

# Bearings

MONTHLY NEWSLETTER FOR GKAR MEMBERS

Friday, May 5<sup>th</sup>, 2023

## President's Message

Happy May everyone!

Our spring season for RPAC fundraising is in full swing. I want to give you a quick update on upcoming RPAC events and what RPAC has been working on for us, as REALTORS<sup>®</sup> - as you may be approached by one of our dedicated Advocacy Members about investing in RPAC.

This year, your Advocacy Committee, along with your Board of Directors, will be hosting Candidate Interviews for the City of Kalamazoo and City of Portage, who seek endorsements and support - and we will be sharing those endorsements with you in August.

Our team at Michigan REALTORS<sup>®</sup> is working hard to share the value REALTORS<sup>®</sup> bring to their communities, and in developing those relationships on each side of the aisle, by introducing themselves to 73 new legislators at the Capitol.

Michigan REALTORS<sup>®</sup> Public Policy will continue to work with the Housing Michigan Coalition to address the issue of housing supply. They are seeking legislation to incentivize development, while building cooperation between public and private sectors. Conversations have focused on additional tax incentives, changes to local zoning, and allowance for accessory dwelling units.

They are also working to potentially amend two statutes, specific to seller occupancy after closing.

Currently, it is unclear whether and to what extent the landlord-tenant laws apply. If they are successful, REALTORS® and their counsel would be more comfortable using seller occupancy agreements.

Michigan REALTORS® Public Policy is reviewing a new approach in our market you may have heard about - “Right to List Agreement” – where companies offer a one-time payment to the homeowner, and it grants the real estate brokerage the right to list their property for upwards of 40 years. Currently, these agreements can place a lien on the property, which could also survive the current owner. Michigan

REALTORS® Public Policy is working to develop proposed language that would better define the practice, provide protections for the seller including limiting the contact time, and protection for challenges to clear title.

**Your investment in RPAC is an investment in your business.** RPAC 1 supports candidates and RPAC 2 supports the initiatives and issues like the ones I shared with you above.

This month, there are two opportunities for you, coordinated by your GKAR Advocacy Committee. I hope to see you at both of these events!

5/15 | 2:00 pm – 3:00 pm | GKAR | **Governmental Legislative Update Forum** | [Register Now](#)

5/15 | 4:00 pm – 6:00 pm | **RPAC Steampunk-Themed Fundraising Event** | [Register Now](#)

Thank you for your personal investments and support of RPAC this year! Reinforcing our support of advocacy and RPAC within GKAR is key to the continued success of REALTORS® in Michigan.

-Lisa Faber  
President, GKAR Board of Directors



Lisa Faber 

2023 President

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View Latest GKAR Member Dashboard

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## Latest News

### Reminder: Paying Invoices Online

Remember! Effective May 1<sup>st</sup>, 2023, GKAR no longer accepts payments over the phone. Payments can be made securely in the Member Login. The Member Central site is *secured* and *directly linked* to the GKAR Member database creating a double layer of security for you and your credit card information.

#### Monthly User Fee Invoices:

Designated REALTORS<sup>®</sup> and Office Managers, now have the option to pay office invoices through [Member Central](#).

- [Instructions for Office Invoice Payments \(PDF\)](#)
- [Instructions for Viewing Office Invoice Receipts \(PDF\)](#)

**Annual Dues Invoices:** REALTORS<sup>®</sup> and Business Partners can pay their annual Dues invoices through [Member Central, using the Go to Member Login link](#).

If you have any questions, email [Support@GKAR.com](mailto:Support@GKAR.com) or call [269-382-1597](tel:269-382-1597).

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## Business Partner Spotlight Video Series

Independent Bank - GOLD SPONSOR



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## Upcoming Programs



### Governmental Legislative Update Forum

Monday, May 15<sup>th</sup>, 2023 @ GKAR - [Register Now](#)

**SPEAKERS:** Mary Balkema, Housing Director, Kalamazoo County Housing Department; Qianna Decker, Commissioner, City of Kalamazoo

This forum is a GKAR Member-only program which is offered as a Member benefit. Speakers will discuss local issues related to the housing industry.

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TIME TO  
GET INTO GEAR  
GKAR RPAC Fundraiser



## RPAC Fundraising Event

Monday, May 15<sup>th</sup>, 2023 @ Crafted Copper - [Register Now](#)

Your direct contribution serves as your registration for this event. \$100 is the minimum contribution to attend; For a step-up contribution of \$250, You can participate in a cocktail class and enjoy crafted cocktails; Enjoy savory crafted food and drinks. Check out the video below to learn more about this event.



## Michigan REALTORS Capitol Day

Tuesday, June 6<sup>th</sup>, 2023 in Lansing - [Register Now](#)

Engage with your State Senator and State Representative and advocate for industry issues. Celebrate our profession, all that REALTORS<sup>®</sup> do, and our Association efforts in support of real estate, Michigan consumers, local communities, and our great state.



## **GKAR Annual Summer Golf Outing**

Monday, August 7<sup>th</sup>, 2023 @ Gull Lake View Golf Resort - *Save the Date*

Start planning your foursome! Registration is coming soon, for one of our most popular events of the year! We will be golfing on the East and West courses again this year - and we hope you'll join us.

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## **Education**

### **Designations & Certifications**

- e-Pro - November 6<sup>th</sup> - 7<sup>th</sup>, 2023 - [Register Now](#)

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## **Membership**

### **GKAR Emeritus**

Please join us in recognizing Joel Francis for achieving GKAR Emeritus status (40 years of GKAR Membership).

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## View the Weekly Membership Changes

To view the latest changes, you may need to refresh your browser.

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### Ask Your Risk Management Committee

You asked and the Risk Management Committee answered. Read recent questions submitted to the Risk Management Committee below, and previous Q & A in the [Bearings](#) Newsletter archives.

**Q: I am the listing broker. I always ask the cooperating broker for proof of the earnest money deposit. Is the cooperating broker obligated to provide proof in the form of a copy of the check?**

**A:** No. There is no law requiring the cooperating broker to provide proof of the earnest money deposit. You could, however, make this requirement part of the purchase agreement.

**Q: I am representing a buyer to a purchase agreement in which the buyer and seller have agreed that the earnest money is to be held by a title company. Is it legal for me to deliver the check to the title company?**

**A:** Yes. REALTORS<sup>®</sup> and their clients should understand that title companies are not subject to the trust account requirements in the Occupational Code and may have their own rules as to how funds will be held and under what terms they will be released. Often a title company will only hold an earnest money deposit if the parties execute the title company's form of escrow agreement.

**Q: What are a Realtor's<sup>®</sup> responsibilities when a title company or other entity is to act as escrow agent and hold the earnest money deposit?**

**A:** If a purchase agreement signed by a seller and purchaser provides that an escrowee other than a real estate broker shall hold a deposit, a licensee in possession of that deposit shall cause the deposit to be delivered to the named escrowee within two banking days after the licensee receives notice that an offer to purchase is accepted by all parties.

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 question(s) by clicking on the button below. Committee Members will review and answer your question in an ongoing Q & A document.

Submit a Question

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# MLS News, Tips & Trainings

## Sub-Areas Retiring May 22<sup>nd</sup>

Sub-areas are retiring from Flexmls, on May 22<sup>nd</sup>, 2023. [MichRIC created an informative sub-area FAQ's that can be viewed here.](#) Don't forget to update your saved searches and hot sheets that may be utilizing sub-areas. Updating these items to not rely on sub-areas as a location will create the most seamless transition for you and your clients. Custom map overlays, municipalities, schools, and other criteria can be used in place of sub-areas.

**Did you miss the custom map overlay training Flexmls offered? Don't worry! There are still upcoming webinars you can attend.**

- 10:00 am – 11:00 am – Tuesday May, 9<sup>th</sup>, 2023 - [Register Now](#)
- 2:00 pm – 3:00 pm – Wednesday May, 24<sup>th</sup>, 2023 - [Register Now](#)

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## Making Listing Photos Private

Did you know that 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](#)

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## Looking for the Cumulative Sales Report?

GKAR publishes monthly reports consisting of a Cumulative Sales Report and MarketStats reports. These reports can be found at [www.gkar.com/reports](http://www.gkar.com/reports). Looking for the information our Website provides? Go to [www.gkar.com](http://www.gkar.com) and select **Member Central**. Here you will find MLS support, information about e-Forms, reports, and more.

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## Upcoming MLS Webinars

- [Sub Area Removal Training](#) – Tuesday, May 9<sup>th</sup>, 2023 @ 10:00 am
- [Maintaining a Social Media Presence with Current Market Statistics](#) – Monday, May 15<sup>th</sup>, 2023 @ 2:00 pm
- [Flexmls Fundamentals – Adding and Changing Listings](#) – Wednesday, May 17<sup>th</sup>, 2023 @ 3:00 pm
- [Sub Area Removal Training](#) – Wednesday, May 24<sup>th</sup>, 2023 @ 2:00 pm



[View the full list on GKAR.com >>>](#)

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Contact GKAR  
Staff Member

Contact GKAR  
Board of Directors



GKAR, 5830 Venture Park Drive, Kalamazoo, MI 49009, [269-382-1597](tel:269-382-1597)

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