

REALTOR® Review

The Voice For Real Estate in the Capital Area

CAAR Annual Summer Golf Outing

"PAR for CAAR"

The Social Committee will be hosting CAAR's 51st Annual Golf Outing on June 9th at Edgewood Golf Club in Auburn again this year. The theme for this year's event is

"PAR for CAAR". If you are interested in participating in the golf and/or dinner that evening be sure to return the registration form as soon as possible. Questions regarding sponsorship opportunities can be directed to Kathy Nichelson at 217.698.7000 or knichelson@caaronline.com. Please note that the Association office will close at noon on this day. For more information download event flyer at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>.

June 9th - 11:30 a.m.
Edgewood Golf Club



Let the Good Times Roll Trivia Night

CAAR's Community Service Committee hosted a very successful Trivia Night on April 25th to benefit The Boys & Girls Club of Central Illinois. Attendance was quite good with 21 tables and approximately 200 attendees participating. While some expenses are still coming in, preliminary estimates indicate that CAAR raised as much as \$12,000. Thank you to all who came and contributed to this event. Special thanks to Rod

Kashmer and Greg and Kristie DeBrun for conducting the trivia portion, Ron Canterbury for his auction services, Kathy Nichelson and the many Committee

members who put in countless hours on this project and attendees. Also, thank you to the many generous donors. All proceeds from this event will be donated to The Boys & Girls Club of Central Illinois which is CAAR's 2014 charity of choice. View photos on pages 3 & 4 and additional photos on CAAR's Facebook page. ❖



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NEWS & NOTES



MISSION
The Capital Area Association of REALTORS® helps its members maintain the highest standards of professionalism and achieve the highest levels of success.

NOTICE

Under the long established policy of the Capital Area Association of REALTORS®, IAR and NAR:

1. The broker's compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and the client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.
2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

OFFICERS

President

Steve D. Myers

President Elect

Michael Buscher, GRI

Secretary/Treasurer

Kristie DeBrun, GREEN, GRI, SFR

DIRECTORS

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Kimberly Elliott, CRS, GRI

Lisa Ernst, GRI

Suzie Fessler, CRS, GRI

Sandra Hamilton, GRI

Jane Hay, GRI

Kevin Jarvis, SRES

John Klemm

Aaron Sapp

Jerry Skilbeck

Ex-Officio

Philip Chiles, ABR, CRS, GRI

Chief Executive Officer

Daniel R. Sale, CAE, RCE, e-PRO

Attached for your review is the Capital Area Association of REALTORS® 2013 Annual Report. Throughout the report you will note numerous achievements.

Some of the accomplishments are very noticeable such as the rollout of the REALTORS® Property Resource, integrated with MLS and CREM content, for our members to use as a business tool. Another is the long-awaited development of the new website www.seehouses.com and www.seebuildings.com, which both include a consumer facing component. We also rolled out a white label property search app that you can brand to yourself. Some of the changes, such as a major overhaul and updating of our bylaws, are less evident but are critical to establishing a foundation for enhancing responsiveness and increasing our relevance to you the member. While the association continues to quietly go about training and support for TransactionDesk this is paying huge dividends in terms of increased acceptance and reliance on this technology and its central role in the transaction. Also, as evidenced by this report, we continue to further our core mission of advocating on behalf of our members and private property owners and being involved in our community.



Certainly, there is much more to talk about which is why I hope that you will take a moment to familiarize yourself with the information contained in this document. It is worth noting that all of this has been done while making the most of those resources at our disposal and holding the line on fees and dues.

None of these achievements would have been accomplished without the many dedicated volunteers who give of their time to this organization. On behalf of the Officers, Directors and Staff of the association I would like to thank these volunteers.

In closing, I would simply say that I enjoy serving as your association President and would welcome your feedback and input on any association matters.

Steve Myers

Steve Myers
President

REALTOR® Review

Let the Good Times Roll...



Let the Good Times Roll...



Let the Good Times Roll...

Complimentary Auctioneer Service:

Ron Canterbury
Canterbury & Associates

Trivia MC:

Greg & Kristie DeBrun
And Rob Kashmer

Other Donations:

Bank of Springfield:
Salads

Bunn Capitol:
Frozen Concoction Machine
& Drink Mix

Edgewood Golf Club:
Best Decorated Table
Prize

Illini Bank and Dave & Joy
Gilliland:
Italian Beef & Pulled Pork

Marine Bank:
Contribution for Hall
Rental

McDonalds (Matt & Sara
Blaszczyk):
Buns

Party Creations:
Table Skirting

Auction Donations:

Bank of Springfield
Belle Dwell Interiors
Bob Evans
Bunn-O-Matic
Mike & Misty Buscher
Don Cave (Coldwell Banker Honig-Bell)
Chicago Title Insurance Company
Cornerstone Title Groupe
Cracker Barrel
Julie Davis & Tom Frost (The Real Estate Group)
Diamond Residential Mortgage
Edgewood Golf Club
First Bankers Trust Company
FlooringAmerica
Jane Hay (The Real Estate Group)
Peggy Heer (Coldwell Banker Honig-Bell)
Donna Hubbard (The Real Estate Group)
Julia's Kitchen and Lounge
Lush Salon
Marine Bank
Patriot Tree Service
Prairie Land Title Company, Inc.
Prime Lending
Primo Design
Aaron Sapp (Illinois National Bank)
Deb Sarsany (RE/MAX Professionals)
Scheels
Staff Carpet
Jake Stapleton
The Real Estate Title Center
Town & Country Bank
United Community Bank
Verlo Mattress
Virtual Impressions
Vital Restoration
Zelle Title, LLC



News & Notes - (Continued from page 2)

Raising the Bar for REALTOR® Associations

In an effort to prepare our organization(s) for the “next 100 years,” the National Association of REALTORS® is considering a proposal that urges the adoption of core standards that would “raise the bar” for REALTORS® associations and the services they offer to REALTORS®.

A Presidential Advisory Group (PAG) authored report on Organizational Alignment that recommends that NAR create Mandatory Core Standards for associations to attain and maintain in order to maintain their Charters as Associations of REALTORS®. The effort is focused on making the organization stronger, and providing members with consistent expectations of what it means to be a REALTOR®, no matter the local or state associations to which you might also belong. The intent is to ensure that even the smallest is capable of enforcing the REALTOR® Code of Ethics, playing a role in political advocacy, and operating a website promoting member programs, products and services.

Recommendations for Association competencies fall under six key areas: Code of Ethics, Advocacy, Consumer Outreach, Unification Efforts and Support of the REALTOR® Organization, Technology, and Financial Solvency.

NAR’s board of directors is expected to vote whether to adopt the new standards May 17 at NAR’s REALTOR® Party



Convention & Trade Expo, in Washington, D.C. NAR CEO Dale Stinton has said that “Current threats to the system — commission-thirsty outsiders, broker/association and broker/MLS chafing, data syndication offenders ... are real for sure, but they are also symptomatic of the larger problem — we are fractured and becoming more and more fragmented every day... Associations, he said, “must ‘raise our own bar’ as we ask our members to raise theirs.” If we are to be genuine in our efforts to brand our members as ‘the top of the food chain in real estate,’ the much discussed ‘trusted advisers’ in the space, should the system that supports them aspire to anything less for itself?”

Capital Area Association of REALTORS® CEO Dan Sale said "I am confident that our association currently meets the stricter standards as outlined in the report." “While this may require additional effort on the part of the association to prove compliance I wholeheartedly support the intent behind this movement," said Sale.

The vote on the tougher core standards is sure to be a major topic of discussion at this month’s NAR REALTOR® Party Convention in Washington D.C. ❖



CAAR Broker Outreach Scheduled for June 20th

Managing Brokers are asked to keep open June 20th for CAAR's next Broker Outreach meeting. The meeting will be held from approximately 8:45 a.m. 10:45 p.m. and will include a continental breakfast. The purpose of the meeting will be to provide an update to CAAR broker-owners and managers on various association initiatives that are under way and to provide a forum for discussion. Broker-owners and managers who are interested in attending are asked to RSVP by June 17th by calling 217/698-7000 or email info@caaronline.com.



News & Notes - (Continued from page 6)

Past-president's Luncheon (June 19th)

As part of the Member Appreciation Week festivities, on Thursday, June 19th, CAAR will be holding its Fourth Annual Past-President's Luncheon in honor of CAAR's past-president's.



Flexible Dues Pre-Payment Plan

Now is the time to jump onboard with CAAR's Flexible Dues Pre-Payment Plan. This program allows you to have the option of making payments toward your 2015 membership dues anytime throughout August 1, 2014 when it's most convenient for you. Contact Diane Ahem at 217.698.7000 or dahem@caaronline.com for more information.



Slide into Home!

Member Appreciation Week (June 17 & 18)

The Marketing & Member Services Committee of CAAR extends an invitation to all CAAR Members to join them at the association office for Member Appreciation Week June 17th & 18th between 11:00-1:30 p.m. "Slide into Home" is the theme for this year's appreciation event. Come enjoy a casual lunch and network with your peers. Back by popular demand is Taco Tuesday on June 25th featuring all the fixings for a great taco. On Wednesday its pulled pork sandwiches with your favorite sides. We also have a couple of Hot Topic programs for you to take in while you are here in conjunction with Member Appreciation Week. The June 17th Hot Topic beginning at 11:30 a.m. will Feature information on appealing your property taxes while the June 18th Hot Topic program will feature an Appraiser panel discussion. The association extends a special thank you to SentiLock for its generous sponsorship of this event again this year.



Help IAR Build a Home for Habitat

The Illinois Association of REALTORS® will build three homes for Habitat for Humanity this year, with the second slated for Springfield, IL. IAR is looking for volunteers to help a local family realize the American Dream of homeownership.

When: May 19-26, May 30-June 14 & June 20, 21, & 28

Where: 2210 E. Enterprise St., Springfield, IL.

How to sign up: Go to www.illinoisrealtor.org/IARHabitat2014 and tell IAR which day you want to work.

What's next: IAR will provide updates on the project and will confirm reservations.

Added bonus: Volunteers get a free T-shirt

Other scheduled builds:

Murphysboro - April 4-11, 21-23 and May 8 - 10

Aurora - Begins July 7

More information and registration coming soon. Check www.illinoisrealtor.org/IARHabitat2014 for updates. ❖



Help IAR BUILD A HOME



News & Notes - (Continued from page 7)

Homebuyer Counseling Classes Scheduled

May 10, 2014 - Credit & Budget Skills

- Tips on how to establish, repair and maintain credit
- What you need to know about credit scoring
- Ideas for creating and following a budget
- Keys to homeownership
- Identity theft



May 17, 2014 – The Home Buying Process

- Working with a lender
- Working with a REALTOR®
- Fair housing
- Home inspections
- Home insurance
- Financial assistance/grants
- What to expect at the closing

Classes held at IATP's Conference Room Downtown Springfield, Myers Bldg. 5th & Washington. RSVP Required - Call (217) 522-7985 Ext. 114. Flyer is included as an attachment to this month's REALTOR® Review.

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from CAAR's 35th Golf Outing in 1998. One of our hole sponsors hosted a "Best Legs" contest at Edgewood Golf Club. This is the picture of the male winner along with along with his golf partner. Can you guess who they are? (Cindy Leeper was the female winner.)



Left to right: Male winner of the 1998 "Best Legs" contest Steve Contri and Al Young at CAAR's Golf Outing

If you have an old picture or comment about a picture please share with us. ❖

CAAR Sponsors

Diamond



Gold



Silver



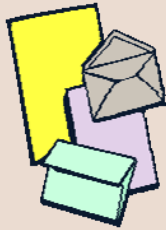
Bronze



TECHNOLOGY/MLS CORNER

SentriLock Tip

Save the battery life on your SentriLock boxes while they are not in use (in your office or in the trunk of your car) by locking the keypad. To lock the keypad, insert your Sentricard and enter PIN + ENT + FUNC + 6 + 7 + ENT. To unlock the keypad just insert your Sentricard.



Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>

Inserts

- Tech Training Schedule
- Habitat Build
- Annual Report
- Golf Outing Flyer
- Organizational Standards Report
- Clarification on Condo Financing



Upcoming Technology Training

Consult the 2014 Spring Technology Training Schedule and take advantage of one or more of the many great FREE training sessions offered by MLS Director Cathy Wagner.



Authentisign - Thursday, May 8th (9am-10am)

Prospect Manager – May 13th (9am-10am)

Innovia Overview – May 15th (9am-11am)

CMA – May 22nd (9am-10am)

InnoVia Tips

Wireless InnoVia 5 - Exciting New Upgrade Coming Soon!

Wireless InnoVia, the mobile version of the InnoVia MLS, will be updated to a completely new version on **Wednesday, May 14th**. There are many exciting new tools and options that will give you even more ability to quickly search, view, and edit listings with your mobile device while on the go!

Some of the exciting new enhancements include:

- All new dashboard on home page
- Quick Search, Quick Hotsheet, Inventory access from homepage
- Map Based Lasso Search - draw your own map shapes to search
- GPS enabled location based search
- Edit many more listing fields
- Take and upload listing photos directly from your device
- And more!



For more information and instructions go to: <http://www.getoffutt.com/Help/help3/wireless5.htm>,

Wireless InnoVia's new interface and enhancements are sure to help you be more productive and efficient in your increasingly mobile business.

“Your App” Your LEADS!

As a Member of CAAR's MLS, you can now get your own SmarterAgent branded app with all leads going to you. Features of your Branded App:

- Compatible with iPhone, Android and tablets
- Custom branding means all leads go directly to you, regardless of the listing agent
- Provides a direct feed of all listings from the MLS via IDX

Use Promo Code 30DAYS for a free 30 day trial and an annual discounted rate of \$55! This promo code applies to the annual option only. ❖



COMMERCIAL REAL ESTATE NETWORK

May CREN Luncheon

The next luncheon is Tuesday, May 20, 2014 at 11:30 a.m. at the Association. The speaker for this luncheon will be Norm Sims, Executive Director of the Springfield/Sangamon County Regional Planning Commission. CREN Luncheons are open ONLY to CREN members and Sponsors. Special thanks to our sponsor First Bankers Trust.



GOVERNMENTAL AFFAIRS

Governmental Affairs Update

By Neil Malone, Governmental Affairs Director



May a Busy Month for Governmental Affairs

The month of May will be a busy month for Governmental Affairs. Developments at the State and Federal Levels will make this month a very important time for REALTOR® advocacy efforts. As members head into what is typically their busiest months, please remember the importance of making the REALTOR® voice heard at all levels of government.

On the Federal level, a number of CAAR members will be part of a large delegation headed to Washington, DC to actively lobby their Members of Congress. More than 150 members of the Illinois Association of REALTORS® will join their colleagues from around the country in participating in the NAR REALTOR® Party Convention and Trade Show. Activities will include visits to Senate and Congressional offices on Capitol Hill to lobby elected officials and key staff members on issues facing the real estate industry.

Meanwhile, back here in Springfield, the Illinois General Assembly continues to progress toward a scheduled May 31st adjournment. Several priority issues remain under consideration, in addition to the looming annual budget negotiations. As the session winds down, several issues will be decided. Keep your eyes open, as IAR may be issuing a Call for Action, asking members to contact their legislators on one or more key issues. Please make every effort to respond if contacted by email.

During this busy time, decisions are being made that will affect your business positively or negatively. The deciding factor may very well be efforts by the association on behalf of property owners and the industry. Please make every effort to remain engaged and to do your part to ensure the success of these efforts. ❖

CREN Sponsors



MEMBERSHIP NOTES



Frequently Used Phone Numbers:

Capital Area Association of REALTORS®:

Phone: 217/698-7000
(centrex) 8000
Fax: 217/698-7009
(centrex) 8006
Websites:
www.SeeHouses.com
www.SeeBuildings.com

Illinois Association of REALTORS®

Phone: 217/529-2600
Fax: 217/529-3904
REALTOR®
Store: 800/529-2696
Member
Line: 800/752-3275
Website:
www.illinoisrealtor.org

National Association of REALTORS®

Phone: 312/329-8200
Fax: 312/329-8576
Website:
www.realtor.org

Office of Banks and Real Estate:

Phone: 217/782-3414

SentriLock:

Phone: 877/736-8745
support@sentrilock.com
<http://lockbox.sentrilock.com/>

MarketLinx:

Phone: 800/334-0831

New Members

The following individuals have been approved for membership in the Association, subject to completion of Orientation were applicable:

Designated REALTORS®

Ernest Moody Heartland Ag Group of Springfield, IL

REALTORS®

Deborah Ladage	The Real Estate Group
Michelle Meads	Kennedy Real Estate
Elfi Metz	Heartland Ag Group of Springfield, IL
Gene Meurer	Heartland Ag Group of Springfield, IL
Brent Milburn	Coldwell Banker Honig-Bell
Samuel Peabody	Craggs REALTORS®
Michelle Taylor	Coldwell Banker Honig-Bell
Clayton Yates	The Real Estate Group

Full Affiliates

Lucas McDowell	Lucas McDowell's All Around the Home, LLC
David Kirby	US Bank Home Mortgage
John Parrish	The Great Springfield Chamber of Commerce
Stacey Vincent	Hickory Point Bank

Address change:

Robert J. Barker
Robert J. Barker Real Estate
322 East Monroe
Springfield, IL 62701

CALENDAR

AT A GLANCE

May

12-16	NAR Mid-Year Meetings	
13	Prospecting Manager	9:00-10:00
	Community Service Comm	11:00
15	InnoVia Overview	9:00-11:00
20	Board of Directors	9:00
	CREN Luncheon	11:30
21	Lockbox Task Force	1:00
22	CMA Training	9:00-10:00
26	Memorial Day - Assoc Office Closed	

June

2	Governmental Affairs	1:00
3	Transaction Desk	9:00-10:00
5	MLS Committee	9:00
	Finance/Exec Committees	10:30
9	Golf Outing	11:30
10	Board of Directors	
12	InnoVia Overview	9:00-11:00
17-18	Member Appreciation	11:00-1:30
17	Break For Hot Topics	11:30
18	Break For Hot Topics	11:30
19	Past President's Luncheon	11:30
20	Broker Outreach	9:00
24	Prospect Manager	9:00-10:00
	CREN Luncheon	11:30
26	Authentisign	9:00-10:00

July

1	Governmental Affairs	10:00
3	MLS Committee	9:00
	Finance/Exec Committees	10:30

*Capital Area
Association of
REALTORS®*

*3149 Robbins Rd.
Springfield, IL
62704*

*217/698-7000
Fax: 217/698-7009*

www.SeeHouses.com

ANNOUNCEMENTS

The Association extends its deepest sympathy to **REALTOR® Jennifer Ford** (Kennedy Real Estate, LLC) who recently lost her mother.

The association wishes to extend its deepest sympathies to the family and co-workers of **Elaine Elliott** (former receptionist at The Real Estate Group) who recently passed away.



Remembering
All of Our
Fallen Heroes
on Memorial
Day
May 26th

CAAR MONTHLY REPORT

Single Family Residential

Time Period	Apr 13	Apr 14	YTD 13	YTD 14
Listings Processed	584	586	1,874	1,634
Units Sold	292	302	984	918
Dollar Volume	36,162,606	37,958,570	118,976,549	111,112,780
Ave. Sale Price	123,845	125,691	120,911	121,038

All Property Classes

Time Period	Apr 13	Apr 14	YTD 13	YTD 14
Listings Processed	659	728	2,228	1,988
Units Sold	316	336	1,071	998
Dollar Volume	39,527,336	41,562,975	126,535,392	126,768,951