

Bearings

a newsletter for GKAR Members
December 2019



At A Glance

Committee Meetings

December 6th

- [Professional Development Meeting & Open House](#)
- [Community Relations](#)

December 10th

- [MLS](#)

December 11th

- [Membership](#)

December 13th

- [Risk Management](#)

2020 Committee Application

- [Available until December 6th at 4:00 pm](#)

GKAR Holiday Hours

December 24th-25th

- Closed for Christmas

January 1st

- Closed for New Year's Day

GKAR News

Your 2020 REALTOR of the Year is...



Greg Miller

2020 REALTOR® of the Year
Associate Broker & Team Leader
Berkshire Hathaway HomeServices Michigan Real Estate

[Read Greg's Bio](#)

[Send Greg a Message of Congratulations!](#)

NAR Extends Ethics Cycle to 3 Years

NAR's Board of Directors extended the Ethics Training Requirement from every two years to every three years, which extends the current cycle deadline from December 31st, 2020, to December 31st, 2021. The next cycle (cycle 7) will begin January 1st, 2022, and end December 31st, 2024. If you have not completed your Ethics Training for this cycle, you will receive a monthly email reminder from GKAR to complete your training.

GKAR 2020 Schedule Available Now!

Mark your calendar with the programs and events you don't want to miss in 2020. There are two ways to do this:

1. [Download the 2020 GKAR Schedule Now \(PDF\)](#)
2. [Access the GKAR Calendar on GKAR.com](#)

Welcome to City of Parchment Packet - Available Now

Do you have clients interested in moving to the City of Parchment? Share this [Welcome to City of Parchment packet \(PDF\)](#). It is also available on the city's Website [Parchment.org](#), and there are printed copies available at Parchment City Hall. If you need additional printed copies, please contact Nancy Stoddard at (269) 349-3785, Teresa Stannard at (269) 343-7747, or tstannard@parchmentlibrary.org.

New! GKAR 2019 Annual Report Available Now

See page 5!

At A Glance

Programs

February 19th, 2020

- [Professional Development Series - Market Area Updates](#)

February 22nd, 2020

- [Bowl for Kids' Sake & Mixer](#)

March 16th, 2020

- [Governmental Legislative Update Forum](#)

Continuing Education

Save the date that works best for your schedule. Registration is coming soon!

- January 28th, 2020
- February 26th, 2020
- March 24th, 2020
- September 29th, 2020
- October 27th, 2020

GKAR Programs



Governmental Legislative Update Forum

Stay informed about legislative issues related to the local housing industry by attending the next Governmental Legislative Update Forum at GKAR on March 16th, 2020. [RSVP Today](#)

Professional Development Series: Market Area Updates

Save the date for the first program in the 2020 Professional Development Series on February 19th, 2020, at GKAR. Admission is included with your GKAR Membership!

1. February 19th, 2020 - *Market Area Updates Presented by Southwest Michigan First*
2. April 16th, 2020 - *Housing Resource Fair*
3. September 22nd, 2020 - *REALTOR® Safety*
4. November 17th, 2020 - *Industry Best Practices*

Registration for these programs will be available in early January.

Bowl for Kids' Sake 2020

GKAR is excited to be supporting Big Brothers Big Sisters in their annual fundraiser, Bowl for Kids' Sake, and we hope you will join us. In 2019, GKAR raised more than \$20,000 with 43 teams. Our goal this year is to have 60 teams! We are looking to fill two shifts this year; the 2:00 pm - 4:00 pm shift and the 4:30 pm - 6:30 pm shift.

Teams are available now. [View Registration Instructions](#)

Real Estate Education



Graduate REALTOR® Institute (GRI) Course*

The newly restructured Graduate Realtor Institute® (GRI) is the foundation for your success. The GRI designation is one of the most prestigious designations and most widely held among those who hold any designations, held by 19 percent of Realtors®, based on latest NAR Survey Data. Earn your GRI Designation while satisfying your 90 clock hours of approved course work in earning your Brokers License as offered through LARA.

Dates: February 18th, 19th, 20th, and 21st, 2020

Tuition: \$350 | [Register now through CE Marketplace.](#)

Instructor: Gwyn Besner

**If you have taken GRI I or II prior to 2019, you will receive new materials as part of your In Classroom registration fee for the next segment you take. GRI I or II taken In-Classroom after 11/1/2019, new materials are included as your initial registration fee and will be used for the next segment. If you have misplaced your materials, you will need to pay \$55.00 for an additional copy.*

At A Glance

- [December Member Birthday Calendar](#)

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
 - [October 2019](#)
 - [October 2018](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

Membership News



Congratulations to the following who have been Members of GKAR for 40 years!

Janice Carpenter - Berkshire Hathaway HomeServices MI
Dennis Field - Keller Williams Kalamazoo
Joe George - J.A. George & Associates
Melody Stirk - Keller Williams Kalamazoo

Welcome New Members

Janice L. Allen - Jaqua, REALTORS®
Matthew Gifford - Keller Williams Kalamazoo
Nikole Green - EXP Realty
Jonathon Hallberg - NAI Wisinski of West MI
Jeri Holcomb - Lockett-Jones Realty Group
Christopher Jenkins - Keller Williams Kalamazoo
Alyssa Pierce - Jaqua, REALTORS®
Daniel Smigiel - Berkshire Hathaway HomeServices MI
Tiffany Thomas - CENTURY 21 Affiliated
Hillary Wilcox - Berkshire Hathaway HomeServices MI
Kacey Wright - Keller Williams Kalamazoo

Welcome New Lifetime Members

Jerry Carlson
Bobbie DeGraaf

Transfers - REALTORS®

Juliet Altman - Five Star Real Estate to Neighborhood Realty Group
Maeda VanTifflin - Neighborhood Realty Group to Lakes & Country Real Estate

Drops - REALTORS®

Bruce Arnsman - Betten Real Estate
Jermiah Boggerty - Century 21 Affiliated
Wyatt Brown - RE/MAX Advantage
Wayne Caldwell - Doorlag Realty Company
Corby Callaway - Berkshire Hathaway HomeServices MI
Robert Ernsberger - Keller Williams Kalamazoo
Dawn Hite - Jaqua, REALTORS®
Aaron Hovestadt - Landmark Real Estate Agency
Alexander Jones - Berkshire Hathaway HomeServices MI
Nicholas Jutzi - Keller Williams Kalamazoo
Jennifer Slocum - ERA Reardon Realty
Stephanie Stewart - Century 21 Affiliated
Jacob Williams - Century 21 C. Howard

Retiring - REALTORS®

Zach Daniels - Compass Realty

Key Box Corner

As the season slows things down, I invite you to take some time to familiarize yourself with the changes made to the SentiLock app earlier this year.

It's the perfect time to review SentiKey functions; and you can find a number of guides on [SentiLock's website](#) or [view a short video here](#) to learn the app in it's entirety.

SentiLock Support Holiday Hours:

December 7th, 2019

Closes at 6:30 pm EST

December 24th, 2019

Christmas Eve - Closed

December 25th, 2019

Christmas Day - Closed

December 31st, 2019

New Year's Eve - Closes at 10:00 pm EST

January 1st, 2019

New Year's Day - Closed

[Sam Bartlett](#)

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



MLS News



Rapattoni MLS Trial Almost Over

Your Board of Directors extended the Rapattoni MLS free trial period for GKAR Members through December 31st, 2019 - offering you more time to use and learn Rapattoni MLS, at no cost. Make sure you take advantage before year-end! If you are interested in utilizing the extended trial on Rapattoni MLS, contact Sam Bartlett at SamB@gkar.com or (269) 382-1985.

Price Changes on Pending Listings*

Recently, the MLS Committee fielded questions about the practice of re-listing a property at the selling price, when it sells above the original list price.

This practice is not only ineffective, but is also counterproductive. Here's why:

- All appraisals done for mortgage purpose, require the appraiser to account for ALL history and activity of the subject property within the past 1 to 3 years. That would include, the original list price and any price changes...up or down. It could appear to an underwriter...and appraiser that there was an intention to deceive...which is never advisable.
- One of the most important forecasting tools, is tracking and measuring the difference between list price and sales price. Re-listing the property at sales price will produce false readings and skew the list-to-sale ration LOWER than it actually is. If the practice is to make the appraiser feel comfortable that the property did not sell above list price, it has the opposite effect.

**This information is brought to you by your GKAR MLS Committee.*

NAR's New Cooperation Policy

During the recent REALTORS® Conference & Expo, held in November 2019, a new Cooperation Policy was passed. This policy will require MLS participants to submit residential listings to the MLS within one (1) business day of marketing the property to the public. Implementation by the local MLS is required by May 1st, 2020.

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. [updated 11/11/19] [View the full discussion and new policy from NAR.](#)

MLS Training Available at GKAR

[MLS Searching - December 11th, 2019 | 2:00 pm - 4:00 pm | Classroom](#)

[RPR - January 13th, 2019 | 2:00 pm - 4:00 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 or call (269) 382-1597.

Peak Performance Article - *Think You Know Well and Septic Inspections Flat - Try this Test*

[Read full article...](#)

Set Yourself Up for Success in 2020!

Starting a new year - it's certainly exciting, but it can also be very overwhelming. That's why we're here! Your GKAR Staff, Board of Directors, and Committees are here to support you so that you can be successful in 2020 and beyond.

Don't miss out on what your Association can do for you. As we embark on 2020, we've highlighted a sampling of your Member Benefits right here:

[Cumulative Sales Reports](#)

See current and historical sales data for Greater Kalamazoo.

[Member Central](#)

This menu on GKAR.com gives you quick access to things like Lockbox information, Millage Rates, Cumulative Sales Reports, Member to Member Email Service Request Form, and so much more!

[Member to Member Email Service](#)

For just \$25 market your property or business to your fellow GKAR Members.

[MLS Tips](#)

Tips and tricks for saving time and simplifying what you do in the MLS.

[Peak Performance Articles](#)

Common questions - answered in easy-to-digest guides, developed by your Risk Management Committee.

Maximize Your Membership

Update Your Email Preferences on GKAR.com

Ensure you are receiving the emails you want from GKAR by taking a moment to update your email preferences for 2020.

Important! All selections reset each time you submit the form, so be sure to mark all that apply every time you update your preferences!

Here's how:

1. Go to [GKAR.com>Member Central>Email Preferences](#).
2. Enter your first name, last name, and the email address you want on file with GKAR.
3. Check the boxes for ALL of the categories you wish to receive.
4. Select **Update**.

2019 GKAR Annual Report Available Now!

What happened last year at GKAR? Get a snapshot of GKAR's year in review in our 2019 Annual Report! [Download Now \(PDF\)](#)

