

# Bearings

a newsletter for GKAR Members  
May 2017



## At A Glance

### Committee Meetings

May 5<sup>th</sup>

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

May 9<sup>th</sup>

- [MLS](#)

May 12<sup>th</sup>

- [Risk Management](#)

May 15<sup>th</sup>

- [Membership](#)

## GKAR News

### 71 Open Houses Featured During April's REALTOR® Open House Month 2017

The Community Relations Committee would like to thank all the REALTORS® who participated in this year's REALTOR® Open House Month event; we had 71 participating open houses and over 4,000 Facebook posts, likes, mentions, and check-ins related to this event! We would love your feedback - should we continue this event next year and if so, how can we improve it, email [AngelaM@gkar.com](mailto:AngelaM@gkar.com).

### Announcing Contract Renewal with SentiLock and Equipment Upgrade

The Board of Directors is pleased to announce approving a service contract renewal with SentiLock for the next seven years. The Board of Directors, in conjunction with the Budget & Finance Committee, has also been planning for an equipment upgrade and will be purchasing new lockboxes to be implemented in the first quarter of 2018. A Lockbox Upgrade Implementation Task Force is being put together to work through the details to provide a seamless transition from the current equipment to the new equipment. Continue to read the *Bearings* for more information on the new Bluetooth lockbox coming soon to GKAR.

### Nominate Your Veteran Client for Free Home Maintenance and/or Volunteer to Serve our Veterans - Now Thru October!

We are honoring local veterans with our Days of Service project. If you know a veteran, who owns and occupies a home in the counties of Allegan, Barry, Branch, Cass, Calhoun, Kalamazoo, St. Joseph, or Van Buren, who could use assistance with home maintenance: raking, painting, cleaning, trash removal, filter replacement, building a ramp, winterizing, etc, we are ready to jump into action!

We are now accepting nomination forms for veterans and volunteer forms from you, our Members, to serve our veterans. This year, we will complete larger project requests as they are received rather than coordinating all projects to happen on one day. There will still be a designated Fall Clean-up Day and Fellowship Lunch on Saturday, October 21<sup>st</sup>, 2017. [Get Event Details Now](#)

### Hear From Portage Mayor Peter Strazdas This Monday

From local business news to available housing resources, and more, you won't want to miss the next Governmental Legislative Update Forum! Join us next Monday, May 8<sup>th</sup>, at 2:00 pm, at the Home Builders Association for a discussion with Portage Mayor Peter Strazdas. Not sure you will be able to make it? That's okay, [RSVPs are appreciated](#), but not required, so put it on your calendar.

## At A Glance

### Events

May 8<sup>th</sup>

- [Governmental Legislative Update Forum](#) - at the Home Builders Association

May 25<sup>th</sup>

- [Professional Development Committee Presents... Understanding and Negotiating Home Repairs](#)

June 5<sup>th</sup>

- [RPAC Picnic & Auction](#)

August 28<sup>th</sup>

- [Annual Summer Golf Outing](#)

### Courses

September 18<sup>th</sup>

- [Course 1800](#)

October 19<sup>th</sup>

- [Course 1800](#)

November 7<sup>th</sup>

- [MRP Certification](#)

December 12<sup>th</sup>

- [e-PRO Certification](#)

# GKAR Events

## Membership Appreciation Casino Night is May 24<sup>th</sup>, 2017

Here's the *deal*; we want to show you how much you're appreciated as a Member of GKAR! Please join us for a Casino Night at Cityscape Events on May 24<sup>th</sup>, 2017, from 4:00 pm - 7:00 pm. This is provided as a Member benefit, so there's no cost to attend and no cost to play! Good times, good company, refreshments, and prizes are provided. [RSVPs Appreciated - RSVP Now!](#)

## Professional Development Committee Presents: Understanding and Negotiating Home Repairs

A panel of real estate professionals will be discussing important components of negotiating home repairs, from a REALTORS®'s perspective. [RSVP Now](#)

- Sales Agreements - Understanding Contract Paragraph and Timeline
- Pros/Cons of Attending Inspection
- What Repairs Can the Buyer Ask for?
- What to Include in the Purchase Agreement vs. the Repair Addendum
- What Happens if One Party to the Transaction Doesn't Respond?
- Pros/Cons of Providing Home Inspection Report
- How to Negotiate Items Not Under Umbrella of Health, Safety, Structural, or Mechanical

## Upcoming Courses

### Continuing Education Law Change

LARA has implemented a new law regarding Con Ed that requires all licensees to take a minimum of 6 hours of Con Ed each year, by October 31<sup>st</sup>, to complete the total 18 required hours per cycle. They are also enforcing an in-cycle deadline which means credit hours can only be applied to the cycle year they were completed. [Get the full details](#). For questions, please contact LARA directly at (517) 373-8068.

### Course 1800 - Two Dates Remaining in 2017!

Your Board of Directors is providing multiple complimentary opportunities for you to complete your Continuing Education requirement in 2017. We have also altered our Course 1800 schedule to ensure your compliance with the new Con Ed law; there are two sessions remaining so [REGISTER NOW for Course 1800!](#)

**Dates:** September 18<sup>th</sup>; October 19<sup>th</sup> | **Instructor:** Gwyn Besner

**Tuition:** \$0/Member Benefit; \$65/non-Member; Continental Breakfast Included

**Credit:** 6 hours of Con Ed, Including Legal Update

**BONUS:** Course 1800 also fulfills your 2.5 hours of required NAR Ethics Credit

### Earn Your Military Relocation Professional Certification

We are offering the MRP Certification Core Course this November at GKAR. The core course focuses on educating you about working with military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. [Register for MRP Core Course Now](#)

**Dates:** November 7<sup>th</sup> | **Instructor:** Alan Jeffries

**Tuition:** \$169/Members; \$189/non-Members

**Credit:** Day one of two for MRP Certification; 6 hours of Con Ed



# Membership News

## Welcome New REALTOR® Members

Bobbi Bloomquist - Berkshire Hathaway HomeServices MI  
Heather Link - Bellabay Realty  
Mark Martin - Boris, REALTORS®  
Rowena Snead - Five Star Real Estate

## Welcome REALTOR® Member Reinstatements

Craig Czajka - Boris, REALTORS®  
Nicholas Myers - CENTURY 21 Affiliated  
Jessica Taylor - CENTURY 21 Affiliated

## Congratulations Quarter Century Club Members!

Congratulations to the following REALTORS® who have been Members with GKAR for 25 years!

James Zerbi, Town & Country Appraisal, as of March 4<sup>th</sup>  
JoAnne Potts, Berkshire Hathaway HomeServices MI, as of March 30<sup>th</sup>  
Barb Strong, Lakes & Country Real Estate, as of April 6<sup>th</sup>  
Michael Fleckenstein, Home Marketing Systems, as of April 9<sup>th</sup>  
Randy Burkett, Betten Real Estate, as of May 4<sup>th</sup>

## Drops - REALTORS®

Jordan Bradford - Keller Williams Kalamazoo  
Joshua Fedney - Villegas Group  
Michael Guidebeck - Lakes & Country Real Estate  
Ella LeVeque - Jaqua, REALTORS®  
John Pappas - Keller Williams Kalamazoo  
Greg Schmid - Greg Schmid, REALTOR®  
Traci Seeley - Keller Williams Kalamazoo

## Transfers - REALTORS®

Angel Calnin - Jaqua, REALTORS® to Khoury Real Estate  
Ramon Huerta - No Problem Listing Co. to Bellabay Realty  
Elizabeth Nowak - Berkshire Hathaway HomeServices to Sharp Realty, Inc.

## Drops - REALTOR® Office

Greg Schmid, REALTOR® - Greg Schmid

## Addition to Existing Business Partner

Matthew Losik - Wells Fargo Home Mortgage  
Michael Thomas - Wells Fargo Home Mortgage (Responsible Member)  
Aaron Zabonick - Wells Fargo Home Mortgage

## Drops from Existing Business Partners

Ian Ashton - Wells Fargo Home Mortgage

## At A Glance

### Classes & Events

- [May Birthday Calendar](#)
- [NAR Ethics Training](#)  
*During Course 1800*  
September 18<sup>th</sup>  
October 19<sup>th</sup>

### Housing Reports

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

## Key Box Corner

### Supra Key Borrowing Information

We (GKAR) have leased additional Supra keys so there is stock available for your use!

For the best use and continued availability of keys to all Members, keys may be checked out for no more than 2 business days.

Supra key rentals are included with your GKAR Membership, however there is a late fee/ replacement fee for keys that are not returned in a timely manner.

As a reminder, we added a drop box on the west side of the building, near the staff entrance, for off-hours returns.

### Supra Key Leasing Information

If you have leased Supra keys from surrounding boards, an expiration code may appear if the key has been unable to update.

To remove the message KEY IS EXPIRED/UPDATE NOW you may call an automated phone number. When the message is received, phone the KIM voice number, 1-888-968-4032, and follow the prompts. This will update the key immediately and allow for uninterrupted use.

## MLS News

### [Best Practices for Tax IDs in the MLS System](#)

Having a Tax ID linked correctly is imperative for the information of a listed property. To help ensure that your link is created between the tax record and your listing in flexmls, here are a few tips:

1. A single Tax ID number may be listed in the **Tax ID** field. Additional parcels being sold together under the same MLS # may be entered into the **Marketing Remarks**.
2. Never enter a Tax ID with dashes or spaces. Flexmls is unable to recognize the number with the additions.
3. Utilize the **Taxes** tab in flexmls to look up the full and complete Tax ID, so that you may copy and paste the number into your listing. This is best done before the listing is made **Active**.
4. Some Tax ID's for properties taxed by the City of Portage, end in the letter "O" rather than a zero. If there is a question whether the ID contains an "O" or zero, please refer to tip three above.
5. All property in Kalamazoo County has a Tax ID that begins with the County Prefix of "39"; [Click for the complete list of County & Municipal prefixes](#).
6. Always check your listing once it's been entered. To do this, click on the **Tax** link on the **Details** tab of the listing.

### How to Select Multiple Properties in ShowingCart

ShowingCart now allows for multiple property selections. Previously, each listing needed to be added individually to ShowingCart. Now, you may select multiple properties from a **Search** by checking the box in the left-hand corner of the property photo (typically seen from the **List or Detail** page). Make as many selections as needed and continue to ShowingCart to set up showings.

### Edit a Listing from flexmls Mobile App

Beginning May 15<sup>th</sup>, all flexmls mobile users will be able to edit a listing from the app. Choose your listing and access the detail screen (by clicking the property). Here you will see an option to **Edit** at the top right corner, tap this to change List Price, Expiration Date, Add/Edit photos. Adding photos from the app allows flexmls to download a photo directly from your mobile device. You are still able to flag a photo as the primary photo of a listing in the mobile edit option. Once all your edits have been made, click **Done** on the Edit Listing page to save all changes.

