

Bearings

a newsletter for GKAR MEMBERS

January 2016



At A Glance

Committee Meetings

January 7th

- [Broker Exchange Forum](#)

January 8th

- [Education](#)
- [Risk Management](#)
- [Community Relations](#)

January 12th

- [MLS/Technology](#)

January 29th

- [Board of Directors](#)

Look for our new logo:



If you need an image file to update your records, please email AngelaM@gkar.com.

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Congratulations Lee Crossley, our 2016 REALTOR® of the Year

We are pleased to announce your 2016 REALTOR® of the Year is Lee Crossley, Sales Manager of Jaqua, REALTORS®. Lee joined GKAR in 1997 and earned his associate broker's license in 2000. He holds an SFR designation and served on the Board of Directors as President-Elect in 2009 and President in 2010.

Over the years, Lee has served on numerous GKAR committees, including the Professional Standards, Risk Management, Community Relations, and Membership Committees. He is extremely active with the MREA as an instructor, teaching continuing education courses, and also teaching incoming members during New Member Orientation. Send a personal message congratulating to Lee at LCrossley@jaquarealtors.com.

Thank You for Your 2015 RPAC Investment

We have not only exceeded our goal set by Michigan REALTORS®, we have also set a record in member participation! Thank you to all the members who invested in RPAC in 2015. [Download the 2015 RPAC Investors List](#). We also developed an Office Participation Award this year and wish to congratulate the following winners:

Small Office Category:

Cornell & Associates; 78% participation; raised \$530

Medium Office Category:

Michigan Real Estate Services; 112% participation; raised \$430

Large Office Category:

RE/MAX Advantage; 120% participation; raised \$6,085

Both our medium and large offices are above 100% because their clerical staff contributed as well.

Check out the 2016 Code of Ethics

Please update your records with the [2016 Code of Ethics](#). There is one change from 2015's code to 2016's code in the Standard of Practice 12-5 section:

REALTORS® shall not advertise nor permit any person employed by or affiliated with them to advertise real estate services or listed property in any medium (e.g., electronically, print, radio, television, etc.) without disclosing the name of that REALTOR®'s firm in a reasonable and readily apparent manner either in the advertisement or in electronic advertising via a link to a display with all required disclosures. (*Adopted 11/86, Amended 1/16*)

At A Glance

Events

January 21st

- [Top O' the Mornin'](#)

February 18th

- [Wine Down](#)

February 20th

- [Bowl for Kids' Sake](#)

Classes

March 17th

- [Course 1700](#)

April 29th

- [Course 1700](#)

GKAR Events

Top O' the Mornin' - Lender Panel

January 21st at GKAR from 8:30 am - 10:30 am

Coordinated by the GKAR Education Committee

Investment: No cost to members

[RSVP Now](#)

Wine Down - February 18th, 2016 at Cityscape Events

Mark your calendar for this expo style, member networking, event. New in 2016, we are hosting one event instead of two, and we are moving it offsite to Cityscape Events in downtown Kalamazoo on Thursday, February 18th, 2016, from 4:00 pm - 6:00 pm. Refreshments and appetizers will be provided, along with a cash bar, and there will be prize giveaways at 4:45 pm and 5:45 pm. This is a drop-in event. RSVPs are appreciated, but not required. [Let us know you're coming, send your RSVP now.](#)

Bowl for Kids' Sake - February 20th, 2016 at PINZ

We raised over \$18,000 last year for Big Brothers Big Sisters and filled all 36 lanes at the bowling celebration; let's do it again this year! Bowl for Kids' Sake is a fun and easy way for you and your company, friends, or family to support the life-changing work of Big Brothers Big Sisters.

Getting Involved is Easy:

1. [Register a 5-6 person team online](#)
2. Set a fundraising goal of \$60 per person
3. Recruit friends and family to help you exceed your fundraising goal
4. Have fun and celebrate your efforts on February 20th, 2016 at GKAR

Upcoming Classes

Course 1700 - 6 hour CE Course w/ 2016 Legal Update

Time: 8:00 am - 1:45 pm

Location: GKAR

Instructor: Jack Miedema

Investment: \$0 for GKAR Members | \$55 for Non-Members

Continental breakfast and materials included with tuition

Dates: March 17th, 2016

April 29th, 2016

September 29th, 2016

[Register Now](#)



At A Glance

Classes & Events

- [January Birthday Calendar](#)
- [New Member Orientation Jan. 27th, 28th, and 29th](#)

Housing Reports

- [Cumulative Sales Report](#)
- [Mortgage Rates](#)

Membership News



Welcome New Business Partner Office

Cottingham Agency, LLC

Chase Cottingham | Kalamazoo, MI | (269) 200-2095

Transfers - REALTORS®

Susan Gottlieb - Time Line, REALTORS® to Century 21 Advanced Realty

Tony Smith - Berkshire Hathaway HomeServices MI (Stadium)

to Century 21 Advanced Realty

Joyce Vos - Berkshire Hathaway HomeServices MI (Stadium)

to Berkshire Hathaway HomeServices MI (Oakland)

Drops - REALTORS®

Rosa Maria Labra-Degadillo - Carlson, REALTORS® and Development

Keshia McDaniel - Berkshire Hathaway HomeServices MI (Stadium)

Steve Sprengel - United Country Lake to Lake Realty

Retiring - REALTORS®

Pam Cross - Berkshire Hathaway HomeServices MI

GKAR Form Changes from 2015

The Risk Management Committee had a busy year as they continued the revision of our forms, creating more uniformity in form language.

The following forms were revised in 2015:

- Acknowledgement of Lead Dangers and Abatement Requirements (ALDAR)
- Addendum to the Uniform Listing Agreement/Buyer Agency Agreement (AL)
- Authorized Sellers Counteroffer (SCO)
- Buyer Agency Agreement Exclusive Authorization to Locate Property (Dual Agency) (BAELB)
- Buyer's Short Sale Disclosure (BSSD)
- Condominium Addendum to Authorized Buy & Sell Agreement (CNABS)
- Foreclosed Property Disclosure (FPD)
- Lead Based Paint Addendum to Authorized Buy & Sell Agreement (LBPA)
- Lead Paint Seller's Disclosure (LPD)
- Addendum to Authorized Buy & Sell Agreement - Limited Service Waiver (LSW)
- Promissory Note (PN)
- Real Estate Agency Disclosure (READ)
- Seller's Disclosure Statement (SD)
- Short Sale Addendum to the Uniform Listing Agreement (SSLA)
- Short Sale Addendum to Authorized Buy & Sell Agreement (SSABS)
- Termination of Addendum to Authorized Buy & Sell Agreement as to Disbursement of Earnest Money Deposit (EMD)
- Transaction Coordinator Addendum to Authorized Buy & Sell Agreement (TCA)
- Vacant Land Seller's Disclosure Statement (VLSD)

Keybox Corner

SentriLock's App SentriSmart™ is FREE for GKAR Members! The Board of Directors approved the purchase of SentriLock's SentriSmart™ app for 2016 GKAR Members.

[Details...](#)

MLS News



Complimentary Member MLS Training at GKAR

[Contacts](#) - January 19th, 2016, 2:00 pm - 3:30 pm in the Classroom

[Advanced flexmls](#) - January 21st, 2016, 2:00 pm - 4:00 pm in the Classroom

Class sizes are limited. Reservations are required. Call (269) 382-1985.

Claim Your Agent Profile on REALTOR.com

During the past year, REALTOR.com has been working with the National Association of REALTORS® to enhance and improve agent profiles and the “Find REALTORS” search function.

All members have the ability to display a comprehensive agent profile webpage on REALTOR.com - a profile that now includes new features that further communicate the member's expertise to the general public. These new features include a map-based search, and “RealRatings™” which is an online reputation manager that accepts reviews and ratings from verified clients. These additional features make agents stand out online and provide buyers and sellers access to reliable information.

You can claim your agent profile and learn more about these new features at REALTOR.com/welcome/agentprofile.

MLS Policy Changes from 2015

MLS policies for new construction listings have changed to allow greater flexibility for you. You may now use a stock photo so long as it includes the word “Proposed.” The full policy is below with the changes in bold.

A Residential New Construction listing has three categories: Completed, Under Construction, and Proposed.

1. A Completed listing is one that is substantially completed and near ready for occupancy. All construction that is not a buyer option is complete.
2. An Under Construction listing must have a municipal Building Permit.
3. A Proposed Construction listing must meet the following requirements:
 - a) The signatory of the Listing Agreement must have ownership interest in the parcel.
 - b) The primary photo is required to be the GKAR supplied image which reads, “Proposed Construction” **or a photo or drawing of the proposed construction containing the word “Proposed.”**
 - c) Marketing Remarks and Advertising Remarks must begin with the words “Proposed Construction.”
 - d) A seller may not have more than five “Proposed Construction” listings per recorded plat.