

# Bearings

NOVEMBER 2021  
GKAR MEMBER NEWSLETTER

## COMMITTEE MEETINGS

Those marked with an “\*” will have an open house for prospective committee Members at their November meeting.

Nov 5<sup>th</sup>

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

Nov 9<sup>th</sup>

- [MLS\\*](#)

Nov 10<sup>th</sup>

- [Membership\\*](#)

Nov 12<sup>th</sup>

- [Risk Management](#)



## GKAR NEWS

### Bill Evenboer - GKAR REALTOR® of the Year Recognized by Michigan REALTORS®



Bill Evenboer, your 2021 REALTOR® of the Year, was honored at the recent Michigan REALTORS® Convention & Expo, for his community service, education, business accomplishments, and service at the local, state, and national levels. Congratulations again, Bill!

### Michele Brown - 2020-2021 Graduate of the Michigan REALTORS® Leadership Academy



Congratulations, Michele! The Michigan REALTORS® Leadership Academy develops leaders who have demonstrated leadership potential through job-related and community activities, creating a network of industry experts across the state, who are actively involved in improving our profession. To learn more, go to: [www.mirealtors.com](http://www.mirealtors.com)

### GKAR REALTOR® Store Closing

Due to decreased demand, GKAR is closing the REALTOR® Store. We will continue to sell the forms many of you still regularly use.

### Member to Member Email Service Paused

Due to current GKAR Staffing levels, the Member to Member Email Service is paused until January of 2022.

### Membership Survey

Thank you again to everyone who took time to complete the REALTOR® Member Survey. The Survey helped determine what you value in the areas of Professionalism, Member and Community Engagement, Business Services, Advocacy and your overall satisfaction with GKAR, the staff and leadership. The response rate was over 26% and of the Members who responded to our survey; 95% are satisfied with the Association's products and services.

Congratulations to the participation winners who were randomly drawn. \$50 gift card winners: Anthony Murdock; Theresa Page; Michael Reijonen; Julie Soudek; and Dave Visser. \$100 gift card winner: Cherish Paska. \$250 gift card winner: Steve Revor.

[Read the Survey Report by going to the Member Login , under the GKAR Documents Menu.](#)

# President's Message



**Rick Crepas**  
**2021 President**

[Email Rick](#)

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

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

As winter quickly descends upon us, and the holidays fast approach, I'm reminded of how fortunate we are in so many ways. Although things have not been easy, there are so many things to be thankful for. With the lack of inventory, business has been harder for many of us, but we, as an industry, and Association, continue to move forward in a positive direction.

As I reflect back on the last 10 months of 2021, I see a lot of positive change in our association. GKAR has made many strides to improve the Membership experience. With the help of leadership and Membership participation in committees and task forces, we have come along way in a short time. GKAR remains a dominant force in the area, and is a role model to other associations.

The member survey that was recently completed, showed a 95% approval rating from the Membership for GKAR, as an organization. Well we will never be perfect, we always strive to improve, and be the best we can be. The survey results will be used to help guide GKAR in its mission for 2022.

I'd like to take a moment to thank everyone for your hard work, dedication, and perseverance to ensuring that real estate in our area remains strong. I would also like to encourage you, if you haven't, to get involved in GKAR. This is YOUR Association, however, without your help, and input, we can't perform at our very best. As is always said, "many hands make light work."

I would like to wish everyone a very safe, and happy Thanksgiving.

## UPCOMING

Nov 1<sup>st</sup> - Dec 3<sup>rd</sup>, 2021

[GKAR Committee Application Period](#)

Nov 16<sup>th</sup>, 2021

[Appraiser, Lender, and Title Panel Discussion](#)

Dec 3<sup>rd</sup>, 2021

[Installation & State of the Association - RSVP Now](#)

Jan 27<sup>th</sup> - 28<sup>th</sup>, 2022

[Michigan REALTORS® Achieve Conference](#)

## HOLIDAY HOURS

Nov 25<sup>th</sup> - 26<sup>th</sup>, 2021

[GKAR Office Closed for Thanksgiving](#)

Dec 23<sup>rd</sup> - 25<sup>th</sup>, 2021

[GKAR Office Closed for Christmas](#)

Jan 3<sup>rd</sup>, 2022

[GKAR Office Closed for New Year's Day \(Observed\)](#)

## PROGRAMS

### 2022 Committee Application Available Now - Dec 3<sup>rd</sup>, 2021

We invite you to apply for a GKAR Committee, because when you get involved, you open up opportunities to build your network, your resume, and your business. Approximately 100 Members are selected each year to serve. Committees begin meeting the first week of January 2022, so if you are interested in participating, please complete this online application form by 4:00 pm, Friday, December 3<sup>rd</sup>, 2021.

[Access 2022 Committee Application Now](#)

### RSVP for GKAR's Most Popular Event - Installation & State of the Association

Installation is a time for us to celebrate what you've accomplished in 2021 and honor those who go above and beyond to make real estate thrive in greater Kalamazoo. [Save your Seat! RSVP Today.](#)

**Installation & State of the Association | Dec 3<sup>rd</sup>, 2021 | Radisson, Kalamazoo | 11:30 am - 1:45 pm**

## EDUCATION

### Continuing Education Completed for the Year

The Greater Kalamazoo Association of REALTORS® closed the year last week with the last Con Ed classes.

A total of 15 virtual, live, two-hour sessions were held. More than 2,600 hours of hours of virtual, live Continuing Education was provided to GKAR Members in 2021 overall!

New this year, GKAR provided the option for self-directed courses, for the first time and over 500 hours were provided as a member benefit.

As we look forward to 2022, we will continue to offer Continuing Education in three formats, virtual (two-hour sessions) beginning in February, in-person (six hour sessions) in March and April, and self-directed courses throughout the year.

Watch for specific dates and details in the Bearings and on GKAR.com, as the schedule is finalized.

### Have you completed the 2-Minute, 2-Question Certification and Designation Survey?

Your input is invaluable as we set our education offerings for the upcoming year. We will be hosting one Certification Course and one Designation Course, in 2022, and want to know which topics interest you most. Please take two minutes to complete this two-question survey, ranking the available options.

Don't delay; the survey is available only through Monday, November 8<sup>th</sup>, 2021, at 5:00 pm. [Access Survey Now](#)

## SALES REPORTS



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

### Cumulative Sales

### MarketStats

### Sub-Area Residential Sales

Sep 2021

Sep 2020

### Create a Custom Report

Ranking | Production

## REALTOR® MEMBER BIRTHDAY CALENDAR - NOVEMBER -

### New Member - REALTORS®

Kyle McMaster - Berkshire Hathaway HomeServices MI  
Jennifer Pickens - Berkshire Hathaway HomeServices MI  
Nidal Shomali - Keller Williams Kalamazoo

### New Secondary Member - REALTOR®

Logan Lambdin - EXP Realty

### Member Reinstatement - REALTORS®

TreShawn Black - Five Star Real Estate  
Nick Bobo - Five Star Real Estate

### Retiring - REALTORS®

Theresa Bond - ERA Reardon Realty  
Sue Kiser - Jaqua, REALTORS®  
Sheri Riopel - Jaqua, REALTORS®

### Transfer - REALTOR®

Pearl Etwiler - Lakes & Country Real Estate to Kalvan Realty

### Drop - REALTORS®

Justin Barker - Berkshire Hathaway HomeServices MI  
Deondra Barnum - Doorlag Realty Company  
Logan Benchina - Keller Williams Kalamazoo  
Jermiah Boggerty - CENTURY 21 Affiliated  
Jake Conklin - Berkshire Hathaway HomeServices MI

# MEMBERSHIP

### Drop - REALTORS® Continued...

Patrick Dermeyer - EXP Realty  
Jessie Keener - CENTURY 21 Affiliated  
David Lehane - Berkshire Hathaway HomeServices MI  
Cheryl Miller - EXP Realty  
Stephanie Rex - Jaqua, REALTORS®  
Shelby Robinson - Evenboer Walton, REALTORS®  
Beth Sexsmith - Jaqua, REALTORS®  
Cindy Van Beck - RE/MAX Advantage

### Retiring - REALTORS®

Margi Burnham - Berkshire Hathaway HomeServices MI  
Janet Copenhaver - Kalvan Realty  
Jim Kindle - Kindle Real Estate  
Maureen Latora - Jaqua, REALTORS®

### Drop - REALTOR® Office

Kindle Real Estate - Jim Kindle, Broker

### New - Business Partner Office

Scott Roosenberg - It's Moved, LLC

### New SentiLock Access - Existing Business Partner Office

Jordan Donohue - HouseMasters Home Inspections

### Congratulations! November Quarter Century Club Recipients

-Nancy Carr      -Jorene Morrow  
-Barb DeVries    -Twala Lockett Jones  
-Linda Fruin      -Caroline Novak

-Andrea Parker  
Congratulations on 25 years of  
Membership with GKAR!



## KEYBOX CORNER

We are quickly approaching the end of the year, which means SentiCards will be phased out in just a few short months. Now is a great time to become familiar with the SentiLock smartphone app, SentiKey.

### Tips for having the best experience with SentiKey:

- Allow your phone to automatically update the app, so it may always have the most up-to-date software.
- Open the app before your leave your home in the morning to “wake it up” and prevent inconveniences in areas of the state that do not support phone data.
- Turn on your phone's Bluetooth, and keep it on, to prevent inconvenience when you need to use the app.

## 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

### Discontinued in 2021: Supra XpressKey

Supra recently announced that Xpress keys will be discontinued this year. Much like SentiLock, the Supra system will be available only via the smartphone app. This action is a result of cell providers discontinuing the 3G services the Xpress keys require to operate. After November 30<sup>th</sup>, 2021, GKAR will no longer have the ability to lend the Xpress keys to you.

To continue using the Supra lockbox system, you may lease the Supra eKey app through Southwestern Michigan Association of REALTORS® (SWMAR) or request one-day access codes from the listing agents. To lease the eKey app, you may contact the SWMAR office by emailing: [shausmann@swmar.org](mailto:shausmann@swmar.org) or [skohles@swmar.org](mailto:skohles@swmar.org), or calling (269)983-6375.

### Reports in ShowingTime

As we near the end of 2021, you may begin looking back at your activity over the past months. There are several statistics you can run in the MLS. We've put together [tips](#) on how to run the most common statistics and posted them on [GKAR.com](http://GKAR.com). Did you know you can also run reports in ShowingTime to track how many showings you've requested in a period of time or listing activity reports? [Find quick instructions on how to run these reports on the ShowingTime blog article.](#)

### Tech Helpline Holiday Hours

Tech Helpline will be closed on Thursday, November 25<sup>th</sup>, 2021, and Friday November 26<sup>th</sup>, 2021, for the Thanksgiving Holiday.

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

### Upcoming flexmls Webinar

**Coffee Break—Work on Behalf of a Contact** – November 23<sup>rd</sup>, 2021 | 10:00 am - 10:45 am

MLS Training is a valuable benefit included with your GKAR Membership. Trainings are conducted by Sam Bartlett, your Director of Multiple Listing Service, as well as flexmls vendors via Webinars. Some course sizes are limited, so reservations are required.

[Visit www.gkar.com/mls](http://www.gkar.com/mls) or call (269) 382-1597.