

REALTOR® REVIEW

Volume 22, Edition 251

April 2017

2017 Awards Program Wrap-up

At its Annual Awards Program on March 23, 2017, held at Donnie B's, with 140 attendees, the Capital Area REALTORS® honored certain individuals for their

contributions to the real estate industry and community. Award recipients included **Mike Oldenettel** (RE/MAX Professionals) who was named 2017 REALTOR® of the Year, **Jim Bruce** (Campo Realty, Inc.) and **Suzie Sables Duff** (RE/MAX Professionals) received the Community Service Award, **Ron Duff** (RE/MAX Professionals), **Chris Pepmeyer** (RE/MAX Preferred Properties) and **Pat Van Etten** (RE/MAX Professionals) all received the Hall of Fame Award. **Cris Lust** (Heartland Credit Union) received the Affiliate of the Year Award and **Dominic Campo** (Campo Realty, Inc.) received the Rising Star Award. The theme for this event was "It's Their Time".



President John Klemm (left), REALTOR® of the Year Mike Oldenettel & Sandy Hamilton

Trivia Fundraiser—April 28th

Springfield Art Association at Edwards Place
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 place 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. ❖



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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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Ed Mahoney, ABR

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GRI, SFR, SRS

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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

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

REALTOR® REVIEW

NEWS & NOTES

CAR Salutes 2017 Leadership Academy Graduates

The below individuals were recognized at the CAR Annual Awards program for their participation in the leadership building program and received a certificate of completion and pin from President John Klemm and Work Group Chair Kristie DeBrun. The 7th Annual Leadership Training Academy, which began in January of 2017 and will conclude in April, consists of six half-day modules covering topic areas such as: Governmental Affairs & Advocacy; Public Speaking & Communications; Leadership Development; Association Governance & Management; and, Capitol Conference.

Catherine (C.J.) Beck, RE/MAX Professionals

Jerry Boster, Security Bank

Adam Bugos, The Real Estate Group

Nick Campo, Campo Realty, Inc.

Jason Gibson, Diamond Residential Mortgage

Lezlie Hearn, The Real Estate Group

Candy Lovelace, United Community Bank

Julie McCormick, Freedom Real Estate

John McIntyre, Keller Williams Bloomington

Kerris Osborn, Freedom Real Estate

Megan Pressnall, The Real Estate Group

Suzie Sables Duff, RE/MAX Professionals

James J. Skeeters, Jr., RE/MAX Professionals

Ronald Skeeters, RE/MAX Professionals

Terry Wilhite, Ridgeline Complete Home Inspection Company

Gina Wolter, The Real Estate Group



(2017 Leadership Academy recognized by President John Klemm (from left); Gina Wolter; Terry Wilhite; Suzie Sables Duff; Jason Gibson; Megan Pressnall; Nick Campo; Adam Bugos; Lezlie Hearn; Jerry Boster; Catherine "CJ" Beck & John McIntyre)

REALTOR® REVIEW

News & Notes - (Continued from page 2)

CAR Names 2017 Award Recipients

At its Annual Awards Program held March 23, 2017 the Capital Area REALTORS® honored certain individuals for their contributions to the real estate industry and community.

Michael Oldenettel, GRI, CRS, was selected by his peers as the **2017 REALTOR® OF THE YEAR**. Mr. Oldenettel has been in the real estate business for the past 28 years, a member of CAR since 2014 and is Managing Broker for RE/MAX Professionals in Springfield. Mr. Oldenettel serves on the Multiple Listing Committee, Forms Committee, Vice-chair of the Government Affairs Committee and has previously served on the board of directors of CAR. Mr. Oldenettel is very active in the National Association of REALTORS® and serves on its board of directors. He is also very active in the Illinois REALTORS® and served as its president in 2013. In 1995 and 2005 he served as president of the the Jacksonville Area Association of REALTORS®. Oldenettel is a Golden R, Sustaining Golden R and President's Circle investor in RPAC and is a member of the RPAC Hall of Fame.



*REALTOR® of the Year
Mike Oldenettel*

The **REALTOR® COMMUNITY SERVICE AWARD** is given to recognize an individual or individuals who have made outstanding service contributions to the community. This award was presented to two individuals.

The first recipient was **Jim Bruce** who has been a member of the organization since 1991 and is affiliated with Campo Realty, Inc. Mr. Bruce has been active on several CAR Committees and has been extremely involved in CAR's Community Service activities over the years.



*Community Service
Suzie Sables Duff*



*Community Service
Jim Bruce*

The second award recipient was **Suzie Sables Duff, ABR, CRS, GRI**, who has been an active member of the organization since 1996 and is currently affiliated with RE/MAX Professionals. Suzie is immediate past-president of the Kings Daughters and has volunteered her time at several other Springfield area charities.

The **RISING STAR AWARD** was presented to **Dominic Campo, GRI**, a broker affiliated with Campo Realty, Inc. Dominic joined the organization in 2014, has served on several committees, graduated from its Leadership Academy in 2015 and has recently earned his Managing Broker's license.



*Rising Star Award
Dominic Campo*

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REALTOR® REVIEW

News & Notes - (Continued from page 3)

20, 25, 30 and 40 Year Members Recognized

20 Year Member

Shirley Blankenship
Rod Brown
Lora Crocker
Karen Eickenberg
Jackie Frost
Robert Hoecker
Jill Kaufman
James Lovens
Penny Rinehart
Suzie Sables Duff
Lori Smith
George Staab
Sue Stelle
Joseph Saurez
Pat VanEtten

25 Year Member

James Bruce
Donald Cave
Dawn Clark Mason
Jay Clark
Mike Fishel
David Kirschner
Linda Maier
Steve Myers
Katheryn Park

30 Year Member

Robert Barker
John Bavetta
Michael Carnduff
Helen Kennedy
Cheryl Lawrence
Nancy Long
Ed Mahoney
Judy Rader

CAR Names 2017... (Continued from page 3)

The **AFFILIATE OF THE YEAR AWARD** was presented to **Cris Lust**. Lust has been an active Affiliate member of the organization since 1998 and is Vice-president of Mortgage Lending at Heartland Credit Union.



*Affiliate of the Year
Cris Lust*

The coveted **HALL OF FAME AWARD** is given only to REALTORS® with a history of community service, moral and social integrity, high professional standards, a minimum of 50 years of age and a minimum of 20 years exemplary service to the Capital Area REALTORS®. This year the award was presented to Ron Duff, Chris Pepmeyer and Pat Van Etten.



*Hall of Fame
Ron Duff*

Ron Duff has been a member of CAR since 1985, holds the GRI Designation and is a Broker affiliated with RE/MAX Professionals in Springfield. Duff has been very involved in CAR having served as its president in 2001 and is currently serving on its board of directors.

Chris Pepmeyer, GRI, CRS, has been a REALTOR® since 1977 when she joined the Galesburg Board of REALTORS® (GBOR). Ms. Pepmeyer became a member of the West Central Chapter of the Capital Area REALTORS during the 2015 merger. Ms. Pepmeyer was very active in GBOR having served as its president and has been active in the Illinois REALTORS® as well. Ms. Pepmeyer is also a Major RPAC Investor.



*Hall of Fame
Chris Pepmeyer*

Pat Van Etten has been a member of the organization since 1996, holds the GRI and CRS designations and is a Broker affiliated with RE/MAX Professionals in Springfield. Van Etten has served on multiple committees and taken on various leadership roles within the organization.



*Hall of Fame
Pat Van Etten*

REALTOR® REVIEW

News & Notes - (Continued from page 4)

CAR Names 2017... (Continued from page 4)

Three Recognized as CAR Emeritus

The following individuals were recognized as **CAR REALTOR Emeritus**, an award bestowed on members who have attained a minimum of 30 years of membership, and who meet a minimum age requirement. They are:

John Broyles
Derrel Davis
John Klemm



CEO Dan Sale (left) with CAR Emeritus and President John Klemm



NAR Emeritus Peter Steward (left), Richard Leach, Kevin Graham, Ted Curtis and President John Klemm

NAR REALTOR® Emeritus Recognized

Congratulations to the following REALTORS® who have attained the 40-year **NAR REALTOR® Emeritus** status:

Ted Curtis
Kevin Graham
Paul Green

Richard Leach
Peter Steward
Rita Victor

20, 25, 30 and 40 Year Members

(Continued from page 4)

40 Year Member

Ted Curtis
Kevin Graham
Paul Green
Greg Kienzler
Richard Leach
Peter Steward
Brenda Taylor
Rita Victor

New Designees

Accredited Buyer Representative (ABR)

Jennifer Franklin,
Kennedy Real Estate,
LLC

Senior Real Estate Specialist (SRES)

Kim Hayden (Keller
Williams Bloomington)

Hero Tameling
(Freedom Real Estate)

Accredited Land Consultant (ALC)

Kirk Gilbert
(Whitetail Properties)

REALTOR® REVIEW

News & Notes - (Continued from page 4)



CAR Honor Roll

REALTORS

Gail Chevalier Zini
Philip Chiles
Kristie DeBrun
Stepheni Ferguson
Jane Hay
Jane Locascio
Ed Mahoney
Suzie Sables Duff
Tracy Shaw

Affiliates

Jerry Boster
Brad Dyer
John Fidler
Pat Quigley
Greg Tally
Stephanie Verardi



CAR Honor Roll

Certain select members were recognized for achieving the “CAR Honor Roll,” an annual program that began in 2016. The overall intent of this program is to recognize both REALTOR and Affiliate members who are well rounded in their support of the organization and involvement in the community. Both REALTORS and Affiliates have the opportunity to earn this recognition by amassing a minimum required number of points for their 2016 activities. At least 90 points must be earned in five different categories for REALTORS and 60 points in three different categories for Affiliates. Categories include REALTOR activities, networking, education, community engagement and production. Congratulations to our 2017 class of CAR Honor Roll members.



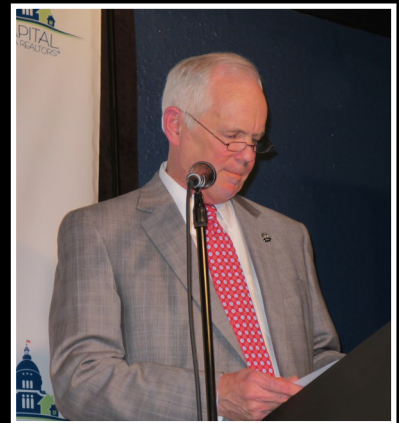
(from left) Suzie Sables Duff, Tracy Shaw, Jane Locascio, Ed Mahoney, Jane Hay, Gail Chevalier Zini, immediate past-president Kristie DeBrun and President John Klemm



(from left) Greg Tally, Pat Quigley, Stephanie Verardi, John Fidler, Brad Dyer, Jerry Boster and President John Klemm

REALTOR® REVIEW

2017 Awards Program March 23rd - Donnie B's



News & Notes - (Continued from page 7)

Member Appreciation Week (June 22nd)

The Marketing & Member Services Committee of CAR extends an invitation to all CAR Members to join them for Member Appreciation week to be held on June 22nd between 11:00-2:00 p.m. at CAR. Additional details will be forthcoming.

Past-president's Luncheon (June 23rd)
As part of the Member Appreciation Week festivities, on Friday, June 23rd, CAR will be holding its Sixth Annual Past-President's Luncheon in honor of CAR's past-president's. Invitations will be forthcoming.

Thank you to 2017 Leadership Academy Work Group Members

In addition to recognizing our Leadership Academy Graduates we would also like to take a moment to recognize and thank the Work Group members that put this great program together. They are: Mike Buscher, Dominic Campo, Diane Davenport, Kristie DeBrun (Chair), Susan Denby, Jim Fulgenzi, Cris Lust, Jake Mabus, Susan Madison (Vice-chair), Neil Malone, Trent Peterman.

Celebrating 49 Years of Fair Housing

April 2017 marks the 49th anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property. The Fair Housing Act prohibits discrimination based on race, color, religion, sex, national origin, disability, or familial status of those seeking housing. Fair housing laws were established to provide and protect the rights of homeowners through the purchase, sale, rental, lease, financing, insuring, and advertising of housing. The Capital Area REALTORS® pledges to uphold the spirit and letter of the law through programs, activities, and training designed to promote and further equal opportunity for all. For additional information, resources, and ways you can celebrate Fair Housing Month, visit realtor.org.



CAR 54th Annual Summer Outing

The Social Committee will be hosting CAR's 54th Annual Golf Outing on June 12th at Edgewood Golf Club in Auburn again this year. The theme for this year's event is "Time to Tee it Up". Questions regarding sponsorship opportunities can be directed to Kathy Nichelson at 217-698-7000 or knichelson@caaronline.com. Registration forms will be available soon! Please note that the CAR office will close at 11:00 a.m. on this day. ❖



REALTOR® REVIEW

TECHNOLOGY/MLS CORNER

ShowingTime Introduces New Appointment Types



Appointment Type for Every Situation

Quick and efficient communications about the purpose for scheduled appointments can determine whether an appointment is confirmed or cancelled. With ShowingTime's latest update, they have added more appointment types for both you and requesting agents to choose from, including "Walk-Through," "Radon Drop Off" and "Site Measurements" for inspection.

Newly Added Showing Types for All Listings

- Photography
- Broker Price Opinion
- Walk-Through

Inspection Subtype for Any Situation

Chimney, foundation, mold, pest, radon drop off / pick up - it's easy to communicate the purpose of inspection clearly to the sellers. Additional instructions can be added in the "Notes for Listing Agent" as needed.

- Chimney Inspection
- Foundation Inspection
- Mold Inspection
- Pest Inspection
- Radon Drop Off / Pick Up
- Roof Inspection
- Septic Inspection
- Site Measurements



Be sure your app is updated to get the latest version. ❖

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COMMERCIAL REAL ESTATE NETWORK

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 p.m.

April CREN Luncheon

The next CREN Luncheon is scheduled for April 18, 2017 with Josh Langfelder, Sangamon County Recorder of Deeds, as a guest speaker. Special thanks to Carrollton Bank our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000.

CREN Sponsors



CARROLLTON BANK



REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 9)



Upcoming Technology Training

Consult the 2017 Spring Technology Training Schedule and take advantage of one or more of the many great FREE training sessions offered by MLS Director Cathy Wagner.

Innovia Overview

May 2- 9am-11am

Transaction Desk

May 11 – 9:00-10:30 am

Authentisign

May 16 – 9:00-10:30 am

Prospect Manager

May 18 – 9:00-10:30 am

Comprehensive CMA

May 26 – 9:00-10:30 am



Creating Mailing Labels In InnoVia

InnoVia offers the ability to quickly and easily create mailing labels from Tax Data. To begin the process, from the main menu click “Search” and “Sangamon County Tax Search”. The Tax Search screen will appear. Input the search criteria you wish to use for your search. For example, you can enter a street name & city to search all properties on a particular street or you can enter a range 200-800 Main Street & city to search several blocks or you can enter a partial tax id # to get all properties in a specific area.

Once the criteria has been entered on the right, you must select the “Owner Labels (PDF)” Display Type option BEFORE clicking the “Search” button.

After selecting “Owner Labels (PDF)”, click the “Search” button. When the “Matches Found” box appears, click “Printer Friendly”. A pop-up box will appear asking the label type, font, sort and font size you would like to use for the labels. Make your selections, and click “Continue”. Add you labels to your printer, print and you are done.

Property Name	Address	Phone Number
ABRAYTIS MARY	5117 JOHANNE CT SPRINGFIELD, IL 62711-6265	ADAMS MARC A 2200 GANDER RD SPRINGFIELD, IL 62711-8198
ALLMAN HERMAN & PAMELA	2104 FINCH HAVEN LN SPRINGFIELD, IL 62711-6184	ANDERSON DANIEL W & LIGIA M 2105 FINCH HAVEN LN SPRINGFIELD, IL 62711-6174
ANDERSON R DEAN & JUDITH A	5405 MANHATTAN DR SPRINGFIELD, IL 62711-7986	ANDERSON JOE A & LISA 5420 CRANE DR SPRINGFIELD, IL 62711-4414
ANTONACCI STEVEN M & LILA L	5100 JOHANNE CT SPRINGFIELD, IL 62711-6266	ANDREWS STACEY L 2308 HARRIER RD SPRINGFIELD, IL 62711-6196
BARKER JOHN B & SHANNON K C	BARRETT STEPHEN W	ANTONACCI MICHAEL E & BETH L 2100 HARRIER RD SPRINGFIELD, IL 62711-6186
		BARBER THOMAS C & ROBIN L 5008 MANHATTAN DR SPRINGFIELD, IL 62711-7995
		BARTLETTI JANELLE I

REALTOR® REVIEW

Local Market Update for March 2017

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



Capital Area Region

Single-Family Detached	March			Rolling 12 Months		
	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
Key Metrics						
New Listings	475	471	- 0.8%	4,776	4,755	- 0.4%
Pending Sales	360	388	+ 7.8%	3,569	3,528	- 1.1%
Closed Sales	285	282	- 1.1%	3,493	3,514	+ 0.6%
Cumulative Days on Market Until Sale	98	107	+ 9.2%	86	86	0.0%
Median Sales Price*	\$120,000	\$125,950	+ 5.0%	\$118,900	\$122,000	+ 2.6%
Average Sales Price*	\$147,638	\$139,987	- 5.2%	\$141,993	\$143,904	+ 1.3%
Percent of Original List Price Received*	93.8%	93.0%	- 0.9%	93.0%	93.2%	+ 0.2%
Inventory of Homes for Sale	1,120	1,001	- 10.6%	--	--	--
Months Supply of Inventory	3.8	3.4	- 10.5%	--	--	--

* 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	March			Rolling 12 Months		
	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
Key Metrics						
New Listings	42	45	+ 7.1%	435	404	- 7.1%
Pending Sales	43	37	- 14.0%	334	317	- 5.1%
Closed Sales	20	25	+ 25.0%	309	325	+ 5.2%
Cumulative Days on Market Until Sale	100	87	- 13.0%	94	88	- 6.4%
Median Sales Price*	\$114,250	\$100,000	- 12.5%	\$129,900	\$135,000	+ 3.9%
Average Sales Price*	\$127,903	\$114,284	- 10.6%	\$133,731	\$139,110	+ 4.0%
Percent of Original List Price Received*	91.8%	91.5%	- 0.3%	93.9%	94.0%	+ 0.1%
Inventory of Homes for Sale	125	92	- 26.4%	--	--	--
Months Supply of Inventory	4.5	3.5	- 22.2%	--	--	--

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

Median Sales Price - Single-Family Detached Properties

Rolling 12-Month Calculation



Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



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

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

REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

CAR Sponsors

Diamond



Gold



Silver



Bronze



By Jim Clayton

Local Governmental Affairs Director



April is already upon us and that means it is time for REALTOR® Lobby Day. On April 25th, 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 you register to learn what critical issues are in play and where Illinois REALTORS® stand on them and why.

Local Update

The Village of Sherman recently introduced a new Subdivision Ordinance. Sherman City officials worked with Illinois REALTORS® as well as members of the Capital Area REALTORS® Government Affairs Committee on reviewing the language of the ordinance. After additional review with local engineers and developers it was determined by the Capital Area REALTORS® Government Affairs Committee, that the ordinance was in compliance with our positions and showed no reasons of concerns or objections. The new Subdivision Ordinance was successfully passed by Sherman Officials.

Plans are on track to build a public plaza on the north side of the Illinois REALTORS® headquarters that could become part of a revitalized area extending from the Lincoln Home National Historic Site to the State Capitol. On March 29, Springfield city officials and Illinois REALTORS® CEO Gary Clayton signed a memorandum of understanding, clearing the way for construction of the \$2.6 million plaza. The city has approved \$1 million in Tax Increment Financing funding for the project. The plaza project is one of many REALTOR® community projects being planned to commemorate the state of Illinois' bicentennial in 2018; including Capital Area's Community Service Committee, who has chosen Edwards Place as its “charity of choice” bicentennial project.

Statehouse Update

REALTORS® show strength in numbers

A top priority for the Illinois REALTORS® in this General Assembly was House Bill 2430. A Call to Action was sent out by the Illinois REALTORS® for members to let their voices be heard on HB 2430 “The Rent Control Bill.” HB 2430 would lift the ban on Rent Control in Illinois and by repealing the Rent Control Preemption act, allowing any Home Rule unit in Illinois to impose Rent Control. Illinois REALTORS® members and their lobbyists worked hard in voicing their opposition to this bill. After more than 5,200 REALTORS® responded to the Call to Action, HB 2430 never made it out of committee and is hopefully dead. For this session, a big legislative win for our members.

(Continued page 13)

REALTOR® REVIEW

Governmental Affairs - (Continued from page 12)

Federal Update

As many of you are aware one of the top issues for the current administration is the Tax Reform. A once in a generation opportunity is upon us and REALTORS® need to make their voices heard now more than ever. The most concerning issues that could be affected by a new tax reform are the Mortgage Interest Deduction (MID), preserving the 1031 exchange and State and local tax deductions. NAR is already engaged with key members of the tax writing committees in the House and Senate, on both side of the aisle, to outline our position on Tax Reform. NAR has outlined our opposition to the Tax Reform proposal known as the “Blueprint”, opposing any potential changes to the standard deductions and the elimination of most individual deductions, which would eliminate the tax advantages to homeownership. Due to the critical importance of these provisions NAR will be mobilizing members throughout the spring, highlighted by the Midyear Meetings in Washington, D.C this May. Contact the Capital Area REALTORS® or the Illinois REALTORS® to find out how you can help the REALTOR® voice be heard on Capitol Hill.

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. The cost to register is \$55.00 until April 18th).

Capitol Conference Schedule (subject to change)	
10:00 a.m. - 1:00 p.m.	Capitol Conference Registration
10:00 - 11:30 a.m.	RPAC Major Investor Lounge & MI Registration
11:00 a.m.	Doors Open to Ballroom
11:45 a.m. - 1 p.m.	Capitol Conference Luncheon & Legislative Briefing
1:00 p.m.	Load Buses for Capitol Visits
1:00 - 4:00 p.m.	Legislative Visits
4:00 - 4:30 p.m.	RPAC Major Investor Early Entrance to Reception
4:30 - 6:30 p.m.	Lobby Day Reception

CREN Sponsors



CARROLLTON BANK



REALTOR® REVIEW

THANK YOU

Capital Area REALTORS®
RPAC Major Investors

2016



BRENT BORAH
Bank of
Springfield



MTZI BRANDENBURG
The Real Estate
Group Inc.



ANTHONY BUSCHER
The Real Estate
Group Inc.



MICHAEL BUSCHER
The Real Estate
Group Inc.



DOMINIC CAMPO
Campo Realty,
Inc.



NICHOLAS CAMPO
Campo Realty,
Inc.



PHILIP CHILES
Capital Area Real
Estate



BEVERLY COLLINS
RE MAX
Professionals



KRISTIE DEBRUN
Campo Realty,
Inc.



SUSAN DENBY
RE MAX
Professionals



STEPHANIE DO
Do Realty
Services, Inc.



KATHY GARST
Keller Williams
Bloomington



SANDRA HAMILTON
The Real Estate
Group Inc.



RICHARD HANSELMAN
The Real Estate
Group Inc.



JANE HAY
The Real Estate
Group Inc.



REBECCA HENDRICKS
The Real Estate
Group Inc.



GALEN JOHNSON
Johnson Real
Estate



CORKY JOYNER
Joyner
Construction
Services



TIMOTHY KEARNEY
B Safe Home
Inspections of IL



KYLE KILLEBREW
The Real Estate
Group Inc.



JOHN KLEMM
Sangamon Realty



CINDI KRUSE
The Real Estate
Group Inc.



JANE LOCASCIO
The Real Estate
Group Inc.



DANA LYONS
Illinois Real Estate
Title



SUSAN MADISON
RE MAX
Professionals



ED MAHONEY
RE MAX
Professionals



KI MCCURLEY
RE MAX
Professionals



TODD MUSSO
The Real Estate
Group Inc.



STEVE MYERS
Myers Commercial
Real Estate



SAMUEL NICHOLS
NAI True



MIKE OLDENETTEL
RE MAX
Professionals



DANIEL SALE
Capital Area
REALTORS



DEBRA SARSANY
The Real Estate
Group Inc.



CHRIS SCHALLER
Diamond
Residential
Mortgage



PETER STEWARD
RE MAX
Professionals



MELISSA VORREYER
RE MAX
Professionals



AL YOUNG
RE MAX
Professionals



CHRISTINE PEPMYER
RE MAX Preferred
Properties



DENA TURNER
CENTURY 21
Tucker-Swanson,
Inc.



JACKIE TURNER
Mel Foster Co.
Galesburg



SARA VARNER
Mel Foster Co.
Galesburg

AFFILIATE CORNER



Buying or Selling in a Floodplain and Critical Information About Conservation Easements

The next Hot Topic program will be held on April 13th at CAR beginning at 9:00 a.m. Special thanks to our sponsor Town & Country Banc Mortgage, Inc. To RSVP call 217-698-7000 or email admin@caaronline.com.
Buying or Selling in a Floodplain?

On a daily basis, REALTORS® struggle with the confusing world of floodplain maps and required flood insurance coverage. Paul Osman, Floodplain Programs Manager for the State of Illinois will cover:

- How to find and read a floodplain map
- What is allowed in a floodplain
- How flood insurance works
- How to lower flood insurance cost, and
- How to get a parcel removed from the floodplain parcel map.

Critical Information Regarding Conservation Easements

IDNR's Conservation Reserve Enhancement Programs (CREP) grants conservation easements to enable environmentally sensitive lands in targeted areas to be restored, enhanced, and protected. Mike Chandler, CREP Program Manager, will outline the program which has grown to over 1,400 mostly permanent easements. Over time landowners sell portions or all of their property, however, the easement remains in effect. While the easements should show up during a title search there have been instances where the new landowners are unaware of the recorded easement. Mr. Chandler will explore this potential impact on your buyer or seller and how to avoid surprises.



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 Nichelson's attention.



SPOTLIGHT

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: Marggie Zimmerman and Cindy Nagle)



WEST CENTRAL CHAPTER NEWS

Chapter Contributes to Galesburg Public Library

At the April 10, 2017 quarterly luncheon for the West Central Chapter President Dena Turner presented a check for \$500.00 to the Galesburg Public Library Friends and Foundation to assist with its ongoing building campaign. Janet Easterday accepted the check on behalf of the Library.



[Mike Buscher (left) presents Chris Pepmeyer (right) with the Hall of Fame Award]



[Janet Easterday (left) receives check from Chapter President Dena Turner (right)]

Chapter Discontinues Sponsorship of Homes Magazine

Effective immediately, the West Central Chapter will discontinue its endorsement of the monthly Knox, Warren & Henderson homes guide. The February 2017/March 2017 issue was the last issue to be endorsed by the Chapter. This decision was made after thoughtful and careful consideration. Last fall, a work group was appointed to look into the continued viability of the guide. Consideration was also given to moving to a full color magazine with glossy paper.

Numerous members were sought out for their opinion. However, it became evident, members were not willing to invest the amount of money required for this type of publication. It also became evident that the current black and white publication was not generating the kind of support needed to survive, either. As a result, the West Central Chapter Advisory Committee made a recommendation, that was approved by the board of directors, to discontinue its endorsement of the magazine. We apologize for any inconvenience this may cause you.

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



Future Chapter Leader

Any West Central Chapter member who has an interest in serving in a leadership role for the coming year (effective October 1, 2017) is asked to contact Chapter President Dena Turner, Vice-president Tim Eagle or CEO Dan Sale.

Each year, the REALTOR members of the Chapter elect a REALTOR to serve as Chapter Vice-president for a term of one-year, effective October 1st. The Chapter Vice-president shall automatically become the Chapter President, effective October 1st of the following year.

The Chapter Vice-president is to be elected by the members of the Chapter in August of each year. This year's meeting is scheduled for August 21st.

The job description for the Chapter President and Vice-chairman can be found on the Chapter home page (*see illustration to the left*).



REALTOR® REVIEW

Local Market Update for March 2017

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



West Central Region

Single-Family Detached	March			Rolling 12 Months		
	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
New Listings	59	74	+ 25.4%	753	735	- 2.4%
Pending Sales	50	54	+ 8.0%	549	542	- 1.3%
Closed Sales	38	47	+ 23.7%	546	545	- 0.2%
Cumulative Days on Market Until Sale	120	136	+ 13.3%	103	105	+ 1.9%
Median Sales Price*	\$68,000	\$78,500	+ 15.4%	\$75,000	\$75,000	0.0%
Average Sales Price*	\$96,508	\$91,887	- 4.8%	\$92,455	\$92,968	+ 0.6%
Percent of Original List Price Received*	88.6%	90.1%	+ 1.7%	89.2%	90.5%	+ 1.5%
Inventory of Homes for Sale	216	192	- 11.1%	--	--	--
Months Supply of Inventory	4.7	4.3	- 8.5%	--	--	--

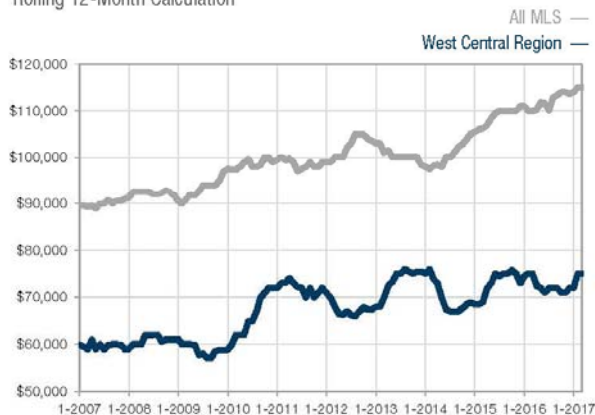
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	March			Rolling 12 Months		
	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
New Listings	0	1	--	3	9	+ 200.0%
Pending Sales	0	0	0.0%	2	3	+ 50.0%
Closed Sales	0	0	0.0%	2	3	+ 50.0%
Cumulative Days on Market Until Sale	--	--	--	45	38	- 15.6%
Median Sales Price*	--	--	--	\$92,000	\$130,000	+ 41.3%
Average Sales Price*	--	--	--	\$92,000	\$134,000	+ 45.7%
Percent of Original List Price Received*	--	--	--	97.4%	97.7%	+ 0.3%
Inventory of Homes for Sale	1	5	+ 400.0%	--	--	--
Months Supply of Inventory	1.0	3.3	+ 230.0%	--	--	--

* 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.

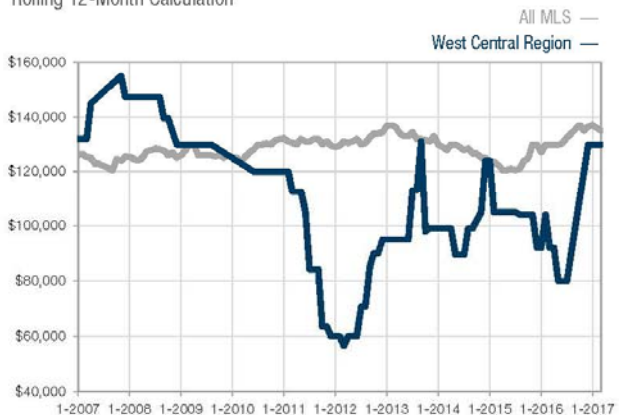
Median Sales Price - Single-Family Detached Properties

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 April 5, 2017. All data from Capital Area REALTORS® MLS. Report © 2017 ShowingTime.

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®

Matthew Greer

The Real Estate Group

Nicholas Hackney

Curvey Real Estate, Inc.

Kole A. Kenan

RE/MAX Preferred Properties

Jamie Murphy

RE/MAX Professionals

Joe Sutherland

NAI True

Full Affiliates

Justin Cook

Justin Cook State Farm Insurance Agency

Fred Griffiths

Griffiths Appraisal Service

Local Affiliates

Joy Gilliland

Regions Bank (CAR Sponsor)

Jennifer Swinger

Regions Bank

TRANSFERS

Coldwell Banker Honig-Bell

Sarah Disney (from Prairie Property Solutions)

Craggs REALTORS®

Jacque Huddleston (from Keller Williams Bloomington)

Freedom Real Estate

Terry Roth (from Coldwell Banker Honig Bell)

Illinois Land Sales

Dan Sperry (from The Real Estate Group)

Keller Williams Bloomington

Jeff Canterbury, Lacey Crutchley, Kim Hayden, Kitsie Moore, Eric Rynders (from Prairie Property Solutions)

The Real Estate Group

Karen Bradley (from RE/MAX Professionals)

DROP: REALTORS®: Justin Flanagin, Lori Hammel, Stephanie Moore

"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 Nicholson at CAR or a Community Service Committee member if you would like to donate to this great cause.

REALTOR® REVIEW

CALENDAR

AT A GLANCE

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 Committee	11:00
7	Governmental Affairs	10:00
10	WC Membership Luncheon	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	
18	CREN Luncheon	11:30
19	Community Service Committee	11:00
20	State of the City Luncheon	11:30
25	Capitol Conference	11:00
28	Trivia Night Fundraiser	5:30

May

1	Chapter Advisory Committee	9:00
2	Nominating Committee	9:30
	Forms Committee	10:30
4	MLS, Finance & Executive	9:00
5	Government Affairs Committee	10:00
9	Board of Directors	9:00
10-11	Spring Conference	
15-20	NAR Midyear Meetings	
23	CRENLuncheon	11:30
25	MLS Breakfast	8:30
29	Memorial Day—Office Closed	

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

Announcements

Please be advised that CAR offices will be closed on **Friday, April 14th** in observance of Good Friday.

CAR extends its deepest sympathies to the family of **REALTOR Robert Chipman** on the passing of his father William Chipman, a 66-year member and past-president of the Jacksonville Area Association of REALTORS.

CAR extends its deepest sympathies to the family of **REALTOR Judy Oleson and REALTOR Peter Oleson** on the recent passing of Judy's mother Ann Blane.

Congratulations to **REALTOR Rick Hanselman** and his wife Christa on the recent birth of their granddaughter Nora Louise.

CAR extends its sympathies to **REALTOR Kaye Brittin** on the recent passing of her brother, Dave.

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

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>)

- Break for Hot Topics (April 13th)
- 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)