

# Bearings

AUGUST 2022  
GKAR MEMBER NEWSLETTER

## GKAR NEWS

### COMMITTEE MEETINGS

Aug 5<sup>th</sup>

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

Aug 12<sup>th</sup>

- [Risk Management](#)

Aug 17<sup>th</sup>

- [Membership](#)



### GKAR Elections - Mark Your Calendar

The annual GKAR Election will be held from 8:00 am, on Tuesday, September 27<sup>th</sup>, 2022, through 4:00 pm on Thursday, September 29<sup>th</sup>, 2022, and will be held electronically. All REALTOR® Members in good standing are eligible to run for any open position, in accordance with GKAR *Bylaws*, Article XI. [View Leadership Pamphlet \(PDF\)](#).

Open GKAR Leadership Positions:

- 2023 President-Elect (one, 2-year position; 2024 President)
- Treasurer (one, 2-year position, 2023-2024)
- Director-at-Large (three, 3-year positions, 2023-2025)

### Know the Differences: MI Licensed Real Estate Salesperson Vs. MI Residential Builder Salesperson

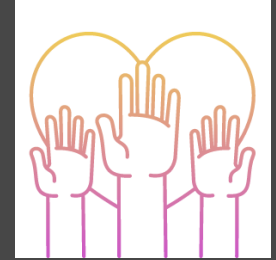
Anyone working for a licensed Residential Builder, or in any capacity where you are signing building or renovation contracts with customers or exchanging money, is required to hold a Salesperson license, under that licensed builder or the qualifying office for that company.

A Builder Salesperson is subject to disciplinary action through LARA under their license law and may be a clerical member of GKAR. However, they are not required to follow or are subject to the NAR Code of Ethics and are not required to ask consumers if they are working with a REALTOR®.

A Builder Salesperson can hold a model open house and can market their builders' homes. They are employees of the builder and must carry a pocket card as identification of their license.

When working with a builder, always make sure you understand whether or not they have a registration process to ensure your agency relationship is disclosed, and what steps they will take to maintain open communication.

Having a clear understanding of the process of working with a Michigan Residential Builder Salesperson will help ensure a smooth transaction.



### Nominations for Philip P. Perry Humanitarian Award - Due September 1<sup>st</sup>, 2022

The Philip P. Perry Humanitarian Award honors the legacy of Philip P. Perry, who devoted his lifetime to service. Visit [GKAR.com](#) to submit a nomination for the 2023 recipient.

### REALTOR® of the Year Nominations Open September 1<sup>st</sup>, 2022

REALTOR® of the Year Nominations for 2023, will be accepted September 1<sup>st</sup> - September 15<sup>th</sup>, 2022, on [GKAR.com](#). The GKAR REALTOR® of the Year is recognized by their peers, for their contributions to the real estate profession and to the greater Kalamazoo community.

# President's Message



Joy Watts  
2022 President  
[Email Joy](#)

[Contact a  
2022 Board Member](#)

[Contact a  
GKAR Staff Member](#)

It is hard to believe it is already August and the summer is almost over. Where did the summer go? I hope most of you had the opportunity to take a vacation or have one planned before the fall. We all need to spend time with family and to recharge so we can be the best version of ourselves for our clients, colleagues, friends and family.

The Board and all of the committees took July off so I do not have a GKAR business update. However, I do want to remind you again about some upcoming events:

- The GKAR Golf Outing is coming up on August 22 at Gull Lake View in Augusta. As an RPAC fundraiser we will be selling Mulligans so make sure to purchase them at the event. For those of you that do not golf, we will be having a reception at the course after golf has concluded. In order to attend the reception if you did not golf please sign up at GKAR.com. We hope to see you there.
- If you are interested in attending the annual Michigan REALTORS® Convention and/or the NAR Convention do not wait to sign up. Here are the links for the events:
  - <https://convention.mirealtors.com/>
  - <https://narnxt.realtor/>

Enjoy the rest of the summer while you can. I look forward to seeing you at upcoming events or meetings.

# UPCOMING

Aug 22<sup>nd</sup>, 2022

Annual Golf Outing -  
After-Event

*Pre-Registration Required*

Sep 15<sup>th</sup>, 2022

REALTOR® Safety

Sep 21<sup>st</sup> - 23<sup>rd</sup>, 2022

Michigan REALTORS®  
The Convention

Oct 20<sup>th</sup>, 2022

Fall 4:01 Networking Mixer  
*Save the Date!*

Oct 25<sup>th</sup>, 2022

Cyber-Security Forum  
*Save the Date!*



## GKAR Member Opportunity!

- 5-Module Masterclass
- Instructor: Leigh Brown
- 10% off | \$199 Regular Price

Use Code: **GKAR** at checkout. [Learn more...](#)

# PROGRAMS

## Golf After-Event Reception

Not a golfer? No problem! Back this year, at Gull Lake View Golf Resort East Course Clubhouse, is the Golf After-Event. Join us for beverages and appetizers, and network with your GKAR Members. Admission is \$20. You must be registered to attend, we will not be able to accommodate walk-ins. [Register today to save your seat.](#)

## Submit Your Nominations & Volunteer - GKAR's Day of Service for Veterans

If you know a veteran who owns a home in the greater Kalamazoo area, nominations will be accepted until Friday, October 14<sup>th</sup>, at 5:00 pm. [Nominate a veteran.](#) Interested in volunteering to provide a day of service of free fall clean-up? [Sign Up to Volunteer.](#)

## REALTOR® Safety Program - September 15<sup>th</sup>, 2022

Join us for this action-packed program, coordinated by your GKAR Professional Development Committee. This program is offered at no charge to GKAR Members, exclusively as a GKAR Member Benefit. Breakfast and networking begin at 8:30 am and the program will start at 9:00 am. [Save your seat today!](#)

# EDUCATION

## GKAR Continuing Education

This year, we've offered three options: live, virtual, and self-directed continuing education opportunities. Go to [GKAR.com/con-ed](http://GKAR.com/con-ed) to view the full list of 2022 courses offered at GKAR.

### Remaining 2022 Continuing Education Opportunities

Date	Time (s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop
October 4 <sup>th</sup> and 5 <sup>th</sup> , 2022	8:30 am - 5:00 pm	Live In-Person; Madison
November 10 <sup>th</sup> , 2022	9:00 am - 4:00 pm	Live In-Person; Mayo

## Self-Directed Online

Take up to six hours of self-directed (online) CE through The CE Shop as part of your complimentary CE GKAR Member Benefit!. You must register with GKAR first to receive your unique CE Shop GKAR Member Code. [Go to CEMarketplace.net for a full list of courses available in Michigan.](#)

# SALES REPORTS



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

## Cumulative Sales

## MarketStats

## Sub-Area Residential Sales

[June 2022](#)

[June 2021](#)

## Create a Custom Report

[Ranking](#) | [Production](#)

REALTOR® MEMBER  
BIRTHDAY CALENDAR  
- [AUGUST](#) -

## Transfers - REALTOR®

- Ambrosia Adams | Jaqua, REALTORS®, Drake Road to Jaqua, REALTORS®, Milham Road
- Colleen Dawson | RE/MAX of Kalamazoo to Five Star Real Estate
- Qianna Decker | RE/MAX of Kalamazoo to Five Star Real Estate
- Joe Goldsberry | Century 21 Affiliated to Five Star Real Estate
- Stephanie Goldsberry | Century 21 Affiliated to Five Star Real Estate
- Nikole Green-Eyre | eXp Realty to ERA Reardon Realty
- Doug Hubbell | eXp Realty to Real Broker, LLC
- Vikender Jaglan | Live Local Properties to Five Star Real Estate
- Christine Merryweather | Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
- Dan Padgett | Five Star Real Estate, Stadium Dr to Five Star Real Estate, Old Centre Rd
- Danielle Pojar | RE/MAX of Kalamazoo to Five Star Real Estate
- Julie Reisner | Five Star Real Estate to NextHome One
- Suzanne Sloan | RE/MAX Advantage to Five Star Real Estate
- Stefanie Tull | Keller Williams Kalamazoo to Berkshire Hathaway HomeServices MI
- Kim Williams | RE/MAX of Kalamazoo to Five Star Real Estate

## Drops - REALTOR®

- Christina Dorett | Jaqua, REALTORS®
- Terry Garthe | Jaqua, REALTORS®
- Bob Hancock | Keller Williams Realty
- Jerry Maze | eXp Realty
- Jackie Megdan | Jaqua, REALTORS®
- Chara Viktora | eXp Realty

## New - Limited Service Only

- Lora Higdon | Autograph, LLC
- Joseph Lukeman | Autograph, LLC

# MEMBERSHIP

## GKAR Years of Membership Award Recipients

### Quarter Century Award

-Julie Becker-Zabavski, RE/MAX Advantage



View full lists of Award Recipients at [GKAR.com/Awards](http://GKAR.com/Awards).

## ASK YOUR RISK MANAGEMENT COMMITTEE

You asked and the Risk Management Committee answered. View recent questions submitted to the Risk Management Committee and their answers.

**Does the Seller have to accept the highest offer?**

**My Buyer wants to write and have me submit a "Buyer Letter." Is this allowed?**

**How do I write an Escalation Addendum?**

[Find the answers to these questions here.](#)

What questions do you have for your Risk Management Committee? Maybe you need more information on the newest scams to avoid. Or maybe you would like clarification on verbiage in one of the Risk Management created forms. Submit your questions to [SamB@GKAR.com](mailto:SamB@GKAR.com) for the Committee Members to review and answer.

Find a complete list of the Peak Performance Articles.

[View a complete list of Peak Performance Articles.](#)

### Making Listing Photos Private

Did you know? You can make listing photos private and have that privacy tied to the listing status in the MLS. If a client wants photos, videos, or virtual tours removed once a listing is sold or off-market, you can set those images to private simply by selecting the **Mark Private While Off-Market** button when editing photos and listing media. Flexmls has quick-training options to learn how to turn on this setting for your listings.

[Brief Instructional Video](#) | [Written Instructions](#)

### City of Galesburg Utility Bill Application

The City of Galesburg requested that agents who list or sell in the city, complete an application for Utility Billing account. Completing the application and returning it to them will streamline the process of moving utilities on properties in the city. [View the application now.](#)

### Compensation Visible to the Public

Broker compensation will soon be visible to the public on third party sites (i.e., Realtor.com, Homes.com, etc.). This is a required update from the National Association of REALTORS® (NAR). The compensation will be accompanied with a disclaimer,

*"The listing broker's offer of compensation is made only to participants of MichRIC® member MLSs and a number of other MLSs throughout Michigan under a reciprocity agreement. For a current list visit [mlshelp.com](http://mlshelp.com)."*

Broker IDX Websites may choose to show compensation, but it is not required. You may contact your Website vendor if you would like to include the broker compensation field and disclaimer on your IDX Website.

As a reminder, MichRIC® has a number of reciprocity and data sharing agreements with other MLS associations in Michigan.

These agreements most often include cooperation and compensation, but a small number do not include compensation. It is suggested that the buying agents negotiate their pay with the listing agent.

Associations with reciprocal or data sharing agreements that do not include compensation include: Clare-Gladwin Board of REALTORS®, UP Association of REALTORS®, and Water Wonderland Board of REALTORS®.

[View the full MichRIC® data sharing map here.](#)

## KEYBOX CORNER

Caring for the SentiLock lockboxes is the best way to keep them in tip top shape for many years to come. As the boxes move from property to property, there are ways you can keep them in the best working order.

Here are a few best practices on caring for lockboxes.

- Close the lockbox key compartment after each access. This will prevent internal mechanical error and battery damage.
- The lockboxes are water-resistant, not water-proof. Keep the box in a covered area to prevent water damage.
- When releasing the shackle, always be sure to hold the bottom of the lockbox to prevent it from dropping.
- When asked if you would like to update the lockbox firmware, it is advised you go through the update. It is a quick process through the app and ensures all features are working and up-to-date on the box.