



## At A Glance

## Committee Meetings

April 1<sup>st</sup>

- [Advocacy](#)

April 9<sup>th</sup>

- [MLS](#)

April 11<sup>th</sup>

- [Professional Development](#)

April 12<sup>th</sup>

- [Community Relations](#)

April 17<sup>th</sup>

- [Membership](#)

April 19<sup>th</sup>

- [Risk Management](#)

CEO Robin Pompey  
Editor Angela McMillan

## GKAR News

### GKAR RPAC Major Investors Event a Success

To help us reach our goal, the [2019 Advocacy Committee](#) hosted a successful RPAC Major Investors Fundraiser on February 26<sup>th</sup>, 2019, with 23 attendees and \$14,700 raised! The theme was a Mardi-Gras murder mystery dinner; [check out the photos](#). Thank you to everyone who was able to attend; and if you're interested in participating next year or becoming an RPAC Major Investor this year (receive recognition and perks at GKAR's Installation Holiday Luncheon), [contact Callie Reed at CallieR@gkar.com](#). See who's investing, view the [2019 GKAR RPAC Investors](#) and check out the latest in [Legislative News](#).

Be a Hero and Invest in RPAC.



### Thank You GKAR Walkers

On Saturday, March 23<sup>rd</sup>, the REALTOR® family showed their support for Kalamazoo's Housing Resources, Inc. (HRI) at their annual fundraiser Walk to End Homelessness. HRI received record breaking funds! Their goal was to raise \$90,000 and they are proudly reporting \$119,000+ received to date. Thank you GKAR for being a part of this achievement. [View this year's photos](#).

### April is National Fair Housing Month

Our local [Fair Housing Center of Southwest MI](#) is hosting their annual Conference on April 26<sup>th</sup>, 2019, and we encourage you to attend; [registration is now open](#). This year's speakers include James Carr, keynote; Cashauna Hill, Education Director of the New Orleans Fair Housing Center; and Lisa Rice, President and CEO of the National Fair Housing Alliance.

### Serve on a National Committee - Applications Due May 1<sup>st</sup>

Help steer the direction of NAR by serving on a National Committee in 2020. [Visit NAR.realtor to learn more](#). Also remember that starting in 2020, serving on a National Committee is an eligibility requirement to [earning REALTOR® Emeritus status](#).



**Bill Evenboer**  
**2019 President**

[Email Bill](#)

[Contact Your  
2019 Board](#)

[Contact a GKAR  
Staff Member](#)

# President's Message

Happy Spring,

The weather has turned and primetime season is upon us and it's time to buckle up and have fun.

I want to give a shout out to our GKAR staff and our Business Partners for putting on a great Membership Appreciation event in March. It was well attended and well received. The food and prizes and fellowship were awesome. Keep an eye out in the Board Bearings and on the MLS sign in screen for future events.

Also we had great involvement with the Walk to End Homelessness. Did you know that this event originated about 30 years ago with GKAR. Our own Jeff Lee and a couple others of us helped to kick start this annual event and it grew so much that we could not handle it. Thanks to Jeff and everyone else for your involvement and support.

Speaking of which, there will be a great program that will be put on by our Professional Development Committee. The committee has put together a great panel to present a very timely presentation on PFAS and PFOS water quality issues. The date is April 18<sup>th</sup>. [Go to GKAR.com for more details](#). It's going to be something you will not want to miss.

[See the calendar at GKAR.com](#) for additional upcoming events.

Speaking of spring and primetime selling season, as of the writing of this article there are 706 active single family homes and condos listings from \$ zero on up in the entire "K" area in the MLS.

This is certainly causing a "sellers' market" out there for our clients and makes it rather challenging for us as REALTOR® Members and for buyers.

With that I would like to encourage us all to be very mindful to make sure we treat everyone fairly but of course do what is best for your client. We are seeing many multiple offer situations, so please if you are unsure how to best handle this type of situation consult your broker or manager. It can get very emotional for all parties involved, so let's stay on top of it and present ourselves as professionals to the public and to each other.

Enjoy the spring and Happy Easter on the 21<sup>st</sup> to everyone.

Sincerely,

Bill

## At A Glance

### Programs

April 18<sup>th</sup>, 2019

- [Water Quality Program](#)
- [Spring 4:01](#)

June 3<sup>rd</sup>, 2019

- [Legislative Update Form](#)

June 13<sup>th</sup>, 2019

- [National Speaker Program w/Marki Lemons-Ryhal](#)

## 2019 Continuing Education Course Dates

- April 23<sup>rd</sup> - *Course Full*
- September 24<sup>th</sup>
- October 24<sup>th</sup>

[Register now!](#)



#### Licensee

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# GKAR Programs



## Up Next in the 2019 Professional Development Series: Water Quality Including PFAS and PFOS

Join us on April 18<sup>th</sup>, 2019, for a discussion of environmental issues that impact real estate in greater Kalamazoo. Hear from Jordan Bailey, PhD, Toxicologist, James Baker, Kalamazoo City Public Services, Jeff Reicherts and Lucas Pols, Kalamazoo County Health Department, and Nathan Whitmyer, DEQ Senior Environmental Analyst. [RSVP today.](#)

## The Spring 4:01 Member Networking Mixer is this Month

Join us at the new Delta Hotels by Marriott location in Kalamazoo on Thursday, April 18<sup>th</sup>, from 4:01 - 6:00 pm. Check out the exciting changes at this hotel, network with fellow GKAR Members, and enjoy complimentary beverages\* and hors d'ouvres. There is no cost to attend because 100% of this event is paid for by GKAR's 2019 Business Partners and there is no RSVP necessary because it is the more the merrier! \*The first 100 GKAR Members in the door will receive two complimentary beverage tickets. A cash bar will also be available.

## Save-the-Date for June 3<sup>rd</sup>'s Legislative Update Forum

This forum is a GKAR Member-exclusive and speakers will discuss legislative issues related to the housing industry. [Learn more.](#)

## [View Membership Appreciation Wine Down Photos](#)

# Real Estate Education



## The ABR® Designation is Here!

The Accredited Buyer's Representative (ABR®) Designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process. GKAR will be holding ABR® on May 21<sup>st</sup> - May 22<sup>nd</sup>. [Learn more.](#)

## Have You Claimed Your CE Marketplace Account?

The CE Marketplace offers licensees a free account to track their completed continuing education. This account helps you to stay on top of your Con Ed requirements, easing the renewal process. If you have not claimed your account, visit [CE Marketplace](#) and get registered today.

## Legal Update Versus Code of Ethics

Legal Update is a 2-hour, annual, requirement of the State of Michigan. It is a course that must be taken in order to stay in compliance with License Law. These 2 hours (taken every cycle year) make up 6 of the 18 total hours required to renew your license at the end of the cycle, October 31<sup>st</sup>, 2021. These hours are not to be confused with NAR's Ethics requirement, that follows a separate cycle and is enforced by your Local Association. [Learn more about the Code of Ethics requirements.](#)

## At A Glance

- [April Member Birthday Calendar](#)
- **Retiring - REALTOR®**  
Hubert Friar - RE/MAX Advantage
- [REALTOR® Emeritus Eligibility Details](#)

## Sales Report

Kalamazoo-Area Real Estate



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

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report  
[February 2019](#)  
[February 2018](#)

# Membership News



## Welcome New REALTORS®

Abigail Acosta - Berkshire Hathaway HomeServices MI  
Brittany Beck - Chapple Realty  
Brett Cosner - Jaqua, REALTORS®  
Katelyn Curry - Jaqua, REALTORS®  
Natasha Hanichen - Omni Brokerage, LLC  
Kyle Hansen - CENTURY 21 C. Howard  
Amy Kraft - Jaqua, REALTORS®  
Alexander Lombard - Jaqua, REALTORS®  
Elizabeth Mann - Compass Realty  
Christine Merryweather - Berkshire Hathaway HomeServices MI  
Darrin Newstead - Jaqua, REALTORS®  
Kelli Redman - Berkshire Hathaway HomeServices MI  
Tammy Shimmel - Sneller Real Estate  
Katti Skinner - Five Star Real Estate  
Christopher Speer - EXP Realty, LLC  
Cyndi Trobek - Cornell & Associates  
Eric Vanderhoof - EXP Realty, LLC  
Thomas Whitener - Keller Williams Kalamazoo

## Welcome REALTOR® Reinstatement

Thomas Barnett - Keller Williams Kalamazoo

## Welcome New Business Partner

Summit Home Mortgage  
414 W. Milham Ave, Portage, MI 49024 | (269) 488-1606

## Business Partner SentiCard Request

Homestead Inspectors - Scott Thomas

## Transfers - REALTORS®

Daniel Bauer - Five Star Real Estate - Lakes & Country Real Estate  
Nick Breedveld - Berkshire Hathaway Home Services MI - Jaqua, REALTORS®  
Lynnessa Cook - Five Star Real Estate, Kalamazoo - Five Star Real Estate, Portage  
Ashley DeLoof - Berkshire Hathaway HomeServices MI - Jaqua, REALTORS®  
Brook Davis - Berkshire Hathaway HomeServices MI - Jaqua, REALTORS®, Portage  
Amy Garber - Berkshire Hathaway HomeServices MI - Jaqua, REALTORS®  
Cooper Grosteffon - Jaqua, REALTORS® - EXP Realty  
Art Homer - Jaqua, REALTORS® - EXP Realty  
Laura Koziarski - Jaqua, REALTORS® - EXP Realty  
Kevin Pillion - Jaqua, REALTORS®, Portage - Jaqua, REALTORS®, Kalamazoo  
Valerie Schmitt - Five Star Real Estate, Kalamazoo - Five Star Real Estate, Paw Paw  
Rhea Terburg - Jaqua, REALTORS®, Kalamazoo office to Richland office  
Linda Thompson - Jaqua, REALTORS® - EXP Realty  
Alan Wartman - Berkshire Hathaway Home Services MI - Golden Star Realty

## Drops

Marlo Bruch - Keller Williams Kalamazoo  
Jessica Buckley - Jaqua, REALTORS®  
Nola Kuntz - Jaqua, REALTORS®  
Ted Vliek Jr - Ted Vliek, REALTOR®  
Stephanie Vos - Jaqua, REALTORS®  
John Hatridge - Consumers Credit Union



# MLS News

GKAR Policy of the Week Video

## MLS ADDRESSES



[Watch our Policy of the Week Video about Addresses](#)

## Key Box Corner

### SentriLock Reciprocity

GKAR agents can utilize SentriLock reciprocity with Ann Arbor Area Board of REALTORS® (AAABOR) and Lenawee County Association of REALTOR® (LCAR). Reciprocity allows agents to access SentriLock lockboxes, in Ann Arbor, Lenawee, and Kalamazoo using the agent SentriLock card or app. No one day codes are needed with those that have SentriLock access!



### [Sam Bartlett](#)

Director of Multiple Listing Systems at GKAR  
(269) 382-1985

## Entering an Address in FlexMLS

Recently, a higher number of incorrect address violations have been submitted through the MLS. Policy states:

**Section 1.2.5 Property Address:** 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 (2) sources when verifying an address; one of those being the United States Postal Service. (Adopted 11/17)

When entering a listing, each part of the address must be entered in the correct field. For example, 123 N Main Street; '123' is placed in Street #, 'N' is placed in Street Direction, 'Main' is placed in Street Name, and 'Street' is placed in Suffix. Entering the address in the correct fields will ensure the history links on the property and made easier to search.

## FBS Contract Extension

MichRIC has extended the contract with FBS, ensuring the use of FlexMLS for an additional three years. GKAR Members will continue to use FlexMLS for their listing needs.

Excitingly, MichRIC will be introducing the additional option of Rapattoni MLS for Members. This new member benefit will allow you to utilize Rapattoni as an optional front-end interface. Which gives you the option to use Rapattoni to search, generate reports, statistics, and so much more. You will have a chance to try the Rapattoni front-end interface with a 60-day trial.

Don't worry, you will continue to input your listings through FlexMLS, the primary MLS system. Rapattoni can be used for everything else. Keep watch for additional information and release dates!

## MLS Training Available at GKAR

**MLS Contacts** | April 22<sup>nd</sup>, 2019 | 10:00 am - 11:30 am | Classroom

**RPR®** | April 30<sup>th</sup>, 2019 | 1:00 pm - 3:00 pm | 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. To reserve a seat visit [www.gkar.com/mls](http://www.gkar.com/mls) or call (269) 382-1597.

## Peak Performance Article

### The Vacant Land Addendum - When & Why

This addendum to the GKAR Buy & Sell Agreement has been in print for a number of years, but it deserves re-introducing. It is available as a three-part NCR form from GKAR, or you can get it on zipForm and dotloop.

[Read full article to find out.](#)



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# Maximize Your Membership

## See National Speaker Marki Lemons-Ryhal at GKAR

Whether you're a seasoned agent or new to the industry, success is probably your goal. Your Board of Directors is committed to helping you reach your goals and is proud to be able to bring national speaker and top REALTOR®, Marki Lemons-Ryhal, to GKAR to share her knowledge and experience with you. This program is exclusively for GKAR Members and is included with your GKAR Membership.

### Join Us:

**Date:** Thursday, June 13<sup>th</sup>, 2019

**Location:** At GKAR, in the auditorium

### Schedule:

10:00 am - 11:00 am	Keynote:	Your Perfect Morning for Sustainable Growth in Real Estate
11:00 am - 11:30 am	Break:	Protein Power-Up
11:30 am - 1:00 pm	Deep Dive:	More Than Just Likes Your Social Media Blue Print

### [RSVP Now](#)

### About Marki

Licensed Managing Broker, REALTOR®, avid volunteer, and Major Donor, Marki Lemons-Ryhal is dedicated to all things real estate. With over 25 years of marketing experience, Marki has taught over 250,000 REALTORS® how to earn up to a 2682% return on their marketing dollars.

As a REALTOR®, Marki has earned several sales awards, the REALTOR® Achievement Award and The President's Award from the Chicago Association of REALTORS®.

Six-time REALTOR® Conference and Expo featured attendee, one of 100 speakers selected to speak the REALTOR® Conference & Expo five times, and an Inman closing Keynote Speaker.

By consistently offering sound industry analysis and professional guidance, Marki's expertise has been featured in Forbes, Washington Post, Homes.com, and REALTOR® Magazine.

Marki holds a Bachelor of Science degree in Management from Chicago State University a Master's in Business Administration from Saint Xavier University, and over fifty real estate related licenses, certifications, and designation.

### Your Perfect Morning for Sustainable Growth in Real Estate

Change your life one morning at a time by committing 60-minutes each morning to a LIFE of S.A.L.E.S. Reinforce your foundation for success by implementing five simple steps daily: Silence, Affirmations, Lead Generation, Exercise, and Scripts.

### More Than Just Likes Your Social Media Blue Print for Lead Generation

Details coming soon.