

# Bearings

## GKAR NEWS

### COMMITTEE MEETINGS

June 4<sup>th</sup>

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

June 7<sup>th</sup>

- [Advocacy](#)

June 8<sup>th</sup>

- [MLS](#)

June 11<sup>th</sup>

- [Risk Management](#)

June 16<sup>th</sup>

- [Membership](#)

### GKAR Operations Update—Welcome Back

We are open! Beginning June 1<sup>st</sup>, 2021, the GKAR facility is open 8:00 am - 5:00 pm, Monday—Friday. With the easing of some of the restrictions, we are welcoming our Members to the GKAR facility.

Out of an abundance of caution, for the month of June, all Members must wear a mask and continue distancing. Committee meetings will be held in our Classroom which has been fitted with a special camera that will capture the entire room so those that would like to attend virtually will be able to do so. The Board of Directors will review restrictions again at the end of June and we are hopeful masking and distancing will no longer be required. We appreciate your patience while we ease into operations and want to make sure all our Members are comfortable while in the facility during this transition.

### National Homeownership Month is Here

From milestones to mundane moments, these are what make homeownership special. To celebrate Homeownership Month, join NAR in sharing your favorite timeless moments on social using #OwnersandNeighbors.

This year, NAR is promoting Homeownership Month through The American Property Owners Alliance (a new 501c4). The [American Property Owners Alliance \(The Alliance\)](#) is a nonpartisan, non-profit organization created to protect and support property owners and pave the way for future property owners. The Alliance is building a community of engaged homeowners who advocate for the federal policies that promote property ownership across America.

NAR is also developing an email signature and social cover specifically for REALTORS® to use in June. GKAR will share in the [Member Facebook Group](#) when they are available.

### MDHHS Epidemic Order as of June 1<sup>st</sup>:

- There are no longer capacity limits outdoors.
- There are no longer capacity limits at residential gatherings.
- Indoor establishments are at 50% capacity.
- Social gatherings are regulated by the venue.
- Face masks continue to be required for non-vaccinated individuals indoors.

[Read full MDHHS order.](#)

[Michigan Vaccine to Normal Plan Outline from MI Chamber](#)

"Under the new Order, effective June 1<sup>st</sup>, there are no longer any regulatory limits on the number of persons viewing a home during an open house or other showing. Moreover, the regulations on masks and social distancing no longer apply to home showings," Michigan REALTORS®. [Read full update here.](#)

# President's Message



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

[Contact a  
2021 Board Member](#)

[Contact a  
GKAR Staff Member](#)

Wow! Can you believe we are already half way through 2021? I can't. Where has the time gone?

Feel the same way? As I reflect back to the last six months, there is so much that has happened. With the Election, the Insurrection, a National Housing Shortage, and of course COVID 19, (who can forget about COVID 19?) a lot has already happened. As we continue to claw our way out of the pandemic, there is finally a light at the end of the long tunnel we have travelled. As millions of Americans continue to get vaccinated, the CDC has issued new guidelines that are inching us closer to "normal". As mask mandates are easing for vaccinated people, it looks like closure may be in sight.

The thought of getting together with family and friends, going to barbeques, sporting events, concerts and many other events that we used to take for granted, are a real possibility. The summer of 2021 has the promise of being a transitional one.

We have all made sacrifices, in business, and our personal lives due to the pandemic, but we have made it through together. Many of us have lost people we care about, or we know someone who has. We can't bring them back, but we can always honor them in our memories. We are stronger, and hopefully learned that the many things we take for granted, are more precious than we thought. Take a moment to think about what is truly important in your life. What was it that you missed the most? Family? Friends? There is no "right answer" to this question. Everyone has their own, unique answer. If we reflect on what we have been through, my hope is that we will not forget what we hold most dear. That we relish in the simple things, and that we treat EVERYONE with a little more respect, kindness and tolerance. Live each day to its fullest.

Too often we forget lessons learned from significant events. It is my hope that we remember, far into the future, the lessons that we have learned, and that we are better from it. I am hopeful that we create a better world; a kinder, more caring one that EVERYONE can enjoy and prosper in.

This may not seem like it has to do with GKAR and real estate, but I would have to disagree, it has everything to do with both. REALTORS® are a family, and together we have weathered many challenges. We work hard to come together not only for us as practitioners, but for our communities. Throughout each challenge, REALTORS® have been at the forefront to lend a hand. We are strong, we are unwavering, and we are GKAR. I am proud of the work we have done and know we will be there for each other when the next challenge presents itself. But for now, let's enjoy the important things that make life so wonderful.

Have a fantastic and safe summer!

## UPCOMING

June 1<sup>st</sup> - 30<sup>th</sup>, 2021

- [National Homeownership Month](#)

June 9<sup>th</sup>, 2021

- [GKAR Virtual Governmental Legislative Update Forum](#)

June 17<sup>th</sup>, 2021

- [Professional Development Series: Back to Basics](#)

## UPCOMING

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

- Alpha

September 8<sup>th</sup>, 2021

- Bravo

September 13<sup>th</sup> - 15<sup>th</sup>, 2021

- [SRES](#)

September 28<sup>th</sup>, 2021

- Alpha

September 29<sup>th</sup>, 2021

- Charlie

October 6<sup>th</sup>, 2021

- Bravo

October 28<sup>th</sup>, 2021

- Charlie

## GKAR Professional Development Series: Back to Basics - How to Thrive in a Low-Inventory Market

Mark Thursday, June 17<sup>th</sup>, 2021, on your calendar and join your GKAR Professional Development Committee for a virtual program focusing on this timely topic. [Register now.](#)

## Annual Golf Outing Registration Open

The Annual Golf Outing & RPAC Fundraiser is happening Monday, August 30<sup>th</sup>, 2021, at The Moors in Portage. We are excited to see you on the course! [Be sure to register](#)—teams go fast.

# EDUCATION

## 2021 Continuing Education with GKAR

**Have you already taken CE?** If you completed one of the Alpha, Bravo, or Charlie two-hour virtual Continuing Education Courses with GKAR, you earned your 2021 two Credit Hours Legal. If you completed all three Courses, you earned the recommended six hours of CE per year.

**Do you still need CE?** We have several CE options coming up in 2021 that are included with your GKAR Membership. **Registration opens on June 14<sup>th</sup> for the following Courses:**

### Virtual (live, online)

Alpha	Bravo	Charlie
<b>September 28<sup>th</sup></b>	<b>October 6<sup>th</sup></b>	<b>October 28<sup>th</sup></b>
10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm	10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm	10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm
<b>September 1<sup>st</sup></b>	<b>September 8<sup>th</sup></b>	<b>September 29<sup>th</sup></b>
10:00 am - 12:00 pm	10:00 am - 12:00 pm	10:00 am - 12:00 pm

### NEW—Self-directed (online)

Starting in the third quarter, you will be able to take up to 6 hours of self-directed (online) CE through The CE Shop as part of your complimentary CE GKAR Member Benefit!

Registration with GKAR first is required to receive your unique CE Shop GKAR Member Code.

Registration and codes are available starting June 14<sup>th</sup>. If you go to The CE Shop now, without your GKAR Member Code, there will be a course fee to take CE.

[View a Full List of Courses Available in Michigan at CEMarketplace.net](#)

# SALES REPORTS



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

- [Cumulative Sales Report](#)
- [MarketStats](#)
- [Sub-Area Residential Sales Report](#)  
[April 2021](#)  
[April 2020](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

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

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

## [GKAR EMERITUS BENEFIT DETAILS](#)

### Welcome New Members— REALTORS®

Michael Alexander - Jaqua, REALTORS®  
Nick Andrews - Carlson REALTORS® & Development  
Tess Blount - Five Star Real Estate  
Molly Chipouras - Keller Williams Kalamazoo  
Twigy Feng - Berkshire Hathaway HomeServices MI  
Linda Gore - EXP Realty  
Jake Hambright - Five Star Real Estate  
Jason Hilden - Jaqua, REALTORS®  
Lynne Holtz - Keller Williams Kalamazoo  
Melissa Hunter - Five Star Real Estate  
Kalli Overmyer - Five Star Real Estate  
Cameron Tran - Jaqua, REALTORS®  
Yena Turner - CENTURY 21 C. Howard  
Emily Wilke - Michigan Lifestyle Properties  
Lorie Wolfe - Berkshire Hathaway HomeServices MI  
Therese Zieleniewski - EXP Realty

### Transfers—REALTORS®

Janice Allen - Jaqua, REALTORS®, Milham to Drake  
Deondra Barnum - Keller Williams Kalamazoo to Doorlag Realty Company  
Emily Guilford - Jaqua, REALTORS®, Drake to Richland

# MEMBERSHIP

### Drops—REALTORS®

Thomas Barnett - EXP Realty  
Goldman Greene - Kalvan Realty  
David Lambe - Jaqua, REALTORS®  
Janaan Meyers - Khoury Real Estate  
Alin Timicer - Berkshire Hathaway HomeServices MI

### Reinstatement—REALTOR®

Lycia Baskin - Jaqua, REALTORS®

### Welcome New Secondary Member— REALTOR®

Maxwell Wardlaw - EXP Realty

### Change of REALTOR® Office Address

Keller Williams Realty - 2 Michigan Ave W, Suite 201 |  
Battle Creek, MI 49017

### Addition to Existing Business Partner

Bernice Kehoe - Horizon Bank



**Congratulations to Jim Douglass,** RE/MAX Advantage, for achieving 40 years of Membership with GKAR during the month of June and receiving approval for the GKAR Emeritus Benefit!



**Congratulations to Robert Oudsema,** Berkshire Hathaway HomeServices MI, for achieving 50 years of Membership with GKAR!

## KEYBOX CORNER

With SentiLock transitioning to the SentiKey App only by the end of the year, we invite you to take some time to familiarize yourself with the app functions. [Find a number of guides on SentiLock's website](#) or [watch short videos on how each function works here](#). Mastering the app now will ensure a seamless transition for you and your clients.

## PEAK PERFORMANCE ARTICLE

### [Selling a Foreclosed \(Bank-Owned\) Property](#)

Your GKAR Risk Management Committee has created a Foreclosed Property Disclosure, which can be found on zipForms and dotloop, that will assist your buyer prospects with having realistic expectations and a clearer understanding of their risks and obligations.

## Coming Soon Advertising—Clarification

Your MLS Committee has been asked to clarify advertising on listings that have not yet been entered into the MLS. GKAR *MLS Rules and Regulations* states a listing must be placed in the MLS within one business day of public marketing. Properties may not be advertised any more than one business day before it is made active in the MLS. Advertising of a property with or without the address is considered public marketing.

**Section 1.01 Clear Cooperation:** Within one (1) business day\* of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. (*Adopted 03/2020*)

*\*Business days exclude Saturdays, Sundays, and holidays. For consistency among all REALTOR® Association MLSs, the approved timeframe is 1 business day; "holidays" include all recognized federal and state holidays.*

## Photos and Copyright

Did you know GKAR has policy prohibiting you from entering photos into the MLS from other brokers' listings unless permission has been obtained? Whether it be another broker or a professional photographer, it is always best practice to obtain written permission to use a photo on the MLS that you have not taken yourself. Aside from an MLS violation, it could be a copyright infringement to use a photo that is not legally yours.

## MLS RESOURCES

### What MLS Training Would You Like to Attend at GKAR?

We want to offer the MLS trainings you find the most valuable. 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 [GKAR.com/mls](http://GKAR.com/mls). [A collective calendar can be found here for trainings from dotloop, flexMLS, RPR, and more.](#)

### Coming This Month—MLS Summer Series

Busy summer? We bet! That's why we've compiled all of the best tips, tricks, and timesavers the MLS has to offer, and we'll be showcasing them for you all summer long. Each month—June, July, and August—we will share resources with you to make your job easier. Be on the lookout, because your GKAR MLS Summer Series is here for you!

**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