

# REALTOR® REVIEW

Volume 23, Edition 254

January-February 2019

## 2019 Leadership Academy

The Leadership Academy Work Group led by Chair Diane Tinsley has put together an awesome program for the 2019 Leadership Academy and is proud to announce the selection of candidates for this year's academy which is currently underway. The selection process required candidates to complete and submit a detailed application. Those participating individuals listed below, upon completion of the program, will be recognized at the Annual Awards Program on March 21st:

### 2019 CAR Leadership Academy Participants:

Chelsea Bradford (United Community Bank)  
Sarah Disney (Coldwell Banker Springfield)  
Lashonda Fitch (Keller Williams Capital)  
Holly Forden (Leader One Financial Corp.)  
Aaron Hogan (The Real Estate Group Inc.)  
Jamie Holt (The Real Estate Group Inc.)  
Dana Hudson (Keller Williams Capital)  
Leigh Ann Hughes (Prairie Land Title Company Inc.)  
Jason LeMasters (Marine Bank Mortgage Services)  
Denise Perry (RE/MAX Professionals)  
Taylor Pierceall (Coldwell Banker Springfield)  
Frank Stefano (Bank of Springfield)



*Leadership Academy meets with state legislators: Denise Perry, Neil Malone, Senator Steve McClure & Frank Stefano*

## 2019 Annual Awards Program

### March 21st

Invitations will be in the mail for the CAR Annual Awards program to be held March 21st at Illinois REALTORS. The event will kick off with an hors d'oeuvres buffet and cash bar. The cocktail hour starts at 5:30 p.m. and the program will begin at 6:15 p.m. Special thanks to CAR's sponsors for helping to make this event possible. Call 217-698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com) to RSVP by March 18<sup>th</sup>. ❖



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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®, IR 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

Nicholas Campo,  
ABR, CRS, GRI

#### President Elect

Suzie Duff, ABR, CRS, GRI

#### Secretary/Treasurer

Jami Winchester, GRI

### DIRECTORS

Randy Aldrich, GRI

Michael Buscher, GRI

Lorri Conn, GRI, SRS

Andrew Cornett

Diane Tinsley

Ronald Duff, GRI

Jennifer Franklin, ABR, e-PRO

Jim Fulgenzi, CRS, GRI

Jane Hay, GRI, SRS

Lindsay

Hillery

Ed Mahoney, ABR

Debra Sarsany

John Williams

### Chief Executive Officer

Kathy Nichelson, e-PRO, RCE

# REALTOR® REVIEW

## NEWS & NOTES

### 2018 Year End Statements Available Online

You can review your 2018 year end statement online, this includes everything that was paid to CAR for the year. This will include all MLS Fees, CREN Fees, Annual Dues, Continuing Education Courses, Events and Retail Store Items. This will be a huge benefit when tax times rolls around. Login to your member portal, click on "Pay Now" under "Accounts" on the right side of the screen which will take you to your account information. Then click on the "History" tab and "Select Year" to generate the report.



### Community Service Committee Outreach Projects

This year the Community Service Committee will be hosting quarterly community service projects. The first project culminated in late December. Socks, blankets and sleeping bags were collected and donated to the Salvation Army. Thanks to everyone who contributed to the drive, the donations were a very welcomed relief for those in need during this year's record low temperatures.

### Food Drive for St. Martin de Porres

The Community Service Committee is hosting a food drive to benefit St. Martin De Porres as their second quarterly project. Please consider donating to a family in need! Non-perishable food items may be dropped off at the CAR office before February 28th. Committee members have also made arrangement for items to be dropped off at their real estate offices as well. Suggested items include: boxed dinners, canned dinners, peanut butter, and canned fruit.

The Committee is currently working with other organizations to identify their needs as they continue to plan their last two quarterly community projects. ❖



*Leadership Academy meets with state legislators: (left to right) Representative Tim Butler, Leigh Ann Hughes, Jason LeMasters, Frank Stefano, Chelsea Bradford, Denise Perry, Lashonda Fitch, Jamie Holt, Holly Forden, Taylor Pierceall, Sarah Disney, Dana Hudson, Aaron Hogan & Representative Mike Murphy*

# REALTOR® REVIEW

## 2019 Officers & Directors



**Nicholas Campo**  
President



**Suzie Duff**  
President Elect



**Jami Winchester**  
Secretary/Treasurer



**Ed Mahoney**  
2018 Past President



**Randy Aldrich**



**Mike Buscher**



**Lorri Conn**



**Andrew Cornett**



**Ron Duff**



**Jennifer Franklin**



**Jim Fulgenzi**



**Jane Hay**



**Lindsay Hillery**



**Deb Sarsany**



**Diane Tinsley**



**John Williams**

# REALTOR® REVIEW

## News & Notes - (Continued from page 2)



### Are you Honor Roll Worthy?

#### 2018 CAR Honor Roll

Don't forget to apply for the CAR "Honor Roll"! Applications are due back to CAR by March 8th. This program recognizes REALTORS® and Affiliates for their involvement in CAR and in the community, educational achievement and production. Recipients will be recognized at the Annual Awards Program and will be featured in the REALTOR® Review Newsletter, Heartland Publications and seehouses.com website. Recipients will also receive an electronic logo to use in marketing. Becoming part of the CAR Honor Roll is not easy. If it were, everyone would be on it! Completed applications are due back to CAR on or before March 8th. The application is attached to this month's REALTOR® Review.



### Commitment to Excellent

The National Association of REALTORS® proudly introduces Commitment to Excellence (C2EX), a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.



REALTORS® defined professionalism in this industry more than 100 years ago when they created the Code of Ethics. C2EX takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism ranging from customer service to use of technology.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization. It's not a designation or a course. It's not a requirement, but a benefit available to all NAR members at no additional cost.

To get started, log in to [www.C2EX.realtor](http://www.C2EX.realtor) and take the self-assessment that measures your proficiency in each of the elements of professionalism, known as the C2EX Competencies. Based on your results, the platform will generate customized learning paths, recommend experiences, and provide tools and resources to increase your knowledge and enhance your skillsets.

Watch this video to learn more about the Commitment to Excellence program: [https://www.youtube.com/watch?v=hYYv\\_8IXm6Y&feature=youtu.be](https://www.youtube.com/watch?v=hYYv_8IXm6Y&feature=youtu.be).

(Source: National Association of REALTORS® "Commitment to Excellence" <https://www.nar.realtor/commitment-to-excellence>) ❖

A promotional banner for C2EX. The left side is dark purple with white text: "OWN YOUR PRESENT. EMPOWER YOUR FUTURE." There are small icons of a diamond, a gear, a laptop, and a speech bubble. The right side is yellow with the C2EX logo and text: "COMMITMENT TO EXCELLENCE", "C2EX.realtor", and the National Association of REALTORS® logo.

**OWN YOUR PRESENT. EMPOWER YOUR FUTURE.**

You can lead the way. Commitment to Excellence empowers you to enhance and showcase your high level of professionalism. It gives you an advantage in an increasingly competitive market and shows consumers you're committed to conducting business at the highest standard. Be committed to excellence.

Get started today at [C2EX.realtor](http://C2EX.realtor).

**C2EX**  
COMMITMENT TO EXCELLENCE

[C2EX.realtor](http://C2EX.realtor)

**NATIONAL ASSOCIATION of REALTORS®**

# REALTOR® REVIEW

## PROFESSIONAL DEVELOPMENT

### Managing Broker Renewal Deadline

April 30, 2019

Managing Brokers licensed PRIOR to February 1, 2017, are required to take 24 total hours of CE. In addition to the 12 regular CE hours, you are required to complete 12 hours of Broker Management CE. If licensed AFTER February 1, 2017, this will be the first renewal as a Managing Broker, requiring only 12 hours of regular CE. The online portal to renew a managing broker license is now open on IDFPR's website. To renew online, managing brokers may use their birth date, social security number, or PIN number provided by IDFPR. PIN numbers were sent by email to managing brokers who have an email address on file with IDFPR.



### 2019 Winter Continuing Education Schedule

Included as an attachment to this month's REALTOR® Review is CAR's 2019 Winter CE schedule and below is a summary listing of these courses that are held in conjunction with the IR Licensing and Training Center:

#### March 15, 2019 (Instructor: Marki Lemons Ryhal)

9:00 - 12:00 p.m. - COR 16016 – Core B Legal Issues: Real Estate Compliance is Not a Game (3 Hrs Core B)

1:00 - 4:00 p.m. - TEC 1717 - Social Media Set Up (3 Hrs Elective)

#### March 27, 2019 (Instructor: Annette Akey Panzek)

9:00 - 12:00 p.m. - COR 1626 - Core A: Fair Housing, Agency, License Law & Escrow: Back to the Basics – What You Need to Know and How to Apply It (3 Hrs Core A)

1:00 - 4:00 p.m. - COR 1697 - Core B: Marketing Mishaps & Mayhem - Common Legal Blunders Brokers Make in Marketing & Advertising (3 Hrs Core B)

Please see the flyer attached to this newsletter for additional details and registration instructions. ❖

### Illinois REALTORS® Licensing & Training Center in conjunction with Capital Area REALTORS®

IR and CAR have partnered to bring you the following CE course this April in celebration of Fair Housing month:

**DATE:** April 16, 2019, 1:00-4:00 p.m.

**LOCATION:** Illinois REALTOR, 529 S. 5th, Springfield, IL

**COURSE:** COR 16027 - CORE B: Legal Issues A Guide to Reasonable Accommodations (3 Hrs Elective)

Real Estate professionals who understand and strictly comply with Illinois Fair Housing Laws serve clients and customers with confidence and integrity and ensure that every person is treated fairly. This Fair Housing course will provide general guidance for REALTORS and property brokers on all aspects of reasonable accommodation requests for assistive and service animals. You will learn about both federal Fair Housing laws and laws unique to the State of Illinois with an emphasis on protections for persons with physical and mental disabilities in the rental and sale of housing.

To register please call Illinois REALTORS at 217-529-2600.

## 12 Hour Broker Management Education Course

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® has one final managing broker course schedule for licensed managing brokers who are required to take the additional twelve hour broker management course. Early registration is encouraged to guarantee a seat. For registration instructions download the BME1804 Education flyer from: <https://tinyurl.com/yxppt6ok>.

## BME 1804

The final BME 1804 course held at CAR is scheduled:

**March 13, 2019** (Wed)

9:00 am - 4:00 pm &

**March 14, 2019** (Thur)

9:00 am - 4:00 pm

(Instructor Sue Miller)



# REALTOR® REVIEW

## AFFILIATE CORNER

### Wine Down with the Affiliates - Another Success!



The REALTOR® and Affiliate Committee's Annual Wine Down event that was held on January 17, 2019, was a major success with 17 Affiliate exhibitors and approximately 100 in attendance. As always, our exhibitors had plenty to offer the guests including their services, food and door prizes. The committee added a great networking tool by encouraging attendees to approach other attendees, not just exhibitors to ask them to initial their card. The attendee with the most unique initials, Carolin Faulkner, won \$25 worth of instant lottery tickets donated by Committee Chairman Andrew Cornett. Gale Call was the lucky winner of a special drawing held exclusively for exhibitors as a thank you for their participation. We would like to thank Illinois National Bank (INB) for its generous sponsorship of the wine and wine glasses once again this year. Thank you to Car Wash City who donated a free car wash to everyone who attended. Also, thank you to the many exhibitors who participated and provided door prizes. Finally, thanks to all of the REALTOR® and affiliate members who attended this event and the REALTOR®/Affiliate Committee members who helped make this a successful event!



### 2019 Break For Hot Topic Schedule

The REALTOR®/Affiliate Committee is busy preparing an information packed offering of "Hot Topic" seminars for 2019. All of these events are held at the CAR. Below is a tentative listing of dates and topic areas.

March 5 - Lending Program/Grants

April 11 - Lake Lease

June 26 - Emerging Legal Issues - Katie Johnson,  
NAR General Counsel and Chief Member  
Experience Officer ❖

August 1 - Navigating the Title Process

October 15 - Lead Generation

# REALTOR® REVIEW

## Affiliate Corner - (Continued from page 6)

### Welcome to our 2019 CAR 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. Individuals interested in sponsorship opportunities can contact Kathy Nichelson or Cathy Wagner at 217.698.7000. ❖

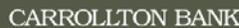
#### Diamond



#### Gold



#### Silver



#### Bronze



### 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](mailto:knichelson@caaronline.com). Please feel free to direct any questions regarding this to Kathy Nichelson's attention.



SPOTLIGHT

## TECHNOLOGY/MLS CORNER

### Upcoming Technology Classes

Contact Cathy Wagner to register for any of the following training classes. These are offered by via classroom and webinar.

#### Prospecting Manager

(9:00-10:00 am)  
February 28

#### Authentisign

(9:00-10:00 am)  
February 26  
March 28

#### TransactionDesk

(9:00-10:30 am)  
February 22  
March 19



### Never Worry About Late Fees Again

Use the CAR payment authorization form to authorize CAR to retain your credit card number or checking account number to charge expenses for Quarterly MLS/CREN and/or Annual Dues and/or Company fees. Download the form at the link below, complete and return to CAR. <https://seehouses.com/Portals/0/Documents/creditcardauth.pdf>.



### RMLS Update

Over the last several months CAR members serving on the RMLS Regional Transition Team along with team members from the Peoria Association of REALTORS®, Quad Cities Association of REALTORS® and the Egyptian Association of REALTORS® have been extremely busy behind the scenes discussing and developing RMLS Rules and Regulations, RMLS Policies and RMLS Data Profile Sheets.



We are pleased to announce the Peoria Association of REALTORS® converted to the new RMLS Paragon system in mid-January. RMLS vendor, Black Knight has started on the conversion process for CAR and Quad City Association of REALTORS®. Over the next couple of months their team will be mapping agent/office/listing data and conducting internal QA testing.

We would like to thank the following CAR Members for all of the hard work & support:

#### CAR RMLS Council Members

Mike Buscher, RMLS Council President (The Real Estate Group, Inc.)  
Ron Duff (RE/MAX Professionals)  
Nick Campo (Campo Realty, Inc.)

#### RMLS Data Profile Sheet Team

Todd Musso (The Real Estate Group, Inc.)  
Ron Duff (RE/MAX Professionals)  
Dena Turner (Century 21 Tucker-Swanson, Inc.)

#### RMLS Rules Team

Dawn Stremsterfer (RE/MAX Professionals)  
Mike Buscher (The Real Estate Group, Inc.)  
Nick Campo (Campo Realty, Inc.)

#### Important CAR RMLS Transition Dates:

- Thursday, April 18, 2019 – RMLS Paragon site ready for member access (Innovia & Paragon will run parallel)
- Friday, May 17, 2019 – Innovia system goes READ-ONLY mode (No listing maintenance)
- Monday, May 20, 2019 – RMLS Paragon LIVE (Innovia will be available in READ-ONLY mode/no LM)
- Thursday, June 20, 2019 – Innovia goes OFF-LINE (members can no longer access)

#### RMLS Informational Links:

Pagagon Brochure - [http://www.bkfs.com/MKTG/MLS/Brochures/DA03\\_Paragon\\_MLS\\_brochure.pdf](http://www.bkfs.com/MKTG/MLS/Brochures/DA03_Paragon_MLS_brochure.pdf)  
CRS Data - <https://www.crsdata.com/product-overview/>  
Homesnap Pro - <https://www.crsdata.com/product-overview/> ❖



# REALTOR® REVIEW

## Local Market Update for January 2019

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



## Capital Area Region

Single-Family Detached	January			Rolling 12 Months		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	303	248	- 18.2%	4,834	4,508	- 6.7%
Pending Sales	216	217	+ 0.5%	3,538	3,373	- 4.7%
Closed Sales	172	167	- 2.9%	3,532	3,336	- 5.5%
Cumulative Days on Market Until Sale	108	92	- 14.8%	82	76	- 7.3%
Median Sales Price*	\$106,490	\$115,000	+ 8.0%	\$122,000	\$124,000	+ 1.6%
Average Sales Price*	\$129,340	\$137,982	+ 6.7%	\$144,429	\$145,344	+ 0.6%
Percent of Original List Price Received*	90.4%	91.8%	+ 1.5%	93.1%	92.6%	- 0.5%
Inventory of Homes for Sale	1,035	953	- 7.9%	--	--	--
Months Supply of Inventory	3.5	3.4	- 2.9%	--	--	--

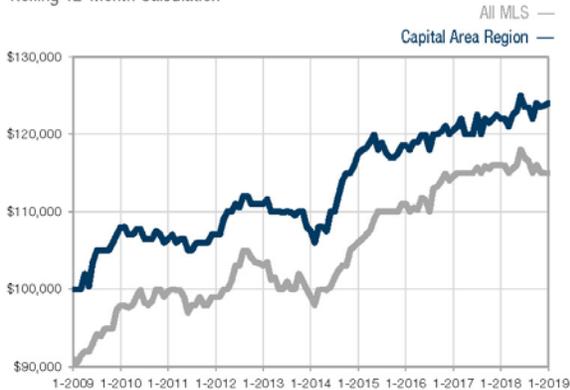
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	January			Rolling 12 Months		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	16	36	+ 125.0%	458	456	- 0.4%
Pending Sales	26	28	+ 7.7%	364	350	- 3.8%
Closed Sales	20	18	- 10.0%	358	342	- 4.5%
Cumulative Days on Market Until Sale	78	78	0.0%	83	73	- 12.0%
Median Sales Price*	\$127,500	\$115,778	- 9.2%	\$128,000	\$135,000	+ 5.5%
Average Sales Price*	\$130,160	\$116,403	- 10.6%	\$132,170	\$141,411	+ 7.0%
Percent of Original List Price Received*	91.7%	92.1%	+ 0.4%	93.9%	94.6%	+ 0.7%
Inventory of Homes for Sale	86	91	+ 5.8%	--	--	--
Months Supply of Inventory	2.8	3.1	+ 10.7%	--	--	--

\* 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.

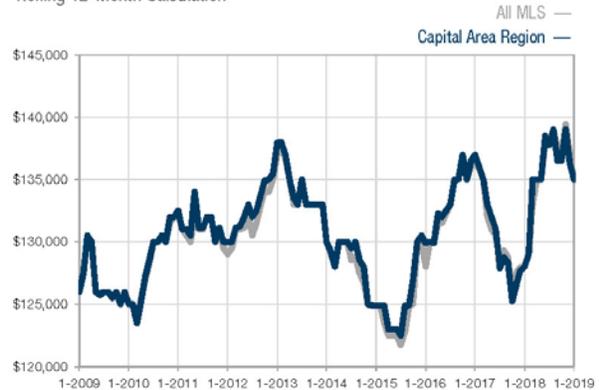
### Median Sales Price - Single-Family Detached Properties

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 February 5, 2019. All data from Capital Area REALTORS® MLS. Report © 2019 ShowingTime.

# REALTOR® REVIEW

## COMMERCIAL REAL ESTATE NETWORK

### CREN Welcomes 2019 Sponsors

The Commercial Real Estate Network (CREN) is pleased to welcome back all but one of its sponsors for 2019. Thank you to each of these sponsors listed below for their investment and support of CREN:



## 2019 CREN Sponsors



Bank & Trust  
Company



### 2019 CREN Luncheon Dates

Date:	Sponsors:
January 22	Bank & Trust & Chicago Title Insurance
March 26	Chicago Title Company & Marine Bank
May 21	CEFCU & United Community Bank
July 16	Carrollton Bank & Springfield Business Journal
September 17	Greater Springfield Chamber of Commerce & Williamsville State Bank
November 19	Warren-Boynton State

### March CREN Luncheon

The next CREN luncheon is scheduled for March 26th. Special thanks to our sponsors Chicago Title Company and Marine Bank our March luncheon sponsors. ❖

# REALTOR® REVIEW

## WEST CENTRAL CHAPTER

### 2018 REALTORS® & Affiliates Investing in RPAC

Special thanks to the following West Central Chapter REALTOR® and Affiliate members for their investment in RPAC during 2018:

#### REALTORS®

Ibert, Katherine  
Cratty, Karen  
Cratty, Mark  
Dagen, Lori  
Daly, Stephen  
Duncan, Jeffrey  
Eagle, Timothy  
Engle, Marsha  
Esters, Jessica  
Evans, Jennifer  
Hennenfent, Pat  
Hillery, Lindsay  
Hix, Bradley  
Huston, Schuyler  
Jensen, Kori

Junk, Richard  
Kenan, Kole  
Kilpatrick, Joshua  
Morss, Steven  
Nelson, Kristen  
Pepmeyer, Christine  
Shoop, LeRoy  
Skinner, Larry  
Smith, Amanda  
Spence, Christine  
Swanson, Sherrill  
Terpening, Scott  
Thiel, Zack  
Thompson, Annette  
Thompson, Edward  
Townsell, Joe

(MI) Turner, Dena  
Turner, Jackie  
Varner, Sara  
Wilcox, C.M. Kit



#### AFFILIATES

Friedrich, Rebecca  
Helvick, Cindy  
Higgins, Susan  
Hopping, Heather  
Kelly, Hilary  
Roy, John

### Upcoming Events

**Advisory Committee Meeting**  
March 6, 2019  
9:00 a.m.

**WC Chapter Office Quarterly Business Meeting:**  
April 15, 2019  
11:30 a.m. - 1:00 p.m.  
Galesburg Public Library

Join our email list,  
send an email to:  
wcchapter@mail-list.com



**West Central Chapter**  
975 North Henderson  
Street, Ste. 4  
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Phone 309-342-6225  
Fax 309-342-8075  
westcentral@caaronline.com



(MI) - Major Investor

### West Central Chapter Area 2019 Winter CE Courses

Included as an attachment to this month's REALTOR® Review is West Central Chapter 2019 Winter CE schedule and below is a summary listing of these courses that are held in conjunction with the IR Licensing and Training Center:

**March 12, 2019 (Instructor: Sue Miller)**

**9:00 - 12:00 p.m. - FI 1103 - Property Taxes in Illinois (3 Hrs Elective)**

**1:00 - 4:00 p.m. - COR 1634 - CORE A: Fair Housing, Agency, License Law & Escrow (3 Hrs Core A)**

### Welcome New West Central Chapter Members

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

#### Designated REALTOR®

Ghada Samaan Sam Realty LLC

#### REALTOR®

Cassie Causey CENTURY 21 Tucker-Swanson, Inc.  
Loren Follmer CENTURY 21 Tucker-Swanson, Inc.

#### Local Affiliate

James Dieterich Farmers & Mechanic Bank ❖

# REALTOR® REVIEW

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## West Central Region

Single-Family Detached	January			Rolling 12 Months		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	52	39	- 25.0%	761	784	+ 3.0%
Pending Sales	36	38	+ 5.6%	536	567	+ 5.8%
Closed Sales	21	27	+ 28.6%	552	566	+ 2.5%
Cumulative Days on Market Until Sale	142	99	- 30.3%	109	87	- 20.2%
Median Sales Price*	\$74,500	<b>\$62,000</b>	- 16.8%	\$81,750	<b>\$79,250</b>	- 3.1%
Average Sales Price*	\$82,950	<b>\$81,463</b>	- 1.8%	\$96,671	<b>\$96,629</b>	- 0.0%
Percent of Original List Price Received*	85.8%	<b>90.3%</b>	+ 5.2%	90.0%	<b>90.1%</b>	+ 0.1%
Inventory of Homes for Sale	212	<b>178</b>	- 16.0%	--	--	--
Months Supply of Inventory	4.7	<b>3.8</b>	- 19.1%	--	--	--

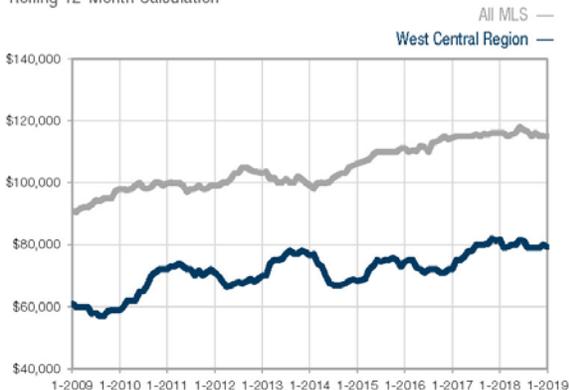
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Single-Family Attached	January			Rolling 12 Months		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	0	0	0.0%	9	6	- 33.3%
Pending Sales	0	0	0.0%	5	5	0.0%
Closed Sales	0	0	0.0%	4	6	+ 50.0%
Cumulative Days on Market Until Sale	--	--	--	191	307	+ 60.7%
Median Sales Price*	--	--	--	\$130,000	<b>\$144,950</b>	+ 11.5%
Average Sales Price*	--	--	--	\$124,500	<b>\$181,650</b>	+ 45.9%
Percent of Original List Price Received*	--	--	--	92.1%	<b>87.1%</b>	- 5.4%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	4.0	<b>4.0</b>	0.0%	--	--	--

\* 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.

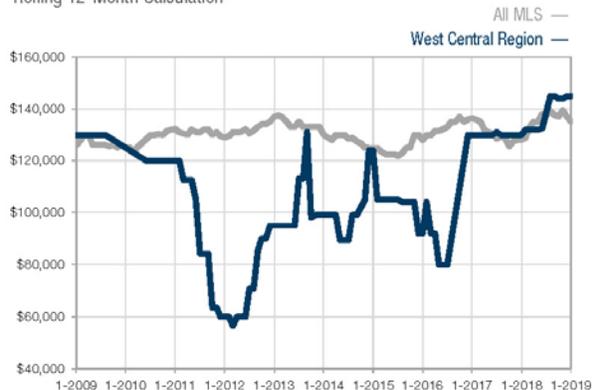
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Current as of February 5, 2019. All data from Capital Area REALTORS® MLS. Report © 2019 ShowingTime.

## GOVERNMENTAL AFFAIRS

### Capital Area REALTORS® Legislative Update

*Jim Clayton, Local Governmental Affairs Director*



#### Illinois REALTORS® strongly oppose Rent Control

Illinois REALTORS® strongly OPPOSE efforts to repeal the Rent Control Preemption Act, an initiative of the REALTORS® in 1997 which prohibits local governments from enacting rent control. The repeal of the Preemption Act would allow ALL home rule units in the state to impose rent control. We also strongly oppose any legislation which would impose rent control throughout the state. At first glance, Rent Control appears to be a quick fix to provide “instant housing affordability.” But a closer examination shows there are many negative unintended consequences which can result in a significant reduction of affordable rental housing, and many other problems. Allowing rent control to be enacted would do the opposite of what it intends.

#### RENT CONTROL WOULD:

- Decrease the supply of affordable housing, now and in the future;
- Increase rents for non-controlled rental units;
- Deflate property values;
- Increase property taxes on homeowners, including condo owners.

Rent control is widely discredited by most economists and housing advocates. Rent Control is destructive and counterproductive and is complicated and expensive to administer. To join the fight against all legislation striving to enact rent control, please respond to the “Call For Action” and inform your legislator of your opposition. To join the “Call for Action” program, please text REALTOR to 30644 or contact the Capital Area REALTORS® - Jim Clayton (jclayton@illinoisrealtors.org)

#### Capital Area REALTORS® play crucial role in “Developers Agreement” and Minimum Standards for Substandard Roads

For over 20 years the Capital Area REALTORS® have held and expressed the position that the City of Springfield’s “Developers Agreement” or “Impact Fee Ordinance”, was not compliant with the state statute regarding impact fees. Capital Area REALTORS® members and staff had numerous meetings with city officials as members of the Chamber of Commerce Policy Committee. After over a year of discussions and negotiations, the Capital Area REALTORS® are pleased to announce that an agreement has been reached. The current “Developers Agreement” ordinance will be repealed, and the agreement will be solely focusing on the minimal requirements to enhance substandard roads within the site suitability code when subdividing. The Capital Area REALTORS® would like to thank Mayor Langfelder, Springfield Public Works, The Greater Springfield Chamber of Commerce and all the local developers and engineers that work tirelessly on this issue. ❖

### Lobby Day!

April is right around the corner and that means it is time for REALTOR® Lobby Day. On April 30th, the Illinois REALTORS® will once again host the annual “Capitol Conference.” Make your concerns known to our legislators and show you care about protecting private property rights. At the Capitol, REALTORS® represent industry professionals in the residential and commercial sectors as well as the clients they serve. Lobby day is an opportunity for you to get a private legislative briefing on issues that affect REALTORS®. Make sure your register to learn what critical issues are in play and where Illinois REALTORS® stand on them and why.



## Governmental Affairs - (Continued from page 13)

### 2019 RPAC Major Investor Pacesetter Drawing

CAR is hosting an RPAC Major Investor Pacesetter drawing for a chance to have your 2020 REALTOR® dues paid or receive the cash equivalent (\$629). All members who pledge to become a 2019 RPAC “Major Investor” (\$1000 minimum investment) *and* invest at least \$300 of your pledge by the Illinois REALTORS® Pacesetter deadline of March 15<sup>th</sup> will automatically be entered into the drawing. Only Pacesetters are eligible for this drawing so the odds are great for this raffle! *Prize will not be awarded until the winner has fulfilled their 2019 Major Investor pledge.* ❖



#### RPAC Major Investors make a difference!

Your investment helps elect pro-REALTOR® candidates to public office and helps educate our elected officials on issues important to homeowners and private property rights.

As a 2019 RPAC Major Investor **Pacesetter**, you receive **early recognition and perks** when you pledge by March 15, 2019:

- Recognition in the July edition of the *Illinois REALTOR®* magazine
- Recognition at the April 30 Capitol Conference “REALTOR® Lobby Day” in Springfield
- VIP perks at Illinois REALTORS® Conference, Business Meetings, Lobby Day
- 2019 Digital Advocate Seal \*with \$300 investment by March 15, 2019



Contributions to RPAC are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amount. The National Association of REALTORS® and its state and local associations will not lose or discontinue any member because of the amount contributed or do not wish to contribute. You may refuse to contribute without reprisal. Up to fifty percent (50%) may be sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a. A copy of our report filed with the State Board of Elections is (or will be) available on the Board's official website [www.elections.il.gov](http://www.elections.il.gov) or for purchase from the State Board of Elections, Springfield, Illinois. Except as may be required by state or federal law, the Illinois REALTORS® PAC (Illinois RPAC) is not required to affirm political contributions. However, related requests will be considered on a case-by-case basis to keep as they are received within 30 days of the contribution.

### REALTOR® Party Mobile Alerts (RPMA)

Sign Up for REALTOR® Party Mobile Alerts  
REALTOR® Party Mobile Alerts, NAR's advocacy texting platform, offers REALTOR® Associations and REALTORS® a way to stay connected directly from their cell phone or tablet. When a national or state legislative call for action is launched, subscribers get a short text message, containing information to take action.

*Sign up today and you will also be entered to win an \$250 Amazon gift card!*

REALTORS® can sign up for REALTOR® Party Mobile Alerts by going to <https://realtorparty.realtor/member-consumer/rpma> or by texting the word **REALTORS** to 30644.



## ADVOCATES FOR REAL ESTATE 2018 Champions for the Capital City



RANDY ALDRICH  
The Real Estate Group



ANTHONY BUSCHER  
The Real Estate Group



MIKE BUSCHER  
The Real Estate Group



DOMINIC CAMPO  
Campo Realty, Inc.



NICHOLAS CAMPO  
Campo Realty, Inc.



PHILIP E. CHILES  
Keller Williams Capital



ASHLEY COKER  
The Real Estate Group



BEVERLY COLLINS  
RE/MAX Professionals



STEPHANIE DO  
Do Realty Services, Inc.



SUZIE SABLES DUFF  
RE/MAX Professionals



KATHLEEN A. GARST  
RE/MAX Professionals



RICHARD W. HANSELMAN  
The Real Estate Group



JANE HAY  
The Real Estate Group



CORKY JOYNER  
Joyner Construction  
Services



TIMOTHY J. KEARNEY  
B-Safe Home  
Inspections of IL



KYLE KILLEBREW  
The Real Estate Group



CINDI KRUSE  
The Real Estate Group



CHRISTIN LEVI  
RE/MAX Professionals



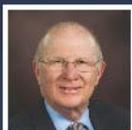
JANE LOCASCIO  
The Real Estate Group



DANA LYONS  
Illinois Real Estate  
Title Center



SUSAN MADISON  
RE/MAX Professionals



ED MAHONEY  
RE/MAX Professionals



KI MCCURLEY  
RE/MAX Professionals



TODD MUSSO  
The Real Estate Group



STEVE MYERS  
Myers Commercial  
Real Estate



MICHAEL D. OLDENETTEL  
RE/MAX Professionals



TRENT PETERMAN  
Diamond Residential  
Mortgage



DAN SALE  
St. Louis Association  
of REALTORS®



DEB SARSANY  
The Real Estate Group



TRACY SHAW  
Keller Williams Capital



PETER STEWARD  
RE/MAX Professionals



DENA TURNER  
Century 21  
Tucker-Swanson, Inc



MELISSA DOWSON  
VORREYER  
RE/MAX Professionals



ALLAN R. YOUNG  
RE/MAX Professionals

These Springfield Area REALTORS® serve as  
CHAMPIONS FOR OUR CITY - AND FOR YOU.

Capital Area REALTORS® wants to thank these professionals for their hard work and dedication in keeping Springfield a vibrant place to live and work. Our communities and the real estate industry can only continue to thrive with the strong advocacy of professionals like these.



# REALTOR® REVIEW

## Governmental Affairs - (Continued from page 15)

### Capital Area Falls Short of RPAC Fundraising Goals

Final RPAC fundraising numbers for 2018 have been posted by Illinois REALTORS® revealing a total of \$54,500 raised by CAR resulting in a 12 percent decrease over the 2017 fundraising effort of \$62,138. A total of 34 Major Investors (MI's) were recruited, 11 less than in 2017 and 10 less than its 2018 goal of 44. Finally, CAR's overall participation rate was 71 percent, eight percentage points below its 2017 participation rate and CAR's 2018 participation goal of 79 percent.

Special thanks to the following REALTOR® members and Affiliate members for their investment in RPAC during 2018 (*see page 11 for West Central Chapter investors*):



### 2018 REALTORS® Investing in RPAC

Alderman, Roberta	Bruce, James	Cooley, Amanda	Fornwalt, Rick
(MI) Aldrich, Randy	Budrean, Jonathan	Cornett, Andrew	Franklin, Jennifer
Alfano, Pete	Bugos, Adam	Coultas, Lindsey	Frederick, Tim
Allan, Cheryl	(MI) Buscher, Anthony	Creasey, Lisa	Frost, Jackie
Anzalone, Christine	Buscher, Krystal K	Crocker, Lora	Frost, Tom
Arya, Ketki	(MI) Buscher, Michael	Crumrin, Adam	Fry, Paula
Austin, Patti	Call, Ben	Curvey, Bernard	Fryman, Wendi
Ayers, RuthAnn	(MI) Campo, Dominic	Curvey, Joseph	Fulgenzi, Jim
Badger, Kathy	(MI) Campo, Nicholas	Davidson, Tina	Garrison, Glen
Baragiola, Laura	Campo, Nino	Davis, D. Michael	(MI) Garst, Kathy
Bartolomucci, Cristi	Canterbury, Jeff	Davis, Derrel	Garvin, Jennifer
Bates, Alexandra	Carter, Heather	Davis, Michael	George, Jerry
Bavetta, John	CARTER, THOMAS	DeBrun, Kristie	Germeraad, Crystal
Bean-Mathis, Denise	Castleman, Michael	Disco, Susan	Gettleman, Patrick
Beck, Catherine	Catherwood, Laura	Disney, Sarah	Gibler, Daniel
Bellis, Jackie	Cave, Donald	(MI) Do, Stephanie	Gizdic, Joseph
Bentley, Becky	Cearlock, Brent	Doolin, Celinda	Gorman, Ryan
Berendt, Shelley	Cerveney, Amber	Dorworth, Beverly	Grady, Cindy
Billington, Leah	Chevalier Zini, Gail	Duff, Ronald	Graves, Joe
Bilows, Maggie	Chevalier, Bobbi	Dugan, Mildred	Green, Carla
Blane-Olesen, Judy	Chevalier, Jeromy	Dura, Brittney	Grojean, Charles
Blankenship, Shirley	(MI) Chiles, Philip	Ebert, Jake	Grussenmeyer, Melissa
Blevins, Gregory	Chipman, Robert	Egizii, Rodney	Grussenmeyer, Sarah
Blood, Sudi	Clagg, Joyce	Elliott, Kimberly	Gurnsey, Neil
Boehler, Charlotte	Clark, Hannah	Endres, Jason	Gvazdinkas, James
Boster, Jerry	Clayton, Mark	Endzelis, Barbara	Haertling, Wesley
Bowen, Edward	Coats, Amy	Fallone, Todd	Haggerty, Lisa
Brandenburg, Mitzi	(MI) Coker, Ashley	Farley, Gary	Hamilton, Sandra
Brent, Cindy	Colburn, Lonnie	Faulkner, Carolin	(MI) Hanselman, Richard
Brewer, Jan	(MI) Collins, Beverly	Findley, Karyl	Harris, Karen
Brittin, Kaye	Collins, Casey	Fishel, Mike	Harvey, Gary
Brown, Elizabeth	Conder, Paula	Fitzgerald, Daniel	(MI) Hay, Jane
Brown, Rod	Contri, Steve	Fleck, Gregory	Hayden, Kim
Broyles, John	Cook, Justin	Ford, Jennifer	Hearn, Lezlie

(MI) - Major Investor

(Continued on page 17)

# REALTOR® REVIEW

## Governmental Affairs - (Continued from page 16)



## 2018 REALTORS® Investing in RPAC - Continued from page 16)

Held, Douglas	Lilly, Julie	Moulton, Robert	Reichert, Mark
Helton, Henry	Lober-Hamilton, Rose	Mullen, SueAnn	Reiser, Bob
Hendricks, Rebecca	(MI) Locascio, Jane	Murphy, Jamie	Richter-Seiler, Lisa
Hendrickson, Robert	Lochbaum, Jeff	Murphy, Mark	Roark, Troy
Heskett, Constance	Long, Derek	Musso, Nick	Roate, Marlana
Hillery, Craig	Long, Nancy	(MI) Musso, Todd	Roberts, Tanya
Hogan, Aaron	Lovens, James	(MI) Myers, Steve	Runkel, Jennifer
Hohmann, Richard	Lynn, Mark	Nargelenas Martin, Teresa	(MI) Sables Duff, Suzie
Holloway, Grant	Mabus, Jake	Nesch, Roger	(MI) Sale, Daniel
Holt, Jamie	(MI) Madison, Susan	Nevill, Robert	Salinas, Trey
House, Dayna	Mahan, Linda	Nichelson, Kathy	(MI) Sarsany, Debra
Huber, Sid	Maher, Clancy	Niehaus, Michael	Sattler, Chuck
Hudson, Dana	(MI) Mahoney, Ed	Nonneman, Kathryn	Selinger, Patrick
Hughes, Leigh Ann	Maier, Linda	Oakes, Sharon	Sellens, Tyler
Hurwitz, Mary	Mangiaracina, John	O'Daniel, Susan	Shadis, Cheri
Hutchinson, Clyde	Maple, Kelli	(MI) Oldenettel, Michael	(MI) Shaw, Tracy
James, Larry	Marfell, Rachel	Olesen, Peter	Shive, Steve
Jarvis, Kevin	Martin, Ann	Oreshkov, Renee	Shoemaker, Kayla
Jeffers, Brenna	Martin, Gina	Orum, Alysan	Shuster, Betty
Johnson, Galen	Mason, Justin	Osibamowo, Kemi	Skeeters Jr., James
Jones, Norman	Masterson, Sharon Kay	Ott, Ann	Skeeters, James
Jones, Randall	Mathis, Timothy	Palmer, Shelba	Skeeters, Ron
Keehner, Mathew	Mayer, Julie	Park, Kathy	Skerton, Lori
Kennedy, Helen	McCormick, Julie	Pate, James	Skilbeck, Jerry
Kent, Douglas	(MI) McCurley, Ki	Pedigo, Eric	Smarjesse, Tony
Kerstein, John	McDermith, Linda	Perry, Denise	Smay, Paul
Kienzler, Gregory	McDowell, Lucas	Peters, Stefanie	Smith, Todd
(MI) Killebrew, Kyle	McElroy, Matthew	Petri, Kimberly	Smith, Tyler
Kindred, Jake	McGee, Michael	Pfister, Fritz	Snow, Michael
King, Mitch	McGehee, Hayley	Pfister, Kristie	Spann, Kim
Kingery, Ken	McIntyre, John	Phillips, Meagan	Spengler, Philip
Kinney, Andrew	McKavetz, Ron	Plake, David	Sperry, Dan
Kitt, Lexi	Menke, Laura	Plattner, Bennette	Spotts, Norma
Klemm, John	Michel, Chad	Pollard, Nora	Squires, Ryan
(MI) Kruse, Cindi	Miller, Angela	Polovich, Greg	Staab, George
Kruse, Joshua	Miller, Joseph	Praia, Peter	Steinberg, Dianne
Kuhar, James	Milliken, Aaron	Presney, II, Paul	Stelle, Jeffrey
Ladage, Deborah	Minor, Thomas	Pressnall, Megan	(MI) Steward, Peter
Lambert, Shaun	Mohan, Roni	Pryor, Dennis	Stewart, Jonathan
Lee, Rita	Moore, Brian	Purdon-Menke, Janene	Stockton, Natchure
Lemmon, Jerry	Moore, Darrell	Quattrin Coombe, Sarah	Stone, Philip
(MI) Levi, Christin	Moran, Chrissie	Rahar, Robert	Strow, Andrew
Lewis, Debra	Moriconi, Paul	Rankin, Ruth	Sullivan, David
Lewison, Debbie	Moughan, Joey	Rayburn, Corey	Sutherland, Joe

(MI) - Major Investor

(Continued on page 18)

# REALTOR® REVIEW

## Governmental Affairs - (Continued from page 17)



## 2018 REALTORS® Investing in RPAC - Continued from page 17)

Tally, Gregory	Tullis, Tina	Waltrip, Gale	Winchester, Jami
Tameling, Hero	Turner, Casandra	Waltrip, Jim	Wolter, Gina
Teeter, Richard	Turner, David	Warden, Penny	Worrell, Allan
Tetzlaff, Joseph	Tuttle, Suanne	Wasmer, Gail	Worrell, Luke
Thoma, Amy	VanHise, Gary	Webb, Betty	Yates, Caron
Tiemann, Joann	von Behren, Michael	Welch, Mary Jo	Yates, Clayton
Tinsley, Diane	(MI) Steward, Peter	Wike, Brad	York, Steven
Tintori, James	Waggener, Derek	Williams, Cherri	(MI) Young, Al
Tisdale, Dina	Waggener, Lori	Williams, John	Zeigler, Mark
Tomten, Lauren	Wall, Jim	Winchester, David	Zessin, Greg

(MI) - Major Investor

## 2018 Affiliates investing in RPAC

Adams II, Sonny	Drummond, Scott	Kirby, David	Quigley, Patrick
Bacon, Terry	Dyer, Brad	Lomelino, Christina	Reents, Chad
Bolt, Dustin	Earl, William	Lovelace, Brett	Reither, Paul
Brauer, Beverly	French, Abby	Lovelace, Candy	Siverly, Dianne
Bumgardner, Thomas	Fuhrmann, Gina	Lust, Cris	Strumpher, Dana
Buscher, Misty	Glick, Lance	(MI) Lyons, Dana	Stufflebeem, Randy
Call, Gale	Graff, Jamie	McGuire, Jim	Teague, Mark
Carr, Rick	Hampton, Dianne	Mitchell, Kristi	Thomas, Steven
Catteau, Michael	Harris, Kimberly	Moore, Bridget	Torricelli, Tim
Coonrod, David	Hoffman, Michelle	Nardi, Lisa	Tregoning, Robert
Daily, Brent	Joyce, Patrick	O'Shea, Jeffrey	Verardi, Stephanie
Day, Leslie	(MI) Joyner, Courtney	Paisley, Karen	Wilson, James
Denby, Peter	(MI) Kearney, Timothy	Peabody, Dean	Yeager, Melissa
Dow, D Michael	Kienzler, Tim	(MI) Peterman, Trent	Zessin, Greg

(MI) - Major Investor

**ILLINOIS REALTORS®**

**Capitol Conference**

**"REALTOR® Lobby Day"**

**April 30th**

**10:00 a.m. - 6:30 p.m.**

**Register at [Illinoisrealtors.org](http://Illinoisrealtors.org)**

# 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](http://www.SeeHouses.com)

[www.SeeBuildings.com](http://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](http://www.illinoisrealtor.org)

#### National Association of REALTORS®

Phone: 312/329-8200

Fax: 312/329-8576

Website:

[www.realtor.org](http://www.realtor.org)

#### Office of Banks and Real Estate:

Phone: 217/782-3414

#### SentriLock:

Phone: 877/736-8745

[support@sentrilock.com](mailto:support@sentrilock.com)

<http://lockbox.sentrilock.com/>

#### MarketLinx (InnoVia):

Phone: 800/334-0831

#### ShowingTime

Phone: 800/746-9464

### NEW MEMBERS

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

#### DESIGNATED REALTORS®

Justin Burau

Jennifer Teimeyer

Luke Worrell

Worth Clark Realty

Teimeyer Appraisal Services

Worrell Land Services

#### REALTORS®

Adam Bauer

Melissa Blevins

Jeff Canterbury

Steven Cowles

Gregory Davis

Matthew Davlin

Trina Dunbar

Rodney Egizii

Jessica Esters

Julie Hill

Ashley Kauffold

Bill Kienzle

Timothy Lane

Clancy Maher

Andi Manes

Rachel Marfell

Hayley McGehee

Nicole Moon

Kristen Nelson

Mark Nelson

Kemi Osibamowo

David Plake

Bradley Stirmell

Connie Swikle

Jodi Watkins

David Winchester

Worrell Land Services, LLC

Real Broker LLC

Keller Williams Capital

The Real Estate Group, Inc.

Coldwell Banker Springfield

Worth Clark Realty

Real Estate Service & Consulting

The Real Estate Group, Inc.

Mel Foster Co. Galesburg

The Real Estate Group, Inc.

Keller Williams Capital

Keller Williams Capital

Whitetail Properties

Moulton Real Estate

The Real Estate Group, Inc.

Mel Foster Co. Galesburg

RE/MAX Professionals

Worth Clark Realty

Garrison Group, Inc.

Keller Williams Capital

Keller Williams Capital

The Real Estate Group, Inc.

The Real Estate Group, Inc.

#### Full Affiliates

Hannah Dolash

Arnold Holliday

Lisa Scranton

Drew Stevens

Steven Thomas

Gary Townsend

American Home Shield

Doc's Radon Testing

Scranton Appraisal

National Bank of Petersburg

Thomas Home Inspections

Midstate Professional Services

#### Local Affiliates

Alan Bensing

Lori Beth Huddleston

Dustin Bolt

Chelsea Bradford

Meaghan Cody

Casey Constant

Jason LeMasters

Tim Robinson

Chicago Title Ins. Co (CAR Sponsor)

PNC Mortgage (CAR Sponsor)

B-Safe Home Inspections of IL (CAR Sponsor)

United Community Bank (CAR Sponsor)

Diamond Residential Mortgage (CAR Sponsor)

Diamond Residential Mortgage (CAR Sponsor)

Marine Bank (CAR Sponsor)

Marine Bank (CAR Sponsor) ❖

# REALTOR® REVIEW

## CALENDAR

### AT A GLANCE

#### February

26 Leadership IV 1:00-5:00

#### March

5 Break For Hot Topic 9:00  
Leadership V 4:30-8:00  
6 WC Advisory Committee 9:00  
7 Finance & Executive Comm 9:00  
8 Governmental Affairs 10:00  
12 Board of Directors 9:00  
13 BME 1804 Day 1 9:00-4:00  
14 BME 1804 Day 2 9:00-4:00  
15 Cont Ed (COR 16016) 9:00-12:00  
Cont Ed (TECH 1717) 1:00-4:00  
21 Awards Program 5:30  
26 CREN Luncheon 11:30  
27 COR 1626 (CORE A) 9:00-12:00  
COR 1697 (CORE B) 1:00-4:00

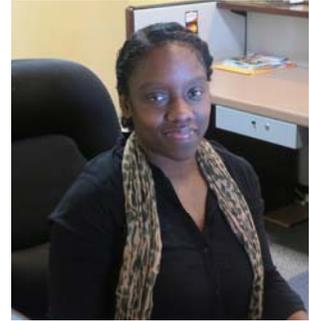
#### April

1 2nd Quarter MLS Fees Due  
3 WC Advisory Committee 9:00  
4 MLS Committee 9:00  
Finance & Executive Comm 9:45  
5 Governmental Affairs 10:00  
9 Board of Directors 9:00  
10 WC Quarterly Meeting 11:30  
11 Break For Hot Topic 9:00  
19 Good Friday - CAR Offices Closed  
30 Capitol Conference 11:30

## CAR Welcomes New Employees

### Kavida Jones, Customer Care Representative

Kavida Jones joined CAR on January 31st. She is employed as a Customer Care Representative in a job share position. Kavida answers incoming calls, takes registrations, performs MLS data entry, helps with data quality control support, lock box program support and the REALTOR® Store.



*Kavida Jones*

### Katy Cogan, Administrative Assistant

Katy Cogan joined CAR as the Administrative Assistant on February 19th. Katy will assist in coordinating the organization's educational programs, committee meetings, classroom rental and respond to membership issues. She will also assist in coordinating the organization's newsletter and other print materials.



*Katy Cogan*

We're excited to have both Kavida and Katy join us here at CAR. Next time you're in the area please stop to welcome them and to say hello!

### Capital Area REALTORS®

3149 Robbins Rd.  
Springfield, IL  
62704

217.698.7000  
Fax: 217.698.7009

[www.SeeHouses.com](http://www.SeeHouses.com)

## 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>

- 2018 Honor Roll Application
- Break For Hot Topic (March 5th)
- Winter 2019 Technology Training Schedule
- Payment Authorization Form
- Springfield area Winter 2019 CE schedule
- Springfield area 12 Hour Broker Management Course registration

### West Central

<http://seehouses.com/MemberPortal/WestCentralChapter.aspx>

- Galesburg area Winter 2019 CE flyer