

Bearings

GKAR NEWS

COMMITTEE MEETINGS

March 6th

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

March 10th

- [MLS](#)

March 12th

- [Membership](#)

March 13th

- [Risk Management](#)

SIX Legislator Panelists for this Month's Forum

Come to GKAR for this Governmental Legislative Update Forum which is offered as a Member benefit. Speakers will discuss legislative issues related to the housing industry. Monday, March 16th, 2020 | 2:00 pm—3:00 pm | [Learn More & RSVP](#)



Join Us for the RPAC Madness Fundraiser

Each year, GKAR Members choose to invest in the REALTOR® Party so RPAC may support the issues and candidates that are important to the real estate industry.

This year, following our Legislative Update Forum on March 16th, the Advocacy Committee invites you to attend their [RPAC Madness Fundraiser](#), a March Madness-themed mixer. You can shoot hoops, win prizes, enjoy fellowship, food, and fun! The fundraiser runs from 3:00 pm—5:00 pm at GKAR.

[Catch up on the latest legislative news at mirealtors.com.](#)

Next Month is National Fair Housing Month

Our Professional Development Committee is hosting a Housing Resource Fair on April 16th, 2020, at GKAR to highlight the many resources available in our community.

Then, our local Fair Housing Center of Southwest MI is hosting their annual Conference on April 28th, 2020, at the Fetzer Center, and we encourage you to attend; registration will open soon. This year's conference will include a 2-hour Legal Update for REALTORS®.

February Engagement

GRI-I Broker Prep Course

- 26 Attendees

Professional Development Series: Market Area Update with Southwest Michigan First

- More than 125 Members Attended Live Program
- [View Photo Gallery](#)

Big Brothers Big Sisters' Bowl for Kids' Sake Fundraiser

- Over 35 Teams Participated
- Amount Raised to Follow
- [View Photo Gallery](#)

President's Message



Jeff Lee
2020 President

[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Dear Members and Affiliates,

It is with great pleasure that I inform you of the wonderful success that continues at your Association.

With the support of our excellent staff, progress is being made by your leadership, and GKAR continues to provide an excellent level of service that you can be proud of.

The following are noteworthy efforts being made on your behalf:

- Our Risk Management Committee is closing in on the monumental task of completing the new Authorized Buy and Sell Agreement.
- Our Advocacy Committee is preparing for the RPAC Madness Fundraiser which will take place at GKAR on March 16th from 3:00 pm to 5:00 pm. Don't miss this worthwhile event - RPAC is essential to our profession and industry!
- Our Community Relations Committee's Bowl for Kids' Sake was a striking success! Our Members turned out in numbers and demonstrated genuine support. This committee is also in the throes of planning the Walk to End Homelessness on March 28th. Please be sure to register your walk teams and support this fundraiser that began with GKAR over 30 years ago, and that has raised over \$1 million.
- The Professional Development Committee program featuring the Southwest Michigan First market update was sold out!

Don't forget to join me and other Members at the Member Appreciation Wine Down on March 12th at 4:00 pm - with food and beverages, courtesy of our 2020 Business Partner Affiliates. THANK YOU!

Take a look at our many other committees and association activities listed throughout the *Bearings* to stay involved.

Until we meet again, be well and practice safe real estate.

Jeff Lee

UPCOMING PROGRAMS

March 12th, 2020

- [Membership Appreciation Wine Down](#)

March 16th, 2020

- [Governmental Legislative Update Forum](#)
- [RPAC Madness Fundraiser](#)

March 28th, 2020

- [Walk to End Homelessness](#)

Membership Appreciation Wine Down

More than 100 Members have already registered to attend and we hope you will join us too for this popular fellowship gathering and Business Partner expo. Mix and mingle with your fellow REALTORS®, and catch up with your 2020 Business Partners as they showcase their products and services; we have 40+ Business Partner booths to explore. [Learn More and/or RSVP Today](#)

Walk to End Homelessness

GKAR and HRI are teaming up again to assist those who experience homelessness in Kalamazoo—we hope you'll join us! Remember—there are two ways you can help.

1. Gather a team and raise or donate a minimum of \$35 per person (donations are not required to participate, but you'll get a cool t-shirt with \$35 or more). Walk, run, or jog on March 28th.

[*Visit the HRI website to register \(be sure to use "GKAR" or "REALTOR®" in your team name\).](#)

2. Attend the After Event at Bell's Eccentric Cafe from 11:00 am - 2:30 pm (BBQ lunch for purchase or just order off the menu; 10% of all food sales will benefit HRI).

That's all there is to it! Let's get out there and show Kalamazoo how much REALTORS® care!

Saturday, March 28th, 2020 | Gather at 9:00 am | Walk starts at 10:00 am | [Learn More & Sign Up](#)

UPCOMING 6-HOUR CON ED AT GKAR

[Register Today!](#)

- March 24th, 2020
- September 29th, 2020
- October 27th, 2020

EDUCATION

Certified Pricing Strategy Advisor (PSA)—Sponsored by Chemical Bank

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.

Dates: May 20th, 2020 | Tuition: \$169 | [Register Now](#) | Instructors: [Robert Taylor and Martin Wagar](#)

The PSA is designed to help REALTORS®

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](#)
[January 2020](#)
[January 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

[REALTOR® MEMBER BIRTHDAY CALENDAR— MARCH](#)

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New Members—REALTORS®

Carlene Martin - Jaqua, REALTORS®
Josh Winer - Jaqua, REALTORS®

Welcome New Members—REALTOR® Offices

Jaqua, REALTORS® Commercial (Daniel Jaqua, Broker)
Rise Realty (Greg DeHaan, Broker)

Welcome Limited Service Only—REALTORS®

Fowler Valuation Services (William Fowler, Broker)

Welcome New Members—Business Partner Offices

Pearl Certification (Joseph Gentile, Responsible Member)
Preferred Insurance Services (Clayton Lyczynski, Responsible Member)

Welcome New SentiLock Access—Current Business Partner Office

Matthew Mason - Great Lakes Home Inspections

Additions—Existing Business Partners

Drake Siwicki - EST Home Mortgage
Jeffrey Timpe - Consumers Credit Union

Transfers—REALTORS®

Anthony Andrews - Evenboer Walton, REALTORS® to Lockett Jones Realty Group
Barbara Sloan - Michigan 1st Realty to Bellabay Realty
Billy Sloan - Michigan 1st Realty to Bellabay Realty

Drops—REALTORS®

Nick Bobo - Five Star Real Estate, Paw Paw

Drops—Business Partners

John Murphy - Consumers Credit Union

Don't Miss Qualifying for REALTOR® Emeritus

One year of service on a National Committee is now required as an additional condition of achieving REALTOR® [Emeritus](#) status and applications are now open to apply: [NAR Committee App](#) The deadline to apply is May 1st, 2020. If you are accepted on a Committee, please contact Heather Atteberry, Director of Professional Standards & Membership Services, at HeatherA@gkar.com.

KEY BOX CORNER

There are a few areas in Southwest Michigan that use Supra keyboxes. GKAR has Supra Keys available for you to borrow.

Availability is limited to the number of keys on hand, and it is encouraged that you reserve a key no more than 24 hours in advance.

Supra Key Request Options:

Phone – (269) 382-1597

Email – Support@gkar.com

Website – GKAR.com/lockboxes

If you are unable to stop into the GKAR office to borrow a key, you may want to inquire with the Listing Agent about obtaining a One Day Code. Supra has introduced this feature with their newest lockboxes.

PEAK PERFORMANCE ARTICLE

Personal Property Trip-ups to Avoid

MLS NEWS

Seller Disclosure Requirement Reminder

MLS Policy and state law require a Seller Disclosure be provided for the sale of a property. This disclosure is to be completed by the Seller and added to the MLS for agents use. With the law requiring this disclosure, there are exceptions. The [June 2018 Michigan REALTORS® Letter of the Law](#) explains the law and exceptions in their video series, [find the transcript here](#).

Exceptions include:

- Court ordered transfers
- Foreclosures sales/deeds in lieu and subsequent sale from lender
- Transfers from non-occupant fiduciaries
- Transfers from one co-tenant to another co-tenant
- Divorce proceeding transfers
- Transfers to or from a governmental entity
- Builder's sale of newly constructed never-been-inhabited home

Vendor Webinars on GKAR.com

Many of the MLS vendors (dotloop, flexMLS, RPR, etc.) offer webinars on various topics. We've added many of these webinars to our calendar on GKAR.com. This way, you can stop at one source to see the upcoming videos, webinars, and classes that will assist you further master the systems. You'll easily find the calendar on the MLS page of the GKAR website [or click here to visit now](#).

MLS RESOURCES

MLS Quick Guide

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

MLS Tips

Work smart; save time!

Training is included with your GKAR Membership and conducted by Sam Bartlett, your Director of Multiple Listing Service. **Reserve your seat online today** or call (269) 382-1597.

Dotloop Training—March 17th, 2020,
from 2:00 pm—3:30 pm in the GKAR Classroom

- Create templates of forms
- Connect the MLS to pull information from the MLS system directly into forms
- Insert Common Clauses from the GKAR Clause Library into forms
- Add your own documents or forms into your dotloop transaction
- Email forms to your clients
- Use the free, built-in electronic signature option and go paperless
- Filter transactions based on Status