

Bearings

GKAR NEWS

COMMITTEE MEETINGS

March 5th

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

March 9th

- [MLS](#)

March 12th

- [Risk Management](#)

March 17th

- [Membership](#)

Congratulations to our Community Relations Committee on reaching 100% RPAC participation!

Congratulations to the 2021 GKAR Task Forces!

We are honored so many Members volunteered to serve on our 2021 Task Force Groups. [View who was selected.](#)

MREA Advisory Board Survey Results

We had over 150 Members participate in the MREA Survey earlier this month—thank you! [Review the survey results here.](#)

School of Choice, Steering, and Equal Service

Portage Public Schools (PPS) do not participate with Schools of Choice within the district or within the county. Students do have an opportunity to apply for a [transfer programs, detailed here.](#)

“If an agent expresses his or her own positive or negative views about certain communities or schools, the purpose of which is to direct a buyer either towards or away from a community, then that agent may be stating a housing preference based on race or familial status or religion. These would be violations of the Fair Housing Act and of the REALTORS® Code of Ethics.” [Read full NAR article here.](#)

Also consider Article 2 of the Code of Ethics: REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law.

If a REALTOR® tells a client that PPS DOES participate in school of choice, and they buy the house and later find out that PPS does not participate, this client could file a complaint against the REALTOR® for misrepresenting details about the property.

MREA Pre-Licensing Course Update

After careful consideration of the data, the MREA Advisory Board recommended the GKAR Board of Directors discontinue offering the Pre-Licensing Course.

In part, this decision was to allow further consideration to provide additional opportunities for education to its existing GKAR Members.

The MREA Advisory Board will continue their review of the other MREA offerings and seek ways to enhance those offerings.

At their February meeting, the GKAR Board of Directors approved discontinuing the MREA Real Estate 101 Pre-Licensing Course, effective immediately. [Review the data here.](#)

President's Message



Rick Crepas
2021 President
[Email Rick](#)

[Contact a
2021 Board Member](#)

[Contact a
GKAR Staff Member](#)

As we regrettably observe the one-year anniversary of COVID-19, and the grim milestone of 500,000 Americans dying from the virus, we should be uplifted that Spring is on the way and with it, the HOPE that the COVID-19 pandemic may be on the run. As more Americans are vaccinated, and we continue observing Federal and State mandated precautions, there is light at the end of the tunnel. With daily vaccinations approaching two million per day in the US, and the world wide success of the vaccines, we are on the right path.

With this in mind, we need to CONTINUE to take the virus threat seriously. Prematurely relaxing mask wearing, social distancing, and hand washing may allow the virus to get a new opportunity to surge. We, as real estate professionals, need to lead by example. Together we will beat the pandemic, but it will take teamwork, patience, and dedication to make it happen.

Keep faith and hope as a guiding light, and we will reach the other side.

Stay Safe!

Michigan REALTORS® - COVID Update

MDHHS has extended face covering requirements and gathering restrictions through March 29th, 2021. Michigan REALTORS® continues to communicate with the Governor's Office and Health Policy Team to stress that real estate activity continues to be done in a safe and client-focused manner.

Permitted:

- In-person client services, scheduled private showings, walk-throughs, inspections, and other events that occur within a home are now governed by the residential "three-household" rule, up to 15 people.
- Everyone must wear a face covering.
- "Staggered" open house whereby the listing agent opens the house and allows prospective buyers to come through the home one household at a time.
 - The listing agent would clearly inform attendees of the parameters for seeing the property in advance, requiring some form of notification to the listing agent that the prospective buyer has arrived (via text message or some other form of communication), and the prospective buyer would wait in their vehicle until it is their turn to tour the home.
- Gatherings between an employee and a customer for purposes of providing service. We would interpret "employee" in the broader sense to include independent contractors. The rules for commercial showings, office meetings with clients and potential clients and closings have not changed and are governed by the existing MIOSHA order.

UPCOMING

March 20th—28th, 2021

- [Walk to End Homelessness](#)

April 6th, 2021

- [National Speaker Program](#)

April 15th, 2021

- [Professional Development Series: Fair Housing](#)

UPCOMING

March 30th, 2021

- [2021 Charlie Course](#)

September 14th - 15th, 2021

- SRES

Walk to End Homelessness Week—March 20th - March 28th

Walk to End Homelessness for 2021 kicks off March 20th! Join HRI and your Community Relations Committee for the Kick Off event at the Kalamazoo Growlers on March 20th, from 9:00 am - 11:30 am, followed by a week of virtual activities March 20th - 28th. [Registration is open](#), so create your team page and start collecting donations!

GKAR Virtual National Speaker Program is April 6th, 2021

[Register to attend the National Speaker Program](#) and learn to harness, develop, and apply your Seven Powers™ to enrich your life and grow your real estate business. Exclusively for GKAR Members and included with your Membership.

Save the Date! Professional Development Series: Fair Housing is April 15th, 2021

Mark your calendar for this informative program coordinated by your GKAR Professional Development Committee and sponsored by the 2021 GKAR Business Partner Fund. More information is coming soon...

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

EDUCATION

2021 Virtual Continuing Education with GKAR

There is one more opportunity to complete Continuing Education virtually with GKAR. All Courses qualify for 2 Credit Hours Legal and are included with your GKAR Membership. [Register today!](#)

2021 Charlie Course - C084982
March 30 th 2:00 pm - 4:00 pm

Online Continuing Education Options

The Michigan Real Estate Academy (MREA) recommends these independent providers for online education..

[Great Lakes Realty Systems, Inc.](#)

[REALTOR® University](#)

[The CE Shop](#)

- Save 30% on the fair housing course Breaking Barriers; use promo code FAIR30; good through March 31st.

[View a Full List of Courses 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](#)
 - [January 2021](#)
 - [January 2020](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

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

[NAR REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

[GKAR EMERITUS BENEFIT DETAILS](#)

Welcome New REALTOR® Members

Crystal Halstead - CENTURY 21 Affiliated
Abdel-Nasser Quadri - Berkshire Hathaway HomeServices MI
Anna Schmitt - Keller Williams Kalamazoo
Tonja Young - Compass Realty

Transfer—REALTORS®

Blaine Allen - Five Star Real Estate, Kalamazoo to Lawton
Natasha Anderson - Berkshire Hathaway HomeServices MI to Five Star Real Estate
Joe DeBiak - Jaqua, REALTORS® to Michigan 1st Realty
Michael Hall - Berkshire Hathaway HomeServices MI to Five Star Real Estate
Star Officer - CENTURY 21 Affiliated to EXP Realty
Dena Waldon - Five Star Real Estate, Portage to Kalamazoo
Ken Ward - Keller Williams Kalamazoo to Live Local Properties

Reinstatement—REALTOR®

David Thompson - Every Corner Realty

Drop—REALTORS®

Jordyn Leiter - Berkshire Hathaway HomeServices MI

MEMBERSHIP

Welcome New REALTOR® Office for Existing Office Member

Five Star Real Estate, Lawton, Kim Anderson, Broker

Welcome back REALTOR® Office Reinstatement

Every Corner Realty, David Thompson, Broker

Welcome New Business Partner Offices

Create Space Portable Storage - Patrick Carl
OTB Home Inspections - Daniel Siwula
Veterans Pride Home Inspecting, LLC - Shane Summers

Addition—Existing Business Partner Offices

Melissa Swetz - Consumers Credit Union

New SentiLock Access for New Business Partner Offices

Daniel Siwula - OTB Home Inspections
Shane Summers - Veterans Pride Home Inspecting, LLC

Drops—Business Partner Offices

Dan Wood Company
Pearl Certification
Ruoff Home Mortgage
VanKal Capital Mortgage

Join an NAR Committee

NAR's Committee applications for 2022 are open from March 2nd—May 7th, 2021. Remember that a minimum of 1 year of service at the national level is required to qualify for NAR's REALTOR® Emeritus Status.

[Committee Application Info](#)

KEYBOX CORNER: SENTRICARDS DISCONTINUED

With SentiLock transitioning to the SentiKey App only, by the end of 2021, 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

[Possession](#)

“We closed this morning! Don't we get to move in right away?”

RPR® Enhancements

Realtor Property Resource (RPR®) recently updated their website in big ways. The updates range from a new look to added functionality:

- Map searches and finding property details are easier to use.
- Report functions and saved searches or properties are now located at the top of the screen.
- A number of shortcuts have been added to the home page.
- You can toggle between Commercial and Residential searches.

Although the site has an enhanced look, the same useful information is still available for you. View the changes by logging into [NARRPR.com](#) or use the single sign on option in your Menu of [flexMLS](#).

RPR® is a data platform that is offered through the National Association of REALTORS® (NAR). As an NAR product, it is offered at no additional cost. You can access analytics and custom reports that can be sent to clients.

Jackson Area Association of REALTORS® Joining MichRIC

Another Michigan Association will be joining MichRIC® in the third quarter of 2021! Jackson Area Association of REALTORS® will be moving to flexMLS and joining the 11 associations and boards throughout Michigan that offer cooperation and consideration through MichRIC®.

Their listings and agents are expected to be available in the MLS as of August 1st, 2021. You will not need to take extra steps on your MLS to see their listings when they are added since they will integrate with all other MichRIC® listings.

[View the current MichRIC® Map.](#)

MLS RESOURCES

Virtual MLS Training Available

Dotloop—April 20th, 2021, from 9:00 am - 10:00 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.