assist with earnest money deposits, the GKAR Risk Management Committee has created a list of seven best practices to follow. [View Full Article.](#)

MLS News

Room Tab Updates

MichRIC and flexMLS are working to achieve Platinum level in the RESO Data Dictionary. It is a NAR requirement that MLS's reach RESO standards. In an effort to reach Platinum, fields will be adjusted in the Room Tab. Room Tab Length and Width fields will become numeric only fields, numbers may be entered as xx.xx.

Fields to be added or changed:

Current Field Name	New Field Name
Add'l Room	Other
Den/Study	Den
Formal Dining Room	Dining Room
Master Bath	Master Bathroom
N/A	Bathroom 1
N/A	Bathroom 2

Master Tax IDs in the MLS

Tax ID violations continue to be the most common GKAR violation. Here are some tips to master Tax IDs in flexMLS. Ensure a link is created between your listing and the tax record located inside the MLS system:

- Use **Full Tax Search**, in the MLS, to look-up the full and complete Tax ID. Copy and paste the ID into your listings as you're entering property information.
- Tax IDs may not contain dashes or spaces.
- Only a single Tax ID number may be entered into the Tax ID field. Additional parcels being sold together under the same MLS# can be entered into the Marketing Remarks field.
- Tax IDs in the City of Portage might end in the letter "O" rather than zero.
- All property in Kalamazoo County has a Tax ID that starts with "39", which is referred to as the County Prefix. Click [HERE](#) for a list of County Codes and Kalamazoo Taxing Authority Codes.

[Download Now: Tax IDs Get them Right](#)

Always check your listing once it's been entered by clicking on the **Tax Info** on the Details tab.

For more tips, see [GKAR's Policy of the Week Videos here...](#)

MLS Training Available at GKAR

MLS Searching | March 11th, 2019 | 2:00 pm - 4:00 pm | Classroom

Top 10 MLS Tips | March 18th, 2019 | 10:00 am - 11:30 am | Classroom

MLS Contacts | April 22nd, 2019 | 10:00 am - 11:30 am | Classroom

MLS Training is a valuable benefit included with your GKAR Membership. Trainings are conducted by Sam Bartlett, your Director of Multiple Listing Service. Course sizes are limited, so reservations are required. To reserve a seat visit www.gkar.com/mls or call (269) 382-1597.

flexMLS Intranet - Where to find it

Valuable resources are at your fingertips on the flexmls Intranet.

Here's how to access it:

1. Go to gkar.com.
2. Select **MLS** from the **Member Central** dropdown menu.
3. Click on the blue **flexMLS GKAR Member Access** button at the top of the page.
4. Log into flexMLS.
5. Select **Menu**.
6. Select **MLS Intranet** from the **Daily Functions** list
7. Click on each category to view the available resources.

Michigan REALTORS® Education Conference & Trade Show

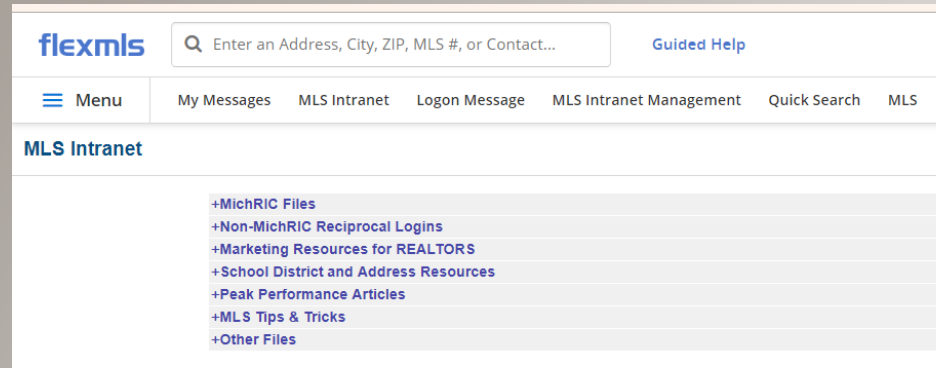
The Convention

- October 2nd - 4th
- The Renaissance Center, Detroit

The Convention is the premier real estate education and trade show event in the state of Michigan. Hosted by the Michigan REALTORS®, The Convention offers a full slate of CE Marketplace certified knowledge sessions, networking opportunities, and new products and services for our REALTORS® and industry professionals in an upscale environment. [Registration opens June 2019.](#)

Maximize Your Membership

Visit the **MLS Intranet** so you don't miss out on valuable resources that are included with your GKAR Membership!



MichRIC® Files

Office Social Media Opt-Out file - You cannot distribute or reference any listing from these offices to any social media platform.

Non-MichRIC® Reciprocal Logins

These are associations with which GKAR has reciprocal access and instructions for how to access non-MichRIC® listings.

Marketing Resources for REALTORS®

When can you officially call yourself a REALTOR®? What are fair housing and social media best practices for REALTORS®? Access answers to these questions as well as the GKAR Buying a Home Brochure here.

School District and Address Resources

Find information for Kalamazoo County Schools and a link to verify an address through the USPS.

Peak Performance Articles

Your GKAR Risk Management Committee has created articles for you to reference on a variety of pertinent topic categories like: Breaking Down Inspections, Disclosing and Listing, Navigating the Buy & Sell Agreement, Taking Possession and Ordering Titles, Tips and Terms, and Understanding Addendums.

MLS Tips & Tricks

Work smart; save time! Monthly flexMLS tips are archived here and include topic categories like: Contacts, Statistics, Searching, Your Listings, and Navigating flexMLS.