

Bearings

DECEMBER 2021
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

Dec 2nd

- [Professional Development](#)

Dec 8th

- [Membership](#)

Dec 10th

- [Community Relations](#)

Dec 14th

- [MLS](#)



Your 2022 REALTOR® of the Year is...



Shelly Pattison

RE/MAX Advantage

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

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

2022 Philip P. Perry Humanitarian Award Recipient Announced

This award is given to a current GKAR Member who embodies the spirit of selflessness that was important to Philip P. Perry throughout his life. This year's Award Recipient is:



John Buttery

Jaqua, REALTORS®

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

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

Congratulations, Charlie Etter - GKAR Distinguished Service Award Recipient



Charlie Etter

M. Charles Etter Attorney PC

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

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

GKAR NEWS

GKAR 2022 Schedule Available Now!

Mark your calendar with the programs and events you don't want to miss in 2022. [Download the 2022 GKAR Schedule Now \(PDF\)](#)

2022 Committee Application Closes Today at 4:00 pm

[Submit your application now.](#)

Monthly User Fees Waived This Month

Your GKAR Board of Directors has voted to waive the Monthly User Fees for December 2021.

Educational Offerings Member Survey Results

The programs selected by you were the Real Estate Negotiation Expert and the Certified Residential Specialist. The dates for these will be announced soon!

President's Message



Rick Crepas
2021 President

[Email Rick](#)

[Contact a](#)
[2021 Board Member](#)

[Contact a](#)
[GKAR Staff Member](#)

It's hard to believe that December is upon us. The hustle and bustle of the Holiday Season is sure to have special meaning to us this year, as we look forward to getting together with family and friends.

While the season is all about joy and happiness, I encourage all of you to use extra caution in your travels, and holiday celebrations. The Holidays are a joyous time, but they are also one of the most dangerous. With a little extra effort, you can ensure you, your family and friends enjoy all the best the season has to offer. Leave a little extra time to get where you're going, remember to ensure that decorations are not a fire or trip hazard, and that you have extra blankets and basic survival supplies in our vehicle while traveling.

As I reflect back on 2021, I would like to take this opportunity to thank everyone for their support throughout the year. It's been an honor to be your President. I'm confident that the association will continue to thrive through capable leadership and membership participation. GKAR is truly a wonderful organization, one we need to cherish.

I wish each and everyone of you the very best this Holiday, and a very happy New Year.

UPCOMING

Jan 27th - 28th, 2022

Michigan REALTORS®
Achieve Conference

Feb 17th, 2022

Professional Development
Series - Economic Update
Save the Date

Feb 26th, 2022

Bowl for Kids' Sake
Save the Date

Mar 19th, 2022

Walk to End Homelessness
Save the Date

HOLIDAY HOURS

Dec 23rd - 25th, 2021

GKAR Office Closed for
Christmas

Jan 3rd, 2022

GKAR Office Closed for
New Year's Day (Observed)

PROGRAMS

Professional Development Series: Economic Update

Save the date for the first program in the 2022 Professional Development Series on February 17th, 2022. These programs are coordinated by your GKAR Professional Development Committee and admission is included with your GKAR Membership! Mark these dates on your calendar; registration is coming soon...

- **Economic Update** - February 17th, 2022
- **Fair Housing** - April 14th, 2022
- **Lead Generation** - June 7th, 2022
- **REALTOR® Safety** - September 15th, 2022
- **Diversity and Inclusion** - November 10th, 2022

EDUCATION

Continuing Education Schedule for 2022 - Save the Dates that Work for You!

We will be offering three options: live, virtual, and self-directed continuing education opportunities in 2022.

Virtual - Live/Online

Date	Time(s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; CE Marketplace
February 22 nd , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel
March 21 st , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel
March 22 nd , 2022	9:00 am - 2:00 pm	Live In-Person; Besner
April 19 th , 2022	9:00 am - 2:00 pm	Live In-Person; Besner
April 26 th , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel

Self-Directed Online

Take up to six hours of self-directed (online) CE through The CE Shop as part of your complimentary CE GKAR Member Benefit!. You must register with GKAR first to receive your unique CE Shop GKAR Member Code. Go to CEMarketplace.net for a full list of courses available in Michigan.

SALES REPORTS



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

Cumulative Sales

MarketStats

Sub-Area Residential Sales

[Oct 2021](#)

[Oct 2020](#)

Create a Custom Report [Ranking](#) | [Production](#)

REALTOR® MEMBER BIRTHDAY CALENDAR - DECEMBER -

New Members - REALTOR®

Robyn Carter - CENTURY 21 Affiliated
Anna Deleganes - Evenboer Walton, REALTORS®
Jessica Donaldson - Redzone Realty Group
Sarah Hendrichsen - Berkshire Hathaway HomeServices MI
Dionna Johnson - Lockett-Jones Realty Group
Abbie Johnson - Five Star Real Estate
Madison Jonkman - Inspired Living Real Estate
Callie Rainey - Michigan Lifestyle Properties
James Steinberger - Keller Williams Kalamazoo
Steve Stoeffler - Bellabay Realty
Sherry Stowe - Five Star Real Estate
Ryan Teunis - EXP Realty
Cassie Weaver - CENTURY 21 Affiliated
Rick Weaver - CENTURY 21 Affiliated
Josh Weyandt - Keller Williams Kalamazoo

Transfers - REALTOR®

Josh Beischer - Keller Williams Kalamazoo to
Five Star Real Estate
Liz Beischer - Keller Williams Kalamazoo to
Five Star Real Estate
Cori Hunt - Keller Williams Kalamazoo to Five Star Real Estate
Tammy Shimmel - CENTURY 21 Affiliated to Coldwell
Banker-Sneller R.E.
Rebecca Spence - Five Star Real Estate, Three Rivers to
Five Star Real Estate, Portage

MEMBERSHIP

Drops - REALTOR®

Leigh Blackport - Five Star Real Estate
Jenny Burton - Five Star Real Estate
Chris Flokstra - CENTURY 21 Affiliated
Jake Hambright - Five Star Real Estate
Kyle Hansen - CENTURY 21 C. Howard
Richard Miller - Advanced Realty Global
Jamie Pena - Five Star Real Estate
Jason Puls - Keller Williams Kalamazoo
Shannon Saintamour - Advanced Realty Global
Anna Schmitt - Keller Williams Kalamazoo
Jeremy Watson - CENTURY 21 Affiliated

Retiring- REALTOR®

Paula Nissen - Berkshire Hathaway HomeServices MI
Orville Smith - RE/MAX Advantage

Limited Service Only - Office Member

MI Choice Realty - Katelyn McClanahan, Broker

Limited Service Only - Member

Stacy Andrews Damman - MI Choice Realty

Congratulations! December GKAR Emeritus Recipient

Kim Gildea, Crossroads Real Estate Company

Congratulations on 40 years of Membership with GKAR!



KEYBOX CORNER

December 31st, 2021 is the final day you will be able to renew and use your SentiCard.

The SentiKey™ smartphone app will be the tool you will be able to continue using to access and maintain lockboxes.

[Find a number of guides on SentiLock's website or watch short videos on how each function works here.](#)

PEAK PERFORMANCE ARTICLE

Your Risk Management Committee created various Peak Performance Articles to assist you in understanding more about forms, real estate terms, processes you may encounter during a transaction, and more.

[View a complete list of Peak Performance Articles.](#)

MLS NEWS

FloPlan Scanning Amongst Clutter

Floorplans scanned and added to MLS can be useful for potential buyers. You have the option to use FloPlan to create floorplans with your smartphone. Scanning with your phone makes floorplans simple but you may find yourself in homes that have furniture or other clutter. FloPlan recorded a webinar on how to scan a floorplan around physical obstacles on the property. [View the full webinar here.](#)

Updated Buyer Agency Agreements

Your Risk Management Committee has worked to update the Buyer Agency Agreement (Dual Agency) (BAELB) and Buyer Agency Agreement (Designated Agency with Limited Dual Agency) (BAELG). These forms were updated to correlate with the Residential Buy and Sell Agreement that was updated in 2020. You can now begin using the updated BAELB and BAELG form in all e-Form options offered by GKAR, dotloop and zipForms. Printed carbon copies are now available for purchase at the GKAR office.

Tech Helpline is here for you!

As a reminder, Tech Helpline is a GKAR Member Benefit offering support for hardware, software, networking and digital devices. The best part, is you have the choice of contacting their friendly and knowledgeable analysts via phone, email, and online chat.

They troubleshoot problems and offer solutions, often by connecting remotely to your computer and fixing it while you relax. They can advise you on hardware and software purchasing, and most importantly, they understand your needs as a REALTOR®.

MLS RESOURCES

Receive Monthly MLS Tips in Your Inbox

[Update your email preferences on GKAR.com to include the MLS Tips distribution list.](#)

Remember! Always select EVERY list you want to join each time you submit the form.

The screenshot shows the 'GKAR Member Central' interface. At the top left is the GKAR logo. The main heading is 'Email Preferences' with a checkmark icon. Below this, there are input fields for 'First Name*', 'Last Name*', and 'Email*'. To the right, under 'Update Your Preferences', there are several checkboxes: 'GKAR Newsletter (Bearings)', 'Education Opportunities', 'Event Invitations', and 'Member to Member Board Communication'. A 'Go' button is at the bottom right. A small disclaimer at the bottom left states: 'Update your GKAR Email Preferences to receive information relevant to your business and avoid a cluttered inbox. Use the form on this page to tell us what information you want to receive from us.'