

Bearings

GKAR NEWS

COMMITTEE MEETINGS

May 7th

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

May 11th

- [MLS](#)

May 14th

- [Risk Management](#)

May 19th

- [Membership](#)

Fair Housing Resources Available on GKAR.com

Every April, REALTORS® commemorate the passing of the Fair Housing Act of 1968 with events and education that shine a light on housing discrimination and segregation. By doing so, it signifies a recommitment to expanding equal access to housing for all.

Thank you to the Professional Development Committee who held a Fair Housing Professional Development Program last month that was very informative and educational. [Read more...](#)

Member Awards & Recognition

It is our honor to recognize Members for their accomplishments and contributions to the Association and real estate industry. To highlight these recipients and learn more about the nomination process for awards like the GKAR Emeritus Benefit, Philip P. Perry, REALTOR® of the Year, and more; we have added a [Recognizing Years of Membership](#) page to GKAR.com which is accessible from your [Member Central hub](#).

GKAR Quarter Century Club Award Recipients

Congratulations to the following Members for achieving 25 cumulative years of Membership with GKAR!

Dawn Cummins - KVB Real Estate

Sherry Iverson - Jaqua, REALTORS®

Theresa Kisinger-DeLavern - Berkshire Hathaway HomeServices MI

Kirk Lindsay - Berkshire Hathaway HomeServices MI

Deb Nault - Jaqua, REALTORS®

Dan Ruzick - Ruzick Real Estate

MDHHS Epidemic Order as it Relates to your Real Estate Business

- All persons participating in gatherings are required to wear a face mask.
- **Mask Exception:** At a residential gathering where all persons are fully vaccinated and not experiencing the principal symptoms of COVID-19.
- The limitation on residential gatherings remains at 15 persons from no more than 3 households.
- Open houses can be held; however, no more than three households (the listing agent and two prospective buyer households) can view the home at one time.

This order remains in effect through May 24th, 2021.

[Read full MDHHS order.](#)

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

President's Message



Rick Crepas
2021 President
[Email Rick](#)

[Contact a
2021 Board Member](#)

[Contact a
GKAR Staff Member](#)

“How’s the Market?” Ever had someone ask that? I bet you have. What’s the answer?: Great!? Homes are flying off the shelf!? These may be a few responses, but really, how’s the Market?

Although it’s true that homes are “flying off the shelf”, this is a very stressful time for REALTORS® and Brokers. I have been in the business for twenty five years, and have not seen a market like this. The lack of available homes has led to an environment of fierce competition. The market has put tremendous pressure on both Listing and Selling agents. While you may think being a Listing agent is the place to be, and it is, it is still a high stress position to be in. How do I handle showings? How do I handle multiple offers? How do I help my client(s) pick the best offer? And how do I handle disappointing the REALTORS® that didn’t get the sale?

On the Selling side, the stress is through the roof. Getting clients into a new listing is a challenge. How quickly can you act? If the client likes the home, how do you formulate a winning offer? What price should I suggest they offer? What else can I do to make my offer stand out? Plus a hundred other things that make you stay up at night.

So what do we do? What we do is be professional! Respect each other. Be kind. Be compassionate. Understand what each of us is going through, and continue to shine as the true professional you are. Our reputation as a REALTOR® is one of the most important assets we possess. Guard it with everything you have. While we are navigating through these challenging times, do it with poise and keep your high standards. People will remember you for how you handled yourself during difficult times. Have them remember you in a positive way; as an ethical, honest, hard working professional that ALWAYS does it right.

The 2000’s have been very challenging in so many ways. For those of you who made it through the “Great Recession”, you saw our way of life change. There was a new norm. COVID-19 changed the way the world worked, and is still shaping our “new norm”. And while we are still figuring out the “new norm”, up pops the housing shortage. All I know is that we are REALTORS®, and We Are GKAR. We will not only make it through, but we will thrive!

Rick Crepas
2021 GKAR President

UPCOMING

May 31st, 2021

- Memorial Day - GKAR Office Closed

June 1st - 30th, 2021

- National Home Ownership Month

June 7th, 2021

- GKAR RPAC Fundraiser

June 9th, 2021

- GKAR Virtual Governmental Legislative Update Forum

UPCOMING

September 14th - 15th, 2021

- [SRES](#)

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

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

Membership Appreciation & Wine Down Moved to Fall 2021

The annual Membership Appreciation and Wine Down program, originally scheduled for May 2021, is moving to October 2021 in response to the results of our Business Partner Sponsor survey. The majority preferred to postpone rather than hold the event with limited attendance, based on the current restrictions. [View survey snapshot here.](#)

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 in June for the following Courses:

Virtual (live, online)

Alpha	Bravo	Charlie
September 28 th	October 6 th	October 28 th
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

Note: These dates were originally scheduled as in person (live, in a classroom) Courses and are now being held virtually.

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

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 this June. If you go to The CE Shop now, without your GKAR Member Code, there will be a course fee to take CE.

SALES REPORTS



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

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

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

[NAR REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

[GKAR EMERITUS BENEFIT DETAILS](#)

MEMBERSHIP

Welcome New Members REALTOR®

Jake Conklin - Berkshire Hathaway HomeServices MI
Danielle Luteyn - Five Star Real Estate
Jason Mais - O'Brien Real Estate
Tori Sides - Berkshire Hathaway HomeServices MI
Bob Taylor - Select REALTORS®
Rena Tyler - Five Star Real Estate
Brad van Melle - Coldwell Banker-Sneller R.E.

Welcome New REALTOR® Office for Existing Member

Ruzick Real Estate - Daniel Ruzick, Broker

Transfer—REALTORS®

Melissa Griffin - CENTURY 21 Affiliated to Keller
Williams Kalamazoo
Tim Carra - Koury Real Estate to Five Star Real Estate

Drop—REALTORS®

Vik Bawa - EXP Realty
Mike Saxton - Jaqua, REALTORS®
Valerie Strickfaden - Five Star Real Estate

Reinstatement—REALTOR®

Mandy Nelson - Jaqua, REALTORS®

Retiring—REALTOR®

Terri Conti - Berkshire Hathaway HomeServices MI

Drop—REALTOR® Office

Real 1

Join an NAR Committee—Deadline is Friday, May 28th, 2021

NAR's Committee applications for 2022 are open from March 2nd—May 28th, 2021. Remember that a minimum of one year of service at the national level is required to qualify for NAR's REALTOR® Emeritus Status.

[Committee Application Info](#)

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

[An Intro to Short Sales—Part 2 \(The Short Sale Addendum to the Buy & Sell Agreement\)](#)

Updated Sellers Counteroffer

Your Risk Management Committee has updated the Sellers Counteroffer (SCO) to correlate with the updated Residential Buy and Sell Agreement. You can now begin using the updated SCO form in all e-Form options offered by GKAR, dotloop and zipForms. Printed carbon copies will be available to purchase in coming weeks.

MichRIC® Watermark on Photos

You may have noticed recently, that photos added to the MLS, are no longer watermarked with the MichRIC® name. Over the course of several months the MichRIC® watermark will be removed from all photos in the MLS. These watermarks were previously added by default, when a user uploaded a photo to an MLS listing.

As a reminder, GKAR Rules and Regulations prohibits users from adding a watermark or logo to photos uploaded to the MLS. Please feel free to contact Sam Bartlett, at SamB@gkar.com, with any questions regarding watermarks.

New Fair Housing Policy

At the direction of your Board of Directors, the Potential Fair Housing Violation Identification Policy Task Force was created to review and implement policy regarding possible fair housing violations in the MLS.

The task force completed their review; their recommendations for new policy language and a fine was approved by the Board of Directors and has been added to GKAR *Rules and Regulations*.

[View the new policy and fine structure for possible fair housing violations on the MLS.](#)

MLS RESOURCES

Virtual MLS Training Available at GKAR

We want to offer MLS trainings you find to be 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.

[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.