

# Bearings

## GKAR NEWS

### COMMITTEE MEETINGS

January 8<sup>th</sup>

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

January 12<sup>th</sup>

- [MLS](#)

January 13<sup>th</sup>

- [Membership](#)

January 15<sup>th</sup>

- [Risk Management](#)

Thank you and congratulations to the Members selected to serve on GKAR's 2021 Committees.

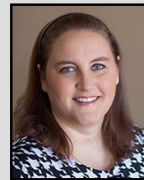
[View Rosters.](#)



### Congratulations and Welcome to Our 2021 Leadership



**Rick Crepas**  
2021 President,  
REALTOR®, and  
Member since 1997



**Joy Watts**  
2021 President-  
Elect, REALTOR®,  
and Member since  
1998



**Suzzette Deaux**  
2021-2022 Treasur-  
er, REALTOR®, and  
Member since 2003



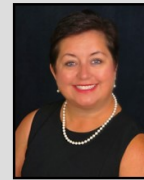
**Robin Pompey**  
Chief Executive  
Officer and  
Member since  
2004



**Charlie Bradford**  
2021-2023



**Tim Brown**  
2019-2021



**Tammy Dykema**  
2021-2023



**Linda K. Hazellhoff**  
2021



**Kathy King**  
2021-2023



**Rich LaPorte**  
2019-2021



**Paul Valentin**  
2020-2022



**Jason Veenstra**  
2020-2022



**Martin Wagar**  
2021

### Make Your 2021 RPAC Contribution Now!

Since 1969, the REALTOR® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests. [Find up to date Legislative News here.](#)

These are not members' dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. Contact Callie Reed ([callier@gkar.com](mailto:callier@gkar.com)) to make your RPAC contribution. [Visit the RPAC Frequently Asked Questions.](#)

### View GKAR 2021 Schedule

There are two ways to view what's coming up:

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

The 2021 Board of Directors appointed Martin Wagar to fill the Director vacancy created when Joy Watts was elected 2021 President-Elect. Mr. Wagar will serve a 1-year term in 2021.

# President's Message



**Rick Crepas**  
2021 President  
[Email Rick](#)

[Contact a](#)  
2021 Board Member

[Contact a](#)  
GKAR Staff Member

**HOPE!** That is a word that should be a guiding principal for 2021. As we enter a new year, we have the opportunity to make a positive impact on our families, community and nation. Our actions, or in-action, will play a vital role in these challenging times. Unity, respect and professionalism will be more important than ever. We need to unite to fight COVID 19. With numbers passing 1.9 million deaths worldwide, we need to do our part to stop this deadly virus. Each of us has the opportunity to help stop the spread. We will have to make sacrifices, do things we really would prefer not to do (i.e. masks, social distancing, etc.), but it is the only way we can ensure COVID 19 beaten back.

**HOPE!** It is what will see us through these trying times. Be patient, understanding and kind. We need that more than ever. YOU can make a difference. YOU have the power to make positive change. Do your part. Working together, we have the power to MAKE A DIFFERENCE!

Stay safe, stay strong, and most importantly always have HOPE. Better times are ahead.

We are GKAR. Committed to unwavering support and service to our members and community.

# VIRTUAL PROGRAMS

## UPCOMING

January 28<sup>th</sup>—29<sup>th</sup>, 2021

- [Michigan REALTORS®  
Virtual Achieve](#)

February 1<sup>st</sup>, 2021

- [Legislative Update](#)

February 18<sup>th</sup>, 2021

- [Professional Development  
Series—Market Update](#)

March 20<sup>th</sup>—27<sup>th</sup>, 2021

- [Walk to End Homelessness](#)

2021 CON ED  
VIA GKAR DETAILS  
COMING SOON

### Michigan REALTORS® Achieve—January 2021

Michigan REALTORS® leadership event, Achieve, provides leaders of every level with the tools needed to be part of the change they want to see in their local associations, offices, and communities. The two-day conference gathers over 200 highly involved Association leaders and public policy advocates. [Register now.](#)

### Save the Date—GKAR Governmental Legislative Update Forum

Your next Forum is set for Monday, February 1<sup>st</sup>, 2021, with Senator Sean McCann and Representative Beth Griffin. This will be a virtual format streamed in the [GKAR Member Facebook Group](#). Visit [GKAR.com](#) for the latest details and to RSVP.

[Governmental Legislative Update Forum | Monday, February 1<sup>st</sup>, 2021 | 2:00 pm – 3:00 pm](#)

### Professional Development Series: Market Update with Southwest MI First

Register now for this virtual program coordinated by your [GKAR Professional Development Committee](#). The morning will kick off with virtual networking at 8:30 am and the program will begin at 9:00 am.

[Market Update with Southwest Michigan First | Thursday, February 18<sup>th</sup>, 2021 | 8:30 am – 10:00 am](#)

## EDUCATION

### Change in License Expiration Dates

LARA has made a change to license expiration dates since transferring Real Estate licenses to the MiPlus database:

#### New Licensees

- Going forward, all new licensees will have an expiration date reflecting three years from the month their license was issued.

#### Current Licensees

- For current licensees, when you renew your license this year, by October 31<sup>st</sup>, 2021, your new license expiration date will coincide with the month your license was originally issued.

## SALES REPORTS



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

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

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

## [REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

### Welcome New REALTOR® Members

Rob Ailstock - Zuiderveen, REALTORS®  
Vik Bawa - EXP Realty  
Patrick Gibson - EXP Realty  
Taylor Matry - Jaqua, REALTORS®  
Myra Opala - Five Star Real Estate  
Chelsea Rysenga - Jaqua, REALTORS®  
Joe Starr - Keller Williams Kalamazoo  
Jasmin Willis - Five Star Real Estate

### Transfer—REALTORS®

Adrienne Berg - EXP Realty to Five Star Real Estate  
Jamar Herron - Jaqua, REALTORS®, Milham to Drake

### Drop—REALTORS®

Amy Atwater - Atwater Real Estate  
Tommy Cerven - RE/MAX Advantage  
Amy Crandall - RE/MAX Advantage  
Sarah Kingery-Doezema - Berkshire Hathaway HomeServices MI  
Barbara Silverman - Park Place Real Estate

# MEMBERSHIP

### Retiring—REALTORS®

Sue Annen - Jaqua, REALTORS®  
Randy Parker - Lifestyles Real Estate

### Welcome New REALTOR® Offices

Traction Real Estate - Joel Nelson, Broker  
Whitmore Realty Group - Joshua Whitmore, Broker

### Drop—REALTOR® Office

Atwater Real Estate - Amy Atwater, Broker

### Quarter Century Club

Congratulations to Kim Rotz who has been a Member of GKAR for 25 years!

### 2021 NAR Code of Ethics Updates

[Download a copy of the 2021 Code of Ethics \(PDF\)](#) | [Read full details on the changes](#)

**Changes for 2021:** Addition of Standard of Practice 10-5 to the Code of Ethics, and amendment of Professional Standard #29, both of which were effective November 13<sup>th</sup>, 2020.

### NAR Code of Ethics Required Training Reminder

**We are in the last year of the Ethics cycle.** All Members are required to complete 2½ hours of ethics training within each 3-year cycle. If you have not completed your Ethics Training Requirement for the current 2019 – 2021 cycle, you may [complete it online with NAR as a Member benefit: Ethics Training](#). Once complete, please email your certificate to [CandieJ@gkar.com](mailto:CandieJ@gkar.com).

### Summary of 2020 GKAR Professional Standards Cases

In 2020, there were 9 formal ethics complaints filed, 7 Professional Standards ethics hearings, 1 ethics appeal hearing, 1 arbitration requests filed, and 1 arbitration hearing. The Articles of the Code of Ethics found in violation were Articles 1, 3, 8, and 9. If you have any questions, you may direct them to Heather Atteberry, Director of Professional Standards & Membership Services, at [HeatherA@gkar.com](mailto:HeatherA@gkar.com) or (269) 382-1597, ext. 111.

## KEYBOX CORNER

SentriLock's App, SentriKey™ is free for you again in 2021, as a GKAR Member Benefit! Enjoy the convenience of showing property using SentriKey, generating 1-Day Codes, the Agent Safety feature, assigning a listing, and so much more.

## PEAK PERFORMANCE ARTICLE

### Michigan Lead Abatement Act

What you need to know about the Federal Lead-Based Paint Act.

## FlōPlan Promotion

You are able to take advantage of a two for one promotion through FlōPlan through January 17<sup>th</sup>, 2021. This allows you to **receive a credit of one free floorplan scan with the purchase of two scans**. If you have listings, now is the time to take advantage of this month's special offer. Simply use the FlōPlan App to scan a property or invite an assistant/partner to scan on your behalf and link it to your Flexmls listing the next day.

## To Change or Not Change Prices on Pending Listings

Recently, the MLS Committee has fielded questions about the practice of changing the price of a property after it is under contract. In response, the MLS Committee provides the following information...

“It is unwise for several reasons:

1. All appraisals done for mortgage purpose require the appraiser to account for ALL history and activity of the subject property within the past 1 to 3 years. That would include, the original list price and any price changes...up or down. It could appear to an underwriter...and appraiser that there was an intention to deceive...which is never a good idea
2. One of the most important forecasting tools is tracking and measuring the difference between list price and sales price. Re-listing the property at sales price will produce false readings and skew the list-to-sale ration LOWER than it is
3. If the practice is to make the appraiser feel comfortable that the property did not sell above list price, it has the opposite effect

In short, this practice is not effective and counterproductive.”

## MLS RESOURCES

### Virtual MLS Training Available

**Searching with Realist**—January 19<sup>th</sup>, 2021, from 2:00 pm - 2:30 pm, via Zoom

**RPR®**—February 16<sup>th</sup>, 2021, from 10:00 am - 11:00 am, via Zoom

MLS Training is a valuable benefit included with your GKAR Membership. Trainings are conducted by Sam Bartlett, your Director of Multiple Listing Service. Course sizes are limited, so reservations are required. [To reserve a spot, visit www.gkar.com/mls](http://www.gkar.com/mls) or call (269) 382-1597.

**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.