

Bearings

DECEMBER 2022
GKAR MEMBER NEWSLETTER

GKAR NEWS

COMMITTEE MEETINGS

Dec 6th

•[MLS](#)

Dec 7th

•[Membership](#)

Dec 8th

[Professional Development](#)

Dec 9th

•[Risk Management](#)

•[Community Relations](#)

GKAR

Greater Kalamazoo
Association of REALTORS®

Your 2023 REALTOR® of the Year is...



Suzzette Deaux

Jaqua, REALTORS®

[Read Suzzette's full bio on GKAR.com.](#)

[Send Suzzette a message of congratulations.](#)

2023 Philip P. Perry Humanitarian Award Recipient is...



Twala Lockett-Jones

Lockett-Jones Realty Group

[Read Twala's full bio on GKAR.com.](#)

[Send Twala a message of congratulations.](#)

This award is given to a current GKAR Member who embodies the spirit of selflessness that was important to Philip P. Perry, throughout his life.

IMPORTANT!

**2022 Committee Application
Closes Today (December 2nd)
at 4:00 pm**

[Submit Your Application Now.](#)

GKAR Committees are the lifeblood of the Association, serving and executing the vision for the Association, in alignment with the Bylaws, Strategic Plan, and National Association of REALTORS®' Core Standards. Approximately 100 Members are selected to serve GKAR each year; contributing to the professionalism of our Membership and the real estate industry in Southwest Michigan as a whole.

President's Message



Joy Watts
2022 President
[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

Hello Members,

We received our first winter snowfall and it was a doozie. I wasn't ready for it after just getting back from the NAR Convention in Orlando. It was not the welcome home I was wanting or expecting. Hopefully everyone has recovered from their Turkey coma. If you plan to partake in some holiday cocktail cheer this month, make sure to it responsibly. We only have one month left in 2022 so make it a safe and successful one.

If you did not watch my video recap here are your November Board of Directors Meeting highlights:

- Approved 4 new REALTOR® Members
- Approved 1 new Business Partner Office
- Approved the September 2022 financial statements
- Approved the preliminary Operational Budget for 2023
- Approved the recommendation from the MLS Committee to add "Pointe" to the MLS suffix field
- Ratified the 2023 Director Liaisons and Committee Vice-Chair Appointments
- Discussed meeting our RPAC contribution goal for 2022

Don't forget to sign up for 2023 committees. The deadline is 4:00 pm today. If you are interested in being on the Leadership Academy Task Force, please contact me directly by email at joy@wattsrealtyteam.com

This is my last President's Message in the Bearings. The year has flown by and I can't believe it is already December. When you get this message most likely you will be in the Radisson at the Installation and State of the Association luncheon listening to my final address as your GKAR President. It has been an honor and privilege serving as your President. I did not take this position lightly and my hope was that I exceeded your expectations.

I could not have accomplished a long list of items this year without the help of so many people. I would like to thank my fellow Board Members, Committee Chairs and Members, Task Force Members, Business Partners, 2022 Award Winners and our wonderful staff.

I would also like to thank all of you for being members of our wonderful organization because without you GKAR does not exist.

I hope you will join me in supporting our 2023 President Lisa Faber and the 2023 Board of Directors. In addition, please support our 2023 Michigan REALTORS® President who happens to be our very own Natalie Rowe. They have all agreed to take on these challenging roles next year and could use all of the support we have to give.

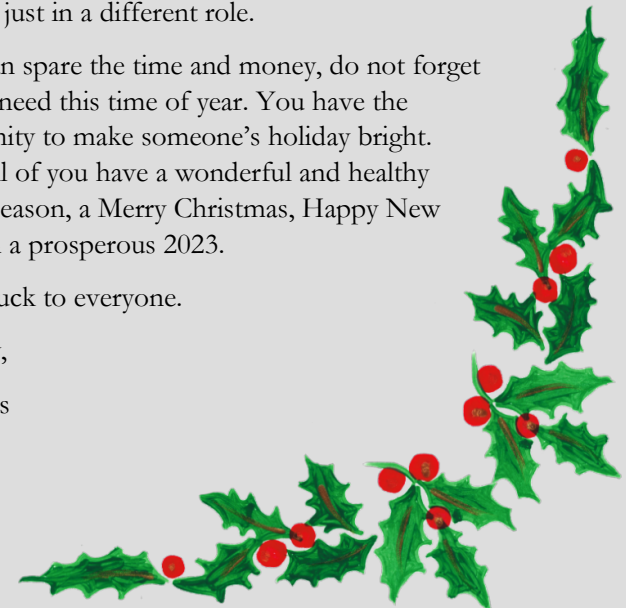
To sum things up, I appreciate all of the support and accolades I have received throughout the year in the role as GKAR's President. It has been a pleasure working with so many of you this year and I will continue to work with you going forward, just in a different role.

If you can spare the time and money, do not forget those in need this time of year. You have the opportunity to make someone's holiday bright. I hope all of you have a wonderful and healthy holiday season, a Merry Christmas, Happy New Year and a prosperous 2023.

Best of luck to everyone.

Sincerely,

Joy Watts



UPCOMING

Dec 23rd - 26th, 2022
GKAR Office Closed - Christmas

Jan 2nd, 2023
GKAR Office Closed -
New Year's Day Observed

Jan 26th - 27th, 2023
Michigan REALTORS® Achieve

Feb 25th, 2023
Bowl For Kids' Sake
Save the Date

Mar 18th, 2023
Walk to End Homelessness
Save the Date

PROGRAMS

Sneak Peek: 2023 GKAR Professional Development Series Program Schedule

- February 2023 - **Economic Update** | In-person
- April 2023 - **Fair Housing** | Pre-recorded
- June 2023 - **Local Community Housing Resources** | In-person
- September 2023 - **REALTOR® Safety** | Pre-recorded
- November 2023 - **At Home With Diversity** | In-person



EDUCATION

GKAR Continuing Education

This year, we've offered three options: live, virtual, and self-directed continuing education opportunities. We are working on our schedule for 2023, and once finalized, it will be posted on GKAR.com.

Remaining 2022 Continuing Education Opportunities

Date	Time(s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop

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.](#)

Leigh Brown On-Demand Course - Special GKAR Member Rate Still Available!

5-Module Masterclass | Instructor: Leigh Brown
10% off | \$199 Regular Price | Use Code: GKAR at checkout. [Learn more...](#)

SALES REPORTS



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

[Cumulative Sales](#)

[MarketStats](#)

[Sub-Area Residential Sales](#)

[October 2022](#)

[October 2021](#)

[Create a Custom Report](#)
[Ranking](#) | [Production](#)

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- DECEMBER -**

NEW MEMBERS - REALTOR®

- David Hughey | Hughey, REALTORS®
- Brenna Kelley | Berkshire Hathaway HomeServices MI
- Richard LaFave | Keller Williams Realty
- Kirah Oswald | eXp Realty

TRANSFERS - REALTOR®

- Brian Bay | Keller Williams Kalamazoo to Strong Properties
- Melody Stirk | Keller Williams Kalamazoo to Strong Properties
- Josh Weyandt | eXp Realty to Strong Properties

DROPS - REALTOR®

- Deondra Barnum | Keller Williams Kalamazoo
- Jared Buchino | Sharp Realty
- Joseph DeBiak | Keller Williams Kalamazoo
- Kate Henley | Adrian Real Estate
- Staci Huber | Berkshire Hathaway HomeServices MI
- Amelia Jones | eXp Realty
- Michael Jones | ERA Reardon Realty
- Steve Jones | Berkshire Hathaway HomeServices MI
- Amethyst Landsberg | Century 21 Affiliated
- Taylor Matry | Jaqua, REALTORS®
- Drew Miller | Five Star Real Estate
- Ala-Star Officer | eXp Realty
- Myra Opala | Five Star Real Estate
- Caiden Price | Five Star Real Estate
- Deb Secord | Jaqua, REALTORS®
- Kala Stafford | Berkshire Hathaway HomeServices MI
- Alison Surdy | Century 21 Affiliated
- Alicia Swift | Century 21 Affiliated
- Steve Vandiver | RE/MAX Advantage
- John Wright | Berkshire Hathaway HomeServices MI

MEMBERSHIP

OFFICE MOVED - REALTOR®

- Five Star Real Estate, Stadium Dr to Five Star Real Estate, Old Centre

ADDITIONS - EXISTING BUSINESS PARTNER

- Holly Madill | Consumers Credit Union
- Omar Khayyam | Consumers Credit Union
- Alicia Evans | Kellogg Community Credit Union
- Rori Ross | Kellogg Community Credit Union
- Drew Drager | Timberland Home Inspections

DROPS - BUSINESS PARTNER

- Tim Ritchie | Lake Michigan Credit Union
- Tray Crusciel | Lake Michigan Credit Union

GKAR Years of Membership Award Recipient

GKAR Emeritus Award
-Randy Hughey, Hughey
REALTORS®

Quarter Century Award
-Kevin Molda, Source One
Appraisal



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

ASK YOUR RISK MANAGEMENT COMMITTEE

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

Q: Can a Seller and Buyer agree that the EMD will not be deposited until after the inspection is waived?

A: Yes, but then the Buyer may deliver the check until after the inspection is waived. Once an agent has the check in hand, it must be deposited.

Q: What if an EMD check bounces?

A: A REALTORS® role as an escrow agent is a neutral role and, therefore, the REALTOR® should notify both parties if the Buyer's earnest money check bounces.

Q: The purchase agreement says that if my Buyer clients are turned down for a mortgage, my buyers are entitled to their EMD back. That is exactly what happened but the Seller objected so my broker won't release the EMD. Why isn't the contract enforced as written?

A: The purchase agreement is to be enforced as written, but the law says that in the event of a dispute, a court, not a real estate licensee, is responsible for interpreting the purchase agreement. This is true even if the correct interpretation seems obvious.

What questions do you have for your Risk Management Committee? Submit your questions to SamB@gkar.com for the Committee Members to review and answer in an ongoing Q&A document.

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

Retired Vacant Land Addendum

Your Risk Management Committee has retired the Vacant Land Addendum to Authorized Buy & Sell Agreement (VLABS). This form is no longer needed as the Committee created the Vacant Land Buy & Sell Agreement (VLBS) earlier this year. The addendum has been removed from GKAR provided e-Forms, dotloop and zipForms.

Do you need to set up an e-Forms account? Find guides and other information about setting up a dotloop or zipForms account at <http://www.gkar.com/e-forms>.

Showing Etiquette

For your safety and the safety of others, make sure you are following the showing instructions on the listing before accessing the key box on a listing.

Permission to access a property is required. Do not access a property without permission from the listing agent. This will reduce the chance of one agent being in the property and another showing up and could be a potential violation.

We've received calls from agents that stopped by their listings only to find another agent inside the property, sometimes alone, sometimes with their client.

- Be courteous
- Leave your business card when showing a property
- Never allow a buyer to enter a property unaccompanied
- Double check all exterior doors to ensure locks are engaged before leaving the property

One Photo Now Required in Flexmls

Beginning on December 19th, 2022, Flexmls will require at least one (1) photo be added to a listing in order to publish the listing. If you do not have a photo, you may use a temporary stock image. The stock image is available in the Flexmls Intranet, under **Other Files**.

As a reminder, *GKAR MLS Rules and Regulations* requires all listings to have the primary photo added within seven (7) days.

- [View Video Tutorial](#)
- [Step-by-Step Instructions](#)

KEYBOX CORNER

As the holiday season approaches, SentiLock support will begin to have limited hours. SentiLock offers a number of resources and guides to learn about or troubleshoot the system. [You can find their FAQs, how-to-videos, and help topics on their Website.](#) Outside of the holiday hours below, SentiLock support is available for you seven days a week from 8:00 am - midnight EST at 1-877-736-8745 or support@sentrilock.com.

SentiLock Support Holiday Hours:

- Christmas Eve—December 24th, 2022 - Closed
- Christmas Day—December 25th, 2022 - Closed
- New Year's Eve—December 31st, 2022 - Closes at 10:00 pm EST
- New Year's Day—January 1st, 2023 - Closed