

# Bearings

## GKAR NEWS

### COMMITTEE MEETINGS

June 1<sup>st</sup>

- [Advocacy](#)

June 5<sup>th</sup>

- [Professional Development](#)

June 9<sup>th</sup>

- [MLS](#)

June 12<sup>th</sup>

- [Risk Management](#)

June 17<sup>th</sup>

- [Membership](#)

June 24<sup>th</sup>

- [Community Relations](#)



Greater Kalamazoo  
Association of REALTORS®

### Congratulations, You Have Been Back to Work for 4 Weeks!

While we recognize we are working differently than before the quarantine, we are thrilled you are back in action and serving the community. We want to take a moment and thank Michigan REALTORS® and their leadership for their hard work on your behalf. They were in constant contact with the Governor's Office lobbying for your best interest and due to their efforts, real estate services were one of the first industries to be released under the Executive Order. This type of lobbying is representative of the work your REALTOR® Political Action Committee (RPAC) does not only to protect property rights but protect your rights to conduct your business in Michigan. If you have not made your contribution to RPAC this year, please consider taking this opportunity to check that box: [Invest in RPAC 1](#) (Candidates); [Invest in RPAC 2](#) (Initiatives).

### National Speaker, Barb Betts is Presenting to GKAR on August 6<sup>th</sup>—Save the Date

Barb Betts is a successful REALTOR®, Broker/CEO, and social media guru. She runs a thriving boutique brokerage that looks at the real estate industry in an entirely new way. This innovative thinking has made her a sought-after speaker and educator.

We hope you will join us for her virtual keynote with GKAR where she will be presenting two of her most requested programs:

- Communicating Your Value When Competing Against an iBuyer
- Priority Management: Hitting a Grand Slam in Business & Life

Streaming details to follow.

[RSVP Now](#)

### GKAR Operations Update

Limited staff now working at the GKAR facility on an appointment basis while the remaining staff continues to operate remotely via phone, email, and Zoom. If you need to make an appointment, please call us at (269) 382-1597.

#### Facebook

- [GKAR Member Group](#)  
*This is a private Facebook group for GKAR REALTOR® Members*
- [Follow Michigan REALTORS®](#)
- [Follow NAR](#)

#### COVID-19 Resource Pages

- [GKAR](#)
- [Michigan REALTORS®](#)
- [NAR](#)
- [Michigan.gov/Coronavirus](#)

# President's Message



Jeff Lee  
2020 President  
[Email Jeff](#)

[Contact a  
2020 Board Member](#)

[Contact a  
GKAR Staff Member](#)

Hello Members,

The meanings of membership include community, fellowship and association.

Each of these meanings offer different benefits. our membership between each of us not only allows us to operate professionally but successfully. Each time we were together we benefit from each others experience, professionalism and drive.

At no time in my memory have I seen our members step up to a challenge as they have with the COVID-19 event.

Now that we are able to show properties, I've performed showings on listings where the listing agent has prepared the listing with lights on, all doors open, and all common surfaces wiped down. And when I was done with the showings they came in and turned all the lights off and close the doors and again clean to the common surfaces. It's impressive.

I have also seen our local staff not skip a beat as they shifted to their online presence, still providing the daily support in addition to the extraordinary demands to help membership succeed as they struggled with the Shelter in place order.

At the state level, our association has worked tirelessly to help guide the Governor's provisions eventually allowing us to return to work personally.

We are in an extraordinary time with extraordinary challenges. The COVID-19 condition will be with us until there is an effective vaccine. There is no doubt in my mind that your association leadership is responsive, capable and focused to help members succeed. Together we will get through this Challenge as a stronger association. Please know that if you need to reach out for support we will be here for you.

Sincerely,

Jeff Lee

## HELPFUL LINKS

GKAR REALTOR® Member Facebook Group

- [Join](#)

NAR Right Tools Right Now—COVID-19 Resources

- [Learn More](#)

MichRIC® Study Hall

- [Learn More](#)

## UPCOMING 6-HOUR CON ED AT GKAR

[Register Today!](#)

- September 29<sup>th</sup>, 2020
- October 27<sup>th</sup>, 2020

### 4:01 Networking Mixer Postponed Until Further Notice

We continue to monitor state guidelines and will be working closely with the Trak Houz to ensure this gathering is safe and in accordance with social distancing recommendations. Please stay tuned. We will provide more information once we are able to reschedule.

### Housing Resource Fair New Program Format

Your GKAR Professional Development Committee is working on an alternative format for its originally scheduled April Housing Fair program. More information is coming soon.

### GKAR Annual Summer Golf Outing Status

With the return of golf season, we are hopeful we will be able to host GKAR's Annual Summer Golf Outing as scheduled on Monday, August 24<sup>th</sup>, 2020. We are in communication with The Moors and looking to open registration in late June or early July, once we know more about whether golf carts will be permitted or not, etc. Thank you for your understanding and patience; stay tuned for details.

## EDUCATION

### NEW DATE—Certified Pricing Strategy Advisor (PSA)

Sponsored by Chemical Bank

September 30<sup>th</sup> at GKAR

Start pricing homes with confidence; master this CMA course and learn how to evaluate the existing real estate market to take the guesswork out of pricing homes. The Pricing Strategy Advisor (PSA) Certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

Tuition: \$169 | [Register Now](#) | Instructors: [Robert Taylor and Martin Wagar](#)

New Agents:

- How Pricing Works
- Selecting Comps
- The Art of Making Adjustments
- Developing Price Opinions

Experienced Agents:

- Why it works
- Interacting with Appraisers & Lenders about Value
- How Lending Practices Impact Your Deal
- Financial Markets

## SALES REPORTS



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

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
  - [April 2020](#)
  - [April 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

## REALTOR® MEMBER BIRTHDAY CALENDAR— JUNE

## REALTOR® EMERITUS ELIGIBILITY DETAILS

### Welcome New Members—REALTOR®

David Bills - RECONNECT Real Estate & Associates  
Kendra Dillard - Lockett Jones Realty Group  
Julie Harlan - Jaqua, REALTORS®  
Kara Jacobs - Century 21 Affiliated  
Michael Palmer - Advanced Realty Global  
Arin Riggins - RECONNECT Real Estate & Associates  
Veronica Tultz - Berkshire Hathaway HomeServices MI

### Welcome New REALTOR® Office

RECONNECT Real Estate & Associates | David Bills | Kalamazoo | 269-359-7111

### Transfers—REALTORS®

Connie Bryant-Paynter - Evenboer Walton, REALTORS® to KVB Real Estate  
Linda Hazelhoff - Berkshire Hathaway HomeServices MI to RE/MAX Advantage  
Jody Heckman - Evenboer Walton, REALTORS® to KVB Real Estate  
Kristin Marschner - Jaqua, REALTORS®, Milham Office to Drake Office  
DeAnna Phillips - Evenboer Walton, REALTORS® to Five Star Real Estate  
Debbie Stuck - Jaqua, REALTORS® to Five Star Real Estate

### Drops—REALTORS®

Melissa Langerak - Berkshire Hathaway HomeServices MI  
Taylor Long - Century 21 Affiliated

### NAR's C2EX Endorsement Now Qualifies for Ethics Training

Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance, and showcase their highest levels of professionalism. It's not a course, class, or designation—it's an Endorsement that you can promote when serving clients and other REALTORS®.

As an added bonus, once you earn your C2EX Endorsement, you may use it to qualify as your Code of Ethics Training requirement for that current cycle. C2EX is always updating, so anyone with the Endorsement will receive notification when new content is available. If there is new content during a new Ethics Cycle and you complete it to maintain your C2EX Endorsement, that would again qualify for Code of Ethics Training. So essentially, keeping your C2EX Endorsement current could meet your Code of Ethics Training requirement over and over again.

[If you are interested in learning more or how to obtain your C2EX, read more here.](#)

## QUICK ACCESS SENTRILOCK SUPPORT

Connecting your phone number to SentiLock allows a quicker experience with SentiLock support. Normally, when you contact SentiLock support they will validate your identity with various information.

Speed up your experience by connecting your phone number with SentiLock. Here is how you can verify, enter, or change your phone number within the lockbox system:

1. Log into the SentiKey app on your smartphone
2. Select the profile icon (found on the bottom right for Apple and top right for Android)
3. Select the pencil icon
4. Enter your phone number in the Cell Phone Number field
5. Select Save

## PEAK PERFORMANCE ARTICLE

[The Foreclosed Property Disclosure Form](#)

## MIREALSOURCE DATA SHARE WITH MICHRIC®

All MichRIC® users can now view [MiRealSource](#) data directly in Flexmls. Data share also includes reciprocal access

# MLS NEWS

## Reporting MLS Policy Infractions

When a possible MLS Policy infraction is found in the MLS, you can report it directly through flexMLS. To report the infraction, you will need to be viewing the listing on the MLS. On the listing page you will select the more option (three dots found in right hand corner, next to CMA). The **More** option will provide you with **Report Error**, select this option. An MLS Error Form will appear and you are able to enter the possible infraction you have found. When you have entered your description, select **Send**. The Error Report will be sent to the listing agent's association.

In the event the listing is not in the MLS, you can email the listing agent's association directly. For example, a "For Sale" sign has been in a property's yard for over one business day. If the listing agent is a GKAR agent you may email Sam Bartlett, the Director of MLS, at [SamB@gkar.com](mailto:SamB@gkar.com). Important information to include in the email would include the property address, listing agent, and any other information you may have on the length the "For Sale" sign has been at the property.

## [Flexmls Now Offers Android App for Homebuyers](#)

As of May 27<sup>th</sup>, you will be able to offer your Android-using clients a dedicated app! Now all clients, regardless of device, will be able to easily connect and collaborate with you throughout their home search journey.

## You Can Obtain Supra Lockboxes, Key-Free, in 3 Easy Steps:

Until the Executive Order allows GKAR to conduct business onsite, you can obtain Supra app access with the Listing Agent with One-Time Only access. Requesting this access from the agent is similar to you providing a 1-Day Code.

1. Download the Supra eKey app on your smartphone.
2. Contact the listing agent to provide you with One-Time Only access (an email or text will be sent to you confirming this access with a link to create an account).
3. Create your account by following the Non-Member Instructions here.

**Frequently using Supra lockboxes?** [You are able to lease the Supra app by contacting the Southwestern Michigan Association of REALTORS®.](#) They will assist you in a monthly lease to have full access to the Supra app without the need of One-Time Only access from the Listing Agent. We are working on creating a process for your safety for you to borrow physical Supra Keys. We will be publishing updates when more information is available.

# MLS RESOURCES

## [MLS Training Available at GKAR](#)

**Dotloop**—August 20<sup>th</sup>, 2020,  
from 10:00 am - 11:30 am in the Classroom

**RPR®**—October 29<sup>th</sup>, 2020,  
from 9:00 am - 11:00 am in the Classroom

## [UPDATED—MLS Quick Guide](#)

Get quick answers to those pesky questions that slow you down while entering listings!

## [MLS Tips](#)

Work smart; save time!