

REALTOR® REVIEW

Volume 23, Edition 260

January 2018

The Tax Cuts and Jobs Act

What it Means for Homeowners and Real Estate Professionals

The National Association of REALTORS® (NAR) worked throughout the tax reform process to preserve the existing tax benefits of homeownership and real estate investment, as well to ensure as many real estate professionals as possible would benefit from proposed tax cuts. Many of the changes reflected in the final bill were the result of the engagement of NAR and its members, not only in the last three months, but over several years.

Introduction

While NAR remains concerned that the overall structure of the final bill diminishes the tax benefits of homeownership and will cause adverse impacts in some markets, the advocacy of NAR members, as well as consumers, helped NAR to gain some important improvements throughout the legislative process. The final legislation will benefit many homeowners, homebuyers, real estate investors, and NAR members as a result.

(Continued on page 2)



Wine Down with the Affiliates

Special Wine Tasting (January 18th)

An invitation is being extended to you from the REALTOR® and Affiliate Committee of the Capital Area REALTORS® to join us for a special Hot Topic program scheduled for January 18, 2018 from 4:00-6:00p.m. at CAR. Our Affiliate members will be hosting tables and will be available to discuss their services with you. The following Affiliate members will be hosting a table at this event:



B-Safe Home Inspection of IL, Inc.
Chicago Title
Diamond Residential Mortgage Corp.
Formea Insurance Group, Inc.
Heartland Credit Union
Illinois Educators Credit Union
Illinois National Bank
Leader One Financial

Marine Bank Mortgage Services
Prairie Land Title
Prairie State Bank & Trust
Springfield Area Homebuilders Association
Teague Inspections
The Title Center
Town & Country Banc Mortgage Services
West Central Bank

FULL

Special thanks to Illinois National Bank for agreeing to be our wine and wine glass sponsor. To RSVP for this FREE event please call CAR at 217.698.7000, fax the registration form to 217.698-7009, email admin@caaronline.com or log in at <https://mdweb.mmsi2.com/caar/> on "General Calendar" and click on the event to register. ❖



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Capital Area REALTORS®

MISSION

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

NOTICE

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

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

2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

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REALTOR® REVIEW

NEWS & NOTES

The Tax Cuts... - (Continued from page 1)

The final bill includes some big successes. NAR efforts helped save the exclusion for capital gains on the sale of a home and preserved the like-kind exchange for real property. Many agents and brokers who earn income as independent contractors or from pass-through businesses will see a significant deduction on that business income.



As a result of the changes made throughout the legislative process, NAR is now projecting slower growth in home prices of 1-3% in 2018 as low inventories continue to spur price gains. However, some local markets, particularly in high cost, higher tax areas, will likely see price declines as a result of the legislation's new restrictions on mortgage interest and state and local taxes.

For a summary of provisions of interest to NAR and its members please refer to the attachment to this month's REALTOR® Review labeled "The Tax Cuts and Jobs Act". NAR will be providing ongoing updates and guidance to members in the coming weeks, as well as working with Congress and the Administration to address additional concerns through future legislation and rulemaking. Lawmakers have already signaled a desire to fine tune elements of The Tax Cuts and Jobs Act as well as address additional tax provisions not included in this legislation in 2018, and REALTORS® will need to continue to be engaged in the process.

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 February 19th. 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 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 February 19, 2018. The

application is attached to this month's REALTOR® Review.



2017 Year End Statements Available Online

You can review your 2017 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 <https://mdweb.mmsi2.com/caar/> to access your membership information. If you have any questions, please contact CAR staff at 217/698-7000. ❖

REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

Capital Area Earns Triple Crown in RPAC Fundraising

Final RPAC fundraising numbers for 2017 have been posted by Illinois REALTORS® revealing a total of \$67,168 raised by CAR resulting in a 7.5 percent increase over the 2016 fundraising effort of \$62,138. A total of 45 Major Investors (MI's) were recruited, 3 more than in 2016 and 2 more than its 2017 goal of 43. Finally, CAR's overall participation rate was 79 percent, two percentage points above its 2016 participation rate and CAR's 2017 participation goal of 77 percent. CAR's fundraising success resulted in CAR claiming two of three categories in its Division (percent participation and most major investors) and securing the RPAC Triple Crown Award for meeting its goal in all three categories.



RPAC Year	Total Contributions	Major Investors	Participation Rate
2017	\$67,168	45	79%
2016	\$62,138	42	77%

Special thanks to the following REALTOR® members and Affiliate members for their investment in RPAC during 2017 (see page 7 for West Central Chapter investors):

2017 REALTORS® Investing in RPAC



- | | | | |
|-----------------------|--------------------------------|------------------------------|-----------------------------|
| Abner, Sharon | Bowen, Richard | Chevalier Zini, Gail | |
| Albanese Layden, Lily | (MI) Brandenburg, Mitzi | Chevalier, Bobbi | |
| Alderman, Roberta | Brent, Cindy | Chevalier, Jeromy | |
| Aldrich, Randy | Brewer, Jan | (MI) Chiles, Philip | Davis, D. Michael |
| Alfano, Pete | Brittin, Kaye | (MI) Chipman, Robert | Davis, Derrel |
| Allan, Cheryl | Brown, Elizabeth | Clagg, Joyce | Davis, Julie |
| Arya, Ketki | Brown, Rod | Clark, Hannah | Davis, Michael |
| Austin, Patti | Broyles, John | Clark, Jay | Debackere, Matt |
| Barber, David | Bruce, James | Clayton, Mark | (MI) Debrun, Kristie |
| Barker, Robert | Bugos, Adam | (MI) Coker, Ashley | Defrates, Christie |
| Barnes, Charles | Bumgarner, Tammy | Colburn, Lonnie | (MI) Denby, Susan |
| Bates, Alexandra | Burnett, Shelly | Cole, Judy | Disco, Susan |
| Bauer, Patti | (MI) Buscher, Anthony | (MI) Collins, Beverly | Disney, Sarah |
| Bavetta, John | Buscher, Krystal K | Collins, Casey | (MI) Do, Stephanie |
| Beck, Catherine | (MI) Buscher, Michael | Conder, Paula | Dorworth, Beverly |
| Beck, Mark | Call, Ben | Contri, Steve | Duff, Ronald |
| Bellis, Jackie | (MI) Campo, Dominic | Cookson, Dane | (MI) Duff, Suzie |
| Benamar, Sam | (MI) Campo, Nicholas | Cowan, Nikki | Duffy, Rick |
| Bentley, Becky | Campo, Nino | Creasey, Lisa | Dugan, Mildred |
| Berendt, Shelley | Carter, Anne | Crocker, Lora | Durkee, Janna |
| Berry, Melanie | Carter, Heather | Crumrin, Adam | Ebert, Wade |
| Billington, Leah | Carter, Thomas | Curvey, Bernard | Elliott-Birtch, Kimberly |
| Blane-Olesen, Judy | Castleman, Michael | Curvey, Joseph | Endzelis, Barbara |
| Blankenship, Shirley | Catherwood, Laura | Cycholl, Carie | Ernst, Lisa |
| Blevins, Gregory | Catteau, Michael | Dambacher, Cheryl | Evans, Gaye |
| Blood, Sudi | Cave, Donald | (MI) Davenport, Diane | Fallone, Todd |
| Bowen, Edward | Chambers, Chris | Davidson, Tina | Farley, Gary |
| | | | Fedor, Donna |

(MI) - Major Investor

(Continued on page 4)

REALTOR® REVIEW

Governmental Affairs - (Continued from page 3)



2017 REALTORS® Investing in RPAC - Continued from page 3)

Ferguson, Stepheni	Heil, Jeff	Long, Derek	Nichols, Samuel
Finley, Michael	Helton, Henry	Long, Nancy	Niehaus, Michael
Fishel, Mike	(MI) Hendricks, Rebecca	Lovens, James	Nonneman, Kathryn
Fitzgerald, Daniel	Hendrickson, Robert	Luster, Lori	Oakes, Sharon
Fleck, Gregory	Heskett, Constance	Mabus, Jake	(MI) Oldenettel, Michael
Ford, Jennifer	Hill, Angela	(MI) Madison, Susan	Olesen, Peter
Fornwalt, Rick	Hohmann, Richard	Mahan, Linda	Omidiora, Benjamin
Franklin, Jennifer	Holcomb, Matthew	(MI) Mahoney, Ed	Oreshkov, Renee
Frederick, Tim	Holloway, Grant	Maier, Linda	Orum, Alysyan
Frost, Jackie	Huber, Sid	Mangiaracina, John	Ott, Ann
Frost, Tom	Hughes, Adrianna	Maple, Kelli	Overbey, Karen
Fry, Paula	Hurwitz, Mary	Marriott, Bill	Palmer, Shelba
Fryman, Wendi	Huson, Cody	Martin, Ann	Park, Kathy
Fulgenzi, Jim	James, Larry	Martin, Connie	Pate, James
Furman, Kassie	James, Larry	Martin, Thomas	Pate, Rachel
Garrison, Matt	Jarvis, Kevin	Mason, Justin	Peabody, Samuel
(MI) Garst, Kathy	Jeffers, Brenna	McCormick, Julie	Pedigo, Eric
Garvin, Jennifer	Johnson, Galen	(MI) McCurley, Ki	Penckek, Billie
George, Jerry	Jones, Kevin	McDermith, Linda	Perry, Denise
Germeraad, Crystal	Jones, Randall	McElroy, Matthew	Peters, Jim
Gibler, Daniel	Karl, Judy	McFee, Matthew	Peters, Stefanie
Gipson, Danielle	(MI) Kennedy, Helen	McGee, Michael	Pfister, Fritz
Gizdic, Joseph	Kent, Douglas	McIntyre, John	Pfister, Kristie
Goleman, John	Kerstein, John	McKavetz, Ron	Phillips, Meagan
Gorman, Ryan	(MI) Killebrew, Kyle	Menke, Laura	Plattner, Bennette
Grady, Betty	Kilroy, John	Merold, Brittany	Plattner, Lynn
Graham, Kevin	King, Mitchell	Micenheimer, James	Praia, Peter
Graves, Joe	Kinney, Andrew	Miller, Angela	Pressnall, Megan
Green, Carla	Kitt, Lexi	Miller, Ryan	Pryor, Blake
Greenan, Vicky	(MI) Klemm, John	Milliken, Aaron	Pryor, Dennis
Greer, Matthew	Kramer, Alex	Minor, Thomas	Purdon-Menke, Janene
Grojean, Charles	Krueger, Barbara	Mohan, Roni	Quattrin Coombe, Sarah
(MI) Grussenmeyer, Melissa	(MI) Kruse, Cindi	Moore, Darrell	(MI) Rabin, Emily
Gunter, Erica	Kruse, Joshua	Moore, Stephanie	Rader, Judy
Gvazdinkas, James	Kuhar, James	Mullen, Sueann	Raynolds, Randall
Hamilton, Cindy	Ladage, Deborah	Musso, Marc	Regan, Patrick
(MI) Hamilton, Sandra	Landgrebe, Mari	Musso, Nick	Reichert, Mark
Hammel, Lori	Lee, Rita	(MI) Musso, Todd	Reid, Mary
(MI) Hanselman, Richard	Lemmon, Jerry	(MI) Myers, Steve	Richter-Seiler, Lisa
Harris, Karen	Lewison, Debbie	Nagle, Cindy	Roark, Troy
Harvey, Gary	Liberman, Alexandra	Nargelenas Martin, Teresa	Rynders, Eric
Hastings, John	Lightle, Matthew	Nesbitt, Timothy	(MI) Sale, Daniel
Hawk, Dean	Lightle, Matthew	Nesch, Roger	(MI) Sarsany, Debra
(MI) Hay, Jane	Lober-Hamilton, Rose	Nevill, Robert	
Hearn, Lezlie	(MI) Locascio, Jane	Nichelson, Kathy	
	Lochbaum, Jeff		

(MI) - Major Investor

(Continued on page 5)

REALTOR® REVIEW

Governmental Affairs - (Continued from page 4)



2017 REALTORS® Investing in RPAC - Continued from page 4)

Sattler, Chuck	Squires, Ryan	Thoma, Amy	
Selinger, Patrick	Staab, George	Tiemann, Joann	
Sellens, Tyler	Steinberg, Dianne	Tillett, Curtis	Webb, Betty
Shadis, Cheri	Stelle, Jeffrey	Tintori, James	
(MI) Shaw, Tracy	Stelle, Sue	Tippett, Maurice	Welch, Mary Jo
Shive, Steve	Stern, Harry	Tisdale, Dina	Wenda, Kim
Shoemaker, Kayla	(MI) Steward, Peter	Tomten, Lauren	West, Matthew
Shuster, Betty	Stockton, Natchure	Turner, Casandra	Williams, Cherri
Skeeters Jr., James	Stone, Philip	Turner, David	Williams, Jamie
Skeeters, James	Stotlar, Kelly	Vancil, Jake	Wilson, James
Skeeters, Ron	Stremsterfer, Dawn	Vanhise, Gary	Winchester, Jami
Skerston, Lori	Sullivan, David	Vann, M.T.	Wolter, Gina
Skilbeck, Jerry	Sutherland, Joe	(MI) Vorreyer, Melissa	Worrell, Allan
Smarjesse, Tony	Sutton, Melinda	Waggener, Derek	Worrell, Luke
Smay, Paul	Swartzlander, Brandon	Waggener, Lori	Wright, Pamela
Smith, Todd	Taft, Barry	Wall, Freda	Yates, Caron
Snow, Michael	Tate, Cindy	Wall, Jim	Yates, Clayton
Spann, Kim	Taylor, Elaine	Walter, Carol	(MI) Young, Al
Spengler, Philip	Taylor, Tracie	Waltrip, Gale	Zeigler, Mark
Sperry, Dan	Teeter, Richard	Waltrip, Jim	Zessin, Greg
Spotts, Norma	Tetzlaff, Joseph	Wasmer, Gail	Zinn, Katie

2017 Affiliates for RPAC

Adams II, Sonny	Glick, Lance	Margeson, Kevin	Selinger, Bridget
Adams, Gregory	Graff, Jamie	Mazrim, Aaron	Siverly, Dianne
Bacon, Terry	Griffiths, Fred	McDowell, Lucas	Smith, Lisa
Boarman, Mike	Gurnsey, Neil	McGuire, Jim	Stefano, Frank
Boster, Jerry	Hampton, Dianne	Meyer, Robert	Stewart, Jonathan
Broyles, Nicholas	Held, Douglas	Miller, Jeff	Strumpher, Dana
Bumgardner, Thomas	Hughes, Leigh Ann	Nardi, Lisa	Tally, Gregory
(MI) Buscher, Misty	Jones, Norman	Paisley, Karen	Teague, Mark
Campbell, Eric	Joslin, Janet	Pavlik, Thomas	Tepavchevich, Andrew
Carr, Rick	Joyce, Patrick	Peabody, Dean	Torricelli, Tim
Cerveney, Nicholas	(MI) Joyner, Courtney	(MI) Peterman, Trent	Tregoning, Robert
Coats, Amy	(MI) Kearney, Timothy	Quigley, Patrick	Tuttle, Suanne
Cook, Jay	Kienzler, Tim	Rahar, Robert	Vance, Mark
Coonrod, David	Lambert, Shaun	Rankin, Ruth	Verardi, Stephanie
Denby, Peter	Lewis, Debra	Rayburn, Corey	Vogt, Paul
Dyer, Brad	Lockwood, Melissa	Reents, Chad	von Behren, Michael
Earl, William	Lomelino, Christina	Robinson, Tim	Welch, Timothy
Edwards, Peter	Lovelace, Brett	Romanotto, Vincent	Wike, Brad
Enlow, Jeff	Luparell, Mark	Salesfski, Rob	Wykoff, Paula
Frioli, Sam	Lust, Cris	(MI) Sapp, Aaron	Young, Kimberly
Fuhrmann, Gina	(MI) Lyons, Dana	(MI) Schaller, Chris	Zessin, Greg

(MI) - Major Investor

REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT



2018 Winter Continuing Education Schedule

Included as an attachment to this month's REALTOR® Review is CAR's 2018 Winter CE schedule and below is a summary listing of these courses that are held in conjunction with the IR Licensing and Training Center:

February 9, 2018

Instructor: Annette Akey Panzek

COR 1626A - Fair Housing, Agency, License Law & Escrow: Back to the Basics (3 Hrs. Core A)

RB 770 - Be at the Helm-Navigating Sales Contracts, Offers, Contingencies & Escrow (3 Hrs. Elective)

February 20, 2018

Instructor: Kim Daugherty

COR 1634 - Fair Housing, Agency, License Law & Escrow (3 Hrs. Core A)

ETH 1517 - Ethics in Real Estate (3 Hrs. Elective)

March 1, 2018

Instructor: Patrick Daniels

ENV 1240 - Radon & Real Estate (3 Hrs. Elective)

March 15, 2018

Instructor: Kim Daugherty

Fair Housing (3 Hrs. Core A) (**Pending Approval**)

Code of Ethics (3 Hrs. Elective) (**Pending Approval**)

March 27, 2018

Instructor: Annette Akey Panzek

COR 1697 B: Marketing Mishaps & Mayhem - Common Legal Blunders in Marketing (3 Hrs. Core B)

RD 900: Real Estate Safety Matters: Safe Business = Smart Business (3 Hrs. Elective)

What Tasks Can Unlicensed Assistants Legally Perform?

Attend the Unlicensed Assistant Course to Find Out

Instructor: Kerry Kidwell March 16th (9:00-12:00 noon).

Cost to Attend: \$45

Many real estate brokerage offices and/or teams hire unlicensed assistants to assist them in their day-to-day business activities. However, often times there is a fine line between what these unlicensed individuals are able to do. It is imperative that unlicensed individuals and those licensees that employ them have a clear understanding as to what duties they can legally perform. Allowing an unlicensed assistant to engage in activities which are indicated as activities requiring a license may result in discipline against the employing licensee.

Topics covered:

- What is a personal assistant
- Who is responsible for their actions
- What is an unlicensed personal assistant
- What can an unlicensed assistant do and not do
- Assistant time management
- Agency and agency relationships in Illinois
- Anti-trust
- Confidential information
- Equal opportunity in housing
- Protected classes
- Advertising
- CAN-SPAM Act
- Regulation Z
- Interest rate ads
- Showing etiquette
- Unauthorized practice of law
- MLS rules and regs

Download registration form attached to this month's REALTOR® Review. ❖

2018

License Law Changes

The current requirement for broker continuing education is 12 hours consisting of 6 hours of required Core A and Core B classes, and 6 hours of elective courses. Exams are currently required for all courses.

(Note: The following License Law changes will NOT affect the 2018 renewal cycle.)

The update to the license act keeps the 12 hour requirement, but it will consist of a single 4-hour core curriculum, established by the board, and 8 hours of elective credit. Credit for courses completed in a classroom or through a live, interactive webinar or distance education program won't require an exam. Credit for home study will still require passing an in-person, proctored exam by a score of at least 75%.



WEST CENTRAL CHAPTER

Chapter RPAC Fundraising

Final RPAC fundraising numbers for 2017 are in and they reveal a total of \$4,236 raised by the West Central Chapter. A total of 2 Major Investors (MI's) were recruited which was down 50 percent from last year and 3 shy of its goal. The Chapter's overall participation rate was 75 percent.



2017 West Central Chapter REALTORS® Investing in RPAC

Ballard, Jeffrey	Huston, Schuyler	Thiel, Zack
Benson, Larry	Kilpatrick, Joshua	Thompson, Annette
Boys, Katrina	Litchfield, Tricia	Thompson, Edward
Cratty, Karen	Morss, Steven	Townsell, Joe
Dagen, Lori	(MI) Pepmeyer, Christine	Turke, James
Daly, Stephen	Rosenberry, Pamela	(MI) Turner, Dena
Davis, Mary	Schroeder, Rhianna	Turner, Jackie
Duncan, Jeffrey	Shoop, Leroy	Tyrrell, Lois
Eagle, Timothy	Skinner, Larry	Varner, Sara
Hennenfent, Pat	Smith, Amanda	Wilcox, C.M. Kit
Hillery, Lindsay	Swanson, Sherrill	Young, Kimberly

(MI) - Major Investor

Special thanks to the following West Central Chapter REALTOR® members and Affiliate members for their investment in RPAC during 2017:

2017 West Central Chapter Affiliates for RPAC

Allgeyer, Jennifer	Higgins, Susan	Roy, John
Cabrera, Rebecca	Hillery, Craig	Smith, Amber
Denisar, Christine	Hopping, Heather	Stoerzbach, Dan
Friedrich, Rebecca	Lamb, Carrie	Thompson, Joe
Helvick, Cindy	Martin, Gina	

Chapter Quarterly Luncheon

January 17, 2018

Please join the West Central Chapter at the Galesburg Public Library on January 17, 2018 from 11:30 am—1:00 p.m. for an informative open panel discussion with local home inspectors. Be sure to come with your questions for the experts! Lunch catered by Leiber's Boxcar Express. Cost: \$7.00 (includes 6" sub, chips, cookie and tea or water). RSVP no later than January 15, 2018 to Angela Roberts at 309-342-6225 or www.westcentral@caaronline.com. ❖



Advisory Committee meetings:

January 10, 2018
February 7, 2018
March 7, 2018
April 4, 2018
May 9, 2018
June 13, 2018
July 11, 2018
August 8, 2018
September 5, 2018
October 10, 2018
November 7, 2018
December 5, 2018

All meetings will begin at 9:00 a.m. and will be held at the Chapter office located at 975 Henderson Street, Suite 4, unless otherwise noted

West Central Chapter Quarterly Meeting

Dates:

January 17, 2018
(Wednesday)
April 18, 2018
(Wednesday)
July 18, 2018
(Wednesday)
October 17, 2018
(Wednesday)

*Lunch - 11:30 a.m.
Meeting 12:00-1:00 p.m.*

REALTOR® REVIEW

Local Market Update for December 2017

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



West Central Region

Single-Family Detached	December			Rolling 12 Months		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
Key Metrics						
New Listings	27	34	+ 25.9%	739	741	+ 0.3%
Pending Sales	27	17	- 37.0%	526	553	+ 5.1%
Closed Sales	40	37	- 7.5%	533	553	+ 3.8%
Cumulative Days on Market Until Sale	78	108	+ 38.5%	105	109	+ 3.8%
Median Sales Price*	\$97,500	\$75,000	- 23.1%	\$72,000	\$81,750	+ 13.5%
Average Sales Price*	\$96,819	\$86,212	- 11.0%	\$90,716	\$97,358	+ 7.3%
Percent of Original List Price Received*	92.8%	87.9%	- 5.3%	90.2%	90.0%	- 0.2%
Inventory of Homes for Sale	224	199	- 11.2%	--	--	--
Months Supply of Inventory	5.1	4.3	- 15.7%	--	--	--

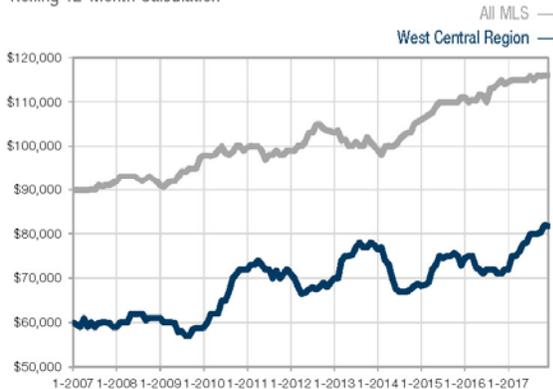
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	December			Rolling 12 Months		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
Key Metrics						
New Listings	1	1	0.0%	6	10	+ 66.7%
Pending Sales	1	2	+ 100.0%	3	5	+ 66.7%
Closed Sales	3	2	- 33.3%	3	4	+ 33.3%
Cumulative Days on Market Until Sale	38	98	+ 157.9%	38	191	+ 402.6%
Median Sales Price*	\$130,000	\$119,000	- 8.5%	\$130,000	\$130,000	0.0%
Average Sales Price*	\$134,000	\$119,000	- 11.2%	\$134,000	\$124,500	- 7.1%
Percent of Original List Price Received*	97.7%	88.8%	- 9.1%	97.7%	92.1%	- 5.7%
Inventory of Homes for Sale	2	6	+ 200.0%	--	--	--
Months Supply of Inventory	1.3	4.8	+ 269.2%	--	--	--

* 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 January 5, 2018. All data from Capital Area REALTORS® MLS. Report © 2018 ShowingTime.

TECHNOLOGY/MLS CORNER

Winter Technology Training

Take advantage of our FREE training offered one or more of the following remaining Winter 2018 dates:



Prospecting Manager & Buyer Match

February 26 — 9:00-10:00 a.m.
March 27 — 9:00-10:00 a.m.

Authentisign

February 9 — 9:00-10:00 a.m.
March 15 — 9:00-10:00 a.m.

InnoVia

February 20 — 9:00-10:30 a.m.
March 22 — 9:00-10:30 a.m.



TransactionDesk

February 6 — 9:00-10:30 a.m.
March 6 — 9:00-10:30 a.m.

2018 MLS Fee Schedule Available

Included as an attachment with this month's REALTOR® Review is the MLS fee schedule for 2018. This can also be downloaded from <https://tinyurl.com/y9ob3m3v>. 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 MLS fees:

Quarter	Invoice Date	Due Date	MLS Fees	SentriLock	Total
1st Qtr 2018	December 1st	January 1st	\$189.75	\$54.00	\$243.75
2nd Qtr 2018	March 1st	April 1st	\$189.75	\$54.00	\$243.75
3rd Qtr 2018	June 1st	July 1st	\$189.75	\$54.00	\$243.75
4th Qtr 2018	August 31st	October 1st	\$189.75	\$54.00	\$243.75

8th Annual Administrator Workshop

February 23, 2018 (Note date change)

Office Staff, Personal Assistants and Coordinators are invited to attend this informal workshop to be held at CAR on February 23, 2018 from 10:00 - 11:30 a.m. and online via webinar. The workshop will cover the latest InnoVia updates MLS policy changes as well as Instanet and ShowingTime updates. 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 February 20th by calling CAR at 217.698.7000 or email admin@caaronline.com. To RSVP for the online webinar contact Cathy Wagner at cwagner@caaronline.com. ❖

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. <http://seehouses.com/Portals/0/Documents/creditcardauth.pdf>.



REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 9)

Customizing Your InnoVia Home Page

You have the ability to customize your home page by moving several of the modules around to create a different layout. You can also hide these modules from showing on your home page to simplify the layout.

Movable modules include any of the sections on the left side of the page (blue), and those in the middle of the home page (orange):

- Quick Hotsheet
- My/Office/Firm Inventory
- My Expiring Listings
- Board News
- Bulletin Board
- Active Listings
- Links of Interest
- Quick Lookup Search



A To move a module, you will need to unlock the home page, by clicking on the little pad lock in the upper right corner of the page, so that it appears unlocked. Once you have the modules moved into their new locations, click the “pad lock” to lock them in place.



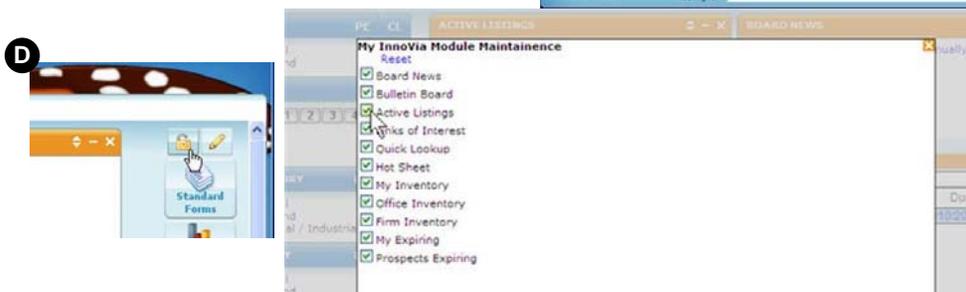
B Then, simply click and drag the modules around on the home page and place them where you would like.

The blue sections on the left can be reordered vertically, but they must stay on the left side. You can also double-click these sections to minimize them. (Minimized sections will return to full size when you revisit the page)

C Moving the orange modules on top of another module will either swap the two, or shift the rest over. Play around with it until you get the feel, you won't break it!



D To hide any of the modules, click on the little pencil icon next to the pad lock. This will open the Module Maintenance screen, where you can un-check any of the modules to hide them. There is also a **Reset** link to reset the screen back to the default. When finished, simply close the window by clicking the “close this window” button in the upper right corner. ❖



REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

January CREN Luncheon

The next CREN luncheon is scheduled for January 23, 2018 will feature **Evan M. Liddiard, CPA, Sr. Policy Representative – Federal Taxation**, National Association of REALTORS®. Mr. Liddiard will provide a detailed overview of the new Tax Reform Act and how it affects you as a REALTOR and commercial practitioner. You will also have an opportunity to ask questions. This is one CREN luncheon you won't want to miss out on. Special thanks to our sponsor **The Title Center**.



Technology/MLS Corner - (Continued from page 10)

Do you have the SentiSmart App from Sentrilock?

- SentiSmart™ is a mobile application, allowing access to a lockbox with the use of a mobile device instead of a SentiCard®. Users have the ability to use SentiSmart™ to: open the key compartment of a lockbox, release the shackle, view lockbox access logs, assign lockboxes to a listing address and generate 1 day codes for their lockboxes.
- In order to install the SentiSmart™ application onto your device, SentiSmart™ must be enabled by your Association.
- Upon first use of the SentiSmart™ application, you will need to register your mobile device by entering your SentiLock ID (XXXX-CAAR) and password. You will use the same ID and password you would use to login to the **REALTOR® Lockbox Web Site** or the **SentiCard® Utility**.
- SentiSmart™ users must also agree to the license before the application can be used. Agreeing to this license means that you are taking responsibility for any accesses generated through the application from your mobile device. Mobile accesses are treated just like SentiCard® accesses and will be displayed in the lockbox access log this way.
- In order to use most functions within SentiSmart™, you will still need to enter your PIN. Please make sure you are aware of your PIN before you plan to use the SentiSmart™ application. You can view your PIN on the card carrier sheet that you receive with your SentiCard®.
- You will also need to have the location services enabled on your mobile devices in order to use the SentiSmart™ application. If it is not enabled, SentiSmart™ will prompt you to do so once it is opened.
- When using the SentiSmart™ application, you do not need to insert your SentiCard® into the lockbox you are trying to access, but it is important to keep your SentiCard® with you. This will give you an alternate way of accessing lockboxes if you are outside your mobile device's service area with the SentiSmart™ application.
- If your mobile device loses its connection and is out of service, the SentiSmart™ application will switch into the off-line mode if you are not connected to a Bluetooth® REALTOR® Lockbox. When your device is in this mode, you can retrieve a mobile renewal code. You will need your SentiCard® to use this code at a lockbox. If you are in an area without service but are trying to connect to a Bluetooth® REALTOR® Lockbox, you will be able to do so with only a Bluetooth® connection. ❖

CREN Sponsors



REALTOR® REVIEW

Local Market Update for December 2017

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



Capital Area Region

Single-Family Detached	December			Rolling 12 Months		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
Key Metrics						
New Listings	195	189	- 3.1%	4,744	4,822	+ 1.6%
Pending Sales	155	202	+ 30.3%	3,484	3,557	+ 2.1%
Closed Sales	249	258	+ 3.6%	3,519	3,530	+ 0.3%
Cumulative Days on Market Until Sale	103	91	- 11.7%	85	80	- 5.9%
Median Sales Price*	\$108,000	\$118,000	+ 9.3%	\$120,000	\$122,600	+ 2.2%
Average Sales Price*	\$134,578	\$138,071	+ 2.6%	\$144,010	\$144,976	+ 0.7%
Percent of Original List Price Received*	92.1%	91.6%	- 0.5%	93.2%	93.2%	0.0%
Inventory of Homes for Sale	1,064	982	- 7.7%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

* 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	December			Rolling 12 Months		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
Key Metrics						
New Listings	15	14	- 6.7%	423	466	+ 10.2%
Pending Sales	15	19	+ 26.7%	325	358	+ 10.2%
Closed Sales	18	30	+ 66.7%	322	354	+ 9.9%
Cumulative Days on Market Until Sale	80	90	+ 12.5%	85	83	- 2.4%
Median Sales Price*	\$145,750	\$146,000	+ 0.2%	\$136,500	\$127,700	- 6.4%
Average Sales Price*	\$156,239	\$155,090	- 0.7%	\$139,885	\$131,215	- 6.2%
Percent of Original List Price Received*	95.9%	92.4%	- 3.6%	94.2%	94.0%	- 0.2%
Inventory of Homes for Sale	84	95	+ 13.1%	--	--	--
Months Supply of Inventory	3.1	3.2	+ 3.2%	--	--	--

* 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 January 5, 2018. All data from Capital Area REALTORS® MLS. Report © 2018 ShowingTime.

REALTOR® REVIEW

AFFILIATE CORNER

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 and services to the general membership. The event will be held January 18, 2018 from 4:00-6:00pm. 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 December 31, 2017.



FULL

Break-for-Hot-Topic 2018 Program Schedule

The REALTOR® and Affiliate Committee is busy preparing an information-packed offering of "Hot Topic" seminars for 2018. All of these events are held at the association office. Below is a tentative listing of dates and topic areas.

- January 18 Wine Down with the Affiliates (4:00-6:00p)
- February 1 Credit Reporting (9:00-10:00a)
- March 1 FHA Appraisals (Julie Boots?) (9:00a) Julie Boots
- April 16 Downpayment Programs – FHLB | Followed by happy hour (3:00-5:00p)
- June 20 Assessments and Prorations (10:30-11:30a)
- August 2 Branding/Social Media Do's & Don'ts (9:00-10:00a)
- October 23 Navigating the Repair Addendum (9:00-10:00a) ❖

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 Dan Sale's attention or Kathy Nicholson's attention.



CAR Sponsors

Diamond



Gold



Silver



Bronze



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 Member Orientation

The new member orientation program is scheduled for Wednesday, February 14, 2018 from 1:00-5:00 p.m. and Thursday, February 15, 2018, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at 217-698-7000.

New Members

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

REALTORS®

Aaron Hogan	The Real Estate Group, Inc.
Kayla Shoemaker	Craggs REALTORS
Clayton Yates	The Real Estate Group, Inc.

Full Affiliates

Jeff Miller	The Cleaning Guy
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Local Affiliates

Tim Curry	B-Safe Home Inspections of IL
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Transfers

Keller Williams Bloomington

Lisa Ernst (*from The Real Estate Group, Inc.*)

Patrick Rotherham (*from RE/MAX Professionals*)

RE/MAX Professionals

Ryan Squires (*from Freedom Real Estate*)

DROP:

REALTORS®: Judith Cole, Tina Tullis

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is the of 2011 Leadership Academy graduates. This was CAR's first Leadership Academy class.

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

(Left to right: Ayrin Hintz, Joy Gilliland, Amelia Raftis, Lee-Ann Burgener, Troy Roark, Stepheni Ferguson, Kim Elliott-Birtch, Jim Rychel, Heather Gleason, Kristie DeBrun & Mike Finley)



REALTOR® REVIEW

CALENDAR

AT A GLANCE

January

- 11 Leadership Academy I..... 8:30-1:00
- 15 ML King Jr. Day - CAR Closed
- 15-18 IR Public Policy Meetings
- 17 WC Quarterly Meeting 11:30
- 18 Affiliate Table Top Event..... 4:00
- 23 Forms Committee 9:00
- Awards Selection Task Force 11:00
- CREN Luncheon 11:30
- 24 Community Service Committee . 10:00
- 25 Leadership Academy II 8:30-1:00
- 26 Admin Workshop

February

- 1 Break for Hot Topics 9:00
- 6 Leadership Academy III 8:30-1:00
- 7 WC Advisory Committee 9:00
- 8 MLS Committee 9:00
- Finance & Executive Comm..... 10:30
- 12 Government Affairs Committee ... 1:00
- 13 Board of Directors 9:00
- 14 New Member Orientation 1:00-5:00
- 15 New Member Orientation 8:30-5:00
- 16 Leadership Academy IV 1:00-5:00
- 19 Presidents' Day - CAR Offices Closed
- 20 CREN Luncheon 11:30
- 22 MLS Breakfast..... 8:30

March

- 1 Break for Hot Topics 9:00
- 6 Leadership Academy III 8:30-1:00
- 7 WC Advisory Committee 9:00

ANNOUNCEMENTS

CAR wishes to express it's deepest sympathies to the family and friends of **Jerry White** who passed away recently. Jerry was a REALTOR® for thirty-nine years, he was also achieved NAR REALTOR Emeritus status.

CAR wishes to express it's deepest sympathies to the family and friends of **Henry "Bud" Boyle** who passed away recently. Bud was a member from 1993-2009.



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>)

- CAR Honor Roll Form
- CAR 2018 Calendar at a Glance
- Technology Training Schedule
- Unlicensed Assistant Jump Start Training
- Wine Down with the Affiliates

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

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