

REALTOR® Review

The Voice For Real Estate in the Capital Area

IHDA Announces Welcome Home Heroes Program

The Illinois Housing Development Authority (IHDA) has recently announced a program to benefit Illinois military families . . . an exclusive, comprehensive finance package of \$10,000 in down payment assistance, 1st mortgage product, and a mortgage credit certificate together! The Welcome Home Heroes program is open to all qualified Illinois veterans, active military personnel, reservists and Illinois National Guard members.

The financing package includes:

- A \$10,000 forgivable loan over two years for down payment and closing cost assistance
- A 30-year fixed rate mortgage that has an affordable interest rate (4% as of 12/14/11)
- An optional mortgage credit certificate to reduce federal income tax liability



IHDA offered an informational program at the Capital Area Association of REALTORS® on January 17, 2012 for lenders and for REALTORS®. For more information go to: <http://www.ihda.org/homeowner/heroes.htm>.

Passed the Proficiency Exam?
-- Don't Forget to Transition by April 30, 2012!

Haven't Started the Transition?
-- Deadline to complete the transition course or pass the proficiency exam is MARCH 15, 2012!



January 2012
Volume 17, Edition 206

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Association to Support Honor Flight in 2012

As you are aware, each year the association selects a charity or cause to support for that year. The association is extremely proud to announce that the Board of Directors approved a recommendation from the Community Service Committee to support the Land of Lincoln Honor Flight in 2012.



The mission of the Land of Lincoln Honor Flight is to provide round trip transportation and accommodations from Abraham Lincoln Capital Airport in Springfield, Illinois or St. Louis Lambert Airport for any veteran in order of their service, WWII, Korean, Vietnam, etc, who wishes to visit their memorial and other memorials in Washington, D.C. This day trip is provided completely free of charge to the veteran in honor of his/her service to our country.

(Continued on page 2)



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.

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NEWS & NOTES

Association to Support Honor Flight - (Continued from page 1)



What is Honor Flight? The Honor Flight program is a nation-wide network dedicated to providing all veterans who apply a free trip to Washington, D.C. to visit memorials honoring their service and sacrifice. Springfield established a 501c3 non-profit hub for the Honor Flight Network. Their Executive Board with elected Officers governs the Land of Lincoln Honor Flight hub. They offer memberships and utilize volunteers in order to accomplish this mission.

All expenses for this one-day trip are the sole responsibility of the Land of Lincoln Honor Flight including the flight, ground transportation, meals/snacks, beverages, and all incidentals. The trip is provided absolutely free of charge to the veterans; they cannot spend their own money. Trained volunteer guardians will provide assistance and accompany our veterans on their flight. We also give top priority on every flight to a veteran of any war who has a terminal illness.

The Committee is planning a fundraiser tentatively set for April 27, 2012. If you would like to help please contact Kaye Brittin, Chair (The Real Estate Group) or Sherry Washburn, Vice-chair (Coldwell Banker Honig-Bell) or the association office. For more information go to: <http://www.landoflincolnhonorflight.org/>.

Workshop for Office Staff (January 20th)

CAAR and the MIS is planning to hold an informative workshop for Office Staff, Personal Assistants and Coordinators on January 20, 2012 from 10:30-12:00 noon. 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.



FREE Homebuyer Education Sessions Announced

FREE Homebuyer Education classes are being offered during the below dates and are to be held at 1507 East Cook St., Springfield (TSP-Hope, Inc.).

February 4, 2012 - Credit & Budget Skills

February 11, 2012 - The Home Buying Process

To RSVP call 217.522-7985 ext. 114. Sponsors are the Capital Area Association of REALTORS®, the Homeownership Coalition for People with Disabilities, Springfield Financial Institution's CRA Council, the Springfield Urban League and TSP-Hope, Inc. Download flyer attached to this month's REALTOR® Review. ♦



News & Notes - (Continued from page 2)

CAAR Members Keep Current on Professional Standards

Approximately 20 CAAR Grievance Committee members, Professional Standards Committee members and Directors recently attended the 2011 Illinois Association of REALTORS® Professional Standards Training Workshop to receive updates on the code of ethics and customized instruction pertinent to their specific role in the process. The updated Code of Ethics was previously published in the REALTOR® Magazine.

Thank you to the following individuals who gave up a day of their time to attend this critical workshop:

Marie Bard (Curvey Real Estate, Inc.)
Patti Bauer (Re/Max Professionals)
Laura Catherwood (Coldwell Banker Honig-Bell)
Don Cave (Coldwell Banker Honig-Bell)
Lisa Cave (Care Realty)
Cheryl Dambacher (Charles Robbins, REALTORS®)
Kim Elliott (Re/Max Professionals)
Suzie Fessler (Re/Max Professionals)
Malia Hepburn (Kennedy Real Estate, LLC)
Kevin Jarvis (Real Estate Associates)
Galen Johnson (Johnson Real Estate)
Jeff Lochbaum (The Real Estate Group)
Nancy Long (The Real Estate Group)
Susan Madison (Re/Max Professionals)
Barbara McCord (Cornerstone Real Estate)
Todd Musso (Wrightsman-Musso, Ltd.)
Steve Myers (Myers Commercial Real Estate)
Kathy Nichelson (Capital Area Association of REALTORS®)
Jack Skaggs (Campo Realty, Inc.)
Shelley Wilcoxson (Springfield Real Estate, LLC)

Flexible Dues Pre-Payment Plan

It is NEVER too late to take advantage of CAAR's Flexible Dues Pre-Payment Plan, you have the option of making payments toward your 2013 membership dues anytime through August 1, 2012 - when it's most convenient for you. Refer to page 4 for addition information or contact Diane Ahern at 217.698.7000 or dahern@caaronline.com for more information. ♦



Thanks!

Our Sincere Thanks!

Congratulations, if you are reading this issue of the REALTOR® Review that means you have elected to renew your membership in the Capital Area Association of REALTORS® and continue in the real estate business for 2012. We realize this was not an easy decision for some of you. We realize that the economy and housing market has struggled. We realize that times are difficult. We realize that the broker/managing broker transition requirements have added to this difficulty for many. In spite of all of this, you are still here. For that we say "Thank You"! We appreciate your renewed commitment to the industry and we look forward to serving you in 2012.





Flexible Dues / MIS Fees Pre-Payment Plan

At the Capital Area Association of REALTORS® our goal is to meet your membership needs.

With the Capital Area Association of REALTORS® Flexible Dues / MIS Fees Pre-Payment Plan, you have the option of making payments toward your 2012 membership dues anytime throughout 2011 or your quarterly MIS fees prior to the 1st of each quarter - **when it's most convenient for you.**

The Flexible Dues / MIS Fees Pre-Payment Plan:

- ✓ Reduces the stress of having to pay a lump sum of money at the end of the year.
- ✓ Allows you to make payments - **in any increments:**
 - Toward your membership dues anytime throughout the year (as long as dues are paid in full by December 1, 2011); or
 - Toward your MIS fees (as long as MIS fees are paid in full prior to the 1st of each quarter)
- ✓ Offers you the opportunity to pay at your convenience - no stress, no hassle.
- ✓ Keeps more money in your pocket at the end of the year.
- ✓ If you choose to drop your CAAR membership -
 - Prior to January 1, 2012, you will be refunded in full for any 2012 dues **pre-payments** you have made;
 - Prior to the 1st of the next quarter you will be refunded in full for any quarterly MIS fee **pre-payments** you have made.



Please note: No invoices will be issued for the pre-payment plan; all checks must be sent to CAAR clearly marked with the member's name and "2012 dues pre-payment" or "Quarterly MIS Fee pre-payment" noted in the memo section. You may also pay via credit card (Visa or MasterCard) or cash.

If you have any questions regarding our Flexible Dues / MIS Fees Pre-Payment Plan, please contact our office at 217.698.7000.

News & Notes - (Continued from page 3)



Peerless “Flood House” Lunch & Learn (February 9th)

On February 9, 2012 Peerless Cleaning & Restoration Services is offering CAAR members a lunch and learn opportunity at their new “Flood House”. Some of the topics to be covered in this session include emergency response planning, recovery, mitigation, risk reduction, prevention and preparedness. The house will also be flooded. This event will be held at Peerless Training Center, S Grand Ave West in Springfield from 11:00 a.m. to 1:00 p.m. Lunch will be provided. There is no charge but registration is required. For more information download flyer with this months REALTOR® Review. To RSVP call Peerless Cleaning and Restoration Services at 217.787.0725 or email Sarah Johnson at sarah@peerlessrestoration.com.



2012 IAR Movers and Shakers

Congratulations to the following CAAR members who have been appointed to 2012 IAR Committees/Forums:

Mike Buscher, The Real Estate Group – Business Issues/ License Law Forum; Finance Committee; Leadership Development Working Group

Don Cave, Coldwell Banker Honig-Bell – Business Issues/License Law Forum; Convention & Inaugural Banquet Working Group

Rick Hanselman, The Real Estate Group – REALTOR® Institute Working Group

Philip Chiles, Real Estate Group – 2012 Treasurer; Audit Committee; Executive Committee; Chair, Finance Committee; IAR Plaza, Inc.; Leadership Committee; NAR Political Advisory Working Group; Performance/ Compensation Review Committee; Vice Chair, Strategic Planning Committee; Strategic Thinkers Work Group

Dana Hudson, Hometown Realty – REALTORS® Political Involvement Committee

Kyle Killebrew, Real Estate Group – Executive Committee

Ed Mahoney, Re/Max Professionals - Commercial/Industrial/Investment Committee

Linda Nelson, The Real Estate Group - Nominating Committee

Todd Musso, Wrightsman-Musso, Ltd. - Public Policy & Government Affairs Member Involvement Group; REALTORS® Political Involvement Committee

Cindy Nagle, Real Estate Group - Business Issues/License Law Forum; Grievance Committee (term ends in 2013), Professional Standards Committee

Randall Reynolds, Coldwell Banker Honig-Bell Advisory Council

Daniel Sale, Capital Area Association of REALTORS® - Association Executives Committee; Business Issues/License Law Forum; Convention & Inaugural Banquet Working Group; Community Development Resource Working Group; Public Policy & Government Affairs Member Involvement Group; Spring Conference Working Group ♦



News & Notes - (Continued from page 5)

2011 Year End Statements Available Online

You can review your 2010 year end statement online, this includes everything that was paid to CAAR for the year. This will include all MIS Fees, CREN Fees, Annual Dues, Continuing Education Courses, Events and Retail Store Items. This will be a huge benefit when tax times rolls around.

To view the year end statement please follow these instructions:

- * Log into the CAAR website <https://mdweb.marketlinx.com/caar/>
- * Click on the Financial Icon
- * Click on "Pay, View or Make Changes Online"
- * Enter your member ID (this can be found on all invoices and receipts from CAAR)
- * Input date of birth (must follow format as shown)
- * Click on "Previous Year Invoice History" and select 2011 under the "Select Year" field. This will show all invoices and payments.
- * Print from this screen.

If you have any questions, please contact Diane Ahern at 217/698-7000. ♦

Brochure
Boxes are
available
in the
REALTOR®
Store!

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Today!

REALTOR® Store

- Waterproof, seamless with an elastic top.
- Protect floors with a shoecover in inclement weather.
- Disposable and reusable.
- Perfect for showings, open houses, development and construction sites.
- Color: White
- NEW Larger size fits all shoe sizes up to size 14 - will fit over boots too.



5 pairs for \$1.50 - 50 pairs for \$17.50

PROFESSIONAL DEVELOPMENT



Passed the Proficiency Exam? Don't Forget to Transition by April 30th

NOW THAT YOU HAVE TAKEN YOUR PROFICIENCY EXAM AND PASSED YOU MUST STILL TRANSITION TO YOUR NEW LICENSE. DON'T DELAY DO IT TODAY! After receiving the certificate, it's time to purchase the NEW License you are transitioning to by 4/30/12 at IDFP's website at: <http://www.idfpr.com/DPR/RE/Forms/TransForms.asp>.



Haven't Started the Transition Process?

The deadline to complete the transition course or pass the proficiency exam is **MARCH 15, 2012!**



SFR Course Coming February 7th

Qualifies for 6 Hours IL CORE CE Credit!

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosure Resource certification, or SFR for short, gives you a framework for understanding how to:

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers



As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR! For more information go to www.seehouses.com/files/ce_SFR2012.pdf.

CAAR Congratulates our New 2011 GRI's!

The following group of CAAR members completed Course III of the Illinois Association of REALTORS® Graduate REALTOR® Institute (GRI) in Bloomington on December 1, 2011. We congratulate them on this esteemed achievement and commend them for their hard work!



Cheryl Block Edward Bowen Mike Gorman Elaine Taylor

2012 Schedule of Proficiency Review Courses

Proficiency Review Courses - January 19th | February 17th | March 13th

If you have not complied with transition requirements time is running out. The above three dates are **YOUR LAST OPPORTUNITY!** Sign up today for CAAR/IAR's COR



B1676: Real Estate Fundamentals (Instructor: Kerry Kidwell) to help you prepare for the exam then stay for the exam. You will also receive 3 hours Core CE credit. There will be no more courses offered by CAAR!

Please note: Not all service providers giving the prep & exam are eligible to offer CE. So, if CE credit is important to you then you should clarify this. ♦

TECHNOLOGY/MIS CORNER

Home Sales Down 6.5 Percent in 2011

According to the Multiple Information Service, there were 3,218 home sales in 2011, reflecting a 6.5% decrease from the 3,441 home sales in 2010. In 2011 the average sale price was \$127,100 reflecting a 0.4% increase over the 2010 price of \$126,600. The total dollar volume of property sold in 2011 of \$408.9 million, reflected a 6.2% decrease from the year-to-date through December '10 dollar volume of \$435.8 million. Access the full reports online at http://www.seehouses.com/memb/mis_statistics.php.



New Construction Residential Single-family Home Sales

Year	Median Sale Price	Unit Sales	% of Total Sales	CDM
2011	\$237,500	120	3.8	112
2010	\$216,000	159	4.6	149
2009	\$222,000	207	5.6	182
2008	\$208,500	217	6.2	170
2007	\$200,700	292	7.3	162
2006	\$206,000	330	7.9	157
2005	\$184,900	339	8.1	117
2004	\$163,000	317	7.9	92
2003	\$148,500	291	7.3	96
2002	\$150,500	255	7.9	107

Existing-Single Family Residential Home Sales

Year	Median Sale Price	Unit Sales	CDM
2011	\$110,000	3218	105
2010	\$109,900	3441	99
2009	\$109,000	3719	106
2008	\$104,000	3488	107
2007	\$104,500	4025	94
2006	\$99,000	4175	87
2005	\$100,000	4197	80
2004	\$92,800	4005	66
2003	\$90,500	3996	129
2002	\$89,000	3235	85

(Source: Capital Area Association of REALTORS® MIS)

(Continued on page 9)

Selling Springfield (MIS Breakfast)

Attend the February 23, 2012 MIS Breakfast and hear how three groups in our community work together to bring more visitors, conventions and tourism dollars to the Capital City and business to downtown. Hear from representatives from Downtown Springfield, Inc., Springfield Convention and Visitor's Bureau and the Prairie Capital Convention Center. Learn what new ideas Fred Puglia, recently appointed SCVB Director, has to lure visitors to town. Learn about upcoming renovations to the PCCC from Brian Oaks, PCCC Director. Finally, find out what's new downtown with DSI Executive Director Victoria Clemons Ringer. Special thanks to our sponsor Marine Bank. The breakfast begins at 8:30 a.m. at Illini Country Club. The cost to attend is \$10.00. To RSVP call 217.698.7000 or email voldfield@caaronline.com.



Technology/MIS Corner - (Continued from page 8)

Home Sales - (Continued from page 8)

Preserving the Battery Life of Your Lockbox During Storage!!!

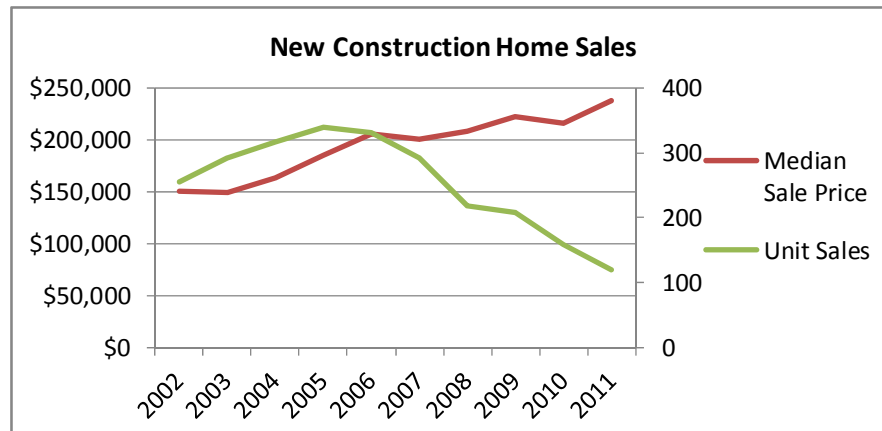
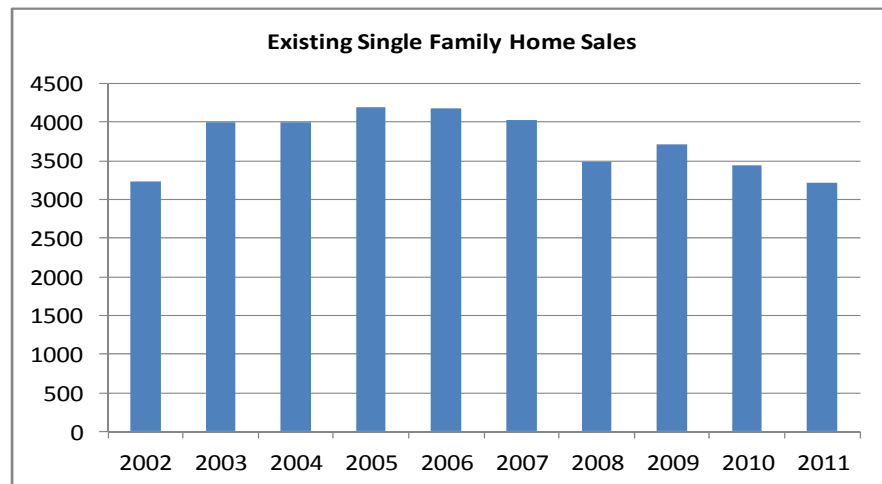
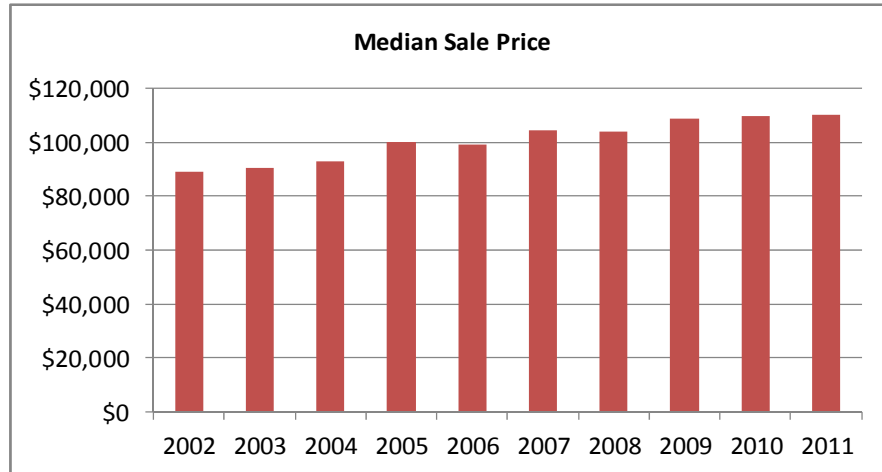
Locking the lockbox keypad preserves battery life. Normal battery life is 4 – 6 years depending on your lockbox model. However, battery life can be shortened if your lockbox keypad is constantly illuminating due to accidental button pushing during storage or use.

You can use the following instructions to lock the keypad of a lockbox:

1. Insert your SentiCard® into the lockbox. Wait until the CODE light displays, then enter your PIN and press ENT. Do not remove your SentiCard® from the lockbox.

2. When the READY light displays, press FUNC + 6 + 7 + ENT. The READY light will display. Remove your SentiCard®.

You can insert your SentiCard® into the lockbox to unlock the keypad. Inserting any type of card, such as a driver's license or credit card will also unlock the keypad. This can be done if you do not own a SentiCard® and need to unlock the keypad to enter a one day code or contractor code.

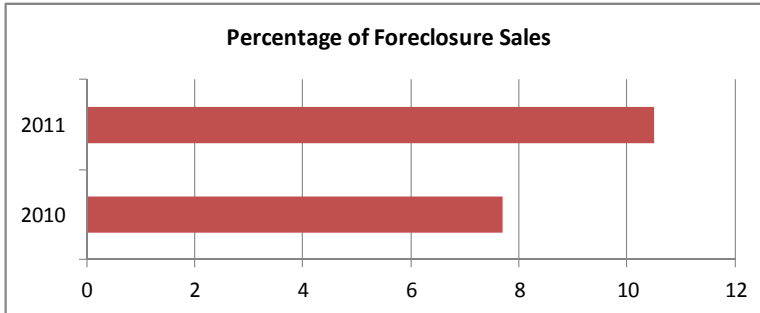


(Source: Capital Area Association of REALTORS® MIS) ◆

Technology/MIS Corner - (Continued from page 9)

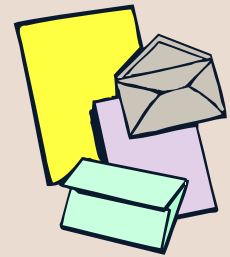
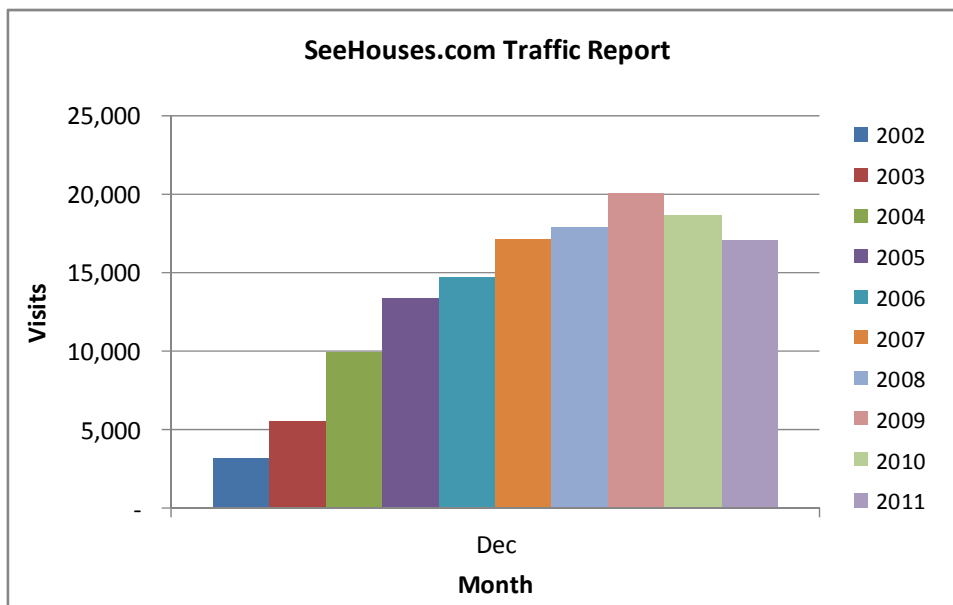
Foreclosure Sales Up in 2011

In 2011 there were 337 foreclosure sales reported through the MIS, or 10.5 percent of the 3,218 sales reported. This is up from the 266 foreclosure sales reported for the same period of time in 2010 which was 7.7 percent of the 3,179 sales reported.



SeeHouses.com Traffic Decreases 6.4 Percent in 2011

During the month of December 2011 there were 17,095 visitors to www.SeeHouses.com, reflecting a decrease of 8.4 percent over the same period in 2010 when there were 18,663 visitors. For 2011 there were a total of 290,607 visits, reflecting a decrease of 6.4 percent from the 310,422 visits logged in 2010. Unique visits during December of 2011 amounted to 6,025, reflecting a decrease of 9.3 percent from the 6,646 unique visits in December of 2010. For 2011 there were 94,759 unique visits as compared to 95,443 in 2010, reflecting a decrease of 0.7 percent. The overall decrease in visitors during 2011 mirrors the 6.5 percent reduction in unit sales during this same time.



Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded at <http://www.seehouses.com/memb/newsletters.php>

Inserts

- * Proficiency Review Schedule
- * Winter CE Schedule
- * 2012 MIS Fee Schedule
- * Office Admin Workshop
- * "Flood House"
- * MIS Breakfast
- * SFR Course
- * Homebuyer Education
- * 2012 CREN Luncheons

Technology/MIS Corner - (Continued from page 10)

PDF Upload Utility Update! Document Maintenance

In a continued effort to improve InnoVia, our vendor has upgraded the PDF Upload Utility, the program that is used to attach documents to your listings.

The upgraded utility will now be called **Document Maintenance** and includes a new interface, and also a new feature: the ability to mark attachments as private or public. Private documents would be available only for users within the MLS system, and public documents would be available on customer friendly displays for the public on websites such as www.seehouses.com.

There are 2 ways to upload documents to attach to your listings.

- **Document Maintenance** - this method will require that you first scan the document and save it in PDF format, or convert it to PDF.
- **Fax-to-PDF** - this method allows you to simply fax in your document to have it automatically converted to PDF and attached to your listing.
- From the **My Inventory** or **Firm Inventory** section on the home page, pull up the listings by clicking on the numbered links. Then click the PDF Upload button out to the right of the listing, the upload screen will appear. You can now enter your own custom label, Click "Browse" to find the document on your computer, and open it, If you want your document to be private (viewable in InnoVia only) check the **MLS Only** box, then click 'Upload'. If you do not check the **MLS Only** box the document will public and viewable on www.seehouses.com. ♦

InnoVia Document Maintenance: MLS: 120168

This utility allows end users to upload property listing PDF(s) to the server. Only PDF file format will be accepted at this time. The file size must be less than 8 MB per document. Custom labels may be up to 35 characters.


Current Attachments: 0 of 6

No Documents Available.

Add New Attachment

Label:

Document:

MLS Only: 

Technology/MIS Corner - (Continued from page 11)

Board Approves Reporting Trigger for FSBO Comps

At the January meeting the CAAR Board of Directors established a new reporting policy in regard to For-Sale-By-Owner (FSBO) comps submitted to the MIS. Section A below is the existing portion of the policy while Section B is the newly adopted portion.

MIS Policy for Reporting "FSBO Sales" or "For Comp Purposes Only" Sales in InnoVia

A) These procedures are to be used for transactions where an agent/broker receives credit on the selling side only of the transaction:

Required submissions:

- Completed Profile Sheet containing all of the required listing information
- Completed Change Form containing all of the required sale information
- A photo of the property
- Written permission from either the buyer or seller to enter the listing in the MIS (Data Profile Sheet does not authorize the listing to be entered in the MIS).

Fax or email above information to the MIS office. The listing side of the transaction is entered under agent (9999) and office (999). Selling agent/office receives credit for selling side of transaction. All FSBO/For Comp Purposes Only sales must be reported within 7 days of the end of the month in which the sale occurred. Transactions received after the required time-frame will be assessed a \$50.00 fine for late reporting.

B) The below procedures are to be used for transactions where an agent/broker receives credit for **both** the listing and selling sides of the transaction:

A copy of the listing agreement must be submitted to the MIS within three (3) business days of the listing being entered into the MIS if any of the following conditions apply:

- * The transaction closes within 10 days of the list date; or,
- * The transaction is identified as "For Comp Purposes Only" or "Sold at Print".

A \$50.00 fine will be assessed for failure to submit a copy of the listing agreement within the required time-frame and the MIS shall move the listing side to "Office 999".

2012 MIS Fee Schedule Available

Included as an attachment with this month's REALTOR® Review is the MIS fee schedule for 2012. This can also be downloaded from www.SeeHouses.com/newsletter.php. 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.marketlinx.com/caar/>. Please note the following due dates for quarterly MIS fees: Quarter Invoice Date Due Date MIS Fees SentiLock

<u>Quarter</u>	<u>Invoice Date</u>	<u>Due Date</u>	<u>MIS Fees</u>	<u>SentiLock</u>	<u>Total</u>
1 st Qtr 2012	December 1 st	January 1 st	\$150.00	\$45.00	\$195.00
2 nd Qtr 2012	March 1 st	April 1 st	\$150.00	\$45.00	\$195.00
3 rd Qtr 2012	June 1 st	July 1 st	\$150.00	\$45.00	\$195.00
4 th Qtr 2012	September 1 st	October 1 st	\$150.00	\$45.00	\$195.00 ♦

GOVERNMENTAL AFFAIRS

Governmental Affairs Update

By Neil Malone, Governmental Affairs Director



Rochester Eyes Impact Fee Increase

The Village of Rochester is proposing an increase in their development impact fees that would result in a corresponding increase in the cost of new housing in the village.

Currently, the village charges developers what they refer to as a “Fair Share Assessment” as a condition of plat approval. The fee is designed to provide for, and cover the proportional costs of, utility improvements that are specifically and uniquely attributable to the development activity. The village currently charges a builder \$231 per plumbing fixture on each lot built upon. Local builders have told CAAR that the average home has 10 such fixtures, which would result in an average total impact of \$2,310 per home. The village has proposed increasing the fee to \$300 per fixture, which would yield a new impact to \$3,000, a nearly \$700 increase per home.

Development Impact Fees (or “exactions”) are controversial, but they are permitted under Illinois Law. In fact, when Rochester first instituted these fees in the early 1990’s, a group of local developers and property owners filed an unsuccessful lawsuit after which the fees were allowed to continue.

Thankfully, the Illinois Statutes also provide that the strictest standard must be applied when considering these fees. Illinois requires that these fees be “specifically and uniquely attributable” to the new development, rather than less-restrictive “rational nexus” standard, or the open-ended “reasonable relationship” standard. In other words for the fee to be legal, the revenue generated must be targeted to the new development, and may not be spent on general obligations of the entire village.

CAAR will continue to work with local builders and developers to ensure fairness in any fee increase, and to make certain that the resulting revenue is only directed to costs specifically and uniquely attributable to the new development.

We Want to Hear from You!

In case you haven’t had an opportunity to weigh in with your thoughts on how to make Sangamon County Government (at all levels) more efficient please do so. The Government Affairs Committee of CAAR is seeking your input on this important topic. Thank you to those who have already shared their feedback. To share your thoughts with us go to:

<http://www.zoomerang.com/Survey/WEB22EB92RTLWA/>. ♦



**SAVE THE
DATE
IAR Capitol
Conference,
March 27th**

**Learn the issues and
discuss the
REALTOR® agenda
with your state
legislators.**

- Meet with members of the Illinois House and Senate on key REALTOR® issues.
- Plus, attend legislative briefings and a legislator reception.

Registration coming soon.



COMMERCIAL REAL ESTATE NETWORK

CREN Sponsors



CARROLLTON BANK



CREN Luncheon - January 24th

The Commercial Real Estate Network's next luncheon will be held on Tuesday, January 24, 2011 at CAAR and will begin at 11:30 a.m.

CREN welcomes **First Banker's Trust** as a new CREN Sponsor for 2012. Special thanks to First Banker's Trust, our sponsor for this month. CREN luncheons are open only to CREN members. Please RSVP to Vicki Oldfield at voldfield@caaronline.com or 217.698.7000.



Bank & Trust
Carrollton Bank
First Banker's Trust
Marine Bank
Springfield Business Journal
Warren-Boynton State Bank

AFFILIATE CORNER

IHDA Training Session for Lenders - January 17th

CAAR will be hosting a training session at 10:00 a.m. on January 17, 2012 for IHDA lenders for the new "Welcome Home Heroes" program to benefit qualified Illinois veterans, active military personnel, reservists and Illinois National Guard members. To RSVP please call 217.698.7000 or email Voldfield@caaronline.com.



Two CAAR Sponsors Increase Their Investment in 2012

CAAR would like to acknowledge and thank Illinois Real Estate Title Center and Williamsville State Bank who both increased their sponsorship investment for 2012 to the "Gold" level.



Welcome to our 2012 CAAR Sponsors

As we begin a new calendar year we would like to express our deepest appreciation for the support we receive from our generous sponsors. We are pleased to report that two of our sponsors have upped their investment. Special thanks to Illinois Real Estate Title Center and Williamsville State Bank who both stepped up to the Gold Sponsor category. Individuals interested in sponsorship opportunities can contact Cathy Wagner or Dan Sale at 217.698.7000.

Diamond Sponsors

CEFCU
Marine Bank
PNC Mortgage
Town & Country Bank Mortgage Services, Inc.

Gold Sponsors

Diamond Residential Mortgage
Illinois Real Estate Title Center
Williamsville State Bank

(Continued on page 15)

Affiliate Corner - (Continued from page 14)

Welcome to our 2012 CAAR Sponsors... (Continued from page 14)

Silver Sponsors

Bank of Springfield
Heartland Credit Union
Heartland Homes
Hickory Point Bank
Illini Bank
Illinois National Bank
Security Bank

Bronze Sponsors

American Home Shield
AmeriSpec Home Inspection Service
B-Safe Home Inspection Service
Bank & Trust Company
First Banker's Trust Company
Home Warranty of America
David G. Miller & Associates
O'Brien House Inspections
Regions Mortgage
Springfield Area Home Builders Association
State Journal Register
US Bank Home Mortgage
Warren-Boynton Financial Center

Thank You

If by chance you attended the January 12, 2012 Hot Topic you may have noticed that CAAR is now using microphones that are connected to an overhead sound system. This was made possible due to the assistance of REALTOR® Troy Roark (The Real Estate Group) who recently helped the association get its audio equipment working again. Thank you to Troy!

Break-for-Hot-Topic 2012 Program Schedule

The REALTOR® and Affiliate Committee is busy preparing an information-packed offering of "Hot Topic" seminars for 2012. All of these events are held at the association office. Below is a tentative listing of dates and topic areas.

January 12	USDA, VA, FHA, Conventional Loans
March 22	Illinois League of Financial Institutions
April 17	Credit Counseling
May 10	Appraiser Panel
*June 5	Tax Appeals
July 12	The Sale Contract from an Affiliate's Perspective
August 7	Zumba
October 18	Tax Issues for the Self-employed
November	Table Top Event & Wine Tasting

*Program starts at 11:00 a.m. All others begin at 9:00 a.m. ♦

CAAR Sponsors

Diamond






Gold





Silver









Bronze















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 Member Orientation

The new member orientation program is scheduled for Wednesday, February 15, 2012 from 1:00-5:00 p.m. and Thursday, February 16, 2011, 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 the Association at 698-7000.

New Members

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

REALTORS®

Donald King

Kennedy Real Estate LLC

Local Affiliates

Jennifer Benanti

Town & Country Bank Mortgage Services

Michelle Walsh

Williamsville State Bank (CAAR Sponsor)

2012 LEADERSHIP ACADEMY



CALENDAR

AT A GLANCE

January

- 20 Admin/Office Staff Workshop 10:30
- 23 Social Committee 11:00
- 24 CREN Luncheon 11:30
- 24-26 IAR Public Policy Meetings

February

- 1 Community Service Comm 11:00
- 2 Cont. Ed. LL105 9:00-12:00
- Cont. Ed. RD941 1:00-4:00
- 7 SFR Course 8:30-5:00
- 8 Leadership Academy III 8:45-1:00
- 9 MIS Committee 9:00
- REALTOR/Affiliate Comm 1:00
- 10 Finance/Exec Committees 9:00
- 14 Board of Directors 9:00
- 15 Cont. Ed. COR 1625 9:00-12:00
- New Member Orientation 1:00-5:00
- Cont. Ed. ETH 1519 2:00-5:00
- 16 New Member Orientation 8:30-5:00
- 17 Proficiency Review 9:00
- Proficiency Exam 2:00-4:00
- 20 President's Day - Association Closed
- 21 InnoVia Overview 9:00-11:00
- 23 MIS Breakfast (Illini) 9:00

March

- 6 Cont. Ed. COR 1650 9:00-12:00
- Cont. Ed. COR 1606 1:00-4:00

*Capital Area
Association of
REALTORS®*

*3149 Robbins Rd.
Springfield, IL
62704*

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

www.SeeHouses.com

ANNOUNCEMENTS

The Association thanks **Gary Harvey** (Gary D. Harvey Appraiser) for his service on the Board of Directors which concluded at the end 2011. CAAR welcomes new board member **Jerry Skilbeck** (Wrightsmann-Musso, Ltd.) who is filling out Gary's remaining term.

The Association extends its deepest sympathy to **REALTOR® Harry Stern** (Stern Appraisal Services) on the passing of his mother CeCe Stern.

The Association extends its deepest sympathy to **REALTOR® Tom Clemence** (Coldwell Banker) on the passing of his mother.

CAAR's President **Todd Musso** celebrated his birthday, January 10th at the Board of Director's Meeting...

**HAPPY
BIRTHDAY MR.
PRESIDENT!!**



CAAR MONTHLY REPORT

Single Family Residential

Time Period	Nov 10	Nov 11	YTD 10	YTD 11
Listings Processed	328	307	4,951	4,654
Units Sold	230	238	3,178	2,952
Dollar Volume	27,178,464	29,763,221	403,491,359	375,537,925
Ave. Sale Price	118,167	125,056	129,964	127,215

All Property Classes

Time Period	Nov 10	Nov 11	YTD 10	YTD 11
Listings Processed	397	352	6,047	5,598
Units Sold	262	251	3,474	3,204
Dollar Volume	30,417,908	31,124,221	452,835,344	420,443,348