

REALTOR® REVIEW

Volume 22, Edition 250

March 2017

It's Their Time

March 23rd Annual Awards Program

Invitations have been mailed for the CAR Annual Awards Program to be held March 23rd at Donnie B's Comedy Club. The event will kick off with an hors d'oeuvres buffet and cash bar. The program will begin at 6:15 p.m. followed by entertainment provided by comedian Mark Poolos. This year's program promises to be as entertaining as any in the past. Special thanks to CAR's sponsors for helping to make this event possible. RSVP by March 17th. Call 217/698-7000 or email admin@caaronline.com to RSVP.



Does it Really Make a Difference?

By Steve Murray, President, RealTrends

In the age of the internet, where numerous industries have been turned inside out by the web, the residential brokerage industry has seen only process change, not a fundamental change. by Steve Murray, publisher We often get asked about new business models. Most recently, the questions have been about firms like Compass, EXP, Next Home and Fathom Realty. While each is interesting in its own way and may have a larger impact down the road, none of that is certain. Besides, by the time they reach maturity and scale, it may not matter.



*Steve Murray, President
RealTrends*

High Level of Service

For the past 30 years of REAL Trends, and 40 years of my career, there is one thing industry professionals talk about in hushed tones. When will consumers begin to demand consistently high levels of professional services? What will happen to our industry when that happens? How will we survive that wave of change?

Fundamental Change?

In the age of the internet, where numerous industries have been turned inside out by the web, the residential brokerage industry has seen only process change, not a fundamental change. We've used the web to improve our processes and transaction productivity (on each transaction), but we haven't seen housing consumers make themselves heard regarding overall professionalism. Estimates are that 30 to 40 percent or more of the REALTOR® membership didn't do a single transaction in 2016.

(Continued on page 2)

In This Issue

- News & Notes, pp. 2-6
- Technology/MLS Corner, pp. 7-9
- CREN, p. 8
- Professional Development, p. 10
- West Central Chapter, pp. 11-12
- Affiliate Corner, p. 13
- Governmental Affairs, pp. 14-15
- Membership, p. 16



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

DIRECTORS

Randy Aldrich, CRS, GRI

Michael Buscher, GRI

Nicholas Campo, ABR, BPOR, CRS,
GREEN, GRI, SRS

Robert Chipman, GRI

Stephanie Do, GRI

Ronald Duff, GRI

Jim Fulgenzi, CRS, GRI

Gary Harvey, GRI

Galen Johnson, CRS, GRI, SRS

Jane Locascio, GRI

Greg Tally

Dena Turner

Jami Winchester, GRI

Chief Executive Officer

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

REALTOR® REVIEW

NEWS & NOTES

Does it Really Make ... - (Continued from page 1)



Surveys of housing consumers continue to indicate that having a relationship with a sales associate is the most important determining factor in who they chose—not experience or productivity. They chose that person because it was someone they know or a friend knows. Old-timers in the business will tell you that it's been this way forever. The same old-timers will tell you that sooner or later this will change. It just hasn't yet.

As to new business models, they are interesting, and some may become successful. But, they don't address the coming consumer changes any more than the incumbents do. They address how and where services to agents will be delivered and at what cost. While we do not subscribe to the notion that technology will soon crater our business; we do believe that changes of a more dramatic nature are coming.

What Changes?

When will housing consumers start to choose a sales associate for reasons other than they know one or someone referred them? Today, more than two-thirds of buyers choose their sales associate this way. What changes would be wrought should this number decline to one-half and the other half found their sales associate online, through rankings, ratings and reviews?

What would this do to the ability of new sales associates to enter the business? What would the impact be on those who pay their dues and fees to REALTOR® Associations and MLSs but have far less chance to refer clients for a referral fee? What would this do to the economics of the brokerage firm? Would the resulting consolidation because of fewer agents and teams affect the number of REALTORS® and brokerage firms?

Seeing the Impact

Today In fact, we already see some of the impact from this today. The consolidation of market shares among fewer sales associates has been underway for some time. In some markets, the top 20 percent of sales associates already control more than 80 percent of the listing side of the transactional volume. While their share of the buy side is not nearly as strong, it is increasing. One example is the number of teams doing more than 75 sides on REAL Trends Americas Best—it's more than doubled in the last three years. The top 250 teams increased their volume by more than 41 percent over the last three years, while top individual sales associates' volume has declined.

There are many areas where the fundamental change in the way consumers find and select a sales associate could impact industry economics. We can't list them all. While we don't subscribe to the theory that consumers will bail on the use of sales associates for selling and buying homes, we think this foundational area of our business by itself could have a material impact on how the business is organized.

(This article originally appeared in the February 2017 issue of the REAL Trends Newsletter and is reprinted with permission of REAL Trends Inc. Copyright 2017.) ❖

REALTOR® REVIEW

News & Notes - (Continued from page 2)

Improper Use of CAR Copyrighted Forms Continues

It has come to our attention from a very reliable source that, despite CAR's best efforts to curb this activity, the improper use of CAR's copyrighted forms and contracts continues. The most recent instance, was brought to light by a settlement provider who happened to notice the parties to a transaction were using CAR's sale contract. In this particular case, neither party was represented by a REALTOR®. Upon asking the sellers where they obtained the contract from they informed the settlement provider they received it from their REALTOR® who was representing them in the purchase of their next home.

There are two problems with this situation. First, this is an improper use of CAR contracts which are intended for use by REALTOR® members during the course of providing real estate brokerage services. It is our understanding that the REALTOR® who provided the seller with the CAR contract provided no brokerage services in connection with the sale of their buyer's home and the use of the CAR contract. Second, based on advice from legal counsel the mere act of providing the CAR contract to parties to a transaction where no brokerage services are provided in association with the use of said form is considered the unlicensed practice of law.

Please be advised that CAR takes these matters seriously and will do what is necessary to protect its copyrighted material.

Below are a couple of Q&A regarding common questions received on the use of CAR's contracts. That said, we recommend you run these scenarios past your managing broker so as not to conflict with any company policy:

Question: If I am the listing broker and receive an offer from an out-of-area coop broker on an unfamiliar contract can I provide that broker with the CAR contract to use?

Answer: Our recommendation is for you to advise your seller client to counter the offer using the CAR contract.

Question: If I am the listing broker and have an unrepresented buyer who wants to make an offer on my listed property can I provide the buyer with the CAR contract to submit their offer on?

Answer: Our recommendation is for you to write the offer yourself, on behalf of the buyer, using the CAR contract. Be sure to provide the buyer with the "Notice of No Agency" agreement prior to working with them.

Question: I am representing a buyer who is looking for a new home to purchase. The buyer is selling their current home by owner. They have the seller already lined up and have agreed upon the price and the terms. The only thing they seem to be lacking is a sale contract to make it all binding. Can I provide my buyer client with the CAR contract so that he can complete the sale of his property?

Answer: If you are NOT providing any brokerage services in conjunction with the use of the CAR contract this is the improper use of CAR copyrighted forms as they are intended solely for use of REALTOR® members and ONLY when real estate brokerage services are provided in conjunction with the use of the contract. Based on advice from legal counsel the act of providing parties with the CAR contract without also providing brokerage services in conjunction with the use of the contract is considered the unlicensed practice of law. In this instance, the REALTOR® should refer their buyer client to their attorney to draft a contract for them. ❖

REALTOR® REVIEW

News & Notes - (Continued from page 3)



Do you Need a Forms Review?

Do you need a refresher on the use of CAR's standard forms and contracts? If so, we have video taped Real Estate Instructor Kerry Kidwell's contract session from the February New Member Orientation which features a review of CAR's residential listing and sale contract as well as related addendums. The running time for this program, which has been archived on www.seehouses.com, is slightly over two hours. To access this video go to <http://seehouses.com/AboutCAAR/NewsRoom/CARRewind.aspx>.



2017 Major RPAC Investors

CAR would like to acknowledge and thank the many individuals that have stepped forward to become major RPAC investors (Sterling R) or higher in 2017. These major investors all have either invested or pledged to invest at least \$1,000 to RPAC. They are:

Phil Chiles, Capital Area Real Estate
Bob Chipman, Chipman REALTORS & Appraisers
Kristie DeBrun, Campo Realty
John Klemm, Sangamon Realty
Jane Locascio, The Real Estate Group
Susan Madison, RE/MAX Professionals
Edward Mahoney, RE/MAX Professionals
Todd Musso, The Real Estate Group
Michael Oldenettel, RE/MAX Professionals
Chris Pepmeyer, RE/MAX Preferred Properties
Trent Peterman, Diamond Residential Mortgage
Dan Sale, Capital Area REALTORS
Deb Sarsany, The Real Estate Group
Tracy Shaw, Keller Williams Bloomington



2018 Officer & Director Nominations Open

Deadline is March 17th

The Nominating Committee will begin working to identify candidates 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. Questions may be directed to Nominating Committee Chair Kristie DeBrun (217) 625-4663 or Dan Sale (217) 698-7000. ❖

REALTOR® REVIEW

News & Notes - (Continued from page 4)

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 Lincoln era costume; best decorated table; 1st Trivia team 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. All proceeds from this event will be donated to the Springfield Art Association at Edwards Place for the restoration of Edwards Place, CAR's 2017 Charity of Choice. Download event flyer at <https://tinyurl.com/z9rexet>. For more information or donate to the event contact Kathy Nichelson at knichelson@caaronline.com or 217.698.7000. ❖



"Step Back in Time"

The Community Service Committee is seeking donations for live and silent auction items for its April 28th fundraiser. All proceeds will benefit Springfield Art Association at Edwards Place to help with the restoration of the historic Edwards Place. Please contact Kathy Nichelson at CAR or a Community Service Committee member if you would like to donate to this great cause.

Who will our 2017 awards recipients be?



REALTOR® of the YEAR?

Affiliate of the Year?

Community Service?

Hall of Fame?

Rising Star?

REALTOR® REVIEW

News & Notes - (Continued from page 5)

CAR Sponsors

Diamond



Gold



Silver



Bronze



REEF Academic Scholarships Available

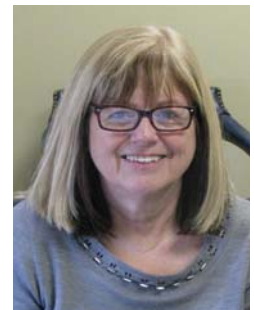
Do you have a son, daughter or grandchild attending college? Check out the \$1,000 James Kinney Scholarship. Applications for the Real Estate Educational Foundation's (REEF) Academic scholarships must be submitted by April 1, 2017. These scholarships provide financial support to talented college students and real estate professionals. Since 2000, REEF has awarded scholarships totaling over \$513,000. Learn more about these and other REEF scholarships at www.ilreef.org. The REEF Academic Scholarship Deadline is April 1, 2017.

CAR Bids Farwell to Ahern

It is with great sadness that we say good bye to Diane Ahern, our bookkeeper of over 14 years. Diane's contributions to the organization have been impressive and are worthy of noting. Although her contributions were many in number they were mostly behind the scenes and often went unnoticed. Just a few of the projects and enhancements Diane helped usher in include: implementation of the e-Commerce platform allowing for online bill payment; transitioning from a paper-based MLS billing process to an online billing process, transitioning from billing of each firm to billing of each individual for MLS subscriber; assist with the oversight of the REALTOR® Store; assuming additional assignments relative to our recent mergers; and, going out of her way providing courtesy notices to CAR members often helping them avoid late fees. Regrettably, Diane has decided to pursue a well-deserved semi-retirement. We thank Diane for her many years of service and wish her all the best in her retirement.



Diane Ahern



Carol Bedtka

While we are sorry to see Diane leave us we are very pleased to welcome Carol Bedtka to the CAR staff. Carol has assumed Diane's duties as bookkeeper. Carol has an extensive background in bookkeeping, customer service and human resource management and will make a great addition to our staff. Carol can be reached via email at cbedtka@caaronline.com or her direct line at 217-717-8053. ❖

Blast from the Past

We hope you enjoy this month's picture from our association's archives. We don't know the date nor the location of where this photo was taken. If you have an old picture or comment about this picture please share with us.

(Right to Left: Charlie Robbins, James A. Skeeters, Willard Kennedy, Glen Garrison, ?? Anderson and ?? Evans)



REALTOR® REVIEW

TECHNOLOGY/MLS CORNER

SentriLock Tip

If using a one day code or a mobile access code and the lockbox does not respond by pressing the ENT button on the lockbox keypad, insert a plastic card such as a credit card or driver's license into the card slot on the lockbox. This will wake the lockbox up. Once the lockbox wakes up, remove the card from the box, press the ENT button on the keypad, and use the code as normal.



Winter Technology Training

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

CMA 2.0

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

Prospecting Manager & Buyer Match

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



Authentisign

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

TransactionDesk

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

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

All of these dates are offered remotely via webinar. RSVP's are required. To RSVP for the live class email admin@caaronline.com and to RSVP for the webinar email cwagner@caaronline.com. ❖

2nd Quarter MLS Fees to Increase To Cover

ShowingTime

As previously explained MLS subscriber fees will increase \$20.25 per quarter effective with the second quarter billing due to go out the first week of March. As you will recall, when the ShowingTime appointment scheduling service was rolled out in April of 2016 the MLS agreed to subsidize nearly 50 percent of the cost for 12 months. Now that the 12 month period is coming to a close the quarterly MLS subscriber fees will increase to accordingly. As a reminder, second quarter MLS fees are due by April 1, 2017.



ShowingTime Promo

See our ad (adjacent) in the March issue of the Heartland Homes Guide promoting the ease of ShowingTime.



Don't miss a sale . . .

just because you were busy and couldn't confirm that showing!

The ShowingTime mobile app enables sellers to efficiently and discretely confirm showing appointments, receive buyer feedback and listing activity reports from their REALTOR®.

Ask your Capital Area REALTOR® about the ShowingTime appointment scheduling service and how it can help take the frustration out of the showing scheduling process.

(Available when listing with a participating Capital Area REALTOR®)



ShowingTime

seehouses.com

REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 7)

CREN Sponsors



CARROLLTON BANK



Upload a Listing Feature

You can fill out the Residential Profile Sheet on-line in Transaction Desk then click the "Upload Listing" link (located in the top right hand corner) and TransactionDesk will send the listing to InnoVia Listing Maintenance and add as a new listings. All required fields must be submitted prior to the listing being activated and a MLS # assigned.



The upload a listing feature is coming soon for all property types.

CAPITAL AREA MLS
Residential Profile Sheet

LIST AGENT NAME: _____ LIST AGENT ID: _____ LIST DATE#: _____ (10)
EXPIRATION DATE: _____ (10) LIST PRICE: _____ (8) PHOTO*: _____ *

COOPERATING AGENT COMP: _____ VARIABLE RATE: _____ (Y/N) COMMISSION: 1 2 3

STREET NUMBER: _____ Direction*: _____ STREET NAME: _____
CITY*: _____ STATE*: _____ ZIP CODE#: _____ TRACT*: _____
COUNTY*: _____ Subdivision*: _____

Unit #: _____ UNIT LOCATION*: _____ (Req'd if Desc=Condo or Apt) LISTING TYPE 1*: _____ (EA,ER)
List Type 2*: _____ (RP) WILL THE SELLER DISPLAY A "For Sale By Owner" OR OTHER SIGN OR NOTICE ON THE PROPERTY
INDICATING THAT THE SELLER IS SOLICITING DIRECT CONTACT FROM BUYERS? _____ (Y/N) AUCTION*: _____ (Y/N)
SHORT SALE*: _____ (Y/N) FORECLOSURE*: _____ (Y/N) Available for Lease*: _____ (Y/N) Lease S: _____

COMMERCIAL REAL ESTATE NETWORK

March CREN Luncheon

The next CREN luncheon is scheduled for March 21, 2017 with guest speaker to be Jean Bruner-Jachino, Hotel Ventures Management. Special thanks to our sponsor for this month Warren-Boynton State Bank.



CREN to Sponsor State of the City Luncheon April 20th

The Annual State of the City Luncheon, featuring Springfield Mayor Jim Langfelder, will be held on April 20, 2017. The event begins promptly at 11:30 a.m. and is slated to adjourn by 12:45 a.m. See newsletter insert for details. ❖

REALTOR® REVIEW

Local Market Update for February 2017

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



Capital Area Region

Single-Family Detached	February			Rolling 12 Months		
Key Metrics	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	334	324	- 3.0%	4,747	4,753	+ 0.1%
Pending Sales	279	278	- 0.4%	3,510	3,516	+ 0.2%
Closed Sales	187	164	- 12.3%	3,463	3,516	+ 1.5%
Cumulative Days on Market Until Sale	93	95	+ 2.2%	88	85	- 3.4%
Median Sales Price*	\$103,500	\$114,900	+ 11.0%	\$118,000	\$121,000	+ 2.5%
Average Sales Price*	\$128,934	\$129,740	+ 0.6%	\$140,969	\$144,500	+ 2.5%
Percent of Original List Price Received*	90.9%	91.5%	+ 0.7%	92.9%	93.3%	+ 0.4%
Inventory of Homes for Sale	1,076	982	- 8.7%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

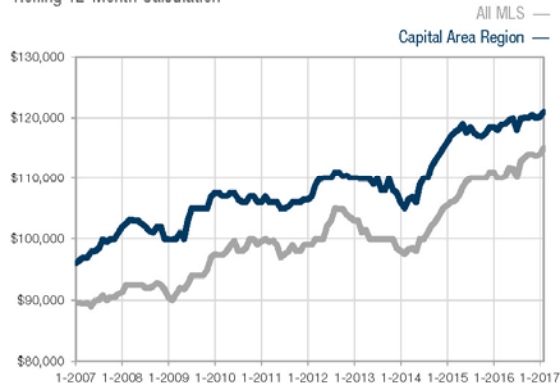
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	February			Rolling 12 Months		
Key Metrics	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	35	33	- 5.7%	432	399	- 7.6%
Pending Sales	27	28	+ 3.7%	315	326	+ 3.5%
Closed Sales	20	16	- 20.0%	307	319	+ 3.9%
Cumulative Days on Market Until Sale	90	156	+ 73.3%	93	89	- 4.3%
Median Sales Price*	\$122,850	\$120,500	- 1.9%	\$129,900	\$136,000	+ 4.7%
Average Sales Price*	\$127,934	\$111,719	- 12.7%	\$133,718	\$140,388	+ 5.0%
Percent of Original List Price Received*	94.8%	91.5%	- 3.5%	94.1%	94.1%	0.0%
Inventory of Homes for Sale	129	83	- 35.7%	--	--	--
Months Supply of Inventory	4.9	3.1	- 36.7%	--	--	--

* 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



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.

Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



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

REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

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.

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



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

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)

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>.

12 Hour Broker Management Education Course

NEARLY FULL!

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>

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) ❖

REALTOR® REVIEW

WEST CENTRAL CHAPTER

Dena Turner Selected for IR's Leadership Development Program

Congratulations to REALTOR Dena Turner (CENTURY 21 Swanson-Tucker, Inc.) who was recently selected to participate in the Illinois REALTOR® Leadership Development program. Turner serves as President for the West Central Chapter



*Dena Turner
West Central
Chapter President*

West Central Chapter Luncheon (April 10th)

The next Chapter luncheon will be held on April 10th and will feature an association update from CAR CEO Dan Sale, including an overview of recent forms changes and CAR's new Government Affairs Director Jimmy Clayton who will provide a legislative update. The luncheon will be held at the Galesburg Public Library and begins at 11:45 a.m. with the program from 12:00-1:00 p.m. Lunch will be included at a cost of \$12.00. RSVP's required by no later than April 6th at 12:00 noon. No-shows will be billed. See flyer attached to this newsletter.

CAR Welcomes Chapter Administrator

CAR is Pleased to Welcome Angela Roberts as the new Administrator for the West Central Chapter. "With over fifteen years in experience in the customer service and sales field we are very excited to have Angela join our team," said Dan Sale, CEO. "I truly enjoy being busy and having the opportunity to problem solve and multi-task," said Angela. On a personal level, in 2014 Angela and her husband Daniel purchased their first bank owned foreclosure. Together, Angela and Daniel, a former carpenter improved the property and recently sold it. They have since purchased another foreclosure property in Knoxville and plan to improve it as well. Angela is a native of Galesburg and received her associates degree from Carl Sandburg College.



*Angela Roberts
West Central Chapter
Administrator*

Please note that Angela will keep office hours from 9:00 a.m. – 1:00 p.m. unless otherwise noted. Please help make Angela feel welcome. Angela can be reached via email at westcentral@caaronline.com or via phone at 309/342-6225. ❖

Visit the West Central
Chapter Page at SeeHouses.com
[http://seehouses.com/MemberPortal/
WestCentralChapter.aspx](http://seehouses.com/MemberPortal/WestCentralChapter.aspx)



West Central Chapter Calendar of Events:

April 2017

- 3 Advisory Committee
(9:00 a.m.)
- 10 Quarterly Meeting
Galesburg Public
Library
 - 11:30 am Registration
 - 12:00 pm Lunch
 - 1:00 pm Meeting

July 2017

- 17 Quarterly Meeting
Galesburg Public
Library
 - 11:30 am Registration
 - 12:00 pm Lunch
 - 1:00 pm Meeting

August 2017

- 21 Quarterly Meeting
Galesburg Public
Library
 - 11:30 am Registration
 - 12:00 pm Lunch
 - 1:00 pm Meeting



West Central Chapter New REALTOR® Member:

Zachery Shaw
(Mel Foster Co.)



REALTOR® REVIEW

Local Market Update for February 2017

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



West Central Region

Single-Family Detached	February			Rolling 12 Months		
Key Metrics	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	43	55	+ 27.9%	776	720	- 7.2%
Pending Sales	44	42	- 4.5%	550	541	- 1.6%
Closed Sales	39	42	+ 7.7%	544	535	- 1.7%
Cumulative Days on Market Until Sale	129	126	- 2.3%	103	104	+ 1.0%
Median Sales Price*	\$71,000	\$99,500	+ 40.1%	\$75,000	\$75,000	0.0%
Average Sales Price*	\$84,798	\$114,604	+ 35.1%	\$91,571	\$93,407	+ 2.0%
Percent of Original List Price Received*	88.0%	90.3%	+ 2.6%	89.1%	90.4%	+ 1.5%
Inventory of Homes for Sale	219	186	- 15.1%	--	--	--
Months Supply of Inventory	4.8	4.1	- 14.6%	--	--	--

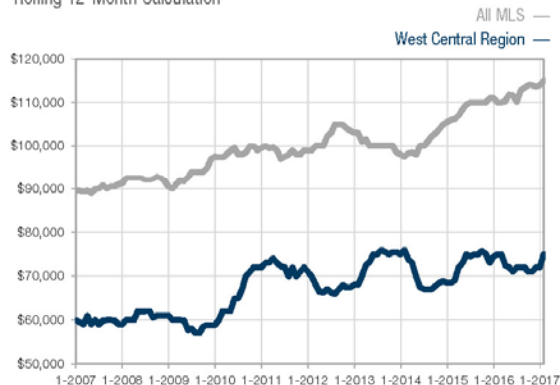
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	February			Rolling 12 Months		
Key Metrics	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	0	2	--	5	8	+ 60.0%
Pending Sales	0	0	0.0%	2	3	+ 50.0%
Closed Sales	0	0	0.0%	3	3	0.0%
Cumulative Days on Market Until Sale	--	--	--	61	38	- 37.7%
Median Sales Price*	--	--	--	\$104,000	\$130,000	+ 25.0%
Average Sales Price*	--	--	--	\$96,333	\$134,000	+ 39.1%
Percent of Original List Price Received*	--	--	--	95.4%	97.7%	+ 2.4%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	2.0	2.7	+ 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

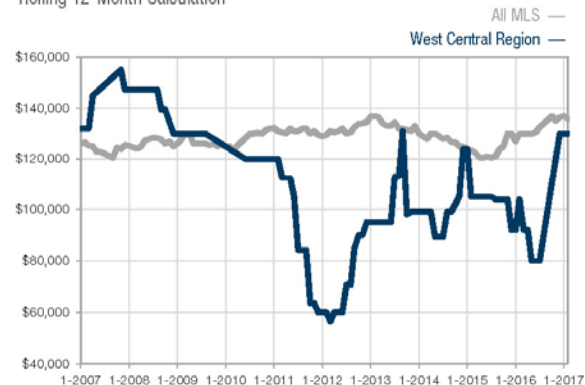
Rolling 12-Month Calculation



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.

Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



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

REALTOR® REVIEW

AFFILIATE CORNER

Drones and Surveillance Issues in Real Estate

March 10th 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. Thank you to our sponsor Illinois Real Estate Title Center. RSVP by calling 217-698-7000 or email admin@caaronline.com. ❖





FOR A BIG CAUSE

A NIGHT TO BENEFIT HOMELESS VETERANS <<<

SATURDAY MARCH 25
5:30 PM

>>> FEATURING SPECIAL GUESTS

**LICK CREEK**

&

**Off The Wall**

PRAIRIE CAPITAL CONVENTION CENTER-WWW.SPRINGFIELDPC3.COM

TICKETS AVAILABLE AT TICKET MASTER.COM, GREEN HYUNDAI AND DIAMOND RESIDENTIAL MORTGAGE | \$22 REGULAR ADMISSION | \$51 VIP W/SWAG BAG

217-726-6864 FOR MORE INFORMATION



REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

Visit NAR's "Federal Political Advocacy" Webpage

Visit NAR's Legislative & Regulatory Policy Advocacy webpage for NAR's latest advocacy news:

- 2017 Advocacy Agenda
- 2016 NAR Legislative & Regulatory Year in Review
- Learn About Our Key Issues
- Advocacy News

Access the page here:
<https://www.nar.realtor/political-advocacy/federal-political-advocacy>.



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.) Learn more about becoming a Pacesetter. In addition, you will also receive 2 VIP passes to CAR's Annual Awards Program March 23rd 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 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 25th. 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 ♦

**CONFERENCE
& EXPO 2017**
Advocacy • Education
Ethics • Legal
MAY 10-11
COLLINSVILLE
GATEWAY CENTER

Sales Rock Star

LEIGH BROWN
Opening Session

Success Guru

MARK GIVEN
Elective CE

Communication Expert

ANTHONY HUEY
Closing Session

Real Estate Compliance

MARKI LEMONS RYHAL
Core B CE

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

REALTOR® REVIEW

MEMBERSHIP NOTES



Frequently Used Phone Numbers:

Capital Area REALTORS®:

Phone: 217/698-7000

Fax: 217/698-7009

Websites:

www.SeeHouses.com

www.SeeBuildings.com

Illinois 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

ShowingTime:

Phone: 800-379-0057

New Members

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

REALTORS®

Charles Barnes

Thomas Carter

Brent Cearlock

George Chandler

Matthew Cox

Nathan Cumpton

Judy Karl

Adam Fencik

Joel Gher

Matthew McElroy

Melissa Selby

Zachary Shaw

Tony Smotherman

Toby Stay

Natchure Stockton

Lowell Taylor

Donald Wagner

Coldwell Banker Honig Bell

Landguys dba LG Select Realty

Illinois Land Sales, LLC

Landguys dba LG Select Realty

Landguys dba LG Select Realty

Landguys dba LG Select Realty

Coldwell Banker Honig Bell

Landguys dba LG Select Realty

Whitetail Properties Real Estate, Inc.

The Real Estate Group, Inc.

Craggs REALTORS, Inc.

Mel Foster Co.

Landguys dba LG Select Realty

Landguys dba LG Select Realty

The Real Estate Group

Landguys dba LG Select Realty

Landguys dba LG Select Realty

Full Affiliates

Holly Forden

Jeffrey Fothergill

Supreme Lending

Regions Bank (CAR Sponsor)

Local Affiliates

Jennifer Runkel

Jake Saladino

Adam Sims

Prairie Land Title Company (CAR Sponsor)

United Community Bank (CAR Sponsor)

Warren Boyton State Bank (CAR Sponsor)

TRANSFERS

Century 21 Real Estate Associates

Ryan Louis (*from RE/MAX Professionals*)

Keller Williams Bloomington

Tracy Shaw, Charlie Waugh (*from The Real Estate Group*)

RE/MAX Professionals

Catherine Beck, Kim Wenda (*from Keller Williams Bloomington*)

DROP:

REALTORS®: Rodney Egizii, Jennifer Rapacz

Address Changes:

Freedom Real Estate

Diane Davenport, Managing Broker

7040 Kingsmill Court, Springfield, IL 62711

New Phone Number: 217-697-5650

Keller Williams Bloomington

Brian J Armstrong, Managing Broker

3435 Liberty Drive, Springfield, IL 62704

217-717-4556

REALTOR® REVIEW

CALENDAR

AT A GLANCE

March

8	Leadership Academy Session II	9:00
9	MLS Committee	9:00
	Finance & Executive Committee	11:00
10	Break For Hot Topics	9:00
	Prospecting Manager	9:00
13	Board of Directors	9:00
14	BME 1803 (day 1)	9:00-4:00
15	BME 1803 (day 2)	9:00-5:00
16	Unlicensed Asst Workshop	9:00-10:30
	Authentisign Training	9:00
	Community Service Comm	11:00
	RPR Training	1:00
17	CMA Training	9:00
21	CREN Luncheon	11:30
	Leadership Academy Session IV	4:00
23	2017 Awards Program	5:30
28	Transaction Desk Training	9:00

April

3	WC Chapter Advisory Committee	9:00
4	InnoVia Review	9:00-11:00
6	MLS Committee	9:00
	Audit Committee	10:45
	Finance & Executive Comm	11:00
7	Governmental Affairs	10:00
10	WC Advisory Quarterly	11:30
11	Board of Directors	9:00
	Cont. Ed. (COR 1644)	9:00-12:00
	Cont. Ed. (COR 16003)	1:00-4:00
12	REALTOR/Affiliate Committee	2:00
13	Break For Hot Topics	9:00
14	Good Friday - CAR Offices Closed	

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

CAR wishes to extend its deepest sympathies to the family and friends of **Maurice "Tip" Tippet** who recently passed away. Tip joined CAR as a REALTOR® with R.F. Patton REALTORS® in 1987 and remained a member of CAR for nearly 30 years. He was most recently affiliated with Charles E. Robbins Real Estate.

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>

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>)

- ☒ Springfield area Fall 2016 & Winter 2017 CE Schedule
- ☒ Springfield area 12 Hour Broker Management Course Schedule
- ☒ Unlicensed Assistant Training (March 16th)
- ☒ Break for Hot Topics (March 10th)
- ☒ Trivia Flyer (April 28th)
- ☒ Charity of Choice Donation Flyer
- ☒ State of the City Luncheon (April 20th)

Market Trends Indicator

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

- ☒ Monthly Market Trends Reports

West Central

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

- ☒ West Central Chapter Member Meeting (April 10th)