

# Bearings

a newsletter for GKAR Members  
January 2018



## At A Glance

### Committee Meetings

January 3<sup>rd</sup>

- Advocacy

January 5<sup>th</sup>

- Professional Development
- Community Relations

January 9<sup>th</sup>

- MLS

Not Meeting in January

- Risk Management

## GKAR News

### Congratulations to our 2018 Committee Members

Our Committees are the lifeblood of the Association, serving and executing the vision for the Association, in alignment with the Bylaws, Strategic Plan, and National Association of REALTORS® Core Standards. We are excited for another productive year; see your 2018 Committee Members at [GKAR.com/Committees](http://GKAR.com/Committees).

The Committee Meetings listed to the left are open meetings; if you're interested in seeing our Committees at work, simply let the Chair or Staff Liaison know you would like to attend. Remember, the roster, with contact information, is always on [GKAR.com/Committees](http://GKAR.com/Committees).

### Michigan REALTORS® Who Care 2017/2018 Eastside Pocket Neighborhood Project

Michigan REALTORS® Who Care supports the Kalamazoo County Land Bank based on their great success with several projects in the Kalamazoo area. Two great examples are Marketplace and Prairie Gardens. The proposed Eastside Neighborhood Project will remove blighted homes and build 8 new "Tiny Homes" that will provide affordable housing and a path to homeownership. This project has the potential to be duplicated in other areas in the city or across the county. [Learn more...](#)



### 2018 Continuing Education Included w/ Your Membership

Your Board of Directors is committed to your success, so they are providing five complimentary opportunities for you to complete your Continuing Education requirement in 2018. [Sign up for your complimentary course on GKAR.com](#).

### Attend MI REALTORS® Leadership Conference in Detroit

As the premiere leadership event of the MI REALTORS®, Achieve provides leaders of every level with the tools they need; happening February 1<sup>st</sup>-2<sup>nd</sup>; [get the details](#).

CEO Robin Pompey  
Editor Angela McMillan

## At A Glance

### Programs

February 17<sup>th</sup>

- Bowl for Kids' Sake

February 20<sup>th</sup>

- Professional Development Committee Presents Series: Leadership Lessons w/ Speaker Tony Rubleski

March 5<sup>th</sup>

- Legislative Update Forum

March 15<sup>th</sup>

- Membership Appreciation Wine Down

March 24<sup>th</sup>

- Walk to End Homelessness

### Courses

February 13<sup>th</sup>

- 2018 Continuing Education

March 27<sup>th</sup>

- 2018 Continuing Education

April 20<sup>th</sup>

- 2018 Continuing Education

May 22<sup>nd</sup>

- PSA Certification

August 13<sup>th</sup>

- e-PRO® Certification

# GKAR Programs



## Volunteer Opportunity Next Month w/ Big Brothers Big Sisters Annual Bowl for Kids' Sake Fundraiser

It's that time again! Big Brothers Big Sisters is hosting their annual fundraiser Bowl for Kids' Sake. They have reserved Saturday, February 17<sup>th</sup>, 2018, from 11:30 am - 1:30 pm for GKAR teams. They're asking for teams of 5-6 people to raise a minimum of \$350. We already have 20/30 lanes filled, so be sure to register your team today.

## Professional Development Committee Presents Series: Leadership Lessons w/ National Speaker Tony Rubleski

Join us on Tuesday, February 20<sup>th</sup> for networking and Leadership Lessons with Tony Rubleski. Tony will be sharing key traits you can use to grow your business, how to stand out in crowd, and tips to renew and recharge yourself, team, and clients. Start the new year off right; reserve your seat now.

## Download the 2018 GKAR Schedule Now

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

# Real Estate Education MREA

Michigan Real Estate Academy

## Continuing Education Cycle Year Three is Here

Check out the 2018 Education Calendar and choose which Con Ed session you will be attending to stay ahead. Remember that this is a renewal year and all requirements should be completed by October 31<sup>st</sup>, 2018.

## Which Certification Will You Earn in 2018?

**Pricing Strategy Advisor®** - Learn to guide sellers and buyers through the details of comparative market analyses, to select appropriate comparables, and make accurate adjustments to a property when developing home price opinions.

**Dates:** May 22<sup>nd</sup> & November 6<sup>th</sup> | **Instructor:** Dan Johnson

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

**Credit:** One-Day PSA Course; 7 hours of Con Ed

**e-PRO®** - Learn about the changing market and how to connect with consumers online, manage your online reputation, generate leads, and gain referrals by signing up for day one of the certification course.

**Date:** August 13<sup>th</sup> | **Instructor:** Angela McMillan

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

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

# Membership News

## At A Glance

- [January Birthday Calendar](#)

## Housing Reports

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

### Welcome REALTOR® Member Reinstatements

Hank Avink - EXP Realty, LLC  
Patrick Nugent - Keller Williams Kalamazoo  
Edward Solis - Advanced Realty Global

### Welcome New REALTOR® Offices

Lewis J. Roberts, REALTOR® - Lewis Roberts  
Live Local Properties - Melinda Figgins

### Drops - REALTORS®

Cornelia Graham - Berkshire Hathaway HomeServices MI  
Aubrey Norg - Berkshire Hathaway HomeServices MI  
Wm. Rich Reynolds - i-Vest Real Estate

### Transfers - REALTORS®

Angel Calnin - Khoury Real Estate to Five Star Real Estate  
Heidi Curtis - Five Star Real Estate  
Melinda Figgins - Keller Williams Kalamazoo to Live Local Properties  
Paul Graham - Berkshire Hathaway HomeServices to Five Star Real Estate  
Nikki Hatfield - Keller Williams Kalamazoo to Live Local Properties  
Jill Kingsbury - Berkshire Hathaway HomeServices to Five Star Real Estate  
Rebecca Spence - Keller Williams Kalamazoo to Five Star Real Estate

### Retiring - REALTORS®

Jim Allen - Berkshire Hathaway HomeServices MI  
Nick Pratt - Evenboer-Walton, REALTORS®  
Rick Uhle - Keller Williams Kalamazoo

### Change of Business Partner Office Address

PrimeLending, a PlainsCapital Company  
8075 Creekside Dr, Suite 200, Portage, MI 49024

### Change of Business Partner Office Name

Nederveld to Nederveld Engineering & Surveying

### Summary of 2017 GKAR Professional Standards Cases

In 2017, there were 23 formal ethics complaints filed, 8 professional standards ethics hearings and 10 citations issued. The Articles of the Code of Ethics found in violation were Articles 1, 9, 11, 12, and 16. If you have any questions, you may direct them to Paula Novess, Director of Professional Standards, at [ProStandards@gkar.com](mailto:ProStandards@gkar.com) or (269) 382-1597, ext. 110.



## Key Box Corner

The SentiSmart app is a GKAR Member Benefit and a convenient tool for showing property; however, your SentiCard is not obsolete. Always carry your SentiCard with you in case your app doesn't work in the area you are showing property.

The only way to assign a Lockbox to a listing or remove a Lockbox is with your SentiCard. Keep in mind you cannot use the emergency renewal at a Lockbox with your SentiCard twice consecutively, so renewing it periodically at a card reader will help prevent possible issues.

# MLS News



## SentiLock Bluetooth® Lockbox Training

The first quarter of 2018 is offering an exciting start to the year! We have spent the last 12 years using our current SentiLock Lockbox system and now it's time to upgrade to SentiLock's Bluetooth® Lockboxes.

All Members must attend lockbox training and exchange old SentiLock Lockboxes for the new equipment. **Register now for training.** There will be a number of training sessions offered on Wednesday, February 28<sup>th</sup>, 2018, and Thursday, March 1<sup>st</sup>, 2018. Training and the exchange of all lockboxes will last approximately 60 to 90 minutes. Expect to come and learn about the new equipment and have a chance at winning a gas gift card!

## MLS Policy Additions From 2017

To continue ensuring MLS data is accurate, the MLS Committee crafted a new policy on addresses in the MLS. It is a requirement to list a property with a complete and correct address. Please read the full policy below:

### Incorrect Address Policy

You may be charged a fine if you enter incomplete or incorrect property address information in the MLS system. A complete and correct property address must be entered on every listing, (except vacant land), regardless if property has been previously listed under a different address.

You are encouraged to use at least two sources when verifying an address; one of those being the United States Postal Service. (Adopted 11/17)

## Change to Viewable Sold Listings

The National Association of REALTORS® (NAR) has voted to allow Sold listings from January 1<sup>st</sup>, 2012, to be viewable on IDX websites. The previous limit was listings Sold within the last three years. Members with an IDX website can contact their website provider and ask that they adjust viewable Sold listings, if this was a feature being used. This will add the benefit of consumers being able to view a longer history of Sold information.

## MLS Training Available at GKAR

Top 10 MLS Tips - January 15<sup>th</sup>, 2018, from 1:00 pm - 3:00 pm, in the Classroom

MLS Searching - February 6<sup>th</sup>, 2018, from 9:00 am - 11:00 am, in the 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, [visit GKAR.com/mls](http://GKAR.com/mls).

# Peak Performance

## A Simple Guide to Property Taxes

1. What does an assessor do?
2. What is the basis for property taxes?
3. What is uncapping?
4. What is a Principle Residence Exemption (PRE)?

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