

DECEMBER 2020

GKAR MEMBER NEWSLETTER

Bearings

GKAR NEWS

COMMITTEE MEETINGS

December 3rd

- [Professional Development](#)

December 7th

- [Advocacy](#)

December 8th

- [MLS](#)

December 9th

- [Membership](#)

December 11th

- [Community Relations](#)
- [Risk Management](#)

GKAR
Greater Kalamazoo
Association of REALTORS®

Your 2021 REALTOR® of the Year is...



Bill Evenboer

Evenboer Walton, REALTORS®

[Read Bill's full bio on GKAR.com.](#)

[Send Bill a message of congratulations.](#)

2020 Philip P. Perry Humanitarian Award Recipient Announced

The Philip P. Perry Humanitarian Award was conceived upon the passing of distinguished GKAR Member, Philip P. Perry in 2004. The Award honors the legacy of a Member who devoted his lifetime to selfless humanitarian efforts. The Award is given to a current GKAR Member who embodies the spirit of selflessness that was important to Mr. Perry throughout his life.

This year's Award Recipient is:



Jared Arnold

Berkshire Hathaway HomeServices, MI

[Read Jared's full bio on GKAR.com.](#)

[Send Jared a message of congratulations.](#)

GKAR 2021 Schedule Available Now!

Mark your calendar with the programs and events you don't want to miss in 2021. There are two ways to view what's coming up:

- [Download the 2021 GKAR Schedule Now \(PDF\)](#)
- [Access the GKAR Calendar on GKAR.com](#)

Please note that due to COVID-19 restrictions, all first-quarter meetings, programs, and events will be held virtually.

2021 Committee Application Closes Today at 4:00 pm

[Submit your application now.](#)

President's Message



Jeff Lee
2020 President

[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Happy December REALTORS® and Affiliates!

By now you are experts in social distancing but, my hope is that you are not distancing emotionally. My guess is you've just had one of the quietest family Thanksgivings on record.

It's all about the connection and how we stay connected.

As a member of GKAR I hope you feel that connection. We're like a family. And keeping our Association connection strong has been my goal through 2020. I hope our leadership has earned your trust and been a good partner to you. We appreciate being your partner as we have faced the challenge of our 2nd major pandemic. That's right, our second pandemic. The National Association of REALTORS® was already 10 years old when the Spanish flu pandemic of 1918 occurred. And just as those REALTORS® in the first decade made it through together so shall we.

Aside from the normal "Nuts & Bolts" management of leaking windows and pipes we have helped and advised our Governor and you on how healthful real estate practice kept our profession "essential" and got us going on one of the most robust housing recoveries on record.

I am sure, as we begin the new year together, 2021 will be one where we continue to benefit from our mutual Association.

As this will be my final address as your 2020 President, let me express my sincere wishes for a wonderful and healthy Holiday Season and a Happy New Year!

Sincerely, Jeff Lee
2020 GKAR President

UPCOMING

Michigan REALTORS® Achieve Virtual Event

- [January 27th—29th, 2021](#)

Professional Development Series: Southwest Michigan First Market Area Update

- February 18th, 2021

Walk to End Homelessness

- [March 20th, 2021](#)

GKAR HOLIDAY HOURS

The GKAR Office will be closed on the following dates:

Christmas

- [December 24th—25th, 2020](#)

New Year's Day

- [January 1st, 2021](#)

Professional Development Series: Southwest Michigan First Market Area Update

Save the date for the first program in the 2021 Professional Development Series on February 18th, 2021, happening virtually. Admission is included with your GKAR Membership!

1. February 18th, 2021—Southwest Michigan First Market Update
2. April 15th, 2021—Fair Housing
3. June 17th, 2021—Back to Basics/RE201
4. September 16th, 2021—REALTOR® Safety
5. November 16th, 2021—Appraiser, Lender, and Title Panel Discussion

Registration for these programs will be available in early January.

2021 Bowl for Kids' Sake: Cornhole Edition is August 21st, 2021

The sport and time of year are changing, but the spirit and mission of the event remains the same: we will still have fun celebrating and raising funds for Big Brothers Big Sisters of Southwest Michigan. GKAR registration will kickoff in May.

EDUCATION

MREA Had Successful Transition to Virtual Education

The MREA held nine virtual courses in September and October and over 2,400 hours of Continuing Education was provided to GKAR Members in 2020 overall!

We will continue to offer virtual education in two-hour, virtual sessions during the first quarter, and plan for in-person, live education later in the year. Registration information is coming soon...

- January 26th, 2021 - 2-hour course (Alpha) 10:00 am—12:00 pm & 2:00 pm—4:00 pm, via Zoom
- February 23rd, 2021 - 2-hour course (Bravo) 10:00 am—12:00 pm & 2:00 pm—4:00 pm, via Zoom
- March 30th, 2021 - 2-hour course (Charlie) 10:00 am—12:00 pm & 2:00 pm—4:00 pm, via Zoom
- September 28th, 2021 - 6-hour course 9:00 am—2:45 pm, at GKAR
- October 6th, 2021 - 6-hour course 9:00 am—2:45 pm, at GKAR
- October 28th, 2021 - 6-hour course 9:00 am—2:45 pm, at GKAR

SALES REPORTS



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

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

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

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New Members—REALTOR®

Scott Flynn - ERA Reardon Realty
Melissa Griffin - CENTURY 21 Affiliated
Dorothy Hatfield - Live Local Properties

Transfers—REALTORS®

Angela Barber - CENTURY 21 C. Howard to Berkshire Hathaway HomeServices MI
Phil Barber - CENTURY 21 C. Howard to Berkshire Hathaway HomeServices MI
Christopher Jenkins - Keller Williams Kalamazoo to Live Local Properties

Drops—REALTORS®

Dan Carter - Khoury Real Estate

Retiring—REALTORS®

Craig Hart - Berkshire Hathaway HomeServices MI
Deb Schelhas - Five Star Real Estate

REALTOR® Code of Ethics—Addition to Article 10

On November 13th, 2020, the National Association of REALTORS® Board of Directors approved the addition of *Standard of Practice 10-5* to the Code of Ethics; and this change was effective immediately.

Article 10, SOP 10-5

REALTORS® *must not use harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (adopted 11/2020)*

You may view the entire [Code of Ethics](#) for this change, and also view the [Code of Ethics and Standards of Practice Policy](#) for all changes made.

The National Association of REALTORS® will be hosting monthly trainings to provide guidance on the changes to the Code of Ethics that were approved, and to provide an opportunity to ask questions of policy experts. You can register for all sessions [here](#).

Please contact Heather Atteberry, Director of Professional Standards, with any questions you might have. HeatherA@gkar.com.

KEYBOX CORNER

As the holiday season approaches, SentiLock support will begin to have limited hours.

SentiLock offers a number of resources and guides to learn about or troubleshoot the system. [You can find their FAQs, how-to-videos, and help topics on their Website.](#)

Outside of the holiday hours below, SentiLock support is available for you seven days a week from 8:00 am - midnight EST at 1-877-736-8745 or support@sentrilock.com.

SentiLock Support Holiday Hours:

- Christmas Eve—December 24th, 2020—Closed
- Christmas Day—December 25th, 2020—Closed
- New Year's Eve—December 31st, 2020—Closes at 10:00 pm EST
- New Year's Day—January 1st, 2021—Closed

PEAK PERFORMANCE ARTICLE

[The Lost Art of Listing](#)

MLS NEWS

Residential Buy & Sell Agreement Exchange

You may now download, exchange, or purchase the newly updated [Residential Buy & Sell Agreement \(RBS\)](#). GKAR is offering an exchange of the 2015 RBS revision for the updated 2020 RBS revision. The exchange will be available from November 18th, 2020 to January 15th, 2021. This exchange is a one for one, for every 2015 RBS you return to GKAR, you may have a printed 2020 RBS at no charge.

To exchange your 2015 RBS revision forms for the updated 2020 revision, please contact Sam Bartlett at SamB@gkar.com.

Updated Tax ID Approved by GKAR Board of Directors

Your MLS Committee has made updates to existing GKAR *MLS Rules and Regulations* on tax IDs. The update removes the verbiage to *omit dashes and spaces from tax ID numbers*. Realist now offers an autofill feature that carries over tax information from local municipalities and may include dashes or spaces. Below is the approved updated policy:

Section 1.2.12 Tax ID Numbers: Tax ID numbers are required in the GKAR MLS system. Unimproved land listings that do not have a Tax ID number assigned can be entered TBD (To Be Determined) into the Tax ID field. If the Tax ID number is available prior to closing, the listing must be updated with the Tax ID number.

Flexmls Password Requirement

Flexmls has updated their password requirements to enhance account security. Requirements now include a password with a minimum of eight characters, one number, one uppercase letter, and one lowercase letter.

Users will not be required to change existing passwords, but the requirements will be enforced if a password reset is requested.

MLS RESOURCES

MLS Training Available at GKAR

We are beginning to schedule MLS training classes for 2021 and would love to hear your suggestions! What trainings are you interested in attending? Email Sam Bartlett, your Director of Multiple Listing Service, with your suggestions.

In the meantime, find vendor offered trainings on www.gkar.com/mls. A collective calendar can be found here for trainings from dotloop, flexmls, RPR, and more.

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.