

REALTOR® REVIEW

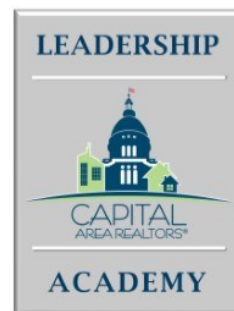
Volume 20, Edition 235

December 2015

2016 Leadership Academy Participants Named

The Leadership Academy Work Group is working hard to prepare for the 2016 Leadership Academy and is proud to announce the selection of candidates for this year's academy. The selection process required candidates to complete a detailed application and an agreement to attend all six modules. All applications were reviewed and scored by members of the Work Group. The highest scoring candidates were chosen to participate in the 2016 Leadership Academy. A special invitation only kick-off reception will be held for these individuals on January 7th (4:30-6:30 p.m.) These individuals are listed below:

Ashley Coker, The Real Estate Group
Susan Denby, RE/MAX Professionals
Brad Dyer, Town & Country Mortgage
Jennifer Franklin, Helen Kennedy Real Estate
Carla Green, The Real Estate Group
Dean Hawk, RE/MAX Professionals
Tim Robinson, Diamond Residential Mortgage
Rachel Pate, The Real Estate Group
Greg Tally, Marine Bank
Gail Wasmer, The Real Estate Group



"Holiday Spirits" Raffle Raises Over \$2000 for Refuge Ranch

Leading up to and in conjunction with the association's Annual Holiday party the Social Committee conducted a "Holiday Spirits" raffle to benefit the Refuge Ranch. There were two lucky grand prize winners of this raffle. Nick Campo (Campo Realty, Inc.) and Paula Antonacci were the winners of the raffle. There was an



overwhelming response on the alcohol donations with 50 bottles donated in all. Due to the fantastic response several additional drawings were also held for single bottles of alcohol. Tickets were \$10 each or 6 for \$50. Thank you to the many individuals and businesses who donated to this raffle along with those who purchased tickets. In addition to the raffle enough new toys were collected to fill an SUV! The toys were donated to the Kids' Café in memory of Steve Unvergast.

(See pages 6 & 7 for list of raffle donors and holiday pictures). ❖



In This Issue

- News & Notes, pp. 2-6
- Technology/MLS Corner, p. 7
- CREN, p. 7
- West Central Chapter News p. 8
- Affiliate Corner, pp. 9-11
- Membership, p. 12



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

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

President Elect

John W. Klemm

Secretary/Treasurer

Ed Mahoney, ABR

DIRECTORS

Michael Buscher, CRB, GRI

Robert Chipman, GRI

Stephanie Do, GRI

Kimberly Elliott, CRS, GRI

Stepheni Ferguson, GRI

Sandra Hamilton, GRI

Lori Hammel, GRI

Gary Harvey, GRI

Galen Johnson, CRS, GRI, SRS

Jane Locascio, GRI

Michael Oldenettel, CRS, GRI

Jackie Turner, ABR, CRS, GREEN, GRI, SFR, SRES

Stephanie Verardi

Chief Executive Officer

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

REALTOR® REVIEW

NEWS & NOTES

CAR Members Step up in Big Way for RPAC

The "Advocates for Real Estate" campaign to conclude the 2015 RPAC fundraising efforts has now ended and it was extremely successful with a total of 33 individuals (29 REALTORS® and 4 Affiliates) stepping forward to participate. You will see and hear more about these people and their extraordinary support for RPAC throughout the coming new year! But for now, let us thank each and every one of you for your participation.



Brent Borah
Mitzi Brandenburg
Mike Buscher
Nicholas Campo
Philip Chiles
Beverly Collins
Kristie DeBrun
Stephanie Do
Kimberly Elliott-Birtch
Kathy Garst
Sandra Hamilton

Richard Hanselman
Jane Hay
Rebecca Hendricks
Galen Johnson
Courtney Joyner
Timothy Kearney
Kyle Killebrew
John Klemm
Cindi Kruse
Susan Madison
Ed Mahoney

Ki McCurley
Todd Musso
Steve Myers
Sam Nichols
Michael Oldenettel
Renee Oreshkov
Dan Sale
Debra Sarsany
Chris Schaller
Melissa Vorreyer
Al Young

2016 "Charity of Choice" Selected

The Refuge Ranch as CAR's 2016 Charity of Choice

The word is out, CAR and its Community Service Committee would be a great partner to have for ANY social service organization! Judging from the number of applications received this year for CAR's Charity of Choice that is certainly the case. Local charitable organizations having an interest in becoming CAR's Charity of Choice for 2016 completed an application outlining their organization's mission and how they would use these additional funds. This year, a record number of applications (16) were received. Committee members spent a great deal of time over the past several weeks seeking to narrow the field down to three possible candidates. Those three entities were asked to give a fifteen minute presentation to the Committee. Committee members asked a series of thoughtful and insightful questions in an effort to answer the question of "where can we make the biggest impact?"



After much discussion and careful consideration, this year's selection was The Refuge Ranch. Refuge Ranch was developed to rescue the equine, mentor the child, and provide hope, healing and community for at-risk children and families in Central Illinois. The Ranch provides a beautiful setting and unique

(Continued on page 3)

News & Notes - (Continued from page 2)

2016 “Charity of Choice”... (Continued from page 2)

experience that helps to develop empathy, responsibility, work ethic, perseverance, problem solving and many other character traits and life skills in the clients we serve. The Refuge Ranch incorporates horsemanship, mentoring, and the unique joys, challenges, and responsibilities of farm life to teach accomplish these goals.

Their mentoring program teaches the basics of farm life, horsemanship and husbandry. As they work one on one with their mentor, participants learn horsemanship including feeding, grooming, vetting, and riding. Participants are also invited to assist in the rehabilitation of the Ranch's rescued horses and learn the ins and outs of farm maintenance.

This program is geared, in particular, toward at-risk children and families. Mentors are paired in one-on-one mentoring relationships with participants and seek to provide them with support, counsel, friendship, reinforcement and constructive example. Each participant works with a mentor for 1-6 sessions per month and each session allows time for both work (chores, projects, etc.) and horsemanship. Specific and appropriate goals are set for both the participant and their horse.

The Committee will begin planning its fundraising activity to benefit this organization. Stay tuned for more information as we move forward.

Midwest Drone Conference & Expo

January 26-27 in Decatur

A high-level conference on UAV use is being planned for January 26-27 at the Decatur Conference Center & Hotel in Decatur. While the conference is designed for agricultural participants in the Unmanned Aerial System market other commercial uses, including real estate, will be highlighted as well. Whether you represent a manufacturing company which makes UAV systems and accessories, or a software provider, or are either a user or prospective user of drone technology you will find value by attending this conference.



Midwest Drone Conference and Expo features a variety of educational speakers, commercial presentations, technology demonstrations, and trade show. All activities will be in the Decatur (IL) Conference Center and Hotel. As Midwest Drone Conference and Expo approaches on January 26 and 27, 2016, more details will be released about speakers, conference schedule, trade show exhibitors, and other necessary information you need. For now, mark your calendar to attend Midwest Drone Conference and Expo. There is no fee to attend if you register online by January 24, 2016. For more information or to register online go to www.midwestdroneshow.com. ❖

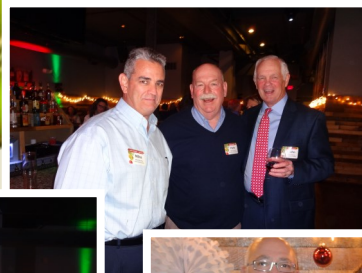
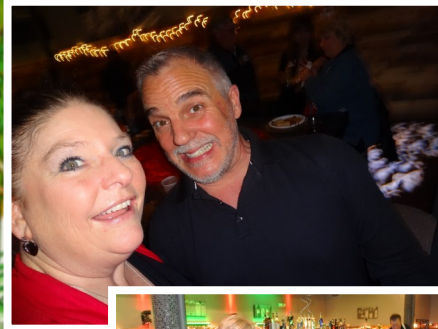


Flexible Dues Payment Option

Now would be a great time to look at a flexible payment plan for your 2017 member dues. With the Capital Area REALTORS®' Flexible Dues / MLS Fees Pre-Payment Plan, you have the option of making payments toward your 2017 membership dues anytime up until August 1, 2016 or your quarterly MLS fees prior to the 1st of each quarter - when it's most convenient for you. For more information contact Diane Ahern at dahern@caaronline.com.

REALTOR® REVIEW

"Bling in the Holidays!" December 10, 2015 - The Apothecary



"Bling in the Holidays!"
Please help us in
thanking those
who generously
contributed
to the
"Holiday Spirits Raffle":

*Proceeds
benefit
CAR's 2016
"Charity of
Choice"*



**Sudi Blood
Jerry Boster
Kaye Brittin
Jim Bruce
Gail Chevalier Zini
Lorri Conn
Kristie DeBrun
Susan Denby
Suzie Duff
Kim Elliott Birch
Joy Gilliland
Taylor Gilliland
Ed Hart
Leigh Ann Hughes
John McIntyre
Lisa Nardi
Kathy Nichelson
Dan Sale
Cindy Tate
Pat Van Etten
Caron Yates
The Alamo
709 Liquors
Dockers
Frankie's on the Boulevard
Marine Bank
Rodan and Fields**

News & Notes - (Continued from page 3)

Voice Activated Systems & the Future of Connected Homes

The Amazon Echo sparked amazing glimpses into our near future by Travis Saxton, Vice President of Technology. The REAL Trends Tech Team recently bought an Amazon Echo for the office. While initially it's a glorified music player with a voice-activated calendar (it integrates with your Google Calendar!), it can be so much more. Rooted in the smart-home sector, the Amazon Echo (and later evolutions and upgrades) will be a powerhouse in our industry for years to come. Right now, you can connect most smart-home devices to it, and it's relatively inexpensive at just under \$200.

Other voice-activated systems, such as Siri have the potential to change the way to do business. While connected in a different way, the "Hey Siri" feature is pretty powerful as well. It is voice activated without having to get past your passcode or fingerprint and can help you discover information when your hands aren't free. If you don't have that feature turned on, go into your iPhone settings and check it out.



More Connected Homes

So what does this all mean? A look into the near future, and you will see more connected homes with security, lighting, heating and cooling, smart devices and more all controlled by your voice as you enter the home (sometimes even before you enter the home.) Because your Wi-Fi is secure, you may voice-activate your garage door opener, exterior lighting or front-door lock with a simple audible command.

Coldwell Banker is taking a clear leadership stance in the future of home automation and, as fast as this sector of our market is evolving, this is an extremely wise move for a real estate franchise. Pay attention to the partnerships they create. Soon, I predict that we will see smart home designations. I am also willing to bet that smart homes will impact home prices in more progressive parts of the country, then trickle down to luxury homes and new developments in more rural parts of the country. REAL Trends joined the smart home bandwagon. We will have many new smart home announcements coming soon.

What's on the Horizon?

There are products being tested that allow a world where visual and audio experiences close the gap, and more hologram-illuminated displays are within reach for the office or home. With the voice activation and connected home, just about any device or any room could be truly connected.

For real estate, technology will allow you and customers to walk through a listing without actually being there. With smart hubs in every room (including the bathroom!), you can communicate and be in each room without actually being there.

Even applications and interactions with consumers will change. Initially, it will likely be in the form of data and systems access. Imagine voice entering your next listing into the MLS, or a central input point, then meeting a new lead face-to-hologram-face in your living room in real time. Wow!

But, enough about the future. Let's talk about now. How can you get involved? Obviously, if you are a Coldwell Banker broker or sales associate, stay the course. For others, there are plenty of opportunities. Get connected with smart home innovators and companies. Many want broader access to the real estate market and can partner with real estate firms to achieve this. Find a few partners in several of the categories and educate and train your agents on these new products.

Stay tuned as REAL Trends will continue to offer great how-to articles concerning smart, connected homes.

(This article originally appeared in the October 2015 issue of the REAL Trends Newsletter and is reprinted with permission of REAL Trends Inc. Copyright 2015.) ❖

REALTOR® REVIEW

TECHNOLOGY/MLS CORNER

6th Annual Administrator Workshop

January 22nd at CAR



CAR and the MLS are planning to hold an informative workshop for Office Staff, Personal Assistants and Coordinators on January 22, 2016 from 10:00 - 11:30 a.m. To help us in preparing the agenda and to make this program as useful as possible for the attendees we would like to hear from you. Tell us what topics would be of interest to you. Attendees will be provided with valuable information and resources to share with their company. Please share your topic ideas with Dan Sale by calling 217/698-7000 or email dsale@caaronline.com. This program is open to staff and Managing Brokers as well. Attendees will be provided with valuable information and resources to share with their company. RSVP by calling CAR at 217.698.7000 or email admin@caaronline.com.

2016 MLS Fee Schedule Available

Included as an attachment with this month's REALTOR® Review is the MLS fee schedule for 2016. This can also be downloaded from <http://seehouses.com/MemberPortal/E-Commerce.aspx>. As a reminder, balances can be monitored and fees can be paid online at any time via the Online Member Information / Bill Pay link that is on the InnoVia home page and is located at <https://mdweb.mmsi2.com/caar/>.

Please note the following due dates for quarterly MLS fees:

Quarter	Invoice Date	Due Date	MLS Fees	SentriLock	Total
1st Qtr 2016	December 1st	January 1st	\$150.00	\$54.00	\$204.00
2nd Qtr 2016	March 1st	April 1st	\$150.00	\$54.00	\$204.00
3rd Qtr 2016	June 1st	July 1st	\$150.00	\$54.00	\$204.00
4th Qtr 2016	September 1st	October 1st	\$150.00	\$54.00	\$204.00

COMMERCIAL REAL ESTATE NETWORK

January CREN Luncheon

The next luncheon is Tuesday, January 19, 2015 at 11:30 a.m. at the Association. Special thanks to our sponsor Greater Springfield Chamber of Commerce. Our speaker will be Tim Rowles with the Springfield Project. CREN Luncheons are open ONLY to CREN members and Sponsors.



2016 CREN Luncheon Dates

January 19	May 17	September 27
February 16	June 21	October 25
March 15	July 19	November 15 ❖
April 19	August 16	

CREN Sponsors



CARROLLTON BANK



REALTOR® REVIEW

WEST CENTRAL CHAPTER NEWS

CAR Sponsors

Diamond



Gold



Silver



Bronze



West Central Chapter Holiday Luncheon

Approximately 35 individuals gathered for the West Central Chapter Holiday Luncheon held on December 15, 2015 at Big Katz BBQ in Knoxville, IL. Chapter President Jackie Turner recognized several members who were retiring at the end of the year. She also recognized a few new members. Additionally, Affiliate members were given an opportunity to introduce themselves as well. President Turner also announced the calendar of upcoming luncheons.



2016 West Central Chapter Luncheon Schedule

January 15, 2016 (Friday)

Forms Review with CAR

Galesburg Public Library - Sanderson Room

11:45 a.m. lunch

12:00-1:00 meeting

Q's Catering (\$10.00 + tax)

February 8, 2016 (Monday)

Lender Day

Fat Fish Pub

11:45 a.m. lunch

12:00-1:00 meeting

Buffet provided (\$10.00 + tax)

March 14, 2016 (Monday)

Home Inspections

Sirloin Stokade

11:45 a.m. lunch

12:00-1:00 meeting

Buffet or menu available

April 11, 2016 (Monday)

City Information Day

Box Car Express

11:45 a.m. lunch

12:00-1:00 meeting

Menu available - on your own

May 2016 - RPAC Auction

TBA

We Welcome Chapter Manager Back

We welcome back Diana Hallstrom, Chapter Manager, who has returned back to work after a medical leave.

Condolences

The association extends its deepest sympathy to the family of Henry A. "Hank" Hamann who passed Friday, December 11, 2015. Hank was a former member of Capital Area REALTORS® West Central Chapter and was affiliated with CENTURY 21 Tucker-Swanson, Inc. Our thoughts are with Hank's family during this difficult time. ❖

AFFILIATE CORNER

A Hearty Thank you to our Sponsors

As 2016 draws to an end there are many things that we here at CAR have to be thankful for. At the very top of that list is the active involvement and financial support of our generous Affiliate members. In particular, we would like thank and acknowledge our valued CAR and CREN Sponsors for 2015. Without your support we would be limited in many of the things that we do. Also, as we look ahead, thank you to the many sponsors who have committed to continue their investment in 2016. Your support is truly heartwarming. *(See list of sponsors on pages 10 & 11)*



Wine Down with the Affiliates

Looking for an inexpensive way of getting in front of several REALTORS®? Do you know about our popular upcoming event called Wine Down with the Affiliates? This is a great opportunity for Affiliate members to expose their products or services to the general membership. The event will be held January 14, 2016 from 4:00-6:00 at CAR. There is no fee to be an exhibitor but space is limited and will be made available on a first-come first-serve basis. To secure your spot for this event return the exhibitor form attached to this month's REALTOR® Review by no later than January 7, 2015.



Watching the Bottom Line

Please join the REALTOR® and Affiliate Committee on February 2nd from (9:00-10:00 a.m.) for a presentation by Katie Lancaster (Eck, Schafer & Punke) who will talk about ways to minimize your tax liability and plan for Uncle Sam. RSVP's are appreciated. Please RSVP to admin@caaronline.com or call 217-698-7000. ❖

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from CAR's 1995 Holiday party. If you have an old picture or comment about a picture please share with us.



(Left to right: Steve Myers, Ed Mahoney and Bob Barker)



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.



SPOTLIGHT

REALTOR® REVIEW

Special thank you to our 2015 CAR Sponsors!

Diamond Sponsors



Gold Sponsors



Silver Level



REALTOR® REVIEW

Special thank you to our 2015 CAR Sponsors!

Bronze Level



FLOORING OF SPRINGFIELD



David G. Miller Associates

Special thank you to our 2015 CREN Sponsors!



CARROLLTON BANK



REALTOR® REVIEW

MEMBERSHIP NOTES



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

New Members

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

Designated REALTORS®

Lily Albanese Layden Albanese Realty Corp.

REALTORS®

Dennis Albanese

Albanese Realty Corp.

Margaret Freer

Welcome Home Realty

Carla M. Green

The Real Estate Group

Freda Wall

1 Call Real Estate Professionals

DROPS:

REALTORS®: Sarah Howell

Firm Phone Change:

Jill Kaufman

Kaufman Appraisal Service

217-899-2315



Newsletter Inserts

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

Inserts

- Wine Down
- Office Admin Workshop



REALTOR® REVIEW

CALENDAR

AT A GLANCE

December

- 24 Christmas Eve - CAR Offices Closed
- 25 Christmas Day - CAR Offices Closed

January 2016

- 1 New Year's Eve-CAR Offices Closed
- 2 New Year's Day-CAR Offices Closed
- 5 Community Service Committee 11:00
- 6 Awards Selection Task Force 9:00
Appointment Scheduling
Task Force 10:30-4:00
- 7 MLS Committee 9:00
Finance/Exec Committees 10:30
Leadership Academy
Welcome Reception 4:30-6:30
- 8 Governmental Affairs 10:00
- 11 Board of Directors 9:00
- 12 IAR ProStand. Workshop 8:15-3:30
- 13 Leadership Academy I 9:00-1:00
- 14 Wine Down:
Aff Table Top Event 4:00-6:00
- 18 Martin Luther King Jr Day
Assoc Offices Closed
- 19 CREN Luncheon
- 19-21 IAR Policy Meetings
- 22 Office Admin Workshoip 10:00-11:30
- 28 Leadership Academy II 9:00-1:00

February

- 1 Governmental Affairs 1:00
- 2 Break For Hot Topics 9:00
- 3 Finance & Exec Committees 10:30
- 5 MLS Committee 9:00

ANNOUNCEMENTS

Dominic Campo & Han Helton Earn GRI

Congratulations to REALTOR® Dominic Campo (Campo Realty, Inc.) and REALTOR® Hank Helton (The Real Estate Group) who completed Course III of the Illinois Association of REALTORS® Graduate REALTOR® Institute (GRI) in December of last year earning the GRI Designation.



CAR MONTHLY REPORT

Single Family Residential

Time Period	Nov 14	Nov 15	YTD 14	YTD 15
Listings Processed	244	308	4,918	4,959
Units Sold	231	220	3,415	3,419
Dollar Volume	27,292,416	29,838,948	465,708,259	486,625,055
Ave. Sale Price	118,149	135,632	136,371	139,394

All Property Classes

Time Period	Nov 14	Nov 15	YTD 14	YTD 15
Listings Processed	285	378	5,812	5,931
Units Sold	262	237	3,722	3,814
Dollar Volume	37,756,526	35,305,088	519,346,437	555,759,906

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com