

Bearings

a newsletter for GKAR Members
December 2017



At A Glance Committee Meetings

December 8th

- [Risk Management](#)
- [Community Relations](#)
[Open House](#)
for potential Members
at 10:30 am at GKAR

December 11th

- [Advocacy](#)

December 12th

- [MLS](#)

Not Meeting This Month

- [Professional Development](#)

Join a Committee for 2018

[Download the Application](#)

GKAR News

Congratulations to our 2017 RPAC Office Winners

Large Office Category: RE/MAX Advantage - 120% (*also winner in 2015 and 2016*)

Medium Office Category: ERA Reardon Realty - 114%

Small Office Category: Network Team Homes Realty - 100%

We have not only exceeded our goal set by Michigan REALTORS®, we have also set a GKAR record of having three consecutive years with over 60% Member participation in RPAC. [View all our 2017 RPAC Investors.](#)

Congratulations to our 2018 REALTOR® of the Year



Dan Jaqua, Jaqua, REALTORS®, Member since 1991

Dan started his real estate career immediately following graduation from University of Michigan with his Bachelors of Business in Real Estate and Marketing. Soon after, he continued on with his education by getting his Broker license and Designations of GRI, CRS, ABR, CRB, CRP, and RAM.

He has spent his career in sales and brokerage management. Dan served on the Board of Directors for the Association from 1996 through 2001, and again in 2011 through 2013. In 2014, he served as the President. In addition, he has served on the Public Relations Committee, the Budget & Finance Committee, and has been an instructor at the MREA for over 15 years. He currently serves as an RPAC trustee at Michigan REALTORS® and a board member of Michigan REALTORS® Who Care. He has also taken an active role in supporting community endeavors through the Portage Rotary Club, Big Brothers Big Sisters, the American Heart Association, and many others. [Send Dan a message of congratulations at djaqua@jaquarealtors.com.](mailto:djaqua@jaquarealtors.com)

Make the Most of Your Membership - [Apply for a Committee](#)

When you get involved, you open up a world of opportunities to build your network, and your business. Member involvement is the lifeblood of the Association, serving and executing the vision for the Association, in alignment with the Strategic Plan and NAR Core Standards. [Submit your application now through December 8th, 2017.](#)

Welcome Baby Wheeler

Shayne Wheeler, GKAR Marketing and Events Coordinator, and husband Josh, welcomed baby boy, Jesse Nicholas Wheeler on November 22nd. Congratulations Shayne and Josh, and big sister Sadie on the addition to your family!

CEO Robin Pompey
Editor Angela McMillan

At A Glance

Programs

December 11th

- [Legislative Update](#)

Courses

December 12th

- [e-PRO[®] Certification](#)

GKAR Programs

Legislative Update with Kalamazoo Mayor Bobby Hopewell

Join us December 11th at GKAR from 2:00 pm - 3:00 pm as Kalamazoo Mayor, Bobby Hopewell discusses topics currently affecting Kalamazoo. This forum is open to all GKAR Members as a Member benefit as well as any interested parties. [RSVPs are appreciated, but not required.](#)

Thank you for a wonderful year!

Take a look at all we have accomplished - watch our 2017 recap.



[Download the 2018 GKAR Schedule Now](#)

For the most up-to-date information, go to [GKAR.com](#) > Calendars.

Upcoming Courses



Connect with Consumers Online - Earn Your e-PRO[®]

Learn about the changing market and how to connect with consumers, manage your online reputation, generate leads, and gain referrals by signing up for day one of the certification course. e-PRO[®] gives you a roadmap to build your business and serve the hyper-connected consumers of today and tomorrow.

[Register for e-PRO Now](#)

Date: December 12th | **Instructor:** Angela McMillan

Tuition: \$149/Members; \$169/non-Members

Credit: Day one of two for e-PRO[®] Certification; 7 hours of Con Ed

Still Need Con Ed for 2017?

Visit [The CE Shop](#) or [Career Webschool](#) to complete your Con Ed requirements, online, by December 31st. Don't forget to keep a record of any certificate or proof of completion in the event you are audited.

If you're in need of further information please visit our [Con Ed Blog](#) or the [Licensing Department's website michigan.gov/LARA](#).

Membership News

At A Glance

Classes & Events

- [December Birthday Calendar](#)

Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
[October 2017](#)
[October 2016](#)
- [Mortgage Rates](#)

Welcome REALTOR® Member Reinstatements

Kimberly Anderson - Five Star Real Estate
Michael McGrath - McGrath Real Estate Group
Cheryl Yost - EXP Realty

Welcome New REALTOR® Office

McGrath Real Estate Group - Michael McGrath

Welcome REALTOR® Office Reinstatement

EXP Realty - Cheryl Yost

Welcome New Business Partner Office

Okun Insurance Agency - Jerry McCoy

New Business Partner SentiCards

Graystone Environmental - Josh Greco
StageRight HomeStaging - Carla Dick and Cathy Henniges

Drops - REALTORS®

Kristen Browning - Jaqua, REALTORS®
Damien Cole - Carlson, REALTORS® and Development
Tim Duckworth - Jaqua, REALTORS®
Kelly Karpenko - Berkshire Hathaway HomeServices MI
Shauna Knight-Major - RE/MAX Advantage
Dalton Launer - Bellabay Realty
Lindsay Letcher - Jaqua, REALTORS®
Nick Meyers - Bellabay Realty
Calvin Mims - Berkshire Hathaway HomeServices
Kevin O'Toole - Appraisal Associates
Emma Tate - Berkshire Hathaway HomeServices
Bridgette Warren - Doorlag Realty

Transfers - REALTORS®

Angela Brown - Michigan 1st Realty to Five Star Real Estate
Scott Dangremond - ERA Reardon Realty to Sneller Real Estate
Kristine McFellin - Advanced Real Estate Services to CENTURY 21 Affiliated
B. Gail Mitchell - Advanced Real Estate Services to CENTURY 21 Affiliated

Retiring - REALTORS®

Carol Johnson - Jaqua, REALTORS®
Susan Pyke - Berkshire Hathaway HomeServices MI
Janet Wright - Berkshire Hathaway HomeServices MI

Drops - REALTOR® Office

Advanced Real Estate Services

Change of REALTOR® Office Address

I-Vest Real Estate - 2312 Winters Dr., Portage, MI 49002
Pierson Real Estate - 3415 Meadowcroft Ave, Parchment, MI 49009

Key Box Corner

Changes to SentiLock

SentiLock is working to improve security. That includes passwords and email addresses. By January 1st, 2018, it will be a requirement to have a password with six characters, one upper case letter, one lower case letter, and one numeric value.

With this, they will also require each Member to have their own unique email address associated with their SentiLock account.

Be sure to update your information before December 31st this year!

SentiLock Holiday Hours

December 24th, 2017

- Christmas Eve - Closed

December 25th, 2017

- Christmas Day - Closed

December 31st, 2017

- New Year's Eve
- Open 8:00 am - 8:00 pm EST

January 1st, 2018

- New Year's Day - Closed

MLS News



Introducing Bluetooth SentiLock Lockboxes in 2018

Exciting news was shared at this year's Installation & State of the Association: GKAR has renewed its contract with SentiLock to continue to provide you with the best lockbox on the market, to assist you with your daily business. This includes implementing the new Bluetooth equipment! An upgrade will take place in the first quarter of 2018. The new equipment will allow you full functionality without your SentiCard by utilizing the App on a smart phone. If you don't have a smart phone, you will still be able to use your SentiCard.

Watch for more information regarding this very exciting upgrade to Bluetooth lockboxes. We will continue to share more details as they become available.

How to Calculate and Report the Lower Level and Basement Levels of a Home

When calculating the finished above grade square footage, the main and upper levels include only those levels of the home that are 100% above grade. If a portion of the level is partially below ground, even by a small amount, then it no longer qualifies as part of the square feet above grade and should instead be classified as a finished lower level or a finished basement.

The decision whether to calculate a below grade area as a "finished lower level" or a "finished basement" depends upon the type of egress that the lower level has. A walkout or daylight basement will typically have a full wall of windows and/or doors on at least one side that provide access to or a view of the outdoors. Walkout and daylight basements that have been finished can be counted as finished lower levels. In contrast, a basement with just egress windows and limited or no views of the outdoors should be classified as a finished basement, even when finished to the same or similar quality as the rest of the home. Walk-up basements in which the primary means of egress are stairs leading to a bilco door or any other interior/exterior access point, do not meet the necessary requirements to be classified as a walk-out or a daylight basement. When finished, walk-up basements should be considered finished basement area versus a lower level.

This information was authored by your MLS Committee

Changes to Water Amenities Requirement

Water access and amenities must now be within one mile or less from the designated property. Anything greater than one mile is to be marked "No" in the field **Water Access**.

Peak Performance

Written Extensions - Let the Code (of Ethics) be With You

When we are busy with multiple sales in the works, we sometimes miss a contingency date in the Buy & Sell Agreement. It happens. The temptation may be to think: "Let's let it slide...What's the difference of a day or two?" Besides the obvious (like a sale falling apart) you may have also violated the Code of Ethics.

Peak Performance Articles can always be found on the MLS under Menu > MLS Intranet > Peak Performance Articles.

Written by your Risk Management Committee