

REALTOR® REVIEW

Volume 22, Edition 252

May 2017

A Big Thank You!

Over \$13,000 Raised for Edwards Place

A big thank you to everyone who participated in the Trivia night fundraiser for the Springfield Art Association at The Edwards Place. Thank you to everyone that helped make this another great fundraising event. Thanks to the Committee Service Committee Chairman Tracy Shaw (Keller Williams Bloomington) and Vice-chair C.J. Beck (RE/MAX Professionals) and the rest of the committee members who collected and gave donations, sold raffle tickets, worked on decorations and worked at the event. Thank you to everyone who offered generous bids at our auctions, donated auction items or purchased raffle tickets. Look for our the complete list of those who donated auction and other items for the event in this issue of the REALTOR® Review. *(Additional photos and a list of event donors are shown on pages 3-5)*



Community Service Members: Joy Gilliland, Vice-chairman CJ Beck & Sudi Blood



CAR Officers: John Klemm (President), Kristie DeBrun (Secretary/Treasurer) & Ed Mahoney (President Elect)

CAR 54th Annual Summer Golf Outing

The Social Committee will host CAR's 54th Annual Golf Outing on June 12th at Edgewood Golf Club in Auburn again this year. If you are interested in participating in 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 the CAR office will close at 11:00 a.m. on this day. For more information go to

<http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx> ❖



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Capital Area REALTORS®

MISSION

The Capital Area 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 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

John W. Klemm

President Elect

Ed Mahoney, ABR

Secretary/Treasurer

Kristie L. DeBrun, GREEN,
GRI, SFR, SRS

DIRECTORS

Randy Aldrich, CRS, GRI

Michael Buscher, GRI

Nicholas Campo, ABR, BPOR, CRS,
GREEN, GRI, SRS

Robert Chipman, GRI

Stephanie Do, GRI

Ronald Duff, GRI

Jim Fulgenzi, CRS, GRI

Gary Harvey, GRI

Galen Johnson, CRS, GRI, SRS

Jane Locascio, GRI

Greg Tally

Dena Turner

Jami Winchester, GRI

Chief Executive Officer

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

REALTOR® REVIEW

NEWS & NOTES

Watch for 2017 Member Survey

In the near future you will be receiving a survey link and invitation to respond to CAR's Customer Satisfaction & Member Profile Survey. We hope you will take a few minutes to respond.



Looking for Members Looking to Make a Difference

CAR 2017/2018 Volunteer Sign-up Underway

CAR depends greatly on its volunteers. However, each year we look for a renewed commitment and to add new energy and excitement to keep us moving forward. You don't have to be bold or beautiful but it made you look, right? All you need is to be open and possess enthusiasm and a desire to have fun!



We would consider you to look volunteering your time as an investment in your industry and your association. Your association has many goals to accomplish as outlined in its strategic plan. Additionally, our industry has many challenges to face. In order to accomplish our goals and address these challenges, we need the type of individuals who will lead and actively participate. Participation from individuals such as you will help create a better environment for your industry.

If you are already involved we thank you for that and encourage you to continue. If you are not then we invite you to become involved. The Volunteer Sign up Request Form for 2018 Committees is now available and included as an attachment to the May newsletter. Please take a moment to review this volunteer interest form and return by no later than June 24th. ❖

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is the June 19, 2014 Past Presidents' Luncheon. If you have an old picture or comment about a picture please share with us.

[Left to right -

Front row: Mike Buscher ('00 & '15), Bud Denton ('97), Julie Davis ('88), Ronald Ladley ('87), Glenn Garrison ('83)

Middle row: Pat Regan ('02), Gail Chevalier Zini ('05), Cheryl Dambacher ('06)

Back row: Steve Myers ('14), Terry Nuding ('11), Nancy Long ('09), Pete Steward ('07)]



REALTOR® REVIEW

"Step Back in Time"

April 28, 2017 Trivia Fundraiser

Benefitting Springfield Art Association at Edwards Place

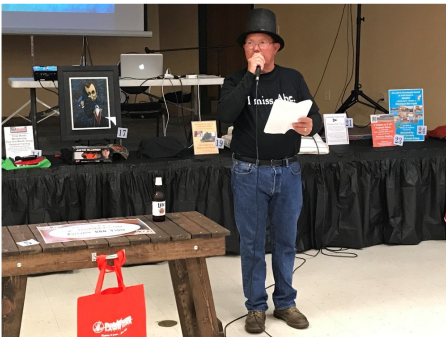


REALTOR® REVIEW

"Step Back in Time"

April 28, 2017 Trivia Fundraiser

Benefitting Springfield Art Association at Edwards Place



REALTOR® REVIEW



"Step Back in Time" Capital Area REALTORS®

Fundraiser Thank You!



Complimentary Auctioneer:

Fritz Pfister

Other Donations:

Bank of Springfield - Salads & Chips
Mrs. Pam Brown - Guest Appearances as
"Mrs. Lincoln"
Edgewood Golf Club - Best Decorated Table Prize
McDonalds (Matt & Sara Blaszczyk) - Buns
Steve Myers - Raffle Ticket Sales
PNC Mortgage - Cupcakes
Regions Bank (Joy Gilliland) & Turasky's -
Pulled Pork & Beef
Springfield Art Association - Best Dressed Prize

Auction Item Donations:

709 Liquors
Bacon & VanBuskirk Glass Co.
Ben Call (The Real Estate Group)
Best of Beauty
BJ Grand Salon & Spa
Brandt Consolidated, Inc.
B-Safe Home Inspections of IL
Bunn-O-Matic
Carpet Weavers
Chicago Title Insurance Co.
Coldwell Banker Honig Bell
Creek Pub & Grill
Curve Inn
Dan Sale (Capital Area REALTORS®)
Deb Sarsany (RE/MAX Professionals) & John Moore
Docker's Tavern
Donna Hubbard (The Real Estate Group)
Donnie B's Comedy Club
Ed Clark Photography
Edgewood Golf Course
FitClub
Flooring America
Garden Iron & More
Hickory Point Bank
Illinois Land Sales/Springfield Archery
Illinois Real Estate Title Center
Island Bay Yacht Club
It's Scrapicated, LLC
Jane Hay (The Real Estate Group)
Jane Locascio (The Real Estate Group)
John Klemm (Sangamon Realty)
Julie Vono & Nikki Cowan (LuLa Roe)

Auction Item Donations Continued:

Lowe's
Michael Luster & Elizabeth McCoy
Mary Magerl
Misty Buscher (City Treasurer)
Modern Woodmen Fraternal Financial
Northfield Inn Suites & Conference Center
Obed & Isaac's
Painted Love
Papa Frank's
Pat Quigley, Town & Country Bank Mortgage
Services
Peggy Heer (Coldwell Banker Honig Bell)
Phil Locascio
Primo Design
Robertson Lawn Care
Ron Duff
Sam's Too Italian Pizza
Scheels
Second Glance
Sherwin-Williams
Springfield Art Assoc at Edwards Place
Staff Carpet
Sudi Blood (RE/MAX Professionals)
Sue Carroll
Taylor Trading
Technic Home Inspection
The Farmstand
The Tap Room
Town & Country Bank Mortgage Services
Trends Terra Bella Salon & Spa
Verlo Mattress
Vikki Becker (Rodan + Fields)
Vital Restoration
Walmart
Wells Fargo Home Mortgage

2017 Community Service Committee

Tracy Shaw (Chairman), CJ Beck (Vice-chairman),
Sudi Blood, Ed Bowen, Kaye Brittin, Jim Bruce,
Misty Buscher, Gale Call, Joyce Clagg, Ashley
Coker, Steve Contri, Lisa Ernst, Jill Friedman, Joy
Gilliland, Lezlie Hearn, Jane Locascio, Lori Luster,
Trent Peterman, Pat Quigley, Linda Ratliff, Suzie
Sables Duff, Lisa Smith, Sherry Washburn, Melissa
Watts, Tim Welch, Kathy Nichelson & Dan Sale

REALTOR® REVIEW

News & Notes - (Continued from page 2)

Member Appreciation Week (June 22nd)

The Marketing & Member Services Committee of CAR extends an invitation to all CAR Members to join them for Member Appreciation week to be held on June 22nd between 10:30-2:00 p.m. at CAR. Additional details will be forthcoming.



Past-president's Luncheon (June 23rd)

As part of the Member Appreciation Week festivities, on Friday, June 23rd, CAR will be holding its Sixth Annual Past-President's Luncheon in honor of CAR's past-president's. Invitations will be forthcoming.



Are You Using the Most Recent CAR Forms?

It is not uncommon for offices to have pre-prepared packets of CAR forms that will include all of the forms needed in a transaction. On the one hand this can be a nice convenience. On the other hand, if you are not careful, you do run the risk of using outdated forms and contracts. As a result of this practice a member recently wrote an offer on an outdated sale contract (from 2013). The question posed was “is it okay to use this old contract?” Our response was that we do not recommend using outdated forms under any circumstances. This could be especially problematic in this case given the enormous number of changes to the sale contract in the past several months. You also need to keep in mind that these contracts and addendums are all interrelated. Often times a change to one will affect a change to another which was the case here. Using outdated contracts can expose your client to unnecessary risk or possibly even liability. To ensure you are always using the latest version of CAR’s forms our recommendation would be to use TransactionDesk. Of course, there are many other benefits to using this software as well. The next best thing would be to print out contracts as you need them.

Registration for NAR Conference in Chicago Now Open

It has been 16 years since the last NAR Annual Conference was held in Chicago. The 2017 conference will be held in Chicago once again November 3-6. This is a great opportunity to take advantage of a world class real estate trade show including hundreds of exhibitors and lots of great information. For more information go to www.nar.realtor/events.

THE SKY'S THE LIMIT
REALTORS® CONFERENCE & EXPO
NOVEMBER 3-6, 2017 · CHICAGO

RISE HIGHER IN REAL ESTATE THIS FALL!

Make plans to attend the biggest real estate event of the year - the 2017 REALTORS® Conference & Expo, taking place November 3-6 in the National Association of REALTORS® hometown of Chicago!

News & Notes - (Continued from page 6)

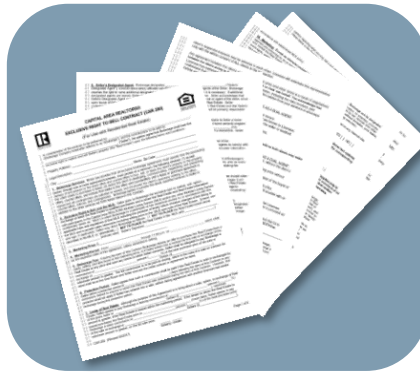
Changes Made to Inspection Addendum and Listing Agreement

An email update was sent to all managing brokers on April 28th informing them of some recent forms changes to CAR 200 and CAR 403 with revised dates of (05/2017). Information regarding these changes was also included in the general email bulletin send to all members on the same day.

Exclusive Right to Sell Contract (CAR 200)

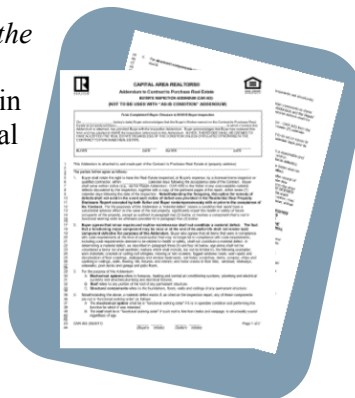
In addition to various clean-up changes CAR 200 the following more substantive changes were made:

- The marketing period was amended to make it clear the end date of the marketing period is the expiration date of the agreement
- Language providing for different compensation schedules for existing single family homes versus new construction has been removed.
- Language was added that makes it clear brokerage shall advise the Seller as to the amount of compensation to be offered of cooperating brokerages.
- The marketing section was modified with respect to Seller's desire to restrict AVM's or blogging/commenting on their listing.
- The reference to wall-to-wall carpeting was changed to wall-to-wall flooring while built-in electronics were added to the list of attached items to remain with the property.
- Clarifying language was added to the signature page under where the Seller dates the agreement specifying the date signed shall be the effective date of the agreement.



Buyer's Inspection Addendum (CAR 403)

- The word "adverse" (*as in "adverse effect on the value of the real property"*) was added to the definition of "material defect" in paragraph 1 in order to mirror this definition in the Residential Real Property Disclosure law.
- Additionally, a new paragraph 12 was added stating the following:
Seller acknowledges that Buyer and/or Buyer's representative may, at Buyer's discretion, be present during any inspections agreed upon herein in this addendum. ❖



CAR Broker Outreach Scheduled June 16th

Managing Brokers are asked to keep open June 16, 2017 for CAR's next Broker Outreach program. The meeting will be held from approximately 10:00 a.m. - 12:00 noon and will include a continental breakfast. The purpose of the meeting will be to provide an update to CAR broker-owners and managers on various association initiatives that are under way and to provide a forum for discussion. The agenda is currently under development. You are invited to submit topics of interest for discussion. Broker-owners and managers who are interested in attending are asked to RSVP by June 13th by calling 217/698-7000 or email admin@caaronline.com.



TECHNOLOGY/MLS CORNER



Upcoming Technology Training

Consult the 2017 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

May 16 – 9:00-10:30 am

Prospect Manager

May 18 – 9:00-10:30 am

Comprehensive CMA

May 24 – 9:00-10:30 am

Training sessions are also available via webinar on a limited basis. Please contact Cathy Wagner at cwagner@caaronline.com for webinar information.



Don't Let the Bed Bugs Bite!

May 25th MLS Breakfast

In a recent consumer attitudes survey conducted by the National Pest Management Association, more than 70 percent of urban residents indicated they have encountered bed bugs in their home, office or a hotel. Bed Bugs are a hot ticket right now and the phone is ringing off the hook for bed bug services in certain markets. Learn about what areas are most likely to become infected, preventative measure you and your clients can take and what steps are involved in eradication. Not to be outdone, Termites, or other so-called “wood boring insects”, can wreck havoc to both your home and your pocket book. The Capital Area is affected by termites, and every homeowner, or potential homeowner, must be aware of the problems and the solutions. Join us May 25th at 8:30 a.m. at Illini Country Club to hear Bill Bacon, Bacon Termite & Pest and Tim Kearney, B-Safe Home Inspections of IL who will talk about these pesky topics! Special thanks to our sponsor CEFCU. The cost to attend this breakfast is \$10.00. RSVP's are required. To RSVP email admin@caaronline.com or call 217-698-7000 by May 22nd.



When Do I Need to Update the Clock on My Lock Box?

Each lockbox has an internal clock that retains the lockbox settings and timekeeping system. It is important to remember this when changing out your lockbox battery. After replacing your lockbox battery, the internal clock on the lockbox may need to be updated if the memory backup circuit stopped operating during the battery replacement. It is recommended to update the lockbox clock after every battery replacement.



You can determine whether or not your lockbox's internal clock is off using various methods:

- Test the use of a valid 1 day code on the lockbox. If you receive the CODE and ERROR lights when using a valid 1 day code to access the lockbox, the internal clock on the lockbox needs to be updated.
- If an Agent inserts their valid SentiCard® into the lockbox and enters their PIN + ENT and receives the solid CARD and ERROR lights, the internal clock on the lockbox needs to be updated.
- If the lockbox was completely dead before the battery was replaced in it, the clock needs to be updated once a new battery has been put into the lockbox.

Only the lockbox owner or their card team member can set the lockbox's clock. Lockbox owner's and card team members can use the following instructions to set a lockbox clock.

(Continued on page 9)

REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 8)

When Do I Need to Update the Clock - (Continued from page 8)

1. Insert your SentiCard® into the card reader.
2. The SentiLock Card Utility will detect your SentiLock ID and fill in the SentiLock ID field. Enter your password in the Password field and click Login.
3. From the Card Functions pane, click Set Lockbox Clock.
4. From the Set Lockbox Time window, click the serial number of the lockbox. Click Yes on the Local Lockbox Program message.
5. The SentiLock Card Utility will display the Updating Card window. The SentiLock Card Utility will prompt you to remove your SentiCard® from the card reader and insert it into your lockbox.
6. After you insert your SentiCard® into the lockbox, it will make a series of sounds. When it displays the CODE light, you have set the clock.

InnoVia Tip

Are You Utilizing the CARMLS Rental eXchange?

The service is available to ALL member Managing Brokers and their sponsored member licensees. The Rental eXchange is not part of the Multiple Listing Service, however, listings for the exchange are entered through the InnoVia system.

Specific offers of compensation are NOT allowed on the listing detail, however, a Managing Broker may indicate whether a referral fee is being offered and invite other Managing Brokers to contact him or her for details. In order to list a residential rentals in this Rental eXchange the property must be the subject of a written listing agreement. For this purpose, members are welcome to use the Non-Exclusive Right to Market or Lease Residential Rentals (CAAR 203) but are not required to. CAAR 203 is available in the forms section of Transaction Desk and Seehouses.com.



Listings entered in the Rental eXchange, are featured on the “Rental” section of www.seehouses.com, and are included in MLS data feeds to Realtor.com and Zillow. Rental eXchange listings are also included in all IDX data feeds. ❖

CAR Sponsors

Diamond



Gold



Silver



Bronze



Technology/MLS Corner - (Continued from page 9)

What is the “Listing Date”?

For purposes of the MLS, when entering a listing into InnoVia, the “listing date” shall be considered to be the beginning of the marketing period. If you are using CAR’s listing agreement (CAR 200) this would be the first date entered in paragraph 4. This is the date required when entering the listing regardless of whether the listing was withheld from the MLS for a time (e.g., office exclusive). To anyone that might attempt to manipulate the days on market field you may want to consider Article XII of the Code of Ethics that requires REALTORS® to “. . . present a true picture in their advertising, marketing, and other representations.” Further, it should be noted it is a violation of the Illinois Real Estate License Law to make false, misleading or deceptive statements or representations.



A Note About Paragraph 18 – Marketing

A recent communication sent out explained changes to the Buyer Inspection Addendum (CAR 200) as well as the Exclusive Right to Sell Agreement for Residential Real Estate (CAR 403). Included were changes to paragraph 18 (Marketing) of CAR 403. This paragraph was modified to require sellers to check YES or NO indicating whether they allow their listing to be displayed on the internet, whether they allow their address to be displayed on the internet, whether they will allow AVM’s (automatic valuation models) and/or blogging or comments for Seller’s listing. This section was further modified to provide a clarification that if a Seller opts out of allowing AVM’s to be used for Seller’s listing or for blogging or comments to be made regarding Seller’s listing any restrictions set forth in this agreement shall ONLY apply to websites of MLS participants and subscribers with an explanation that brokerage has no control over other sites.

The letter sent out included the following explanatory note that bears repeating, here.

***Note:** There seems to be a lack of understanding as to how this section works, in practice. Please note that even if a client selects “NO” for AVM’s if the listing is directed to Zillow the listing WILL have an AVM associated with it. Conversely, in this same instance, if the listing is directed to ListHub (which syndicates to 60 different portals) they will NOT pass this listing onto their partners. So, in practicality, the only tried and true means for a Seller to keep AVM from being associated with his or her listing is to withhold it from Zillow in its entirety. ❖*

2017 West Central Chapter Advisory Committee Monthly Meeting Schedule

All Advisory
Committee meetings
will be held at the West
Central Chapter office
at 9:00 a.m.

June 5, 2017

July 10, 2017

August 7, 2017

September 5, 2017



REALTOR® REVIEW

Local Market Update for April 2017

This is a research tool provided by the Capital Area REALTORS®



Capital Area Region

| Single-Family Detached | April | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2016 | 2017 | Percent Change | Thru 4-2016 | Thru 4-2017 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 480 | 470 | - 2.1% | 4,694 | 4,757 | + 1.3% |
| Pending Sales | 379 | 385 | + 1.6% | 3,530 | 3,511 | - 0.5% |
| Closed Sales | 334 | 298 | - 10.8% | 3,549 | 3,480 | - 1.9% |
| Cumulative Days on Market Until Sale | 99 | 95 | - 4.0% | 85 | 85 | 0.0% |
| Median Sales Price* | \$114,500 | \$114,000 | - 0.4% | \$119,000 | \$120,500 | + 1.3% |
| Average Sales Price* | \$138,547 | \$129,843 | - 6.3% | \$142,476 | \$143,218 | + 0.5% |
| Percent of Original List Price Received* | 93.4% | 92.8% | - 0.6% | 93.0% | 93.2% | + 0.2% |
| Inventory of Homes for Sale | 1,143 | 1,026 | - 10.2% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.5 | - 10.3% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Single-Family Attached | April | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2016 | 2017 | Percent Change | Thru 4-2016 | Thru 4-2017 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 44 | 44 | 0.0% | 431 | 404 | - 6.3% |
| Pending Sales | 45 | 27 | - 40.0% | 344 | 296 | - 14.0% |
| Closed Sales | 39 | 25 | - 35.9% | 324 | 311 | - 4.0% |
| Cumulative Days on Market Until Sale | 113 | 73 | - 35.4% | 97 | 84 | - 13.4% |
| Median Sales Price* | \$138,000 | \$117,500 | - 14.9% | \$130,500 | \$134,000 | + 2.7% |
| Average Sales Price* | \$135,786 | \$117,166 | - 13.7% | \$134,830 | \$137,763 | + 2.2% |
| Percent of Original List Price Received* | 91.7% | 95.4% | + 4.0% | 93.7% | 94.4% | + 0.7% |
| Inventory of Homes for Sale | 114 | 106 | - 7.0% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 4.3 | + 7.5% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

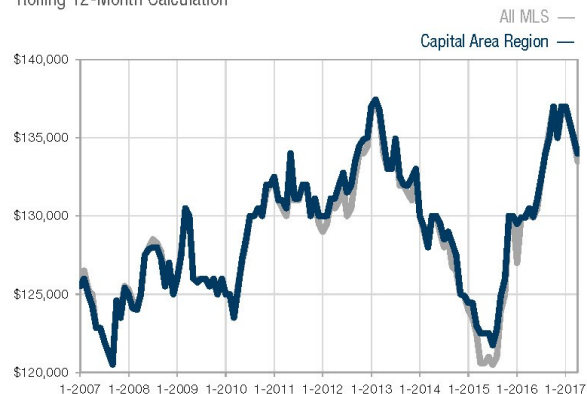
Median Sales Price - Single-Family Detached Properties

Rolling 12-Month Calculation



Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of May 5, 2017. All data from Capital Area REALTORS® MLS. Report © 2017 ShowingTime.

REALTOR® REVIEW

Local Market Update for April 2017

This is a research tool provided by the Capital Area REALTORS®



West Central Region

| Single-Family Detached | April | | | Rolling 12 Months | | |
|--|----------|----------|----------------|-------------------|-------------|----------------|
| | 2016 | 2017 | Percent Change | Thru 4-2016 | Thru 4-2017 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 65 | 80 | + 23.1% | 735 | 752 | + 2.3% |
| Pending Sales | 55 | 50 | - 9.1% | 546 | 536 | - 1.8% |
| Closed Sales | 47 | 41 | - 12.8% | 534 | 540 | + 1.1% |
| Cumulative Days on Market Until Sale | 102 | 149 | + 46.1% | 107 | 109 | + 1.9% |
| Median Sales Price* | \$57,500 | \$68,000 | + 18.3% | \$72,500 | \$76,000 | + 4.8% |
| Average Sales Price* | \$74,417 | \$87,550 | + 17.6% | \$90,201 | \$94,161 | + 4.4% |
| Percent of Original List Price Received* | 89.4% | 89.5% | + 0.1% | 88.9% | 90.5% | + 1.8% |
| Inventory of Homes for Sale | 219 | 213 | - 2.7% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 4.8 | 0.0% | -- | -- | -- |

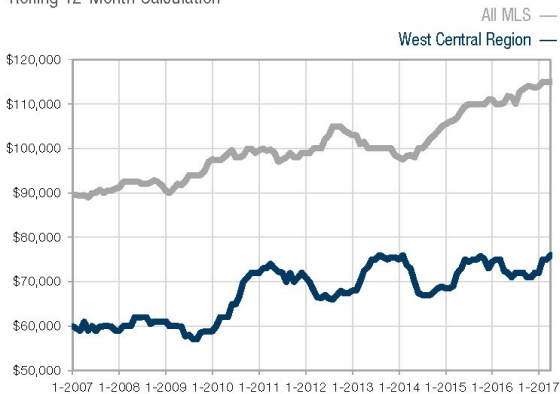
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| Single-Family Attached | April | | | Rolling 12 Months | | |
|--|-------|------|----------------|-------------------|-------------|----------------|
| | 2016 | 2017 | Percent Change | Thru 4-2016 | Thru 4-2017 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | 0.0% | 3 | 9 | + 200.0% |
| Pending Sales | 0 | 0 | 0.0% | 1 | 3 | + 200.0% |
| Closed Sales | 0 | 0 | 0.0% | 2 | 3 | + 50.0% |
| Cumulative Days on Market Until Sale | -- | -- | -- | 45 | 38 | - 15.6% |
| Median Sales Price* | -- | -- | -- | \$92,000 | \$130,000 | + 41.3% |
| Average Sales Price* | -- | -- | -- | \$92,000 | \$134,000 | + 45.7% |
| Percent of Original List Price Received* | -- | -- | -- | 97.4% | 97.7% | + 0.3% |
| Inventory of Homes for Sale | 1 | 5 | + 400.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 3.3 | + 230.0% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

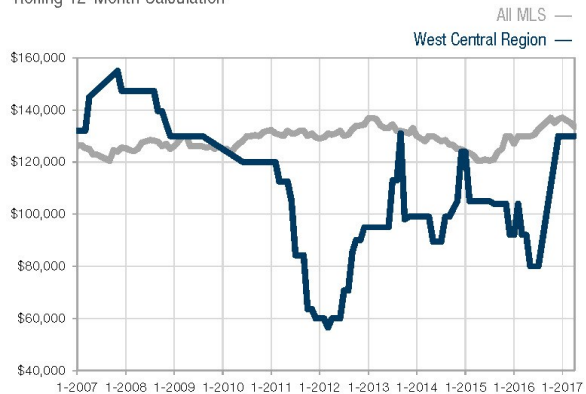
Median Sales Price - Single-Family Detached Properties

Rolling 12-Month Calculation



Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of May 5, 2017. All data from Capital Area REALTORS® MLS. Report © 2017 ShowingTime.

REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

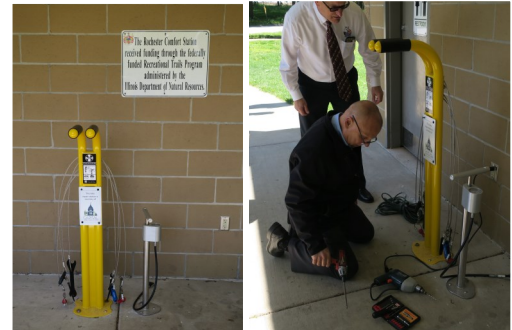
REALTORS® Dedicate Bicycle Repair Station in Rochester

“REALTORS® do much more than provide valuable brokerage services and show up at the closing table. They stay ingrained in the community and find opportunities to contribute both on an individual level and on an organizational level,” said John Klemm of Sangamon Realty and President of the Capital Area REALTORS®.



Klemm made this statement at a ribbon cutting ceremony that took place on May 5th in Rochester, IL at the comfort station on the Lost Bridge Trail where Route 29 intersects with W. Main. The ribbon cutting ceremony was for the dedication of a new bicycle repair station installed under the direction of CAR’s Government Affairs Committee.

This effort underscores CAR’s continued efforts to enhance the community in which we all live. Funding for this initiative was made possible by the National Association of REALTORS® via its Placemaking program which is intended to foster the creation of vibrant, public spaces for the community to gather.



It was noted that this is expected to be the first of a series of initiatives spearheaded by CAR’s Government Affairs Committee and underwritten by the National Association of REALTORS® via the Placemaking program with the next initiative being a parklet situated in downtown Springfield. ❖



Illinois REALTORS® Capitol Conference

Tuesday, April 25, 2017
(See photos on page 15)



REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

State of the City Luncheon April 20th



CREN Sponsors



May CREN Luncheon

The next CREN Luncheon is scheduled for May 23, 2017 with guest speaker TBA. Special thanks to The Title Center, our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000. ❖

Governmental Affairs - (Continued from page 13)

Illinois REALTORS®... (Continued from page 13)



AFFILIATE CORNER

SPONSOR CORNER



This CAR "Sponsor Corner" section is available to all sponsors to promote an upcoming event one time per year. We are also happy to promote the event in our e-bulletin as well with a link to your event flyer/info. This is all subject to timing and it is suggested that for the best results you contact us a minimum of 45 days prior to your event. This will ensure that we can afford you the best possible exposure. "Promotion requests" should be sent to knichelson@caaronline.com. Please feel free to direct any questions regarding this to my attention or Kathy Nichelson's attention.

PROFESSIONAL DEVELOPMENT

NAR's Code Ethic Training Requirement New *Biennial* Cycle Begins January 1st



NAR's current Code of Ethics training policy states:

"REALTORS® are required to complete quadrennial ethics training of not less than two (2) hours and thirty (30) minutes of instructional time. REALTORS® completing such training during any four (4) year cycle shall not be required to complete additional ethics training in respect of this requirement as a requirement of membership in any other Board or Association.

Failure to complete the required periodic ethics training shall be considered a violation of a membership duty. Failure to meet the requirement will result in suspension of membership for the first two months (January and February) of the year following the end of any four (4) year cycle or until the requirement is met, whichever occurs sooner. On March 1 of that year, the membership of a member who is still suspended as of that date will be automatically terminated."

The current cycle ends December 31, 2016. Future cycles will be **two years** in duration with the next cycle beginning January 1, 2017 and ending December 31, 2018. Members are encourage to take a 3 hour elective Code of Ethics continuing education course each license renewal period which will then fulfill NAR's training requirements as well.

Upcoming Code of Ethics CE

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® has scheduled the following Code of Ethics CE Courses which will be held at the CAR office:

July 19, 2017 (Instructor Kerry Kidwell)

2:00 - 5:00 p.m. - ETH 1518 - Code of Ethics Overview (3 Hrs Elective)

October 18, 2017 (Instructor Kerry Kidwell)

2:00 - 5:00 p.m. - ETH 1518 - Code of Ethics Overview (3 Hrs Elective) ❖



REALTOR® REVIEW

MEMBERSHIP NOTES

New Member Orientation

The new member orientation program is scheduled for Wednesday, July 19, 2017 from 1:00-5:00 p.m. and Thursday, July 20, 2017, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at 217-698-7000.

New Members

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

REALTORS®

| | |
|------------------|---------------------------------------|
| Chase Burns | Landguys dba LG Select Realty |
| Jason Endres | Whitetail Properties Real Estate, LLC |
| Adrianna Hughes | Keller Williams Bloomington |
| Alex Kramer | The Real Estate Group, Inc. |
| Robert Nevill | The Real Estate Group, Inc. |
| Meagan Phillips | Kennedy Real Estate, LLC |
| Amanda Smith | Western Illinois Realty, Inc. |
| Stephen Thompson | Western Illinois Realty, LLC |
| Jim Wall | The Real Estate Group |

Full Affiliates

| | |
|---------------|---|
| Justin Cook | Justin Cook State Farm Insurance Agency |
| Peter Denby | DHI Home Inspections, Inc. |
| Jamie Graff | Design Eyes Photography |
| Ryan McKinney | McKinney Appraisal, LLC |

MLS Participation Only

| | |
|--------------|--------------------------------|
| Angela Allen | Home Buyers Marketing II, Inc. |
|--------------|--------------------------------|

TRANSFERS

Keller Williams Bloomington

Roger Nesch (*from Prairie Property Solutions*)

RE/MAX Professionals

Chris Chambers, Kathy Garst (*from Keller Williams Bloomington*)

Tracy Taylor (*from Coldwell Banker Honig Bell*)

Wanless-Spengler, Ltd.

James Kuhar (*from Keller Williams Bloomington*)

DROP:

REALTORS®: Karen Bradley, Ronald Ladley



Frequently Used Phone Numbers:

Capital Area Association of REALTORS®:

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

REALTOR® REVIEW

CALENDAR

AT A GLANCE

May

| | | |
|----|---------------------------------|------------|
| 23 | Community Service Committee | 10:00 |
| | CREN Luncheon | 11:30 |
| | Forms Committee | 1:00 |
| 24 | CMA Training | 9:00-10:30 |
| | Social Committee | 1:00 |
| 25 | MLS Breakfast | 8:30 |
| 29 | Memorial Day—CAR Offices Closed | |

June

| | | |
|-----|------------------------------|-------|
| 5 | Chapter Advisory Committee | 9:00 |
| | Social Committee (Shopping) | 11:00 |
| | Social Committee (Lunch) | 12:00 |
| 5-7 | IR Meetings | |
| 8 | MLS Committee | 9:00 |
| | Finance & Executive Comm. | 11:00 |
| 9 | Government Affairs Committee | 10:00 |
| 12 | Golf Outing | 11:00 |
| | CAR Office Closed | 11:00 |
| 13 | Board of Directors | 9:00 |
| 16 | Managing Broker Outreach | 10:00 |
| 22 | Member Appreciation Week | |
| | Break For Hot Topic | 11:30 |
| 23 | Past Presidents' Luncheon | 11:30 |
| 27 | CREN Luncheon | 11:30 |

July

| | | |
|----|-----------------------------------|-------|
| 4 | Independence Day - Offices Closed | |
| 6 | MLS Committee | 9:00 |
| | Finance & Executive Comm. | 11:00 |
| 7 | Government Affairs Committee | 10:00 |
| 10 | Chapter Advisory Committee | 9:00 |
| 11 | Board of Directors | 9:00 |

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

Please join us in welcoming **Nina Ferree** to our staff. Nina has assumed CAR's bookkeeping responsibilities. Nina has an extensive background in bookkeeping and with non-profit organizations. Carol Bedtka, who had been hired to fill this role, has stepped down due to family obligations.



Nina Ferree, Bookkeeper

Please join us in welcoming **Diane Hobson** to our staff. Diane is sharing front-desk responsibilities with Susan Hall. Diane has extensive experience in an administrative setting having worked for several years for the Ball-Chatham School District.



Diane Hobson, Customer Care Representative

CAR extends its deepest sympathy to **REALTOR® Kaye Brittin (RE/MAX Professionals)** on the recent loss of her brother as well as the recent loss of her nephew.

CAR extends its condolences to the family and friends of **Ernie Lang** who recently passed away. Ernie was a member of CAR for 49 years and was inducted into the Hall of Fame in 2004.

Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded from SeeHouse.com as noted:



Event Flyers

(<http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>)

- Summer Golf Outing (June 12th)
- MLS Breakfast (May 25th)
- 2017/2018 Volunteer Sign Up
- 2017 Code of Ethics Continuing Education

Market Trends Indicator

(<http://seehouses.com/AboutCAAR/NewsRoom/MarketTrends.aspx>)

- Monthly Market Trends Reports