

Bearings

GKAR NEWS

COMMITTEE MEETINGS

August 1st

- [Advocacy](#)

August 7th

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

August 11th

- [MLS](#)

August 14th

- [Risk Management](#)

August 19th

- [Membership](#)

Create Floor Plans with FlexMLS FloPlan App

Beginning August 10th, 2020, all [MichRIC® members](#) will have access to flexMLS's newest product, FloPlan. MichRIC® is one of only two groups to offer this product.

FloPlan is an app created by FBS (your MLS provider) to easily create floor plans of a property that may be used on a listing, all while simply using your smartphone. You, as a GKAR Member, will be able to utilize this product for \$12.00 per floor plan. [You can find more information on FloPlan and how it works here.](#)

2021 REALTOR® of the Year Nominations Open September 1st

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. [Nominations for the 2021 REALTOR® of the Year will be accepted September 1st - September 15th, 2020, online.](#)

GKAR Elections Happening Next Month

The elections for 2021 Board of Directors' leadership will be held September 22nd, 2020, through September 24th, 2020, and will be held electronically. All REALTOR® Members in good standing are eligible to run for any open position.

Open GKAR Leadership Positions:

- 2021 President-Elect (one, 2-year position, President in 2022)
- 2021 Treasurer (one, 2-year position, 2021-2022)
- Director-at-Large (three, 3-year positions, 2021-2023)
- Director-at-Large (one, 1-year position, 2021)

GKAR Annual Dues for REALTOR® Members

2021 annual GKAR dues statements, for REALTOR® Members, will be mailed and emailed to the preferred addresses on file on August 10th, 2020, and are due no later than September 10th, 2020.

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

No Monthly User Fees in August or September!

The Board of Directors approved the recommendation from the Budget & Finance Committee to waive all monthly REALTOR® user fees for August and September.

President's Message



Jeff Lee
2020 President
[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Good morning fellow GKAR members.

Ah, the Dog Days of Summer are here and I hope while you are reading this you are getting a moment to relax and reflect. I think I can speak for most, when I say this last month has been extremely busy! Some days I find myself overwhelmed by the number of things I have to do and the many different places I have to be, thinking to myself “if only I could be in two places at once”. Well, unfortunately, science has not gotten that far...

Sometimes we must relax & reflect to realize that we can only do our best and that the many things we have to do and the many places we have to be are actually a gift. Instead of “have too” they are really “**get too**”. We **get** to serve our community and the precious right of homeownership. We **get** to guide families to their new homes and through new adventures. We **get** to make a difference. Of course, it’s easier said than done, but I challenge you to take a new approach to your hectic calendars. Instead of reading that list of things you have to do, read it as a list of things you GET to do.

Your leadership has been responding to you, the members, to protect your interests and support you in this challenging year. We have waived 2 months of fees for all members, carefully managed the building maintenance (shout out to President-Elect Rick Crepas and Callie Reed) and kept our primary functions going on-line. Amazingly, our Golf Outing will be happening this year albeit, with safe social distancing (shout out to Angela McMillan and staff) and we look forward to reviving our in-person GKAR services as soon as safety and government orders allow. Until then practice safe real estate.

As always, I would like to thank the GKAR staff for working to accommodate us as well as this fast-moving month - Their continued support is appreciated. I would also like to praise our leadership for continuing to provide new resources such as FloPlan which is launching August 10th, and for maintaining established resources such as our member-only Facebook page and GKAR website.

Your 2020 President,

Jeff Lee.

VIRTUAL PROGRAMS

UPCOMING

August 24th

- [GKAR Annual Summer Golf Outing](#)

MichRIC® Study Hall

- [Learn More](#)

UPCOMING 6-HOUR CON ED AT GKAR

[Register Today!](#)

- September 29th, 2020
- October 27th, 2020

Professional Development Series: REALTOR® Safety—September 2020

Your GKAR Professional Development Committee is working to determine the best format for the annual safety program that is currently scheduled for September 22nd, 2020. As soon as updated details or dates are confirmed, it will be reflected on GKAR.com and in future communications.

Michigan REALTORS® The Convention—October 2020

Be sure to attend the redesigned experience featuring the same hallmark components you have come to know and love over the years. During this two-day event you will have your choice of CE Marketplace certified classes, virtual networking, and an online expo. [Register now for The Convention](#) happening October 7th—8th, 2020.

NAR 2020 REALTORS® Conference & Expo—November 2020

The REALTORS® Conference & Expo is the largest annual event for the most successful real estate professionals; you'll find information, connections, and advice specifically geared toward your career level, interests, and goals. Mark your calendar for November 13th—16th, 2020, and [stay tuned for registration details](#).

EDUCATION

Certified Pricing Strategy Advisor (PSA)—September 30th

Sponsored by Chemical Bank

Start pricing homes with confidence; master this CMA course and learn how to evaluate the existing real estate market to take the guesswork out of pricing homes. The Pricing Strategy Advisor (PSA) Certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

Tuition: \$169 | [Register Now](#) | Instructors: [Robert Taylor and Martin Wagar](#)

The PSA is designed to help REALTORS®

New Agents:

- How Pricing Works
- Selecting Comps
- The Art of Making Adjustments
- Developing Price Opinions

Experienced Agents:

- Why it works
- Interacting with Appraisers & Lenders about Value
- How Lending Practices Impact Your Deal
- Financial Markets

SALES REPORTS



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

- [Cumulative Sales Report](#)
- [Sub-Area Residential Sales Report](#)
[June 2020](#)
[June 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

[REALTOR® MEMBER BIRTHDAY CALENDAR—AUGUST](#)

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New Members—REALTORS®

Chris Rogers - Keller Williams Kalamazoo
Shelly Worden - Five Star Real Estate

Drops—REALTORS®

Jaelyn Brohl - NAI Wisinski of West Michigan
Greg Hudspeth - Keller Williams Kalamazoo
Andrew Pearson - Keller Williams Kalamazoo

Transfers—REALTORS®

Lauren White - Five Star Real Estate, Kalamazoo to Paw Paw

Transfers—Existing Business Partner Individuals

Scott Cowherd - Arbor Financial Credit Union to 5/3rd Bank
Nate Lyster - Kalamazoo Mortgage to Summit Home Mortgage

Here When You Need Us

GKAR Member Tech Helpline

Phone: (866) 619-8099
Email: support@techhelpline.com
Live Chat: chat.techhelpline.com
Hours: Monday - Friday, 9 am - 8 pm
Saturday, 9 am - 5 pm

MLS Support

Phone: (269) 382-1985
Hours: Monday - Friday, 8 am - 5 pm

MLS Emergency Hotline

Phone: (269) 382-1985
Hours: Monday - Friday, 5 pm - 8 pm
Saturday - Sunday, 9 am - 5 pm

Member Central

www.GKAR.com/membercentral



(269) 382-1597
Info@gkar.com
www.GKAR.com

Limited staff now working at the GKAR facility and are available by appointment while the remaining staff continues to operate remotely via phone, email, and Zoom. If you need to make an appointment, please call us at (269) 382-1597.



GKAR Page

[@GreaterKalamazooAssociationofREALTORS](#)

GKAR Member Group

A private group for GKAR REALTOR Members

Michigan REALTORS Page

[@MiREALTORS](#)

NAR Page

[@NARdotREALTOR](#)

MichRIC Page

[@MichRICLLC](#)

SENTRILOCK BATTERIES

SentriLock batteries are quoted to last between seven to nine years. We hope this means you will not have a need to change batteries in a Bluetooth lockbox for a good deal of time. With that being said, some batteries are bound to fail before the quoted time frame, whether the batteries be defective, placed in a heavily used lockbox, or accelerated draining of the battery due to weather.

What to do if the battery is dying or dead in a lockbox?

In the event you receive an email notification that the battery is dying, or you come upon the lockbox and it simply won't light up after trouble shooting, you'll need to collect replacement batteries and possibly an external Power Port kit. These can be found at your office or GKAR.

PEAK PERFORMANCE ARTICLE

[The Agency Disclosure Statement: What? When? How? What Not?](#)

MLS NEWS

ShowingTime Live Free Trial Now Through August 31st

ShowingTime recently launched their product, ShowingTime LIVE, which allows you to host virtual showings directly through your smartphone. With ShowingTime LIVE you can request and show properties on one platform. The scheduling and feedback requests will be conducted exactly as you are accustomed to but now with the added benefit of the showing itself is offered through the service. A free trial is being offered through August 31st, 2020. When the free trial is completed, you are able to continue the service for \$10 a month.

ShowingTime MarketStats Now Available via MLS

ShowingTime MarketStats is now available to GKAR Members. This product is an in-depth analytical tool to help guide a local market or marketing decisions. MarketStats is made up of InfoSparks and FastStats. Using these new products, you will be able to compare geographies, share statistics easily on your website or social media, utilize interactive maps, and more. These statistics boast a large range of information from the average number of showings before pending to average price point. [More information and training on the new product can be found here.](#) You will find MarketStats under **Products, in** your flexMLS Menu.

Quick Learning with REALTORS® Property Resource, RPR®

RPR® is a Member benefit for GKAR Members and offers a range of reports from flyers to CMAs, listings throughout the state, county recorded sales, and more.

[Check out these quick video tutorials from RPR®](#), especially if you are new to the platform. Each topic, covered in seven minutes or less, covers all of the essentials, such as pricing properties, reports, maps, neighborhoods, and schools, and the RPR® app.

Ready to dive right into the RPR® platform?
Try searching for your own address and running a report.

MLS RESOURCES

[MLS Training Available at GKAR](#)

Dotloop—August 20th, 2020,
from 10:00 am - 11:30 am, via Zoom

RPR®—October 29th, 2020,
from 9:00 am - 11:00 am, via Zoom

[MLS Quick Guide](#)

Get quick answers to those pesky questions that slow you down while entering listings!

[MLS Tips](#)

Work smart; save time!

Frequently using Supra lockboxes? [You are able to lease the Supra app by contacting the Southwestern Michigan Association of REALTORS®.](#) They will assist you in a monthly lease to have full access to the Supra app without the need of One-Time Only access from the Listing Agent.