

# REALTOR® REVIEW

Volume 22, Edition 249

February 2017

## CAR Leadership Program Teaches Important Interview Tips

At the most recent segment of CAR's Leadership Academy Stacy Skryszak, reporter and anchorwoman for WICS TV 20 and Jon Broadbooks, Illinois REALTORS® Communications Director, spent time with the candidates sharing tips on how to prepare for media interviews, what to say and what not to say, posture and the key to a successful long term relationship. Participants also participated in mock-interviews. The program also included a panel discussion of CAR past-presidents including current Mike Buscher, Ron Duff, Peter Steward and Gail Chevalier-Zini.



## ShowingTime Forum

### MLS Breakfast (Feb 23<sup>rd</sup>)

The next MLS Breakfast will focus on the ShowingTime suite of services and a number of enhancements you might want to learn more about or simply gain a better understanding of or provide feedback. Samantha Michelau will join us from ShowingTime on February 23<sup>rd</sup> beginning at 8:30 a.m. at Illini Country Club. Samantha will provide an update on recent enhancements and delve deeper into some of the more advanced features and some of the lesser utilized features. Special thanks to Diamond Residential Mortgage, our sponsor for this event. The cost to attend is \$10.00. RSVP's are required by 5:00 p.m. on February 20<sup>th</sup>. To RSVP call 217-698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com). Download at <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>. ❖



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# Capital Area REALTORS®

## MISSION

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

## NOTICE

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

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

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

## OFFICERS

### President

John W. Klemm

### President Elect

Ed Mahoney, ABR

### Secretary/Treasurer

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

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Michael Buscher, GRI

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## Chief Executive Officer

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

# REALTOR® REVIEW

## NEWS & NOTES

### REALTORS® Choice Award

**\*\*\*New for 2017\*\***

CAR has a brand new award category for 2017 named the REALTORS® Choice Award. The intent of this award is to recognize one or more REALTORS® that have gone above and beyond the call of duty and were wonderful to work with during a transaction. Nominations must be made by individuals from another brokerage firm. The recipient(s) will be chosen by the Awards Selection Task Force and presented at the March 23, 2017 Annual Awards Program. Please nominate someone today by returning the nomination form by February 17, 2017. Download the nomination form from <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>.



### February 17<sup>th</sup> is Deadline for CAR “Honor Roll”

Don't forget to get your CAR “Honor Roll” applications into CAR by February 17<sup>th</sup>. This program is intended to recognize both 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 and seehouses.com website. Recipients will also receive an electronic logo to use in marketing. Completed applications are due back to CAR on or before February 17, 2017. Download application at <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx> ❖



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

## Who will our 2017 awards recipients be?



REALTOR®  
of the  
YEAR?

Hall of  
Fame?

Rising  
Star?

Community  
Service?

Affiliate of  
the Year?

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

### Trivia Fundraiser - April 28th

#### "Step Back in Time"

Gather up your smartest friends and sharpen your trivia skills for CAR's upcoming Trivia Night "Step Back in Time" to be held on Friday, April 28, 2017 at the KC Hall (2200 Meadowbrook Rd, Springfield). Join the CAR Community Service Committee for this fun-filled event which includes: FREE keg beer and soda; prizes for best costume; best decorated table; 1st Place Trivia teams and, live and silent auction items. The cost to participate is \$20 per person (10 max. per table). At the door the cost is \$25.00.

All proceeds from this event will be donated to the Springfield Art Association at Edwards Place, CAR's 2017 Charity of Choice. For more information or donate to the event contact Kathy Nichelson at [knichelson@caaronline.com](mailto:knichelson@caaronline.com) or 217.698.7000. Registrations forms will be available soon!



### 2018 Officer & Director Nominations Open

The Nominating Committee will begin working to identify candidates for to serve as 2017/2018 officers and directors. The Nominating Committee is responsible for nominating candidates for the following positions: President-elect; Secretary/Treasurer; and, three 3-year Director terms. Candidates should have shown an interest in the organization, through participation in committee work and CAR activities. Candidates should be prepared to participate in a brief interview with the Nominating Committee later this Spring to discuss their qualifications.

Accepting a seat on the Board of Directors is a tremendous responsibility, however, the time given offers a great deal of self gratification and is extremely important for the success of the Capital Area REALTORS®. Serving on the Board involves attending monthly Board meetings (90 minutes per meeting), supervision over the affairs of the Board, including the annual budget, familiarization with policies, Rules and Regulations, Bylaws, represent membership at state and national meetings, motivate members to participate on committees plus staying informed on CAR, IR and NAR policies and procedures. Your help is needed to assemble, an outstanding group of individuals to serve the Association over the next few years.

If you are interested in being considered for one of the positions, or know of someone in your office who you feel has exemplified the qualities necessary, please return the interest form by no later than March 17, 2017 for consideration. For more information and to download the interest form go to: <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>. Questions may be directed to Nominating Committee Chair Kristie DeBrun (217) 787-7000 or Dan Sale (217) 698-7000. ❖



### Drones and Surveillance Issues in Real Estate

#### March 10<sup>th</sup> Hot Topic

Join the REALTOR® and Affiliate Committee for this informational program focusing on emerging issues including the use of drones in real estate and the ever evolving landscape of surveillance in real estate. We are pleased to have past-president Ron Duff (RE/MAX Professionals) with us to discuss briefly the regulations behind drone usage along with a deeper dive on how the use of drone imagery can help you win that primo listing or enable your client to grab top dollar for that listing. We'll also have CEO Dan Sale with us to discuss surveillance issues in real estate and explore considerations for both seller clients and buyer clients and what, if any, role the MLS should play. RSVP by calling 217-698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com).



## News & Notes - (Continued from page 3)

### From the Sangamon County Recorder

Josh Langfelder, Sangamon County Recorder, recently advised us of changes the Recorder's office made to the property tax record's current billing detail. The Recorder's office now inputs the new owner, tax bill to, document number, document type and sale price into a "pending" file. While in this "pending" file, the public can view both the previous owner as well as the new owner. This "pending" information is then verified by the Assessor's office. This process expedites the property record information as well as making it more efficient than it has in the past. This link <http://tinyurl.com/j92kmd2> provides an example.



### CAR Members Attend Illinois REALTORS® Professional Standards Workshop

On January 10<sup>th</sup> the Illinois REALTORS® held its Annual Professional Standards Workshop in Springfield. The program included updates on changes to the code of ethics, standards of practice, professional standards and arbitration process. Special thanks to the following CAR members who attended this workshop:

Randy Aldrich	Kristie DeBrun	Mitzi Minton
Dominic Campo	Ronald Duff	Todd Musso
Nicholas Campo	Karen Harris	Kathy Nichelson
Jennifer Chance	Steve Hayden	Michael Oldenettel
Gail Chevalier Zini	Dana Hudson	Penny Rinehart
Cheryl Dambacher	Kevin Jarvis	Daniel Sale
Diane Davenport	Jane Locascio	

### 2017 CWLP Smart Solutions Workshop Scheduled

The CWLP Energy Services Office has scheduled its 2017 free home efficiency workshops, "Smart Solutions." Smart Solutions workshops will focus on home efficiency solutions that can be made for little or no cost. The workshops will all be held in the Carnegie Room North of Lincoln Library at the corner of Seventh Street and Capitol Avenue.

Along with valuable tips on how to lower energy bills and conserve water, the latest information on any current CWLP programs and rebates available will be shared. CWLP's energy experts will also be on hand to work with customers to analyze specific problems customers are currently experiencing and identify potential solutions. All participants will receive free take-home starter kits of weatherization materials and customized water conservation devices.

The Smart Solutions workshops last about 90 minutes and are open and free of charge to all CWLP residential electric customers. Pre-registration, which is required, can be completed by calling the CWLP Energy Services Office at 789-2070 or by e-mailing [nrgxprts@cwlp.com](mailto:nrgxprts@cwlp.com).

The CWLP Energy Services Office also offers the Smart Solutions workshops on-demand to interested churches, neighborhood associations, and other community and civic groups, who have a minimum of 15 attendees. In most cases, the workshops can be reserved at the convenience of the requesting organization.

#### Workshop Dates:

Wednesday, March 22, 5:30 p.m. [DIY Energy Audit & Weatherization](#)

Saturday, April 29, 10:30 a.m. [Water Conservation](#)

Saturday, June 24, 10:30 a.m. [Getting Ready For Summer](#)

Wednesday, August 2, 5:30 p.m. [Stay Cool For Less](#)

Saturday, September 16, 10:30 a.m. [Preparing For Winter](#)

Wednesday, October 18, 5:30 p.m. [Indoor Air Quality and Optimal Thermostat Setting](#)

Wednesday, November 15, 5:30 p.m. [How to Cut Heating Costs](#) ❖

# REALTOR® REVIEW

## TECHNOLOGY/MLS CORNER

### Winter Technology Training

Take advantage of our FREE training offered one or more of the following remaining Winter 2017 dates:



#### InnoVia Overview

March 2, 9-11 a.m.



#### Authentisign

March 16, 9-10:30 a.m.

#### CMA 2.0

March 17, 9-10:30 a.m.

#### TransactionDesk

February 28, 9-10:30 a.m.

March 28, 9-10:30 a.m.

#### Prospecting Manager & Buyer Match

March 10, 9-10:30 a.m.

All of these dates are offered remotely via webinar. RSVP's are required. RSVP for the live class to [admin@caaronline.com](mailto:admin@caaronline.com) and for the webinar to [cwagner@caaronline.com](mailto:cwagner@caaronline.com).

### SentriLock Tip

#### Release Shackle on another Agents Lockbox

From time to time a lockbox owner may ask an Agent, who is not their card team member, to remove the shackle from their lockbox. A non-card team member can use the lockbox owner's shackle release code to remove the shackle.



1. Insert your SentriCard® into your lockbox. Wait until the CODE light displays then press your PIN + ENT.
2. Do not remove your SentriCard® from the lockbox.
3. When the lockbox displays the READY light, press FUNC + 1 + Shackle Code + ENT. The lockbox will begin beeping.
4. While firmly holding the lockbox, gently press the shackle into the lockbox as the lockbox makes the triple beep sounds. After five triple beeps, the lockbox will display the green READY light, the red DND light, then, the green READY light again. You can pull the shackle from the top of the lockbox upon the illumination of the first green READY. Do not perform any other functions with the lockbox while the red DND light is illuminated. Wait for the second green READY light to illuminate before putting the shackle back into the lockbox. The shackle will come all the way out of the lockbox. If you are not holding onto the lockbox when the shackle unlatches, it could fall to the ground!

To replace the shackle, firmly press the shackle into the lockbox. The shackle is reversible, so it does not matter which way you insert it. You may have to wiggle it slightly to get it to go into the lockbox. Make sure you hear or feel a positive "click" that confirms the shackle latch has engaged.

When you remove the shackle from a lockbox, you may lose any custom settings you selected. In addition, if you assigned a lockbox to a listing, the lockbox may lose the listing assignment when you remove the shackle.

For details go to <http://marketing.showingtime.com/c/newapp> ❖

# REALTOR® REVIEW

## Technology/MLS Corner - (Continued from page 5)



### ShowingTime Training Schedule

Representatives from ShowingTime are offering the following training class at CAR:

#### **February 23rd (Thurs):**

1:00 p.m. - Appointment Scheduling  
3:00 p.m. - Market Trend Reports

#### **February 24th (Fri):**

9:00 a.m. - Appointment Scheduling

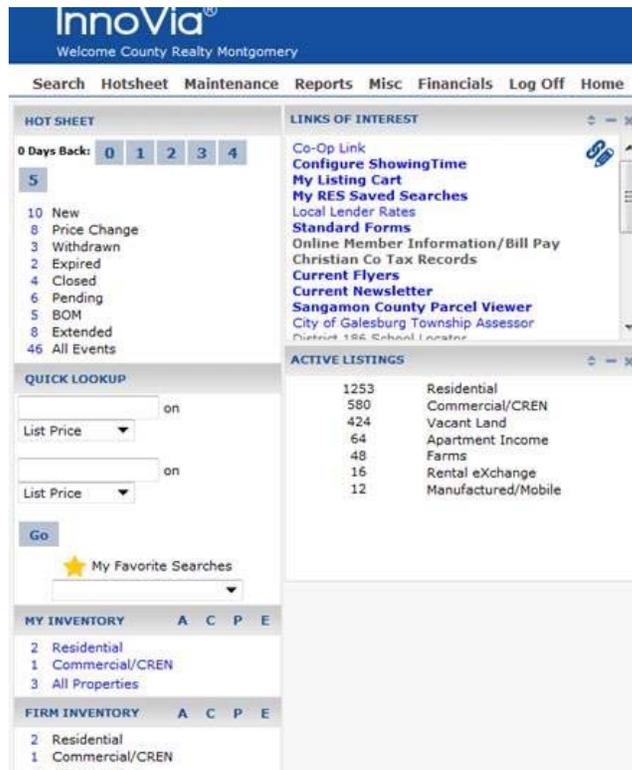
To register please call CAR at 217-698-7000 or email [admin@caaronine.com](mailto:admin@caaronine.com). For additional information download the flyer at <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>.



### InnoVia Tip

#### Adding an Open House From The “My Inventory” or “Firm Inventory” Link

Click on your listings located under the *My Inventory* and/or *Firm Inventory* section of the home page.



From the one-liner, find the listing you want to add the open house info to and click on the “Open House” icon.

Sel	P	MLS#	S	Address	Area	Listing Price	Frm	Ag	Firm Ph Number	Edit	Map	PDF	Pho	Share	FB	Open House	Web
	T		T										Upld	Upld			Stats
<input type="checkbox"/>	R	165335	A	105 Cypress Ave.	121	\$169,900	999SIR	999RRR									
<input type="checkbox"/>	R	165514	A	706 Main	83	\$175,000	999SIR	999RRR									

Complete the open house information (start date, start time, end time, etc.). When selecting the “Type” please note, “Public” will automatically add the Open House information to the open house section of InnoVia as well as the Open House Section of [www.seehouses.com](http://www.seehouses.com). “Public” will also send the Open House information to public websites such as [www.realtor.com](http://www.realtor.com) and IDX websites. If you select the type “Broker” the Open House information is only available in InnoVia and will NOT be distributed to any public website. ❖

# REALTOR® REVIEW

## Local Market Update for January 2017

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



# Capital Area Region

Single-Family Detached	January			Rolling 12 Months		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
<b>Key Metrics</b>						
New Listings	274	293	+ 6.9%	4,704	4,758	+ 1.1%
Pending Sales	204	233	+ 14.2%	3,481	3,527	+ 1.3%
Closed Sales	153	172	+ 12.4%	3,461	3,537	+ 2.2%
Cumulative Days on Market Until Sale	87	85	- 2.3%	88	85	- 3.4%
Median Sales Price*	\$110,000	\$124,000	+ 12.7%	\$118,500	\$120,200	+ 1.4%
Average Sales Price*	\$131,202	\$139,337	+ 6.2%	\$141,440	\$144,332	+ 2.0%
Percent of Original List Price Received*	90.9%	92.3%	+ 1.5%	92.9%	93.2%	+ 0.3%
Inventory of Homes for Sale	1,089	983	- 9.7%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

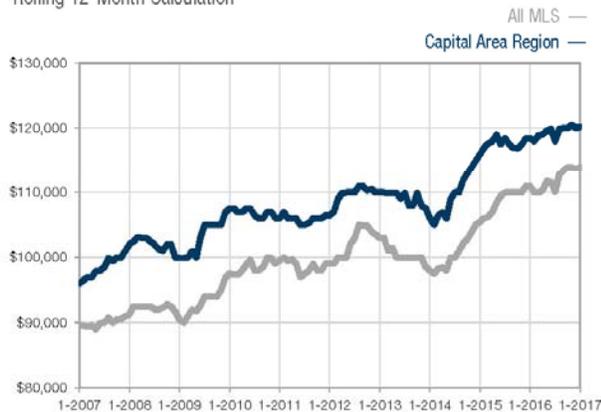
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	January			Rolling 12 Months		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
<b>Key Metrics</b>						
New Listings	45	27	- 40.0%	423	401	- 5.2%
Pending Sales	18	21	+ 16.7%	302	327	+ 8.3%
Closed Sales	13	15	+ 15.4%	307	323	+ 5.2%
Cumulative Days on Market Until Sale	36	67	+ 86.1%	95	86	- 9.5%
Median Sales Price*	\$60,000	\$104,900	+ 74.8%	\$129,500	\$137,000	+ 5.8%
Average Sales Price*	\$84,723	\$112,770	+ 33.1%	\$132,977	\$141,037	+ 6.1%
Percent of Original List Price Received*	90.9%	92.0%	+ 1.2%	93.7%	94.2%	+ 0.5%
Inventory of Homes for Sale	127	77	- 39.4%	--	--	--
Months Supply of Inventory	5.0	2.8	- 44.0%	--	--	--

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

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

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

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

# REALTOR® REVIEW

## PROFESSIONAL DEVELOPMENT



### 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 BME1803 Education flyer from: <https://tinyurl.com/zdmb977>

## BME 1803

The final BME 1803 course held at CAR is scheduled:

**March 14, 2017** (Tues)

9:00 am - 4:00 pm &

**March 15, 2017** (Wed)

9:00 am - 5:00 pm

(Instructor Kerry Kidwell)



### Managing Broker Renewal Deadline - *April 30, 2017*

Managing Brokers licensed PRIOR to February 1, 2015 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. Several easy, affordable Broker Management CE options are available, including webinars (you don't have to leave home!) and interactive classroom instruction offered at more than 25 locations throughout the state.

If licensed AFTER February 1, 2015, this will be the first renewal as a Managing Broker, requiring 12 hours of regular CE. Learn more at: <http://preview.tinyurl.com/gkwjh4r>.

### 2017 Winter Continuing Education Schedule

Included as an attachment to this month's REALTOR® Review is CAR's 2017 Winter CE schedule and below is a summary listing of these courses that are held in conjunction with the IAR Licensing and Training Center:

#### Springfield Location

##### **February 15, 2017 (Instructor Kerry Kidwell)**

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

##### **March 3, 2017 (Instructor Kerry Kidwell)**

9:00 - 12:00 p.m. - RD 900 - Real Estate Safety Matters (3 Hrs Elective)

1:00 - 4:00 p.m. - PM 602 - Property Management 101 (3 Hrs Elective)

##### **April 11, 2017 (Instructor Kerry Kidwell)**

9:00 - 12:00 p.m. - COR 1644 - CORE A: Quiz Me - License Law, Escrow, Fair Housing and Agency (3 Hrs Core A)

1:00 - 4:00 p.m. - COR 16003 - CORE B: Legal Issues - Contractually Speaking (3 Hrs Core B)

#### Jacksonville Location

##### **February 14, 2017**

9:00 - 12:00 p.m. - COR 1644 - CORE A: Quiz Me - License Law, Escrow, Fair Housing and Agency (3 Hrs Core A)

1:00 - 4:00 p.m. - COR 1640 - CORE B: Disclose! Disclose! Disclose! (3 Hrs Core B)

*(See page 11 for Galesburg area classes)*

To download a full schedule of CE courses offer by Illinois REALTORS® Licensing Training Center Capital Area REALTORS® please go to: <http://seehouses.com/Education.aspx>. ❖

## *Professional Development - (Continued from page 8)*

### **What Tasks Can Unlicensed Assistants Legally Perform?**

*Attend the Unlicensed Assistant Course to Find Out*

Instructor: Kerry Kidwell

March 16<sup>th</sup> (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 <http://seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>. ❖

### **Blast from the Past**

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from the 2007 Awards banquet. Cindy Hamilton received the Community Service Award. If you have an old picture or comment about a picture please share with us.

*(Left to Right Cindy Hamilton, Beverly Collins, Sandy Puhse)*



## **Convenient Home Study CE Courses Available**

The Illinois REALTORS® Licensing & Training Center Capital Area REALTORS® offers convenient home study CE courses. The cost for each home study course is \$25 for CAR members.

Download the home study order form from <https://tinyurl.com/hrel9o7>



# REALTOR® REVIEW

## GOVERNMENTAL AFFAIRS

### 2017 Advocates for Real Estate Campaign

For the second straight year, in 2017, CAR will wage its “Advocates for Real Estate Campaign”. This campaign is intended to recognize those members of CAR who made a voluntary contribution of at least \$1,000 to RPAC during the 2016 fundraising campaign (i.e., Major Investor). These Major Investors (MI’s) will be featured in the “Advocates for Real Estate Campaign” which is a special recognition program containing a series of ads that will run in upcoming issues of Heartland Publications, SO Magazine, Springfield Scene and the Springfield Business Journal as well as. The campaign also includes other means of recognition such as exposure on seehouses.com, CAR’s newsletter and 24/7 display on a special banner located at the CAR office. The West Central Chapter campaign will feature a billboard.



As a member of the Illinois REALTORS®, you are among 44,000 colleagues who care deeply about how the real estate industry is regulated. Many of our members make voluntary contributions to the REALTORS® Political Action Committee, or RPAC, which promotes the election of pro-REALTOR® candidates. Last year Illinois REALTORS® raised \$1,249,503 to help protect your business and private property rights. These contributions are not members’ dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. Whether your contribution is \$1,000 or \$25 it important that we support this important initiative.

### ADVOCATES FOR REAL ESTATE

2017 Champions for the Capital City

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

 Brent Borah Bank of Springfield	 Mitzi Brandenburg 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 Capital Area Real Estate	 Beverly Collins RE/MAX Professionals	 Kristie L. DeBun Campo Realty, Inc.	 Susan Denby RE/MAX Professionals
 Stephanie Do Do Realty Services, Inc.	 Kathy Garst The Real Estate Group	 Sandy Hamilton RE/MAX Professionals	 Richard W. Hanelman The Real Estate Group	 Jane Hay The Real Estate Group	 Becky Hendricks The Real Estate Group	 Galen Johnson Johnson Real Estate	 Corry Joyner Joyner Construction Services	 Tim Kearney B Safe Home Inspectors	 Kyle Killbren The Real Estate Group
 John Klemm Sangamon Realty	 Cindi Kruse The Real Estate Group	 Jane Lucasio The Real Estate Group	 Diana D'Orsi Illinois Real Estate Title Center	 Susan Madison RE/MAX Professionals	 Ed Maroney RE/MAX Professionals	 Ri McCurley E/MAX Professionals	 Todd Musso The Real Estate Group	 Steve Myers Myers Commercial Real Estate	 Sam Nichols NAI/True
<p>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.</p>			 Michael D. Cicknittel RE/MAX Professionals	 Dan Gale Capital Area REALTOR®	 Deb Sausany The Real Estate Group	 Chris Schaller Diamond Residential Mortgage	 Peter Steward RE/MAX Professionals	 Melissa Vorreyer RE/MAX Professionals	 Allan R. Young RE/MAX Professionals

### Advocates for Real Estate

Champions for our community

 CHRISTINE PEPEMEYER RE/MAX Preferred Properties	 DENA TURNER CENTURY 21 Tucker-Swanson, Inc.	 JACKIE TURNER Mel Foster Co.	 SARA VARNER Mel Foster Co.
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It may be tempting to look at the relative ease with which you can practice real estate in Illinois and assume that today’s marketplace evolved naturally, that policy makers had your interests in mind all along. But that’s just not so. Without your associations’ efforts – local, state and national – you’d be inundated in ridiculous red tape and legal liability, and your customers and clients would have a steeper climb toward homeownership.

*[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 amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. Up to thirty percent (30%) 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.] ❖*

## Governmental Affairs - (Continued from page 10)

### Get the Lobby Day RPAC VIP Package

NEW for 2017! RPAC Pacesetters receive early recognition and perks at events; plus when you invest \$300 by **March 15** you get an exclusive VIP Access Pass to the Abraham Lincoln Presidential Museum Event from 6:30 p.m. to 8 p.m. on Monday, April 24th prior to Capitol Conference lobby day, plus complimentary hotel stay Monday night. (Limited to the first 200.) In addition, you will also receive 2 VIP passes to CAR's Annual Awards Program March 23<sup>rd</sup> and a brand NEW strikingly attractive CAR lapel pin for free. *(Disclaimer: The REALTORS® Political Action Committee (RPAC) solicits contributions from Illinois REALTORS® members only).*



*[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 amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. Up to thirty percent (30%) 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.]*

### Illinois REALTORS® Capitol Conference

**Tuesday, April 25, 2017**

Illinois REALTORS® will host the annual Capitol Conference and REALTOR® Lobby Day on April 25<sup>th</sup>. It is the best opportunity of the year to meet with your elected officials and to become involved in the REALTOR® Public Policy agenda. CAR members who attend Capitol Conference will be reimbursed for the registration fee at the early bird rate.



#### REGISTER:

- by April 4: \$45 per person
- by April 18: \$55 per person
- Walk-in rate: \$65 per person ❖

### A Changing of the GADS



**Neil Malone**

We extend a special thank you to Neil Malone from the Illinois REALTORS® who has served very effectively as our Government Affairs Director for the past 12 years. Although Neil will be leaving as our GAD he will remain with the Illinois REALTORS® and will focus on statehouse issues and political advocacy.



**Jimmy Clayton**

We welcome Jimmy Clayton as our new Government Affairs Director. Jimmy has worked for Illinois REALTORS® for 6 years and in addition to serving as a Local Government Affairs Director he also oversees their grant program.



# REALTOR® REVIEW



## 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 2017 RPAC Major Investor **Pacesetter**, you receive **early recognition and perks** when you pledge by March 15, 2017:

- Recognition in the April edition of the *Illinois REALTOR®* magazine
- Recognition at the April 25 Capitol Conference "REALTOR® Lobby Day" in Springfield
- VIP perks at Illinois REALTORS® Conference, Business Meetings, Lobby Day
- 2017 Digital Advocate Seal \*with \$300 investment by March 15, 2017

### New for 2017! Lobby Day RPAC VIP Package

RPAC Pacesetters receive an **exclusive VIP Access Pass** to the **Abraham Lincoln Presidential Museum Event** on April 24.

The event is held on the evening prior to Capitol Conference lobby day, and includes complimentary hotel stay Monday night.



TO QUALIFY FOR THE VIP PACKAGE: Pledge to be an RPAC Pacesetter and invest \$300 toward your Major Investor Pledge by March 15, 2017. **Limited to first 200 to invest \$300.**

### CAR VIP Package *(for CAR members only)*

Receive 2 VIP passes to **CAR's Awards Program** (March 23, 2017)

Receive this strikingly attractive **new** Capital Area REALTORS **lapel pin**



**PLEDGE TODAY!**  
[www.IllinoisRealtors.org/Pacesetters](http://www.IllinoisRealtors.org/Pacesetters)

# REALTOR® REVIEW

## Calculate your savings

### Multi-unit dwelling annual license fee

Stopped a local government proposal to license and regulate the use and operation of multifamily dwelling units and to charge a fee of \$60 per unit annually, plus a fee whenever the unit turns over. For a 50-unit property that cost to the landlord is \$3,000+ annually.

**\$3,000+  
SAVED**

### Commercial sign fee

Successfully ended an excessive commercial real estate sign permit fee of \$75 in a local Illinois community.

**\$75  
SAVED**

### Video sewer inspection mandate

Stopped a proposed statewide mandate that would have added a \$500 pre-sale inspection fee for Illinois homeowners.

**\$500  
SAVED**

### Real estate for-sale sticker fee

Eliminated a real estate for-sale sign sticker fee on all signs in one local community.

**\$25  
SAVED**

### Real estate transfer tax

Defeated a proposed tripling of the state real estate transfer tax, which combined with the local transfer tax added up to \$10 per thousand. A home sold for \$200,000 could incur a \$2,000 transfer tax.

**\$2,000  
SAVED**

### Mandatory fire sprinkler installation

Stopped a far-reaching statewide mandate that would require costly fire sprinkler installation in new construction and retrofits in existing properties. Illinois REALTOR® research found the actual installation cost in a four-bedroom, two-story 3,100-square-foot home in St. Charles was \$10,200 plus \$3,000 for framing, insulation and inspections.

**\$13,200  
SAVED**

### Business registration fee

Successfully stopped a bill allowing all Illinois municipalities to enforce a business registration process charging up to a \$200 penalty for failure to register.

**\$200  
SAVED**

### Mortgage interest deduction impact on the real estate business

Research from the National Association of REALTORS® shows the income of a typical real estate professional would fall by \$12,000 over the first two years and then by \$5,000 annually if the mortgage interest deduction was eliminated. And it would affect the personal wealth of homeowners with home values dropping an average 15 percent.

**\$5,000+  
SAVED**

### Mortgage interest deduction impact on the homeowner

The average taxpayer who buys a home with a \$200,000, 30-year, fixed-rate mortgage, assuming an interest rate of 5 percent, could save nearly \$3,500 in federal taxes. That's real money to pay down other debts, save for college or retirement.

**\$3,500+  
SAVED**

When you add it all up, RPAC is an incredibly valuable pocketbook protector. By investing in RPAC, you get to keep more of your hard-earned money.

**Don't wait until it's too late. Invest now. [www.IllinoisRealtors.org/Pacesetters](http://www.IllinoisRealtors.org/Pacesetters)**

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 amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. Up to thirty percent (30%) 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 refund political contributions. However, a refund request made by a contributor within 30 days of the date of his or her RPAC contribution is received will be considered on a case-by-case basis.

# REALTOR® REVIEW

## WEST CENTRAL CHAPTER

### West Central Chapter Calendar of Events:

#### February 2017

- 23 CE COR 1644 (9:00-12:00 p.m.)
- 23 CE COR 1640 (1:00-4:00 p.m.)

#### March 2017

- 6 Advisory Committee (9:00 a.m.)

#### April 2017

- 3 Advisory Committee (9:00 a.m.)
- 10 Quarterly Meeting Galesburg Public Library - 11:30 a.m. lunch begins - 12:00 -1:00 meeting  
❖❖❖

### Membership Update:

#### WC REALTORS®

#### Dropped:

Jeffrey Ballard

### THANK YOU

to First

Mid-Illinois Bank & Trust for letting us use their facility for our February 2017 CE class.

### Galesburg Area CE Schedule

#### 2017 CE Schedule

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® Continuing Education Schedule is listed below. The courses will be held at the at the First Mid-Illinois Bank & Trust, 101 E. Main Street, Galesburg, IL:

#### February 23, 2017 (Instructor Kerry Kidwell)

9:00 - 12:00 p.m. - COR 1644 - CORE A: Quiz Me-License Law, Escrow, Fair Housing and Agency (3 Hrs Core A)

1:00 - 4:00 p.m. - COR 1640 - CORE B: Disclose! Disclose! Disclose!

**[Parking –** Street parking is available. Parking is also available in the lot adjacent to the bank’s back parking lot. **Please do not park in the lot directly behind the bank which is reserved for their banking customers.]**

### Visit the West Central Chapter Page at SeeHouses.com

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

**IMPORTANT LINKS**

- West Central Chapter Members:
  - [Roster of Chapter REALTOR Members](#)
  - [Roster of Chapter Affiliate Members](#)
  - [Affiliate Member Reference Guide](#)
- [CAR Staff Directory](#)
- [CAR Calendar/Events](#)
- [Chapter President & VP Job Descriptions](#)
- [Galesburg Area Fall 2016 & Winter 2017 CE Schedule](#)

**CHAPTER EVENTS**

**QUARTERLY MEETINGS**

Monday, January 9, 2017, Galesburg Public Library  
**CANCELLED - To be rescheduled**

Monday, April 10, 2017, Galesburg Public Library  
11:30 a.m. lunch begins - 12:00-1:00 meeting

Monday, July 17, 2017, Galesburg Public Library  
11:30 a.m. lunch begins - 12:00-1:00 meeting

Monday, August 21, 2017, Galesburg Public Library (Annual Meeting)  
11:30 a.m. lunch begins - 12:00-1:00 meeting

**WEST CENTRAL CHAPTER**

975 North Henderson Street, Suite 4  
Galesburg, IL 61401  
Office hours: M-F (8:30-12:30 noon)  
Office: (309) 342-6225  
Fax: (309) 342-8075  
Email: [westcent@caaronline.com](mailto:westcent@caaronline.com)

**CAPITAL AREA REALTORS**

3149 Robbins Rd  
Springfield, IL 62704  
Office hours: M-F (8:30-5:00 p.m.)  
Office: (217) 698-7000/(217) 698-7000  
Fax: (217) 698-7009  
Email: [info@caaronline.com](mailto:info@caaronline.com)

**CHAPTER LEADERSHIP**

  
Dena Turner  
Chapter President  
[dena.century21@gmail.com](mailto:dena.century21@gmail.com)  
(309) 343-6121

  
Timothy Eagle  
Chapter President-elect  
[teagle@westcentralillinoisrealtors.com](mailto:teagle@westcentralillinoisrealtors.com)  
(309) 289-4115

**CHAPTER STAFF**

  
Chapter Manager  
[westcent@caaronline.com](mailto:westcent@caaronline.com)  
(309) 342-6225

**PAST PRESIDENTS**

Thank you to all of our past presidents for their dedication to CAR. [View all past presidents of the West Central Association of REALTORS](#)

# REALTOR® REVIEW

## Local Market Update for January 2017

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



## West Central Region

Single-Family Detached	January			Rolling 12 Months		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
<b>Key Metrics</b>						
New Listings	66	34	- 48.5%	790	708	- 10.4%
Pending Sales	34	51	+ 50.0%	545	544	- 0.2%
Closed Sales	25	24	- 4.0%	534	532	- 0.4%
Cumulative Days on Market Until Sale	157	140	- 10.8%	106	104	- 1.9%
Median Sales Price*	\$85,000	\$64,900	- 23.6%	\$74,500	\$72,000	- 3.4%
Average Sales Price*	\$85,920	\$93,985	+ 9.4%	\$90,230	\$91,085	+ 0.9%
Percent of Original List Price Received*	85.7%	87.1%	+ 1.6%	89.1%	90.2%	+ 1.2%
Inventory of Homes for Sale	235	180	- 23.4%	--	--	--
Months Supply of Inventory	5.2	4.0	- 23.1%	--	--	--

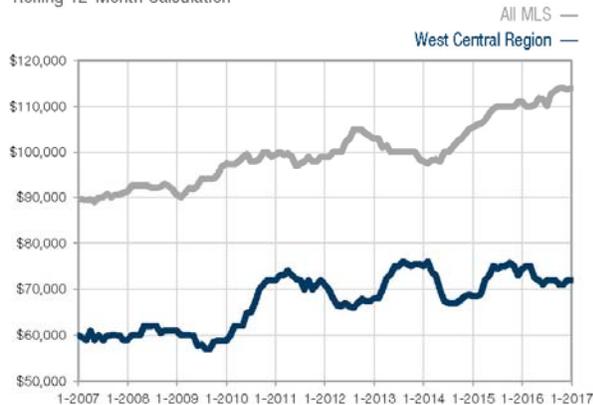
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	January			Rolling 12 Months		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	0	0.0%	5	6	+ 20.0%
Pending Sales	0	0	0.0%	3	3	0.0%
Closed Sales	0	0	0.0%	4	3	- 25.0%
Cumulative Days on Market Until Sale	--	--	--	55	38	- 30.9%
Median Sales Price*	--	--	--	\$92,000	\$130,000	+ 41.3%
Average Sales Price*	--	--	--	\$74,300	\$134,000	+ 80.3%
Percent of Original List Price Received*	--	--	--	90.2%	97.7%	+ 8.3%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

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

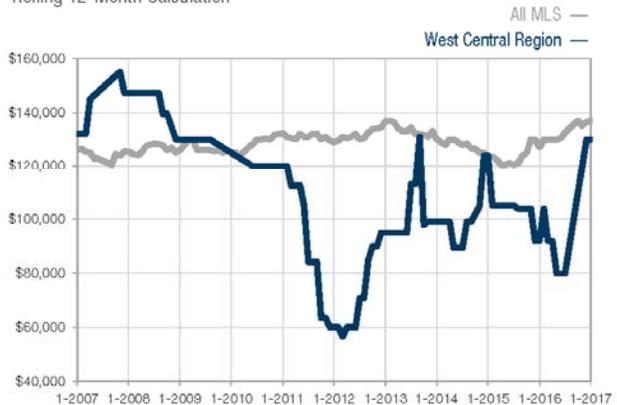
### Median Sales Price - Single-Family Detached Properties

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

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

# REALTOR® REVIEW

## COMMERCIAL REAL ESTATE NETWORK

### CREN Sponsors



CARROLLTON BANK



### February CREN Luncheon

The next CREN luncheon is scheduled for February 21, 2017 with guest speaker to be Nathan Bishop with Downtown Springfield, Inc. Special thanks to our sponsor for this month United Community Bank.



### RPR Mobile App Now for Commercial Too

The RPR Mobile™ has always included residential data and reporting. Commercial practitioners across the nation will be pleased to learn that RPR Mobile™ now includes Commercial data and reporting as well. The full extent of the app's expansion into commercial territory will greatly enhance a REALTOR'S® ability to conduct on-location property searches, analyze a multitude of relevant data sets, and instantly create client-friendly, decision-prompting reports. The new Commercial mode builds upon the previous offering by adding the same level of data, but for Commercial properties too. REALTORS® can now instantly access commercial property characteristics, ownership data, transaction history, legal descriptions, tax info, pre-foreclosure and foreclosure activity, street and satellite views, and more. Visit [m.narrpr.com](http://m.narrpr.com) for more information.



### CREN to Sponsor 10<sup>th</sup> State of the City Luncheon

*April 20<sup>th</sup>*

Join your peers and local leaders for a status report on the City of Springfield. Mayor Jim Langfelder will provide the administration's view on the state of the city, review the accomplishments and challenges from the past year, and outline priorities for the upcoming months at the annual State of the City Luncheon. The event will be held on Thursday, April 20, at the Prairie Capital Convention Center. The event begins promptly at 11:30 a.m. and is slated to adjourn by 12:45 p.m.

Early bird discount (register on or before April 5):

\$28 (members) | \$45 (non-members)

Regular price (April 6 or later):

\$35 (members) | \$60 (non-members)

Link to flyer: <https://tinyurl.com/zwrdlkk> ❖

### 2016 Year End Statements Available Online

You can review your 2016 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. Go to:

<http://seehouses.com/MemberPortal/E-Commerce.aspx>

# REALTOR® REVIEW

## AFFILIATE CORNER

### Wine Down a Big Success

The REALTOR® and Affiliate Committee's Annual Wine Down event that held January 19, 2017 was a major success with 14 Affiliate exhibitors and approximately 75 in attendance. Several remarked that they thought this was one of the best attended Wine Down events we've held. As always, our exhibitors had impressive displays and were very generous with their food offerings and door prizes. We would like to thank Illinois National Bank (INB) for its sponsorship of the wine and wine glasses once again this year. Also, thank you to the many exhibitors that participated and provided door prizes. Finally, thanks to our many attendees!



### 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 my attention or Kathy Nichelson'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](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:

Phone: 800/334-0831

### New Member Orientation

The new member orientation program is scheduled for Wednesday, February 15, 2017 from 1:00-5:00 p.m. and Thursday, February 16, 2017, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at 217-698-7000.

### New Members

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

#### Designated REALTORS®

Michael E. Hayes Grojean Real Estate

#### REALTORS®

Becky Carver Freedom Real Estate  
Lexi Kitt The Real Estate Group, Inc.  
Andrew Schultz Whitetail Properties Real Estate  
Travis Yocum Century 21 Real Estate Associates  
Greg Zessin RE/MAX Professionals

#### Local Affiliates

Chris Lawrence US Bank Home Mortgage  
Tim Kinezler Bank & Trust Company  
Yolanda Saxbery US Bank Home Mortgage

#### TRANSFERS

##### Century 21 Real Estate Assoc

Philip Stone (*from Charles E. Robbins Real Estate*)

##### Keller Williams Bloomington

Michael McGee (*from The Real Estate Group, Inc.*)

##### Prairie Property Solutions

Kitsie Moore (*from Advantage Realty*)

#### DROP:

##### REALTORS®:

Mark Cullen, Rose Trader

## 2016 Year End Statements Available Online

You can review your 2016 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. Go to:

<http://seehouses.com/MemberPortal/E-Commerce.aspx>

# REALTOR® REVIEW

## CALENDAR

### AT A GLANCE

#### February

- |    |                                      |            |
|----|--------------------------------------|------------|
| 13 | Community Service Comm               | 1:00       |
| 14 | Board of Directors                   | 9:00       |
|    | Cont. Ed. Jacksonville               |            |
|    | COR 1644 (CORE A)                    | 9:00-12:00 |
|    | COR 1640 (CORE B)                    | 1:00-4:00  |
|    | Forms Committee                      | 10:30      |
| 15 | New Member Orientation               | 1:00-5:00  |
|    | Cont. Ed. ETH 1516                   | 2:00-5:00  |
| 16 | New Member Orientation               | 8:30-5:00  |
| 20 | Presidents' Day - CAR Offices Closed |            |
| 21 | CREN Luncheon                        |            |
| 23 | MLS Breakfast                        | 8:30       |
|    | Cont. Ed. Galesburg                  |            |
|    | COR 1644 (CORE A)                    | 9:00-12:00 |
|    | COR 1640 (CORE B)                    | 1:00-4:00  |
|    | ShowingTime Appointment              |            |
|    | Center Training                      | 1:00       |
|    | ShowingTime 10K Training             | 3:00       |
| 24 | ShowingTime Appointment              |            |
|    | Center Training                      | 9:00       |
|    | Awards Selection Task Forc           | 9:00       |
| 27 | Governmental Affairs Comm            | 1:00       |
| 28 | Transaction Desk Training            | 9:00-10:30 |

#### March

- |    |                            |            |
|----|----------------------------|------------|
| 2  | InnoVia Review             | 9:00-11:00 |
| 3  | Cont. Ed. (RD-900)         | 9:00-12:00 |
|    | Cont. Ed. (PM 602)         | 1:00-4:00  |
| 6  | West Central Advisory Comm | 9:00       |
| 8  | Leadership Academy III     | 9:00-1:00  |
| 9  | MLS Committee              | 9:00       |
|    | Finance & Executive Comm   | 11:00      |
| 10 | Break for Hot Topics       | 9:00       |
|    | Prospecting Training       | 9:00-10:30 |

### Capital Area REALTORS®

3149 Robbins Rd.  
Springfield, IL  
62704

217.698.7000  
Fax: 217.698.7009

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

## ANNOUNCEMENTS

### Office Closed February 20<sup>th</sup>

Please be advised that both CAR and the West Central Chapter offices will be closed on Monday, February 20<sup>th</sup> in observance of President's Day.



### 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>

- 2017 REALTORS® Choice Nomination Form
- 2017 CAR Honor Roll Application
- 2018 Officer & Director Interest Form
- MLS Breakfast (February 23rd)
- Break for Hot Topics (March 10th)
- Springfield area Winter 2017 CE Schedule
- Jacksonville area Winter 2017 CE Schedule
- Springfield area 12 Hour Broker Management Course Schedule
- Unlicensed Assistants Class
- Technology Training Schedule

#### Market Trends Indicator

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

- Monthly Market Trends Reports

#### West Central

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

- Galesburg area Winter 2017 CE Schedule