

Bearings

OCTOBER 2021
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

October 1st

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

October 4th

- [Advocacy](#)

October 8th

- [Risk Management](#)

October 12th

- [MLS](#)

October 13th

- [Membership](#)



2021 GKAR Election Results

Thank you to everyone who participated in the 2021 GKAR Elections for 2022 Leadership, and congratulations to those elected!



Lisa Faber
2022 President-Elect



Chuck Kinnane
2022 Director-at-Large



Marissa Harrington
2022-2024 Director-at-Large



Jeff Lee
2022-2024 Director-at-Large



Erin McEntee
2022-2024 Director-at-Large

Cast Your Vote on November 2nd, 2021

In August, the GKAR Advocacy Committee and Board of Directors endorsed the following candidates as they support REALTOR issues and local business initiatives. [Check your registered voting location.](#)

- David Anderson, City of Kalamazoo - Mayor
- Steven Chandler, City of Kalamazoo - Commissioner
- Don Cooney, City of Kalamazoo - Commissioner
- Qianna Decker, , City of Kalamazoo - Commissioner
- Patricia Randall, City of Portage - Mayor
- Lisa Brayton, City of Portage - Council

GKAR NEWS

Congratulations GKAR Half Century Club Recipient!

-John Jackson, Berkshire Hathaway HomeServices

Congratulations GKAR Quarter Century Club Recipients!

-Bill Clancy, Berkshire Hathaway HomeServices

-Lisa Faber, Jaqua REALTORS®

-William Farquhar, William A. Farquhar Appraisals

-Twala Lockett-Jones, Lockett Jones Realty Group

-Kevin Phillion, Jaqua, REALTORS®



President's Message



Rick Crepas
2021 President
[Email Rick](#)

[Contact a](#)
2021 Board Member

[Contact a](#)
GKAR Staff Member

With Fall rapidly approaching, I think of all we've been through in the last 19 months. Change, like the seasons, is inevitable. It's how we deal with these changes that matters. We as REALTORS®, have faced a tremendous amount of change in a very short period of time. GKAR has worked tirelessly to adapt, and provide the very best service to our customer, YOU. We appreciate everything that REALTORS®, and our business partners, have had to endure, and are trying to ensure your success.

Change is not always comfortable, but ultimately it makes us more resilient. We have demonstrated our ability to adapt, to redirect, to meet challenges head-on. This has not only made GKAR stronger, but each of us has more abilities now, than we would have had 19 months ago. You are stronger, more capable, and you have proven you can deal with change and come out on top.

GKAR is dedicated to partnering with you, our Members, to meet all challenges head-on. Together, we will succeed.

UPCOMING

October 7th, 2021

[Membership Appreciation
Wine Down](#)

October 21st, 2021

[Fall 4:01 Networking
Mixer](#)

November 16th, 2021

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

December 3rd, 2021

Installation & State of the
Association - Save the Date

UPCOMING

October 6th, 2021

[Bravo](#)

October 28th, 2021

[Charlie](#)

PROGRAMS

Member Appreciation & Wine Down is Thursday, October 7th

Join us for this popular Member fellowship gathering and Business Partner expo! Mix and mingle with your fellow REALTORS®, and catch up with your 2021 Business Partners as they showcase their products and services. We will provide gourmet hors d'oeuvres, wine, beer, and soda (cash bar available). [RSVP NOW!](#)

Nomination Deadline is October 15th for the Day of Service for Veterans

If you know a veteran who owns a home in the Greater Kalamazoo area, nominations will be accepted until Friday, October 15th, 2021, at 5:00 pm. [Nominate a Veteran.](#)

Interested in volunteering to provide a day of free fall clean-up? [Sign Up to Volunteer.](#)

EDUCATION

2021 Continuing Education with GKAR

As a GKAR Member, you receive up to six complimentary hours of Continuing Education. [Registration is now open for fall courses](#) and we have two formats from which you can choose.

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
September 1 st	September 8 th	September 29 th
10:00 am - 12:00 pm	10:00 am - 12:00 pm	10:00 am - 12:00 pm

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.](#)

End of Continuing Education Cycle This Month - October 31st, 2021

The current cycle began on November 1st, 2018 and will continue until October 31st, 2021. Within that time, licensees must complete 18 hours of Continuing Education credits. If you obtain your license after June, you will need to contact [LARA](#) to determine what credits you will need to complete in order to keep your license current. [Visit GKAR.com/con-ed to register for Continuing Education and to learn more](#)

SALES REPORTS



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

Cumulative Sales

MarketStats

Sub-Area Residential Sales

August 2021

August 2020

Create a Custom Report

Ranking | Production

REALTOR® MEMBER BIRTHDAY CALENDAR - OCTOBER -

New Member - REALTORS®

Humam Aldiney - Whitmore Realty
Josh Beischer - Keller Williams Kalamazoo
Gabe Kwekel - RE/MAX of Kalamazoo
Heather Mertz - CENTURY 21 Affiliated
Karla Morris - Berkshire Hathaway HomeServices MI
Cody Piechocki - CENTURY 21 Affiliated
Joel Ritter - Compass Realty
Gala Rock - Lakes & Country Real Estate (Correction from August)
Kent Woerner - CENTURY 21 Affiliated

Transfer - REALTORS®

Gabriel Hatfield - Live Local Properties to Five Star Real Estate
Jamie Jager - Five Star Real Estate to Advanced Realty Global
Tess Knobloch - Keller Williams Kalamazoo to Knobloch, REALTORS®
Tamara Marc - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
Michael Palmer - Every Corner Realty to EXP Realty
Nate Robinson - Every Corner Realty to EXP Realty

Drop - REALTORS®

Renee Boone - Keller Williams Kalamazoo
Kandi Free - Jaqua, REALTORS®
Charles Fruin - Jaqua, REALTORS®
Alicia Guess - Keller Williams Kalamazoo

MEMBERSHIP

Lysanne Harma - Berkshire Hathaway HomeServices MI
Kathy Honicutt - Berkshire Hathaway HomeServices MI
Jack Logan - Jaqua, REALTORS®
Joe Proctor - Carlson, REALTOR®
Darrin Rinehart - EXP Realty
James Salmon - O'Brien Real Estate
Krista Schrader - Keller Williams Kalamazoo
Mary Townsend - Jaqua, REALTORS®
Deb Young - Five Star Real Estate

Retiring - REALTORS®

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

New REALTOR® Office

Patti Wright - Wright@Home Realty

New Business Partner Offices

Jason Baker - Barker Property Inspections
Titus Davis - Guaranteed Rate
Scott Peterson - Peterson Consulting

New Limited Service Only REALTORS®

Gary Reggish - Remerica United Realty
Denise Stempien - Remerica United Realty

Have You Set Your GKAR Email Preferences?

Update your GKAR Email Preferences to receive information relevant to your business and avoid a cluttered inbox. Use the form to tell us what information you want to receive. **Check off all of the email types you wish to receive each time you update your preferences. Visit [GKAR.com/gkar-email-preferences](https://www.gkar.com/gkar-email-preferences) today!**

KEYBOX CORNER

We are quickly approaching the end of the year, which means that 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 will always have the most up-to-date software.
- Open the app before you 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 your phone's Bluetooth on and keep it this way, to prevent inconvenience when you need to use the app.

PEAK PERFORMANCE ARTICLE

A complete list of Peak Performance Articles written by your GKAR Risk Management Committee are available on the flexmls Intranet. [View List.](#)

ShowingTime Next Generation

ShowingTime recently unveiled a planned upgrade sneak peek, that the product will go through, over the next year or more. This upgrade does not have a release date yet, but gives you a glimpse into what's coming. ShowingTime is working to give its users consistency amongst all platforms, desktop, tablet, and smartphone. Many of the expected upgrades were also inspired by other vendors and programs that agents use. There are no plans to remove any current program capabilities, only enhance them. More information will be provided as they continue to introduce the upgrades.

[Watch the ShowingTime Next Generation Introduction Now.](#)

Flexmls Hot Sheet Gadget

Users have the option to add various gadgets to their home screen. The gadgets can be shortcuts for contacts, searches, statistics, hot sheets, and more. Many agents use the hot sheet gadget and have pre-set the settings to include an Area, Sub Area, or School District. A recent change was applied to the hot sheet gadget, that now only allows a user to pre-set the criteria to City, Area, Sub-Area, Municipality, or School District. This change was made to increase the accuracy in hot sheet results.

RPR and MLS ID

Realtors® Property Resource (RPR) recently went under updates that may have affected your verification of MLS ID in their system. This may require you to verify your membership again to obtain access to RPR information and tools.

Here is how you can verify your ID:

- Log into RPR
- Select Profile
- Under MLS or CIE Info, select your state
- Select Michigan Regional Information Center
- Enter your agent ID
- Your agent ID is your MLS login minus the ‘ric.’
- For example, a MLS login of ric.k123456 would be entered in RPR as k123456

MLS RESOURCES

MLS Training Available at GKAR

Searching with Realist – October 19th, 2021
9:00 am - 9:30 am | Zoom

InfoSparks – November 2nd, 2021
10:00 am - 10:30 am | 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.

Visit www.gkar.com/mls or call (269) 382-1597.