

Bearings

GKAR NEWS

COMMITTEE MEETINGS

July 2nd

- [Professional Development](#)

Not Meeting July

- Advocacy
- Community Relations
- Membership
- MLS
- Risk Management

No Monthly User Fees in August and September

The Board of Directors approved the recommendation from the Budget & Finance Committee to waive all monthly user fees for August and September 2020. The Budget & Finance Committee continues to review the state of the Association's financial position and hopes this assistance provides some relief for our Membership.

The recommendation was made to correspond with providing assistance during the Annual Dues Billing rather than later in the year when a waiver has been typically provided in years past. Rest assured, the Association remains financially strong and the Budget & Finance Committee will continue to work on your behalf.

Natalie Rowe Elected as Michigan REALTORS® District 6 Representative & 2020 Treasurer-Elect

In 2006, Natalie earned her Real Estate license, then obtained her Associate Broker License in 2016. In 2017, she transitioned from Sales Associate and Officer Manager to Broker-Owner at RE/MAX Advantage in Portage. Natalie served as a Director-at-Large for 3 years and during that time she served as the liaison for the Education and Advocacy Committees. Additionally, she was appointed to the Budget & Finance Committee, where she served for 3 years. Prior to serving as a Director, Natalie was a member of the Community Relations Committee for 3 years. In 2015, Natalie served as President-Elect, and in 2016 as President of GKAR. In addition, Natalie was selected to be part of the inaugural Michigan REALTORS® Leadership Academy. As District 6 representative, Natalie will act as our region's liaison at the state level.

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 will be 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.

We are waiting on Michigan REALTORS® to set their annual dues amount before we can announce the total amount, we will be billing. GKAR and NAR are not increasing our annual dues amount. Last year's total was \$735.

President's Message



Jeff Lee
2020 President
[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Dear Members,

As we celebrate Independence Day this year, it might be wise to consider how dependent we are. As a kid, the 4th was marked with large gatherings, picnics, and parades - It was a show of unity. This year has done a great job reminding us how important unity, the fabric of our society, is. As REALTORS, we are granted the freedom to assist and participate in a sacred duty to guide our client's through a tremendous life investment. Having been a member of GKAR for over 30 years I have seen our member's strong sense of purpose in serving that duty and it makes me immensely proud.

Seeing so many of our members serving in leadership positions, practicing strong principles, also makes me proud. In early Scout training I always loved the motto "be prepared". Of course, I asked "be prepared for what?" but there was never a specific answer; So, as we went through our merit badge checklist, I accepted that each of those skills had its purpose and took special note to the Golden Rule; "Do unto others as you would have them do unto you."

As we celebrate our freedom this month, I hope this guiding principle will be a part of what you celebrate. Freedom is more about the proper execution of responsibility than it is about lack of obligation.

Have a safe and wonderful 4th of July!

Thank you,

Jeff Lee

UPCOMING

August 6th

- [National Speaker Program: Barb Betts](#)

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

National Speaker Program with Barb Betts August 6th

Next month, National Speaker and Top REALTOR® Barb Betts will join us virtually to present two programs: Communicating Your Value Against an iBuyer followed by Priority Management: Hitting a Grand Slam in Business and Life. We are working on obtaining Continuing Education credits for these programs. This program is exclusively for GKAR Members and is included with your GKAR Membership. [RSVP Now](#)

GKAR Annual Summer Golf Outing—Registration is Open

We are golfing! Join us, Monday, August 24th, 2020, at The Moors. We have made modifications to the outing to allow for physical distancing best practices such as contactless check-in and grab-n-go lunch. Registration is open and teams are filling up, so don't wait to sign up if you want to play. [Register Now](#)

Professional Development Series: REALTOR® Safety

We look forward to the next Professional Development Series program, REALTOR® Safety, scheduled for September 22nd, 2020. [RSVP Now](#)

Due to the fluid nature of the Pandemic, we do not know if this will be a virtual or in-person program; we will keep registrants up-to-date in the coming months.

EDUCATION

Certified Pricing Strategy Advisor (PSA)

Sponsored by Chemical Bank

September 30th at GKAR

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](#)

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
 - [May 2020](#)
 - [May 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

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

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New Members—REALTORS®

Brent Hermiz - Berkshire Hathaway HomeServices MI
Stephanie Rex - Jaqua, REALTORS®
Mikkia Smith - Jaqua, REALTORS®
Dena Waldon - Five Star Real Estate
Allen Wheeler - Keller Williams Kalamazoo

Transfers—REALTORS®

Christie Boven - Five Star Real Estate to Keller Williams Kalamazoo
Sarah Huber - Jaqua, REALTORS®, Drake to Milham
Jim Rigdon - Park Place Real Estate to Jaqua, REALTORS®
Cathy Smolinski - Jaqua, REALTORS® to Five Star Real Estate

Retiring—REALTORS®

Carol Hardy - Berkshire Hathaway HomeServices MI

Drops—REALTORS®

Mindy Burch - Live Local Properties
Andrea Jutzi - Keller Williams Kalamazoo
Michael Kerr - Advanced Realty Global
Jenna Steele - Five Star Real Estate

Change of REALTOR® Office Address

Adrian Real Estate | 1241 Wickford Drive | Kalamazoo 49009

Drops—Existing Business Partner Individuals

Richard Downs - Advantage Co. Home Inspections

Update Your Contact Information

If you have recently changed your email, phone number, office address, or home address, don't forget to let us know! You can simply send an email to Membership@gkar.com with the change and we will get that updated for you as soon as possible.

QUICK ACCESS SENTRILOCK SUPPORT

Connecting your phone number to SentiLock allows a quicker experience with SentiLock support. Normally, when you contact SentiLock support they will validate your identity with various information.

Speed up your experience by connecting your phone number with SentiLock. Here is how you can verify, enter, or change your phone number within the lockbox system:

1. Log into the SentiKey app on your smartphone
2. Select the profile icon (found on the bottom right for Apple and top right for Android)
3. Select the pencil icon
4. Enter your phone number in the Cell Phone Number field
5. Select Save

PEAK PERFORMANCE ARTICLE

[Think You Know Well and Septic Inspections Flat? Try This Test!](#)

MLS NEWS

Report Errors on flexMLS App

FlexMLS has added the report error feature to the flexMLS app. This feature was introduced in June 2020, for both Android and Apple phones. Much like the web version of the MLS, you can send reports for errors found on listings. While viewing a listing in the app, select **More** (three dots at top right side of page) and select **Report Violation**. From there, you have the capability to enter a short description of the error and send.

Enter and Update Listings on Time

You are busier than ever with the real estate market. Up-to-date information in the MLS is imperative for you and other MLS users which is why MLS Policy has deadlines for entering and updating listings to keep the information accurate.

Within 1 Business Day

- Entering a new listing when a listing agreement has been signed or a property has been publicly marketed.

Within 2 Business Days

- Update listing price in the MLS when a seller signs an authorizing document.
- Withdraw or cancel a listing in the MLS when a seller signs an authorizing document.
- Pend listings in the MLS when a sales agreement has been signed.

Within 48 Hours

- Sold Listings must be closed in the MLS after the closing.

MichRIC® has a Facebook Page

Stay connected and up-to-date with all things MichRIC®—[Like the Page](#)

MLS RESOURCES

[MLS Training Available at GKAR](#)

Dotloop—August 20th, 2020,
from 10:00 am - 11:30 am, in the Classroom

RPR®—October 29th, 2020,
from 9:00 am - 11:00 am, in the Classroom

[UPDATED—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.