

REALTOR® REVIEW

Volume 22, Edition 250

March 2018

2018 Annual Awards Program

March 21st

Invitations are in the mail for the CAR Annual Awards program to be held March 21st 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 Kevin White. Special thanks to CAR's sponsors for helping to make this event possible. Call 217-698-7000 or email admin@caaronline.com to RSVP by March 19th.



Leadership Candidates Learn from News Anchorwoman Stacy Skrysek

At the most recent segment of CAR's Leadership Academy Stacy Skrysek, 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. Special thanks to Illinois REALTORS® for hosting this event and to Jon Broadbooks for helping to coordinate. ❖



*Leadership Academy Session IV:
Public Relations &
Effective Communications
February 16, 2018*

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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

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e-PRO, RCE, SPHR

REALTOR® REVIEW

NEWS & NOTES

2019 Officer & Director Nominations Open

The Nominating Committee will begin working to identify candidates to serve as 2018/2019 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.



NOMINATE NOW!!

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. To learn more about the duties and responsibilities of leadership in CAR go to: <http://seehouses.com/MemberPortal/Governance/NominationProcess.aspx>

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 April 13, 2018 for consideration. Questions may be directed to Nominating Committee Chair John Klemm (217) 793-1967 or Dan Sale (217) 698-7000.

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, 2018. These scholarships provide financial support to talented college students and real estate professionals. Learn more about these and other REEF scholarships at www.ilreef.org. ❖



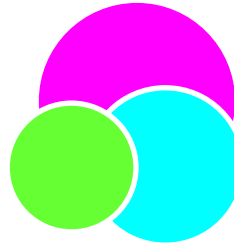
Illinois Real Estate
Educational Foundation

News & Notes - (Continued from page 2)

"Glo Bingo" to Benefit for Compass for Kids

April 20th, 6:00 p.m.

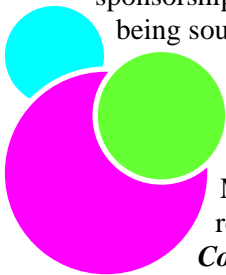
Capital Area REALTORS® Community Service Committee has scheduled a fundraiser benefiting "Compass for Kids," CAR's 2018 Charity of Choice. The committee is hosting a "Glo Bingo" event instead of a trivia night this year with over \$1000 in cash prizes! The cost to attend is \$25 per person or \$200 for a reserved table of 10. Registration fees include 6 bingo cards, a glow hat and a glow bingo dabber per person. There will be a cash bar. Don Gray is providing pulled pork sandwich with sides for \$6.00 or a single sandwich for \$5.00. All of the money collected from food sales will be donated to Compass for Kids. (Sorry, outside food or drinks are prohibited.) The committee will be hosting live and silent auctions and a "Gift Card" grab bag at the event. The fundraiser will held April 20th, at the Columbian Grand Hall (former KC Hall), 2200 South Meadowbrook, Springfield. Doors will be open at 6:00 p.m. and Glo Bingo starts at 7:30 p.m. Download the registration form at <https://tinyurl.com/ycllvfb8>. Please contact Kathy Nichelson at CAR or email her at knichelson@caaronline.com if you have any questions.



"Glo for Kids" Fundraiser Sponsorship Opportunities

The Capital Area REALTORS® (CAR), through its Community Service Committee, is currently raising funds for "Compass for Kids". The mission of Compass for Kids is to provide academic and social-emotional support to empower at-risk children and families. To this end, Compass for Kids has an after-school program, a summer program, and a Backpack Feeding Program to support at-risk children and youth in Springfield School District 186 in Springfield, Illinois.

This is where we need your help. In addition to soliciting contributions the Committee is planning various fund raisers including a fundraising "Glo Bingo" night "*Glo for Kids!*" (April 20th). Please see page 4 for event sponsorship opportunities. Auction items and cash donations are also being sought for this event. Please note that donors will receive recognition in various forms, including www.SeeHouses.com, in several promotional publications and at the fund raising event April 20th.



Mark your calendars for April 20th, the Glo Bingo event registration form will be available soon! *All proceeds benefit Compass for Kids.*

"Glo for Kids!"

Glow Bingo Event Sponsors

Food Sponsors:

Don Gray
(Sangamon County Clerk)

Misty Buscher
(Springfield City Treasurer)

Bar Sponsors:

Bacon Termite & Pest Control

Bingo Round Sponsors:

Coldwell Banker Springfield

Derek Hensley
(State Farm)

Midland Home Inspections

Prairie Land Title



REALTOR® REVIEW



"Glo for Kids!" Sponsorship Opportunities!



REALTORS® Giving Back to the Community!

The Capital Area REALTORS® (CAR), through its Community Service Committee, is currently raising funds for "Compass for Kids". The mission of Compass for Kids is to provide academic and social-emotional support to empower at-risk children and families. To this end, Compass for Kids has an after-school program, a summer program, and a Backpack Feeding Program to support at-risk children and youth in Springfield School District 186 in Springfield, Illinois.

This is where we need your help. The Committee is planning various fund raisers including a fundraising "Glo Bingo" night "**Glo for Kids!**" (April 20th). In addition to auction items, the following cash donations are being sought for this event. Please note that donors will receive recognition in various forms, including www.SeeHouses.com, in several promotional publications and at the fund raising event April 20th. **All proceeds go to Compass for Kids.**

If you would like to assist in this worthwhile project please contact the Kathy Nichelson at the Capital Area REALTORS® at 271-698-7000 or knichelson@caaronline.com.



One Main
Event Sponsor

\$1500

One
Venue Sponsor

\$800

Food
Sponsor

**Thank You
Don Gray**

One Bar
Sponsor

\$400

Ten
Bingo Round
Sponsors

\$100

REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

2018 Winter Continuing Education Schedule

Don't miss out on the few remaining "Live" instruction CE classes left. The summary listing of these courses that are held in conjunction with the Illinois REALTORS® Licensing and Training Center are listed below:



March 27, 2018 - Annette Akey Panzek

9:00 a.m. -- 12:00 p.m. - COR1697 - Core B: Marketing Mishaps & Mayhem - Common Legal Blunders Brokers Make in Marketing & Advertising (3 Hrs Core B)

1:00 - 4:00 p.m. - RD900: Real Estate Safety Matters: Safe Business = Smart Business (3 Hrs Elective)

Also, CAR has a host of economical home study options available at <https://tinyurl.com/y7sje5pl>. Or, contact Kathy Nichelson at 217-698-7000 or knichelson@caaronline.com for details. ❖

Illinois REALTORS® Conference & Expo 2018

ILLINOIS REALTORS®

CONFERENCE & EXPO 2018

Discover Your Wow Factor Social Media Strategies Real Estate Compliance Transaction Pitfalls

KAREL MURRAY **KATIE LANCE** **KIM DAUGHERTY** **LYNN MADISON**

Register at:
<http://www.illinoisrealtors.org/event/conference>

CAR Members Attend Professional Standards Workshop

On January 9th 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 take a day of their busy schedules to attend this workshop:

- Shelley Berendt
- Dominic Campo
- Nicholas Campo
- Jennifer Chance
- Gail Chevalier Zini
- Cheryl Dambacher
- Diane Davenport
- Stephanie Do
- Karen Harris
- Steve Hayden
- Dana Hudson
- Kevin Jarvis
- Mitzi Minton
- Todd Musso
- Kathy Nichelson
- Daniel Sale
- Dawn Stremsterfer
- Joseph Tetzlaff
- John Williams



REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

Join us for Lobby Day on April 10, 2018!

We need your voice!



As a REALTOR®, you represent Illinois homeowners, commercial real estate, and real estate professionals. Make your concerns known to legislators and show you care about protecting private property rights.

Reasons to attend:

- Get a private legislative briefing on issues that affect REALTORS®. Learn what critical issues are in play and where Illinois REALTORS® stand on them and why.
- Talk with fellow REALTORS® about issues at the state and local level.
- Visit the Capitol and potentially make personal contact with legislators.

Schedule of Events - April 10, 2018 (Tuesday)

10:00 am - 1:00 pm	Capitol Conference Registration
11:00 am	Doors Open
11:45 am - 1:00 pm	Capitol Conference Luncheon & Legislative Briefing
1:00 pm	Load Buses for Capitol Visits
1:00 - 4:00 pm	Legislative Visits
1:30 - 2:00 pm	Illinois REALTORS® Member Picture - Outside State Capitol
4:00 - 4:30 pm	RPAC Major Investor Early Entrance to Reception
4:30 - 6:30 pm	Lobby Day Reception

The registration fee is waived, however, should you register and fail to show or cancel by March 31st you will be billed the \$55.00 fee. Register online at: <https://tinyurl.com/y9k697y3>.

Governmental Affairs Update

2018 Advocates for Real Estate Recognition Underway

2018 marks the third straight year that CAR will conduct 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 2017 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 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.

(Continued on page 7)

CONFERENCE & EXPO 2018
Advocacy • Education
Ethics • Legal • Outreach

\$10 CREDIT
Use promo code: **CAR10**

MAY 2-3, 2018
COLLINSVILLE GATEWAY CENTER

REGISTER TODAY!

217-529-2600

WWW.IllinoisRealtors.org/Conference

REALTOR® REVIEW

Governmental Affairs - (Continued from page 6)

Governmental Affairs Update

2018 Advocates for Real Estate (Continued from page 6)

ADVOCATES FOR REAL ESTATE

2018 Champions for the Capital City

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

MITZI BRANDENBURG The Real Estate Group, Inc.	ANTHONY BUSCHER The Real Estate Group, Inc.	MIKE BUSCHER The Real Estate Group, Inc.	DOMINIC CAMPO Campo Realty, Inc.	NICHOLAS CAMPO Campo Realty, Inc.	PHILIP E. CHIES Capital Area Real Estate	BOB CHERMAN Chapman REALTOR® & Appraisers	ASHLEY CONER The Real Estate Group, Inc.	BEVERLY COLLINS RE/MAX Professionals	DIANE DAVENPORT Coldwell Banker Springfield	KRISTIE L. DEBBIN Campo Realty, Inc.	SUSAN DENNY RE/MAX Professionals
STEPHANIE DO Do Realty Services, Inc.	MELISSA DOWSON VORMEYER RE/MAX Professionals	KATHLEEN A. GART RE/MAX Professionals	MELISSA GRUSSENMEYER The Real Estate Group, Inc.	SANDY HAMILTON RE/MAX Professionals	RICHARD W. HANDELMAN The Real Estate Group, Inc.	JANE HAY The Real Estate Group, Inc.	CONRY JOYNER Joyner Construction Services	TIMOTHY J. KEARNEY B Safe Home Inspections of E.	HELEN KENNEDY Kennedy Real Estate LLC	KYLE KILBREW The Real Estate Group, Inc.	JOHN KLEMM Sangamon Realty
CINDI KRUSE The Real Estate Group, Inc.	BECKY LOBER HENDRICKS The Real Estate Group, Inc.	JANE LOCASCIO The Real Estate Group, Inc.	DANA LYONS Blinds Real Estate Title	SUSAN MADSON RE/MAX Professionals	ED MAHONEY RE/MAX Professionals	RI MCCURLEY RE/MAX Professionals	TODD MUSSO The Real Estate Group, Inc.	STEVE MYERS Myers Commercial Real Estate	MICHAEL D. OLDENITTEL RE/MAX Professionals	CHRISTINE PERMEYER RE/MAX Preferred Properties	TRENT PETERMAN Diamond Residential Mortgage
EMILY M. BABIN RE/MAX Professionals	SUZIE SABLES DUFF RE/MAX Professionals	DAN SALE Capital Area REALTOR®	DEB SARGANY The Real Estate Group, Inc.	CHRIS SCHALLER Diamond Residential Mortgage	TRACY SHAW Keller Williams Capital	PETER STEWARD RE/MAX Professionals	DENA TURNER CENTURY 21 Tucker Swanson, Inc.	ALLAN B. YOUNG RE/MAX Professionals	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.		

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 more than \$1,576,000 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.

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 or for purchase from the State Board of Elections, Springfield, Illinois.]

VOTE

★

ACT

★

INVEST

**VISIT THE
REALTOR®
ACTION
CENTER
TO JOIN THE**

Governmental Affairs - (Continued from page 7)

Capital Area REALTORS® Legislative Update

By Jim Clayton, Local Governmental Affairs Director

CAR Provides Critical Input with Area Comprehensive Plan

The City of Springfield and the Regional Planning and Zoning Commission first released their 20yr Comprehensive Plan to the public in October of 2017. The first draft of the Comprehensive Plan, which is an advisory document in nature, drew concerns from Local REALTORS®. Combining efforts with the Chamber of Commerce Development Policy Committee and local developers, builders and engineers, changes and amendments to the plan were ultimately determined. The concerns with the plan revolved around language pertaining to “Site Suitability”, the “Land-Subdivision Ordinance”, updating the “Arterial Road Network, and specific changes that were made to the zoning maps. Local REALTORS® as well as the Chamber of Commerce Development Policy Committee discussed and provided possible changes in the following weeks in meetings with 9 of the 10 Springfield Alderman, as well and members of the Regional Planning and Zoning Commission. The new Comprehensive Plan was to be originally voted on December 19th, 2017, with changes and concerns still lingering, the coalition between Capital Area REALTORS® and the Chamber of Commerce asked City officials to delay the vote to allow for more time to have all area of concerns determined. After meeting with Mayor Langfelder and member of the Regional Planning and Zoning Commission, all the recommended amendments were accepted and adopted into the plan. The Capital Area REALTORS® would like to thank all the members that worked tirelessly on this issue, as well as, The Springfield Chamber of Commerce, City of Springfield Alderman, Mayor Langfelder and the Regional Planning and Zoning Commission for all of the hard work that went into a great plan for the future of Springfield.

REALTOR® Party to Help with the Village of Chatham’s Comprehensive Plan

The Capital Area REALTORS® Governmental Affairs Committee has applied for a Smart Growth Grant through the National Association of REALTORS® “Community Outreach Program” to help fund the Village of Chatham’s efforts in completing a new Comprehensive Plan. The Smart Growth Grant, designed to help municipalities in public policy changes, will help offset consulting and development costs for Chatham. Two Capital Area REALTOR® members will be on the advisory committee to help oversee with the framework of the new plan. Capital Area REALTORS® expect the grant to be finalized and completed by beginning of the summer.

Lobby Day!

April is right around the corner and that means it is time for REALTOR® Lobby Day. On April 10th, the Illinois REALTORS® will once again host the annual “Capitol Conference.” Make your concerns known to our legislators and show you care about protecting private property rights. At the Capitol, REALTORS® represent industry professionals in the residential and commercial sectors as well as the clients they serve. Lobby day is an opportunity for you to get a private legislative briefing on issues that affect REALTORS®. Make sure your register to learn what critical issues are in play and where Illinois REALTORS® stand on them and why. ❖



TECHNOLOGY/MLS CORNER

Will Tech Kill the Industry?

By Steve Murray, president



I had a conversation with a young woman who has a senior level position in our industry and almost 12 years of experience in our business. I asked her what she thought about the screaming voices about how technology will kill the industry in some fashion or another. She had an interesting view.

She said, “I don’t think there is a lot of unhappiness with real estate agents or teams. Certainly, they are not all perfect, but most consumers we have worked with or encountered are fairly well satisfied with their agent’s service. Communications could improve, but, overall, consumers seem pleased.”

She went on to say that what consumers aren’t pleased with is the process—the mortgage, closing costs and fees, title insurance, inspections, etc. She says, “Their dissatisfaction is far more focused on the complexity, time it takes, and the number of different parties involved to get a purchase or sale completed. Many young buyers and sellers, I think, are unhappy about that part of the process.

“I think the industry would be well served to use technology to get all the different platforms together into one seamless system that could lower the complexity, increase the access to transactional data and, in some ways, lower the cost of buying and selling homes.”

I think she is on to something. Are we looking at the challenges correctly? Is it perhaps true that it is not the agent where the problem is but rather the multiplicity of service suppliers and the lack of any real integration of each of them that causes anxiety and dissatisfaction? We are launching a consumer study with The Harris Poll folks—with whom we have done six prior consumer studies—to find out.

(This article originally appeared in the March 2018 issue of the REAL Trends Newsletter and is reprinted with permission of REAL Trends Inc. Copyright 2018.)

Winter Technology Training

Consult the 2018 Winter Technology Training Schedule and take advantage of one or more of the many great FREE training sessions offered by MLS Director Cathy Wagner. Here are the remaining classes:

- 3/15 Authentisign (9:00-10:00 a.m.) - Digital Signatures
- 3/22 InnoVia Overview (9:00-10:30 a.m.)
- 3/27 Prospecting Manager & Buyer Match (9:00-10:00a.m.)

Classes are also available via webinar. Please contact Cathy Wagner at cwagner@caaronline.com for webinar information. ❖



Steve Murray, President
Real Trends Inc.

Sentrilock One Day Code Facts

- One Day Codes are dynamic, which means they change every day.
- This provides security by giving the code a time limit to access the Lockbox key department without having to visit your Lockbox to change the access code.
- They are good for a specific day and can be set to expire for a specific timeframe after they are first used in the Lockbox.
- One Day Codes can be generated for a Lockbox up to two weeks prior to when the code is actually needed.
- The One Day Code can be assigned to the person that will be using it and their access to the Lockbox using the code will be recorded.
- One Day Codes can be generated and sent via text and/or email from your SentiSmart App.



REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 9)

CREN Sponsors



Bank & Trust
Company

CARROLLTON
BANK

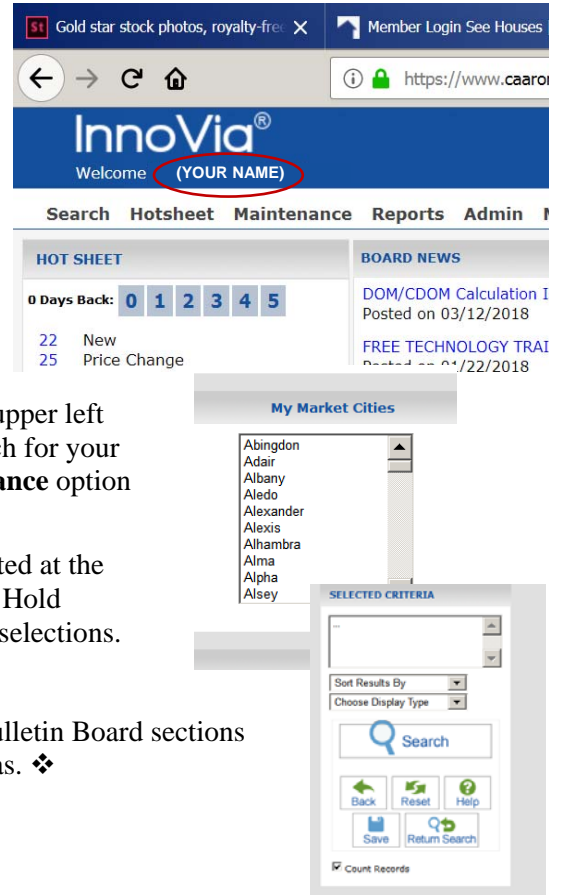


CHICAGO TITLE



InnoVia Tip - My Market Cities

The My Market Cities function allows you to choose the areas that you most frequently work in, and set them as your market area in your agent profile. By doing so, the quick hotsheet on the InnoVia home page will only display activity in your market areas. Also, the Bulletin Board section on the home page will only show Bulletin messages that pertain to your market areas. It is not mandatory to select your market areas, but may be a time-saver.



Setting Your Market Cities

- Access your agent profile page by clicking on your name in the upper left corner of the home page, or search for your profile from the **Agent Maintenance** option under the **Maintenance** tab.
- Choose “My Market Cities” located at the bottom of the agent profile page. Hold the **CTRL** key to make multiple selections.
- Click **Save** on the left.
- Now your quick Hotsheet and Bulletin Board sections will only reflect your market areas. ❖

COMMERCIAL REAL ESTATE NETWORK

March CREN Luncheon

The next CREN luncheon is scheduled for March 20, 2018 with guest speakers to be Betsy Urbance (General Counsel and Vice President of Legal Services) and Jeffrey Baker (Associate General Counsel and Director of Legal Services) of the Illinois REALTORS®. Special thanks to our sponsor Warren-Boynton State Bank.



CREN to Sponsor State of the City Luncheon

The Annual State of the City Luncheon, featuring Springfield Mayor Jim Langfelder, will be held on May 10, 2018. The event begins promptly at 11:30 a.m. and is slated to adjourn by 12:45 p.m. The Commercial Real Estate Network is the presenting sponsor for the 11th straight year. ❖

REALTOR® REVIEW

Local Market Update for February 2018

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



Capital Area Region

Single-Family Detached	February			Rolling 12 Months		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Key Metrics						
New Listings	332	328	- 1.2%	4,771	4,829	+ 1.2%
Pending Sales	265	279	+ 5.3%	3,489	3,563	+ 2.1%
Closed Sales	163	172	+ 5.5%	3,516	3,540	+ 0.7%
Cumulative Days on Market Until Sale	95	89	- 6.3%	85	81	- 4.7%
Median Sales Price*	\$112,450	\$112,500	+ 0.0%	\$121,000	\$122,000	+ 0.8%
Average Sales Price*	\$129,121	\$127,494	- 1.3%	\$144,483	\$144,253	- 0.2%
Percent of Original List Price Received*	91.5%	91.5%	0.0%	93.3%	93.1%	- 0.2%
Inventory of Homes for Sale	1,052	978	- 7.0%	--	--	--
Months Supply of Inventory	3.6	3.3	- 8.3%	--	--	--

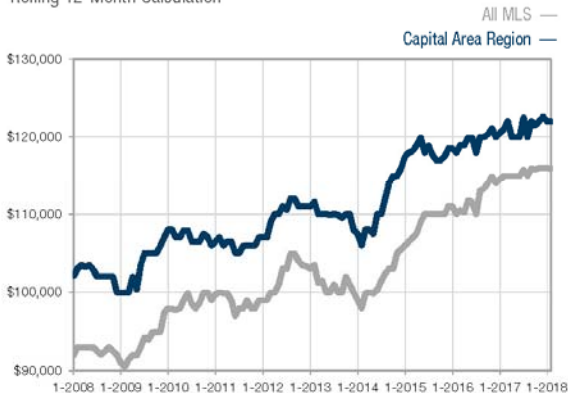
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	February			Rolling 12 Months		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Key Metrics						
New Listings	34	39	+ 14.7%	405	461	+ 13.8%
Pending Sales	27	22	- 18.5%	326	359	+ 10.1%
Closed Sales	18	15	- 16.7%	323	355	+ 9.9%
Cumulative Days on Market Until Sale	151	90	- 40.4%	89	80	- 10.1%
Median Sales Price*	\$129,450	\$140,000	+ 8.1%	\$136,000	\$129,000	- 5.1%
Average Sales Price*	\$119,189	\$139,347	+ 16.9%	\$140,139	\$133,131	- 5.0%
Percent of Original List Price Received*	91.7%	94.6%	+ 3.2%	94.1%	94.1%	0.0%
Inventory of Homes for Sale	90	93	+ 3.3%	--	--	--
Months Supply of Inventory	3.3	3.1	- 6.1%	--	--	--

* 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.

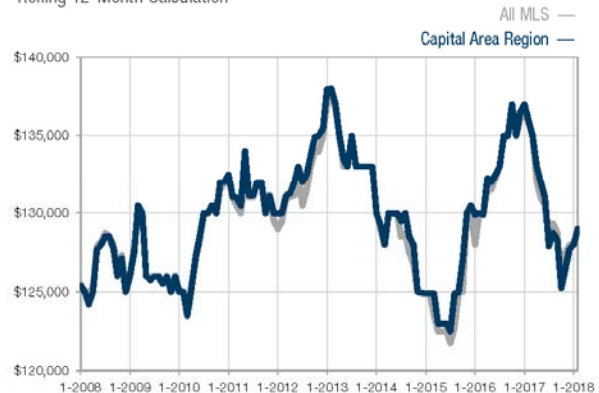
Median Sales Price - Single-Family Detached Properties

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

REALTOR® REVIEW

WEST CENTRAL CHAPTER

Home Study



Exam Proctor

Home study continuing education course exams taken through the Illinois REALTORS® Licensing & Training Center | Capital Area REALTORS® can be taken between 9:00 a.m. and 1:00 p.m. at the West Central Chapter Office. Please notify the office at least 48 hours in advance at 309-342-6225 or email westcentral@caaronline.com.



THANK YOU!!!

Thank You First Mid-Illinois Bank & Trust!

The West Central Chapter would like to give a special thanks to First Mid-Illinois Bank & Trust for the use of their conference room for the March 8th C.E. Classes.



West Central 2018 Charity of Choice

The Capital Area REALTORS® (CAR) West Central Chapter, through its Community Service Committee including Lindsey Hillery, Tim Eagle, Dena Turner and Jackie Turner, is currently in the process of selecting its annual charity of choice for its 2018 fund raising efforts. All non-profit organizations who wish to be considered must complete and submit this application by 5:00 p.m. on Friday, March 23, 2018. Completed applications will be reviewed by the committee and the potential recipients will be narrowed down to a select few. A representative from each of the selected organizations will be asked to give a brief ten minute presentation to CAR's Community Service Committee between 9:00–10:00 a.m. on Wednesday, April 4, 2018, followed by questions from the committee members. Our final selection will be made and announced after the presentations.

Charity of Choice Music Trivia Night

April 21, 2018

Charity of Choice Music Trivia Night fundraising event will be held April 21, 2018 at the Pioneer Plaza in Knoxville, doors open at 6:00 trivia begins at 6:30 p.m. Fifteen tables are available for teams of eight. Cost is \$100 per table. Grand prize is \$200! To register message J & J Entertainment on Facebook or call (309) 371-4277!

West Central Chapter Quarterly Meeting

The West Central Chapter Quarterly Meeting will be held at the Galesburg Public Library April 18, 2018, 11:30 a.m. – 1:00 p.m. featuring Buenos Aires Bakery Café for lunch and local mortgage lenders Hillary Kelly, Karen Cabrera, Amber Smith, and Christine Denisar as guest speakers for an open panel Q&A. Cost is \$8.00. Register via [westcentral@caaronline](mailto:westcentral@caaronline.com), Facebook, Constant Contact or call 309-342-6225.

WEST CENTRAL CHAPTER
- Quarterly Meeting -

WEDNESDAY, APRIL 18TH
11:30 - 1:00
Galesburg Public Library
40 East Simmons Street
Galesburg, IL 61401

Please join Capital Area REALTORS for an informative open panel discussion with local mortgage lenders: Hillary Kelly, Karen Cabrera, Amber Smith and Christine Denisar!

Buenos Aires Cafe
Lunch Features:
3 EMPANADAS, CHIPS, PASTA AND DRINK
\$8.00

RSVP NO LATER THAN: Friday, April 13th westcentral@caaronline.com | Facebook | Constant Contact Invitation
OR Call: 309-342-6225

CAPITAL AREA REALTORS | 3149 ROBBINS ROAD | SPRINGFIELD, IL | 62704

REALTOR® REVIEW

Local Market Update for February 2018

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



West Central Region

Single-Family Detached	February			Rolling 12 Months		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	55	48	- 12.7%	722	753	+ 4.3%
Pending Sales	39	43	+ 10.3%	537	543	+ 1.1%
Closed Sales	43	38	- 11.6%	536	547	+ 2.1%
Cumulative Days on Market Until Sale	123	97	- 21.1%	104	107	+ 2.9%
Median Sales Price*	\$99,000	\$65,200	- 34.1%	\$74,950	\$79,500	+ 6.1%
Average Sales Price*	\$112,909	\$80,727	- 28.5%	\$93,310	\$94,278	+ 1.0%
Percent of Original List Price Received*	90.1%	87.3%	- 3.1%	90.4%	89.8%	- 0.7%
Inventory of Homes for Sale	196	202	+ 3.1%	--	--	--
Months Supply of Inventory	4.4	4.5	+ 2.3%	--	--	--

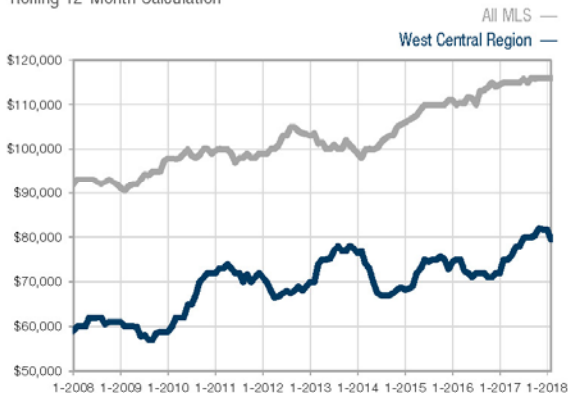
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	February			Rolling 12 Months		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	1	0	- 100.0%	7	9	+ 28.6%
Pending Sales	0	0	0.0%	3	5	+ 66.7%
Closed Sales	0	1	--	3	5	+ 66.7%
Cumulative Days on Market Until Sale	--	59	--	38	164	+ 331.6%
Median Sales Price*	--	\$146,000	--	\$130,000	\$132,000	+ 1.5%
Average Sales Price*	--	\$146,000	--	\$134,000	\$128,800	- 3.9%
Percent of Original List Price Received*	--	94.3%	--	97.7%	92.5%	- 5.3%
Inventory of Homes for Sale	3	6	+ 100.0%	--	--	--
Months Supply of Inventory	2.0	4.8	+ 140.0%	--	--	--

* 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.

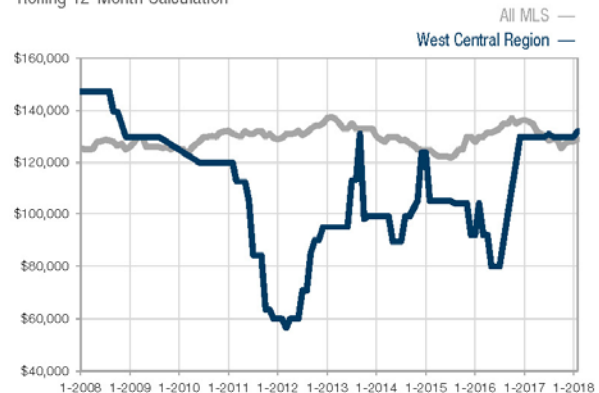
Median Sales Price - Single-Family Detached Properties

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

REALTOR® REVIEW

AFFILIATE CORNER

CAR Sponsors

Diamond



Gold



Silver



Bronze



April 12th Hot Topic

The REALTOR® and Affiliate Committee has several information-packed "Hot Topic" seminars planned for 2018. All of these events are held at the association office unless otherwise noted. The next program will be a Hot Topic to be held on April 12th at 3:00 p.m. featuring a information on downpayment loan programs. Immediately following the presentation there will be a social hour including beer, wine and snacks. Special thanks to our Diamond Level sponsors for making this event possible.



March 1st Hot Topic Available on CAR Rewind

In case you were not able to join us for the very informational Hot Topic presentation by Julie Boots, Boots Appraisal Services, on FHA Appraisals we have video taped and archived it for you in the member's area of www.seehouses.com at <https://tinyurl.com/y7ztu42> (login required). Thanks again to our sponsor Chicago Title Insurance Co. for making this possible.



Sponsor Corner

This CAR "Sponsor Corner" section is available to all sponsors to promote an upcoming event one time per year. We are also happy to promote the event in our e-bulletin as well with a link to your event flyer/info. This is all subject to timing and it is suggested that for the best results you contact us a minimum of 45 days prior to your event. This will ensure that we can afford you the best possible exposure. "Promotion requests" should be sent to knichelson@caaronline.com. Please feel free to direct any questions regarding this to my attention or Kathy Nicholson's attention. ❖

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 Program. 2018 President Ed Mahoney is presented the 2007 Hall of Fame Award by Past President Bud Denton.



(Left to Right: President Ed Mahoney & Past President Bud Denton)

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

REALTOR® REVIEW

MEMBERSHIP NOTES

New Members

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

Designated REALTORS®

Dena Turner Century 21 Tucker Swanson REALTORS®

REALTORS®

Denise Bean-Mathis Coldwell Banker Commercial Devonshire Realty
Heather Decker The Real Estate Group
Brittney Dura The Real Estate Group, Inc.
Wesley Haertling Whitetail Properties Real Estate
Greg Polovich Kennedy Real Estate, LLC
Steven York Welcome Home Realty
David Zhang RE/MAX Professionals

Full Affiliates

Ella Brahler Hickory Point Bank Trust (CAR Sponsor)

Local Affiliates

Stacey Boualavong United Community Bank (CAR Sponsor)
Jody Dabrowski Illinois Educators Credit Union (CAR Sponsor)
Todd E. Evans US Bank (CAR Sponsor)
Gaspare Gallina Illinois Educators Credit Union (CAR Sponsor)
Timothy Holliday Carrollton Bank (CAR Sponsor)
Jake Kindred Diamond Residential Mortgage (CAR Sponsor)
Timothy Robinson US Bank (CAR Sponsor)
Alisha Stair Illinois Educators Credit Union (CAR Sponsor)
Bill Townsend US Bank (CAR Sponsor)
Stacey Vincent Town & Country Banc Mortgage Services, Inc. (CAR Sponsor)

MLS Participation Only

Harold Gerber Home Bay Broker IL, Inc.

WC REALTORS® TRANSFERS:

Beyond Excellence, LLC

Josh Kilpatrick (*from Mel Foster Co Galesburg*)

DROP:

REALTORS®: Judith Cole, Randall Richardson

Affiliates: Kathy Everett



Frequently Used Phone Numbers:

Capital Area Association of REALTORS®:

Phone: 217/698-7000

Fax: 217/698-7009

Websites:

www.SeeHouses.com

www.SeeBuildings.com

Illinois Association of REALTORS®

Phone: 217/529-2600

Fax: 217/529-3904

REALTOR®

Store: 800/529-2696

Member

Line: 800/752-3275

Website:

www.illinoisrealtor.org

National Association of REALTORS®

Phone: 312/329-8200

Fax: 312/329-8576

Website:

www.realtor.org

Office of Banks and Real Estate:

Phone: 217/782-3414

SentriLock:

Phone: 877/736-8745

support@sentrilock.com

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

MarketLinx:

Phone: 800/334-0831

REALTOR® REVIEW

CALENDAR

AT A GLANCE

March

- 16 Unlicensed Asst Training ...9:00-12:00
RPR Training 1:00-2:30
- 20 CREN Luncheon 11:30
- 21 Awards Program 5:30
- 22 InnoVia Training 9:00-10:30
- 27 Prospecting Manager 9:00-10:00
Cont. Ed. (COR 1697) 9:00-12:00
Cont. Ed. (RD 900) 1:00-4:00
- 29 Community Service Comm 1:30
- 30 Good Friday - CAR Offices Closed


April

- 1 2nd Quarter MLS Fees Due
- 4 WC Advisory Committee 9:00
- 5 MLS Committee 9:00
Audit, Finance & Exec Comm.... 10:00
- 9 Governmental Affairs 1:00
- 10 Leadership Academy VI
IR Capitol Conference
- 11 Board of Directors 9:00
- 12 Break For Hot Topics 9:00
- 18 WC Chapter Quarterly Meeting.. 11:30
- 19 Forms Committee 9:00
- 20 Glo Bingo Fundraiser 6:00
- 24 CREN Luncheon 11:30

May

- 1-3 IR Spring Conference
- 4 MLS Committee 9:00
Finance & Exec Comm..... 10:00
- 7 Governmental Affairs 1:00

ANNOUNCEMENTS



KEVIN WHITE
Donnie B's Comedy Club

2018 Award Program

March 21st, 5:30 pm
Donnie B's Comedy Club
Entertainment immediately following
Comedian Kevin White

This Bostonian southerner describes himself as a wounded veteran of two disastrous marriages. It's no surprise. Raised on a strict regime of cartoons, comic books and afternoon movie marathons, Kevin's outlook on life and love have been professionally described as 'Somewhat troubled'. But it's his unique outlook that will have you feeling right at home. Kevin's loose grip on reality comes from his disjointed career as an actor. He has appeared in bit parts on HBO, a major role in the motion picture 'The Investigator', he's chatted with Manny, Moe and Jack in a 'Pep Boys' commercial and even sang the blues with Al Roker on NBC's 'The Today Show'. Kevin has that look of the guy you know from that thing. But, once you spend some time in his mind, you'll be reminded why so many women describe him as an 'Ex'!

**Capital Area
REALTORS®**

**3149 Robbins Rd.
Springfield, IL
62704**

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded from SeeHouse.com as noted:

Event Flyers

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

- Springfield Winter 2018 CE Schedule
- Technology Training Schedule
- Break For Hot Topics (April 12th)
- Glo for Kids - Glo Bingo Registration
- Glo for Kids - Sponsors Flyer
- Glo for Kids - Donation Flyer

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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