

Bearings

NOVEMBER 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

Nov 3rd

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

Nov 8th

- [MLS](#)

Nov 9^h

- [Membership](#)

Nov 11th

- [Risk Management](#)

GKAR
Greater Kalamazoo
Association of REALTORS®

GKAR 2023 Committee Application Open 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.

Committee Application Period: November 1st - December 2nd, 2022

Go to GKAR.com/commapp to apply.

NAR REALTORS® Conference & Expo Offering Virtual Option - November 11th - 13th, 2022

Experience NAR NXT from the comfort of your home! Have you ever wondered what goes on at the National Convention? Here's your chance to check out the general sessions, select education sessions, networking opportunities, and more.

For \$150, GKAR Members get virtual access. Learn more and register at narnxt.realtor.



GKAR NEWS

Cast Your Vote

November 8th, 2022

In August, the GKAR Advocacy Committee and Board of Directors endorsed the following candidates, as they support REALTOR® issues and local business initiatives. [Check your registered voting location now.](#)

State Representative

- Christine Morse (District 40)
- Julie Rogers (District 41)

State Senate

- Tamara Mitchell (District 19)

Kalamazoo County Commission

- Dale DeLeeuw (District 9)
- John Gisler (District 6)
- Monteze Morales (District 3)
- Peter Strazdas (District 5)
- John Taylor (District 5)

President's Message



Joy Watts
2022 President
[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

Hello Members,

I do not know about all of you but this year has flown by and I cannot believe it is already November. Let's hope the snow holds off a little longer because I am not ready for it.

Be very careful while driving this month. The deer are moving for mating season, pay attention while you are driving so you don't damage your vehicle and get a hefty repair bill. For those hunters in our midst, I know you enjoy the sport but stay aware of your surroundings and wear your orange vests so someone doesn't mistake you for your prey. We don't want to see your name on the MLS sign-in screen that you have passed due to a hunting accident.

Also, remember to vote in this year's election on November 8th.

- Moving on, if you did not watch my video recap here are your October Board of Directors Meeting highlights:
- Approved 8 new REALTOR® Members
- Approved 1 prospective New REALTOR® Office
- Approved the August 2022 financial statements
- Approved retiring the Vacant Land Addendum to Authorize Buy & Sell Agreement (VLABS)
- Reviewed the 2022 Strategic Plan
- Ratified the 2023 Committee Application
- Discussed our RPAC contributions are short of our 2022 goal. If you have not done so, please contribute so we can meet our goal. You can contribute to RPAC 1 or 2
- Ratified the 2023 Strategic Plan

Don't forget about upcoming GKAR events and deadlines:

- Day of Service for Veterans is November 5th if you want to volunteer
- Diversity & Inclusion/AHWD is November 10th which is provided by our PD Committee
- Make sure to sign up for the Installation & State of the Association which is at the Radisson on December 2nd
- Check the calendar on GKAR.com for more events and deadlines

This month you will be able to sign up to volunteer for 2023 committees. Applications will be open from November 1st-December 2nd. If you are interested in a committee but do not know what it is all about, attend the November committee meeting. Let the Chair know in advance that you plan to attend. The association needs volunteers and this is a great way to get your feet wet for potential leadership opportunities and to be a part of the hard work committees do for our association. We would not be as successful as we are and offer as many opportunities as we do without all of our volunteers so make sure to sign up.

To end this message, we have two important holidays this month. The first is Veterans Day which is on November 11th. If you see or know a veteran, thank them for their service. We would not be the Country we are without them. The second is Thanksgiving on November 24th. I hope you all have a wonderful Thanksgiving. Be thankful for everything you have and thank those around you celebrating that day.



Be safe, eat a lot of the great Thanksgiving Day food and have a fabulous November.

UPCOMING

Nov 10th, 2022

Professional Development Series:
Diversity Program

Nov 11th - 13th, 2022

NAR REALTORS® Conference & Expo

Nov 24th - 25th, 2022

GKAR Closed - Thanksgiving

Dec 2nd, 2022

Installation & State of the Association Luncheon

GKAR Office Closed

Dec 23rd—26th, 2022

GKAR Office Closed - Christmas

Jan 2nd, 2023

GKAR Office Closed -
New Year's Day Observed

PROGRAMS

RSVP for GKAR's Most Popular Event - Installation & State of the Association Luncheon

Installation & State of the Association | Dec 2nd, 2022 | Radisson, Kalamazoo | 11:30 am – 1:45 pm

Installation is a time to celebrate what you've accomplished in 2022 and honor those who go above and beyond to make real estate thrive in greater Kalamazoo. [Save your Seat! RSVP Today.](#) REALTOR® Members receive complimentary admission to this event and Business Partners receive 2-6 complimentary tickets, [depending on their level of sponsorship](#). Additional tickets for Business Partners, Clerical MLS Users, and Non-Member Guests are \$40/person. Additionally, this year, we are collecting optional \$20 donations to [Open Doors Kalamazoo](#).



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](#)

[September 2022](#)

[September 2021](#)

[Create a Custom Report](#)

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

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- NOVEMBER -**

NEW MEMBERS - REALTOR®

- Samantha Anderson | Bellabay Realty
- Tom Boven | Keller Williams Kalamazoo
- Kim Bulow | Berkshire Hathaway HomeServices MI
- Jacob Capone | eXp Realty
- John Cauchon | Berkshire Hathaway HomeServices MI
- Demitrios Cortez | Berkshire Hathaway HomeServices MI
- Laura Earley | Jaqua, REALTORS®
- Iesha Fisher | Jaqua, REALTORS®
- Elida Godoy-Castro | eXp Realty
- Jeffrey Grice | Roofstock Realty
- James Jackson | Lockett-Jones Realty Group
- Brandon Kirsch | Jaqua, REALTORS®
- Corby Kiss | Doorlag Realty Company
- Justin Milhoan | Real Broker, LLC
- Life Walker | Keller Williams Kalamazoo
- Tiara Wendell | Keller Williams Kalamazoo

TRANSFERS - REALTOR®

- Molly Chipouras | Keller Williams Kalamazoo to Lakes & Country Real Estate
- Lynnessa Cook | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- JT Fischer | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Chris Jenkins | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Jill Kingsbury | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Ashley Lilley | Bellabay Realty to Whitmore Realty Group
- Emily Reeves | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Matthew Robertson | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Michelle Rocco | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham

MEMBERSHIP

TRANSFERS - REALTOR® CONTINUED

- Naomi Solorzano | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Jessalyn Stuut | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham
- Lauri Wessels-Blalock | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Milham

REINSTATEMENT - REALTOR®

- Joseph Oswalt | Century 21 Affiliated

DROPS - REALTOR®

- Christopher Caporossi | Live Local Properties
- Brent Hermiz | Berkshire Hathaway HomeServices MI
- Kaitlin Hyde | Century 21 Affiliated
- Violet Nickolae | Century 21 Affiliated
- Carrie Reimer | Jaqua, REALTORS®

NEW OFFICE - REALTOR®

- Roofstock Realty | Jeffrey Grice, Broker

NEW SECONDARY OFFICE - REALTOR®

- Real Broker, LLC | David Mueller, Broker

NEW OFFICE - BUSINESS PARTNER

- Home Analysts | Sawyer Mosey

GKAR Years of Membership Award Recipient

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

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

Q: I received an offer that did not require the buyer to provide an EMD. Is this offer valid?

A: Yes. A purchase agreement without an EMD is enforceable (although rare).

Q: I am a REALTOR® representing a buyer who is making an offer on a property that a bank has taken back through the foreclosure process. The bank, through its listing agent, has countered my buyer's offer stating that the EMD will be held by the listing office. I told the listing agent that this is illegal. Am I correct?

A: No. There is no prohibition against a listing office holding the EMD in its trust account. The amount of the deposit and where it is held is negotiable between the Buyer and the Seller.

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 in an ongoing Q&A document.

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

Member Benefit: Tech Helpline



Tech Helpline will be closed on Thursday, November 24th, 2022, and Friday November 25th, 2022, for the Thanksgiving Holiday.

As a reminder, Tech Helpline is a GKAR Member Benefit offering support for hardware, software, networking, and digital devices. The best part is, you have the choice of contacting their friendly and knowledgeable analysts via phone, email, and online chat.

They troubleshoot problems and offer solutions, often by connecting remotely to your computer and fixing it while you relax. They can advise you on hardware and software purchasing, and most importantly, they understand your needs as a REALTOR®.

No need for tech help right now? Tech Helpline offers useful articles to expand your knowledge on real estate related topics and technology. [Find their articles here.](#)

Member Benefit: Training

Are you looking for training options on many of the Member Benefits, dotloop, flexmls, or RPR? Many of these products have useful guides and offer frequent virtual training.

We've pulled these training offers into one area for you to find. You can find a calendar of upcoming training and webinar dates for various training on our website, www.gkar.com/mls.

Forms Order Form

MLS Training

MLS Training & Webinar Dates

Date	Time	Topic
Wednesday, October 26	10:00am	MLS Webinar - Outstep Beginner Age
Thursday, October 27	10:00am	MLS Webinar - Outstep Beginner Age
Friday, October 28	10:00am	MLS Webinar - Outstep Beginner Age
Monday, October 31	10:00am	MLS Webinar - Outstep Beginner Age
Tuesday, November 1	10:00am	MLS Webinar - Outstep Beginner Age
Wednesday, November 2	10:00am	MLS Webinar - Outstep Beginner Age
Thursday, November 3	10:00am	MLS Webinar - Outstep Beginner Age
Friday, November 4	10:00am	MLS Webinar - Outstep Beginner Age
Monday, November 7	10:00am	MLS Webinar - Outstep Beginner Age
Tuesday, November 8	10:00am	MLS Webinar - Outstep Beginner Age
Wednesday, November 9	10:00am	MLS Webinar - Outstep Beginner Age

If you are more interested in receiving monthly tips on these various products, then you can sign up for the MLS Tips and Training email updates.

To sign up for this email you can update your email preferences on <https://www.gkar.com/gkar-email-preferences>.

KEYBOX CORNER

GKAR entered into a SentiLock reciprocal agreement with Greater Lansing Association of REALTORS®. This agreement allows you to access Lansing area SentiLock boxes with your SentiKey access. Here is a full list of reciprocal SentiLock regions:

- Ann Arbor Area Board of REALTORS®
- Battle Creek Association of REALTORS®
- Branch County Association of REALTORS®
- Greater Regional Alliance of REALTORS®
- Greater Lansing Association of REALTORS®
- Jackson Area Association of REALTORS®
- Lenawee County Association of REALTORS®
- Montcalm County Association of REALTORS®
- Southwestern Michigan Association of REALTORS®
- St. Joseph County Association of REALTORS®
- West Central Association of REALTORS®
- West Michigan Lakeshore Association of REALTORS®