

Bearings

JULY 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

No committee meetings will be held in the month of July.

Aug 5th

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

Aug 9th

- [MLS](#)

Aug 12th

- [Risk Management](#)

Aug 17th

- [Membership](#)



Check Some CE Credits Off Your List *Get Special Member Pricing*

Real Estate Negotiation Expert (RENE) Certification

Instructor: Lynn Madison

Dates: October 4th and 5th, 2022

Tuition: \$199 | \$249 Non-Members

Con-Ed: 2 Hours Legal and 14 Hours Elective Credits



At Home with Diversity® (AHWD) Certification

Instructor: Ursel Mayo

Dates: November 10th, 2022 | 9:00 am - 4:00 pm

Tuition: \$49 (first 32 registered Members) | \$149 Non-Members

Con-Ed: 2 Hours Legal and 4 Hours Elective Credits



GKAR NEWS

GKAR Annual Dues for REALTOR® Members

Your 2023 annual GKAR dues statements, for REALTOR® Members, will be mailed and emailed to the preferred addresses on file, on August 10th, 2022, and will be due no later than September 10th, 2022.

Dues can be paid securely online at GKAR.com, using the Member Login, by check, or by credit card.

GKAR and Michigan REALTORS® are not increasing their annual dues, however NAR did increase their Consumer Advertising Campaign Assessment from \$35 to \$45 for 2023. Last year's total was \$735 and GKAR will be billing \$745 for National, State and Local Annual Dues.



President's Message



Joy Watts
2022 President
[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

The 4th of July is coming up soon and most people think “another national holiday and the day off, awesome!”. I am happy to have some of the national holidays off of work but I do not always think or recognize the true meaning of the day. With the state of our country, gas and food prices, and all of the divisiveness, I hope all of you recognize the true meaning of the day. The holiday commemorates the passage of the Declaration of Independence on July 4, 1776. If that did not happen who knows what America would look like today. Would we be enjoying all of the freedoms this great country of ours provides? While you are spending time with family and friends, at parties or at home, on the water or in your backyard, take a minute to reflect on the meaning of the day and what you have while watching the beautiful fireworks in the evening hours. Have a great holiday.

On to GKAR business, if you missed the video cast following the June Board of Directors Meeting here are the highlights:

- Approved 10 new REALTOR® Members
- Approved 1 member reinstatements
- Approved 2 new REALTOR® Offices
- Approved Committee meeting minutes
- Approved the 2022 Corporate RPAC Contribution of \$2,500 to be sent in August
- Approved the financial statements for April 2022
- Approved new MLS Policy Language Section 10.2.3 Unauthorized Use
- Approved the Nominating & Elections Committee members
- Discussed the Board of Directors mid-year self-evaluation results
- Discussed the MichRIC Specifications Committee Structure

- The 2 task forces continue to meet and one has completed its mission
- Committees and the Board of Directors will not meet in July

I have a few key reminders for all of you:

The first is to make sure to contribute to RPAC since this is a big election year. Your contribution makes a huge difference in electing candidates that support our industry, passing issues that support real estate as well as defeat issues that hurt real estate.

The GKAR Golf Outing is right around the corner. There are limited spots left so if you want to participate make sure to sign up as a team on the GKAR.com website so you don't miss your chance. We will also have an after event gathering for those that do not want to golf. Registration for the after event will be at GKAR.com

The annual Michigan REALTORS® Convention in September in Grand Rapids and the National Association of REALTORS® Convention in November in Orlando is now open for registration. You may want to get registered, and book your rooms and airfare very soon due to availability. Here are the links if you are interested:

- <https://convention.mirealtors.com/>
- <https://narnxt.realtor/>

If you have questions, suggestions or issues about GKAR and the Board of Directors please reach out to one or all of the Directors. We serve to help the membership.

As a parting note, stay cool, have a wonderful July and Happy Independence Day to everyone!

UPCOMING

Aug 22nd, 2022

Annual Golf Outing

Only 7 teams left!

Sep 15th, 2022

REALTOR® Safety

Sep 21st - 23rd, 2022

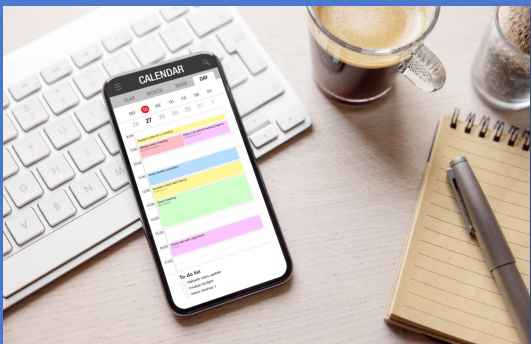
Michigan REALTORS®

The Convention

Oct 20th, 2022

Fall 4:01 Networking Mixer

Save the Date!



PROGRAMS

GKAR Annual Golf Outing Registration: Sign Up Now!

The Annual Golf Outing & RPAC Fundraiser is happening on Monday, August 22nd, 2022, at Gull Lake View Golf Resort, Courses East & West. The East course is already full. [Register soon – there are only 7 teams left!](#)



REALTOR® Safety Program - September 15th, 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!](#)

Save the Date - Fall 4:01 | October 20th, 2022

We are finalizing the details for the annual fall networking mixer. Save 4:01 pm to 6:00 pm, on October 20th for great food and beverage, in a relaxed atmosphere. This is a free event, exclusively for GKAR Members. More information is coming your way soon!

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](https://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 th and 5 th , 2022	8:30 am - 5:00 pm	Live In-Person; Madison
November 10 th , 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](https://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

May 2022

May 2021

Create a Custom Report

Ranking | Production

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- JULY -**

Welcome New Members - REALTOR®

Ashlie Baddley | Southwest Real Estate
Sherry Crossley | Jaqua, REALTORS®
Amber Gille | Keller Williams Kalamazoo
Aimee Glassman | Southwest Real Estate
Alicia Lorenzo | Compass Realty
Ondrea Loudon | Century 21 Affiliated
Marcus Miller | Keller Williams Kalamazoo
Anthony Mitchell | eXp Realty
Nic Rand | Five Star Real Estate
Sheila Strong | Strong Properties
Jessica Treat | Keller Williams Kalamazoo
Dan Walker | Berkshire Hathaway HomeServices MI

Transfers - REALTOR®

Joani Becker | Century 21 Affiliated to Five Star Real Estate
Carrie Burns | Jaqua, REALTORS®, Drake Rd to Jaqua, REALTORS®, Milham
Jason Hilden | Jaqua, REALTORS®, Drake Rd to Jaqua, REALTORS®, Milham
Gwen Schmitt | RE/MAX Advantage to Michigan 1st Realty
Judith Thole | RE/MAX Advantage to Evenboer Walton, REALTORS®
Amy Wilke | RE/MAX of Kalamazoo to Michigan Lifestyle Properties

Reinstatements - REALTOR®

Brett Long | Advanced Realty Global
Michael Palmer | Advanced Realty Global

Drops - REALTOR®

Scott Flynn | ERA Reardon Realty
Patrick Gibson | eXp Realty
Sarah Hendrichsen | Berkshire Hathaway HomeServices MI

Retiring - REALTOR®

Paul Weaver & Associates | Paul Weaver

Drop - REALTOR® Office

Paul Weaver & Associates | Paul Weaver

New - Business Partner Office

Abonmarche | Matt Reinking

New - REALTOR Office

Southwest Real Estate | Aimee Glassman, Broker

MEMBERSHIP

GKAR Years of Membership Award Recipients

Quarter Century Award

Kimberly Bowers-Dow, Jaqua,
REALTORS®



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

Photo Required to List in flexmls

Later this summer, flexmls will require at least one photo be uploaded to a listing, to be added to the MLS. You will need to have a photo of the property or may use a GKAR-provided image until property photos are available. The GKAR-provided "Photo to be Added Soon" image may be found linked on the image below or you may always find it in the flexmls Intranet.

As a reminder, GKAR *MLS Rules and Regulations* states that a front primary photo must be added to the MLS within seven (7) days. This means the GKAR-provided "Photo to be Added Soon" must be replaced with a front exterior photo of the property within seven days. In the event the homeowner has elected to not publish a photo of the property, you may use this GKAR-provided "Seller Declines Display of Photo" image that is linked below, on your MLS listing.



New Vacant Land Sales Agreement

Your Risk Management Committee has created the Vacant Land Buy & Sell Agreement (VLBS) for you to begin using in land transactions. You will find it available on both e-Form options GKAR offers, dotloop and zipForms. [Find a sample of the VLBS form here \(PDF\).](#)



Find MLS Resources on GKAR.com

Find MLS training dates, helpful links, and answers to the most frequently asked questions at <http://www.gkar.com/mls>.

KEYBOX CORNER

SWMAR is currently utilizing the Supra keybox system which requires you to lease a key of your own or rely on the listing agent to access the property.

When SWMAR converts to SentiLock you will no longer need to go through these additional steps to enter a property. Now, your SentiLock access will cover all of southwest Michigan.