

Bearings

MONTHLY NEWSLETTER FOR GKAR MEMBERS

Friday, September 1st, 2023

President's Message

Hello! Happy fall to you too!

As we transition into this new season, it's important to keep in mind the safety concerns that come with being a REALTOR[®].

September is National REALTOR[®] Safety Month, and this is the perfect time to remind ourselves of the potential dangers we may face in our line of work.

The National Association of REALTORS[®] suggests that we have a choice - we can either ignore these safety issues or take the necessary precautions to ensure that we make it home safely every day. It's easy to think that nothing will ever happen to us, but the reality is that incidents occur all too often across the country.

To help keep you informed and prepared, your GKAR Professional Development Committee has put together a series of four videos, each focusing on a different safety topic that is relevant today. You can find these videos in your weekly newsletter throughout the month of September, as well as at [GKAR.com/safety](https://www.gkar.com/safety).

While the emphasis is on safety during this month, it's important to refer back to these resources and tips throughout the year to keep them fresh in your mind.

By staying informed and aware of potential dangers, we can all do our part to ensure a safer working environment for ourselves and our colleagues.

-Lisa Faber
President, GKAR Board of Directors



Lisa Faber 

2023 President

View Latest GKAR Member Dashboard

Latest News



GKAR Elections - This Month

The annual GKAR Election will be held from 8:00 am, on Tuesday, September 26th, 2023, through 2:00 pm on Thursday, September 28th, 2023, 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 the Leadership Pamphlet \(PDF\)](#)
- [View Report of the Nominating Committee](#)
- [Add Your Name to the Ballot](#) - Due by 4:00 pm, on Friday, September 8th, 2023

Open GKAR Leadership Positions:

- 2024 President-Elect (one, 2-year position; 2025 President)
- Director-at-Large (three, 3-year positions, 2024-2026)

Visit www.GKAR.com/Elections for the most up-to-date Annual GKAR Election information.

GKAR Annual Dues and Retirement Information for REALTOR[®] Members

The 2024 Annual Dues are due no later than September 10th, 2023 - to avoid additional fees and suspension.

Dues can be paid securely online at GKAR.com, using the [Member Login link, found in Member Central, on GKAR.com](#).

GKAR *Policy* allows a REALTOR[®] Member to elect, once, to retire in the fourth quarter of the current year and it would exempt the Member from payment of future Annual Dues.

The GKAR Retirement Form must be received by GKAR at Support@GKAR.com prior to September 10th to avoid late fees, suspension, and termination according to the Past Due Accounts Policy. The [Retirement Form](#) must be completed, signed by you and your Broker.

If a Member provides notice of retirement and later determines to continue Membership, the Annual Dues original invoice dated August 10th is reinstated, and is subject to fees according to the Past Due Accounts Policy.

GKAR REALTOR[®] of the Year Nomination Period - Now Through September 15th

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. The nomination period runs until September 15th, 2023. [Nominate a fellow Member today!](#)

Business Partner Spotlight Video Series

Ron Jackson Insurance - GOLD SPONSOR



Upcoming Programs & Events



REALTOR® Safety Month

Your GKAR Professional Development Committee has put together a series of 4 videos, which we will share (one per week) in the weekly newsletter and at GKAR.com/Safety.



Michigan REALTORS® The Convention

September 20th - 22nd 2023 @ Detroit Marriott at Renaissance Center - [Register Now](#)



Day of Service for Veterans - Nominations Due

Friday, October 6th, 2023; 5:00 pm [Nominate a Veteran](#) | [Volunteer](#)



Fall 4:01 Networking Mixer

[Monelli's Italian Grill & Sports Bar](#) Wednesday, October 18th, 2023; 4:01-6:00 pm - [Register Now](#)

Education

Designations & Certifications

- **Seller Representative Specialist (SRS) Designation Course** - September 25th - 26th, 2023 (2 hrs Legal and 12 hrs Elective Con-Ed Credits) - [Register Now - Registration Deadline is September 10th](#)
 - **e-Pro Advanced Digital Marketing Techniques Certification Course** - November 6th - 7th, 2023 (12 hrs Elective Con-Ed Credits) - [Register Now](#)
 - **At Home With Diversity (AHWD) Certification Course** - November 9th, 2023 (2 hrs Legal and 4 hrs Elective Con-Ed Credit) - [Register Now](#)
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Membership

GKAR Emeritus

Please join us in recognizing Carol Oudsema, for achieving GKAR Emeritus status (40 years of GKAR Membership).

Quarter Century

Please join us in recognizing Julie Soudek and Joy Watts, for achieving GKAR Quarter Century status (25 years of GKAR Membership).

View the Weekly Membership Changes

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

Ask Your Risk Management Committee

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.

You asked and the Risk Management Committee answered. View recent questions submitted to the Risk Management Committee and their answers in previous issues of the *Bearings*.

Q: Six months ago, the buyers refused to go forward with the purchase of my sellers' home. The deal is dead, but the earnest money is still in dispute. Are my sellers prohibited from selling their home to someone else as long as the earnest money is in dispute?

A: No. The status of disputed earnest money has no effect on your sellers' right to sell their home. The earnest money dispute does not create a lien upon the property, nor does it entitle the buyers to prevent a subsequent sale. The sellers should, however, contact an attorney if there is any chance that the buyers are still claiming a right to purchase the home.

Q: I represented a buyer in a transaction that ultimately did not close. The seller agreed to release the earnest money back to the buyer. Can I mail the money back to the buyer or must I deliver it in person?

A: There is no requirement that you deliver the earnest money in person.

Q: I am a broker and some of my agents put Christian crosses on their signs. Are there any consequences to me for permitting this practice? Can I make these agents stop this practice?

A: Placing crosses or any other religious symbols on real estate signs may be interpreted as an attempt to discourage buyers of other faiths. For this reason, brokers should not permit their agent to do this.

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

MLS News, Tips & Trainings

"Coming Soon" Status

Beginning September 12th, 2023, a Coming Soon status will be available for use in Flexmls. Your MLS Committee has adopted the policy below, on the use of the status, by GKAR Members.

Section 1.02 Coming Soon Status: The Coming Soon Status may be utilized in the MLS, when a fully executed listing agreement is held for the property, but the property will not be on the market for up to seven (7) calendar days. No showings, open houses, or broker tours of the property are allowed by anyone, including the listing agent, when the property is in the Coming Soon status. (*Adopted 08/2023*) Below are the policies and business rules related to the Coming Soon listing status:

1. The Broker must have a fully executed, signed listing agreement that is acceptable under the MLS rules for entry of a listing in the Coming Soon status.
2. Listings may be in the Coming Soon status for up to seven (7) calendar days from the date of the fully executed, signed listing agreement, the listing date.
3. Listings in the Coming Soon status will be automatically changed to the Active status upon reaching the On-Market date.
4. While in the Coming Soon status a listing may not be shown by anyone, including the listing agent/office. This includes holding Open Houses.
5. Listings in the Coming Soon status cannot be directly changed to Pending or Sold status. They must first be Active or Withdrawn.

6. If a listing in the Coming Soon status is not yet ready to be shown by the On-Market date, the listing must be changed to Withdrawn status.
7. A property previously listed in the MLS may not be entered as a new listing with the status of Coming Soon unless it has been off the market for at least 30 days.
8. The cumulative days on market (CDOM) and days on market (DOM) counter for a listing in the Coming Soon status will begin when the listing is added to the MLS.
9. Listings in the Coming Soon status can be included in prospecting emails, searches, and client portals.
10. Listings in the Coming Soon status may be included in your Internet Data Exchange (IDX) compliant websites. A Coming Soon status label or a label clearly indicating that the property is not available for showings is a requirement when displaying Coming Soon listings on IDX websites. Contact your IDX service provider to discuss adding Coming Soon listings.

Important! Using the Coming Soon Status incorrectly or conducting showings during a Coming Soon Status, may result in fines of \$500 - \$3,000.

[Find a Listing Status Quick Guide here.](#) This [Guide](#) will give you a brief overview of the differences between Office Exclusive, Coming Soon, and Active listings. Read the [Guide](#) to ensure you have mastered how to use each listing type and/or status.

Upcoming MLS Webinars

- [FloPlan Beginner Webinar](#) – Friday, September 8th, 2023 @ 2:00 pm
- [Accurate Property Pricing with RPR CMA Tools](#) – Thursday, September 14th, 2023 @ 12:00 pm
- [Lead Gen Boot Camp: Strategies to Keep Your Pipeline](#) – Wednesday, September 26th, 2023 @ 11:00 am

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

Contact GKAR
Staff Member

Contact GKAR
Board of Directors



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