

Bearings

a newsletter for GKAR Members
December 2018



At A Glance

Committee Meetings

December 7th

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

December 10th

- [Advocacy](#)

December 11th

- [MLS](#)

GKAR Holiday Closings

December 24th - 25th

- [Closed for Christmas](#)

January 1st

- [Closed for New Year's Day](#)

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Installation Member Luncheon Photos

Thank you to all of the Members who attended Installation & State of the Association Member Luncheon and the Red-Carpet Fundraiser on November 30th. Installation photos will be available soon and posted to GKAR's Facebook page. The Red-Carpet album is available now and can be [viewed on the MI REALTORS® Who Care's Facebook page](#).

Congratulations to our 2019 REALTOR® of the Year, Natalie Rowe, RE/MAX Advantage

Natalie Rowe is the Broker/Owner of RE/MAX Advantage in Portage. Natalie was first licensed in 2006; becoming a member of GKAR in 2007. Natalie holds the professional designations Accredited Buyer Representative (ABR), Certified Distressed Property Expert (CDPE), Graduate REALTORS® Institute (GRI) and Short Sale Foreclosure Resource (SFR).



Natalie has been active with GKAR serving as a Board member from 2012-2014, President-Elect in 2015, President in 2016 and coming back to serve an appointment as President-Elect in 2017. Natalie has also been heavily involved with committees including Advocacy as Chair in 2017 & 2018, Budget & Finance, Community Relations, Education and Professional Standards. She has also served on numerous task forces.

Natalie was a graduate of the Michigan REALTORS® Leadership Academy in 2016. She believes this experience is what launched her volunteer leadership with Michigan REALTORS®. Natalie is currently serving in her 2nd year as District 6 Director; she was just re-elected to serve an additional 2 years. In addition, she served as co-chair for the Convention Committee; is a member of the Broker Summit Task Force and YPN Committee. Natalie was appointed to serve on the National Association of REALTORS® Business Issues Policy Committee in 2018.

Natalie is not just active with GKAR, MR & NAR. She is currently serving an appointment to the Michigan Department of Licensing Board of Real Estate Brokers and Salespersons. She also serves the City of Portage on the Zoning Board of Appeals. Outside of Real Estate, Natalie is currently serving as Vice President of Kalamazoo Area Runners. She serves as Liaison for Kal-Haven Trail Run and is actively involved with the American Red Cross and Team Red White & Blue.

At A Glance

Programs

December 10th

- [Governmental Legislative Update Forum](#)

February 16th, 2019

- Bowl for Kids' Sake
 - 2:00 pm Shift
 - 4:30 pm Shift

2019 Continuing Education Course Dates

- February 19th
- March 27th
- April 23rd
- September 20th
- October 24th

Registration coming soon...

GKAR Programs



What We've Accomplished



[Click to watch video.](#)

Real Estate Education



Continuing Education - A 2019 REALTOR® Member Benefit

A new cycle has begun! Be sure to stay ahead of the curve and follow this recommended schedule:

Recommended Schedule		
<i>Cycle Year One-2019</i>	<i>Cycle Year Two-2020</i>	<i>Cycle Year Three-2021</i>
<i>Credits</i>	<i>Credits</i>	<i>Credits</i>
2 Legal Credits Required	2 Legal Credits Required	2 Legal Credits Required
+	+	+
4 Additional Credits	4 Additional Credits	4 Additional Credits
=	=	=
6 Credits Total	6 Credits Total	6 Credits Total

Reminder: The state of Michigan no longer tracks continuing education records for licensees. It is the responsibility of the individual. This can be done manually or electronically through [CE Marketplace](#). As of 2018, all of GKAR's continuing education courses are CE Marketplace approved and reported on behalf of attendees.

Certification & Designation Line-Up For 2019

GKAR is happy to be bringing the following certification & destinations to our Association in the upcoming year:

- [NAR's e-PRO® Certification](#)
- [Accredited Buyer's Representative® Designation \(ABR\)](#)
- [Seller Representative Specialist® Designation \(SRS\)](#)

Details and online registration coming soon...

At A Glance

- [December Member Birthday Calendar](#)

Membership News

Accolades

Congratulations to DeAnna Phillips for earning her RENE Certification!

Welcome New REALTOR® Members

Robert Brockway - O'Brien Real Estate
 Shawn Easley - Berkshire Hathaway HomeServices MI
 Gary Fessenden - RE/MAX of Kalamazoo
 Greg Hudspeth - EXP Realty, LLC
 Cherish Paska - Evenboer-Walton, REALTORS®
 Mary Phelps - Lakes & Country Real Estate
 Joseph Proctor - Carlson REALTORS® & Development
 Kelli Redman - Berkshire Hathaway HomeServices MI
 Steve Vandiver - RE/MAX Advantage

Welcome New Business Partners

Grand Home Inspection - Brian Marcy
 86 S. Lake Doster Dr., Plainwell, MI | (616) 710-1796

HomeTeam Inspection Services - Brian Gunia
 8440 E. Main, Galesburg, MI | (269) 370-2465

New Business Partner SentiCard Request

Grand Home Inspection - Brian Marcy
 HomeTeam Inspection Services - Brian Gunia

Drops - REALTORS®

Patrick Ragains - Berkshire Hathaway HomeServices MI

Transfers - REALTORS®

Natasha Anderson - Five Star Real Estate to Berkshire Hathaway HomeServices MI
 Judy Curry - Five Star Real Estate, Kalamazoo Office to Allegan Office
 David Emmons - Five Star Real Estate, Kalamazoo Office to Allegan Office
 Kenneth Holmes - Keller Williams to Five Star Real Estate
 Susan Maurer - Five Star Real Estate, Kalamazoo Office to Allegan Office
 Troy McKenney - Five Star Real Estate, Kalamazoo Office to Allegan Office
 Rachel Simonds - Jaqua, REALTORS® to ERA Reardon Realty
 Kathy Smith - Jaqua, REALTORS®, Drake Office to Milham Office

Retiring - REALTORS®

Joseph Gesmundo - American Village Builders
 Brad Goebel - Chapple Realty

Housing Reports

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

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
[October 2018](#)
[October 2017](#)

Sales Report

Kalamazoo-Area Real Estate





Key Box Corner

SentriSmart™ App

SentriLock has made updates to SentriLock.com for users. A user may now choose to **Try New View** and will find a reformatted website. Tabs have been combined and added for revamped searching. A **Properties** Tab has been added and features the old **Lockbox** and **Listing** Tabs. The **Users** Tab now contains all user/agent information. The newest tab is **SentriConnect**, you can view your or your offices SentriConnect activity.

No worries; if you decide you prefer the other view, choose **Change to Classic View**. This can be found in the top right-hand corner of the page, when the gear is chosen.

SentriLock Holiday Hours:

December 24th, 2018

Christmas Eve - Closed

December 25th, 2018

Christmas Day - Closed

December 31st, 2018

New Year's Eve - Close at
10 pm

January 1st, 2019

New Year's Day - Closed

MLS News

FlexMLS App Updates

The MLS has continued to make updates to the flexmls Pro App making it easier to update listings on the go. Now, they have made updates to speed up searching the MLS for properties. From viewing the map to filtering results, the app is improving for both agents and clients.

Listing Setup on ShowingTime

ShowingTime added a feature for listing agent accompanied showings. If the client would like the listing agent to be present during all showings, it is easy for the listing agent to set this up on ShowingTime.

Listing agents may open the property on ShowingTime and find **Is this an agent accompanied showing?**, select **Yes**. When **Yes** is selected, the agent will be the first notified of showing requests, whether or not the client has been added to the notification list.

Save the Dates for 2019 MLS Training at GKAR

RPR - January 18th, 2019 from 9:00 am - 11:00 am in the Classroom

MLS Statistics - January 22nd, 2019 from 2:00 pm - 4:00 pm in the Classroom

Intro to Dotloop - February 20th, 2019 from 10:00 am - 11:30 am in the Classroom

Look for the remainder of 2019's MLS Training schedule on <http://www.gkar.com/calendar>. Start planning early!

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.

Peak Performance

Including Personal Property in the Buy and Sell Agreement

Do I have to include the range and fridge in the Buy & Sell Agreement if they are already listed as included in the MLS printout? Doesn't the MLS information make the seller's intention clear enough?

Will including personal property in the Buy & Sell cause problems with the lender or appraiser?

The answers are yes, and no— perhaps...[Read full article.](#)

[View a complete list of Peak Performance Articles.](#)

2019 GKAR Schedule

[View your 2019 Schedule of programs and events...](#)

GKAR		2019 Schedule	100% of these Member programs are paid for by the 2019 Business Partner Sponsorship Fund!
January	18 th	MLS Training: RPX, 9:00 am – 11:00 am, GKAR	
	22 nd	MLS Training: Statistics, 2:00 pm – 4:00 pm, GKAR	
	30 th	Michigan REA 11th Anniversary, 10:00 am, Grand Rapids	
February	6 th	Legislative Update, 2:00 pm – 3:00 pm, GKAR	
	16 th	Boiler for Kids' Sale, 2:00 pm & 4:00 pm, Grand and Ball West	
	19 th	2019 Continuing Education & NAR Ethics, GKAR	
	20 th	MLS Training: Desktop, 10:00 am – 11:30 am, GKAR	
	21 st	Professional Development Committee Presentations, GKAR	
March	26 th	RPX: Member Money Fundamentals	
	11 th	MLS Training: Scouting, 2:00 pm – 4:00 pm, GKAR	
	13 th	Member Appreciation Wine Dinner, 4:00 pm – 7:00 pm, Grosse Pointe Woods and being paid for by Business Partner	
	18 th	MLS Training: Top 10 MLS Tips, 10:00 am – 11:30 am, GKAR	
	22 nd	Walk to End Homelessness, 9:00 am – 12:00 pm, Grand's Home Stuyker Field	
	27 th	2019 Continuing Education & NAR Ethics, GKAR	
April	16 th	RPX: Conferences, GKAR	
	18 th	Spring 401 Member Networking, 4:00 pm – 6:00 pm @ PHD	
	18 th	Professional Development Committee Presentations, GKAR	
	22 nd	MLS Training: Contracts, 10:00 am – 11:30 am, GKAR	
	23 rd	2019 Continuing Education & NAR Ethics, GKAR	
	30 th	MLS Training: RPX, 1:00 pm – 3:00 pm, GKAR	
May	7 th	MLS Training: Top 10 Listing Training, 10:00 am – 4:30 pm, GKAR	
	14 th	Broker Prep Course, GKAR	
	21 st	AWR Conferences Course, GKAR	
	28 th	MLS Training: eForms, 10:00 am – 11:30 am, GKAR	
June	3 rd	Legislative Update, 2:00 pm – 3:00 pm, GKAR	
	19 th	MLS Training: Mobile (Phone), 10:00 am – 11:30 am, GKAR	
July	23 rd	MLS Training: Tips to Save Time, 9:00 am – 10:30 am, GKAR	
		MLS Training: Tips to Save Time, 10:00 pm – 4:30 pm, GKAR	
August	20 th	Annual Systems Goal Setting, 10:00 am – 2:00 pm, The Moon	
		Midlife and our Business Partners and Individual Agents	
September	26 th	MLS Training: Desktop, 10:00 am – 11:30 am, GKAR	
	16 th	MLS Training: Compensation, 2:00 pm – 5:00 pm, GKAR	
	19 th	Professional Development Committee Presentations, GKAR	
	20 th	2019 Continuing Education & NAR Ethics, GKAR	
October	2 nd	Michigan REALTORS' Convention & Expo, Detroit	
	2 nd	MLS Training: Contracts, 2:00 pm – 3:00 pm, GKAR	
	16 th	MLS Training: Statistics, 10:00 am – 12:00 pm, GKAR	
	17 th	REAR's Member Networking, 4:00 pm @ PHD (PHD)	
	24 th	2019 Continuing Education & NAR Ethics, GKAR	
	26 th	Day of Service for Veterans, 9:00 am – 11:00 am	
November	6 th	MLS Training: Top 10 MLS Tips, 10:00 am – 4:30 pm, GKAR	
	6 th	Professional Development Committee Presentations, GKAR	
	11 th	NAR REALTOR® Conference & Expo, San Francisco, CA	
	18 th	MLS Conferences, GKAR	
December	17 th	Installation & Holiday Luncheon, 11:00 am – 1:30 pm, Radisson Plaza Hotel	
	11 th	MLS Training: Scouting, 2:00 pm – 4:00 pm, GKAR	

Maximize Your Membership

Where do you rank? Find out with these simple tutorials available on your flexmls Intranet.

As we approach the end of 2018, you may want to look back and evaluate your sales, compare to other agents, and set goals for 2019. We've created simple tutorials to help you do just that. They are available 24/7 on your flexmls Intranet.

Create a Production Report

How to Create a Production Report

- On the Dashboard page of flexmls, hover over Statistics. Choose Inventory & Production.
 - Dashboard | Preferences | Other
 - My Production
 - Market Summary
 - My Market
 - Inventory & Production**
 - Market Trends
 - Reviews
- Choose Production Report under Report. You may view a sample before creating a statistic, this ensures you have found the report you are looking for.
 - Report
 - Agent Listing
 - Agent Listing and Sales Summary
 - Association Listing by State
 - Link Back Number
 - Active Listings
 - Production Report**
 - Rec'd Report
- On the Production Report screen choose the desired Date Range, Office Selection, Report Filter. Once all selections have been made click next.
 - File Range:
 - Begin Date: 01/01/2017
 - End Date: 02/28/17
 - Office Selection:
 - Include Office
 - Exclude Office
 - Include Office (0)
 - Exclude Office (0)
 - Include Multiple Offices (0)
 - Exclude Multiple Offices (0)
 - Include Multiple Counties (0)
 - Exclude Multiple Counties (0)
 - Include Multiple Counties (0)
 - Exclude Multiple Counties (0)
 - Market Filter:
 - Property Type
 - Inventory
 - Contracted Sale
 - Completed Sale
 - Back to Back
 - Residential Lease
 - Open Market

See the Latest Ranking Report

flexmls Tip!

Want to See the Latest Ranking Report? Here's How!

Created February 2017

Members often ask us where they can find the latest ranking reports, so we've created this super quick tutorial to help you find it in flexmls quickly and easily!

- Click on the Statistics tab, then select Inventory & Production.
 - flexmls | 01/28/17 | 10:45 AM | 10/10/17 | 10/10/17 | 10/10/17
 - Dashboard | Add/Change | Search | Data | Functions | Contacts | Tools | Statistics | Preferences | Other
 - Home
 - My Production
 - Market Summary
 - My Market
 - Market Trends
 - Inventory & Production**
 - Reviews
- Click the Saturation Analysis Report and fill in your criteria.
 - flexmls | 01/28/17 | 10:45 AM | 10/10/17 | 10/10/17 | 10/10/17
 - Dashboard | Add/Change | Search | Data | Functions | Contacts | Tools | Statistics | Preferences | Other
 - Home
 - My Production
 - Market Summary
 - My Market
 - Market Trends
 - Inventory and Production Reports**
 - Reviews
- Click the Market Share option at the bottom of the criteria page, then you'll be prompted to answer similar questions to narrow your search (Company, Office or Agent, Volume or # of Transactions, etc.).
 - flexmls | 01/28/17 | 10:45 AM | 10/10/17 | 10/10/17 | 10/10/17
 - Dashboard | Add/Change | Search | Data | Functions | Contacts | Tools | Statistics | Preferences | Other
 - Home
 - My Production
 - Market Summary
 - My Market
 - Market Trends
 - Inventory and Production Reports**
 - Reviews

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