

REALTOR® REVIEW

Volume 22, Edition 252

May/June 2018

Women in Real Estate Leadership

Breaking Down Barriers in the Real Estate Industry

By Tracey C. Velt, publisher

When you look at the real estate industry, at its surface, you can see why the rumblings about it being a boy's club are so pervasive. After all, the leaders of the ten largest brokerage firms in the nation are men. But, I've interviewed a plethora of top female leaders and, at REAL Trends, four of the top six company leaders are women. So, I wondered, what are the numbers? Is real estate leadership a boy's club?



Here's a breakdown of the numbers:

- 156 women from the largest 500 companies either lead their firms solely, are partners in their firms or are senior officers one rung below the CEO level.
- 31 percent of the 500-ranked brokerage firms are either solely run by women or jointly run by women. That's up from approximately 26 percent just two years ago!
- 3 of the 6 highest-ranking regional executives of HomeServices of America are women and all report to the CEO.
- 2 of the 5 highest-ranking executives of RE/MAX LLC are women.
- 3 of the 7 highest-ranking executives at Keller Williams are women.
- 2 of 5 brand leaders at Realogy are women.

So, slowly (too slowly in my opinion) women are increasing their share of the leadership positions in the brokerage industry. And this is a trend that is likely to continue. Why? Sheer talent and numbers. There are more women in sales management positions and more women in successful sales than there ever have been.

(Continued on page 2)

Fairway to Heaven

**55th Annual
Golf Outing
June 11th**



Fairway to Heaven / Golf Outing (June 11th)

This year's Annual Summer Golf Outing will be held at Edgewood Country Club in Auburn again this year. If you are interested in participating in golf and/or dinner that evening be sure to return the registration form as soon as possible. Questions regarding sponsorship opportunities can be directed to Kathy Nichelson at 217-698-7000 or knichelson@caaronline.com. Please note the CAR office will close at 11:00 a.m. on this day. For more information download event flyer from SeeHouses.com. ❖



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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®, IR and NAR:

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

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REALTOR® REVIEW

NEWS & NOTES

Women in Real Estate... (Continued from page 1)

When REAL Trends' completes its rankings of agents and teams in the next few months, we will likely find that a majority of the top producing individual agents and teams will be led by women.



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

Member Appreciation Week

"Kick off the Summer with Your REALTOR® Friends"

The Marketing & Member Services Committee of CAR extends an invitation to all CAR Members to join them for Member Appreciation week to be held June 18 - 22. Special thanks to SentiLock for sponsoring this event. A schedule of events is listed below:

18- 22 25 percent off most items in the REALTOR® Store

18 (Mon) Live remote with 1450AM (6:00 - 9:00 a.m.)

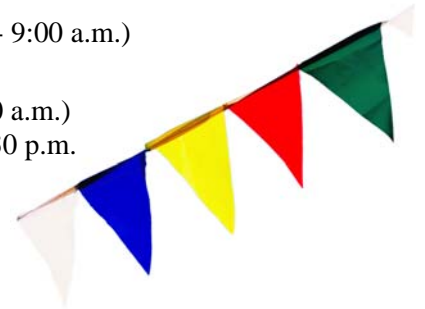
20 (Wed) Shred event (9:30 - 10:30 a.m.)

Hot Topic program (10:30 - 11:30 a.m.)

Catered lunch (11:30 a.m. - 1:30 p.m.)

21 (Thurs) Past-president's luncheon

22 (Fri) Managing Broker/Owner Forum



Past-president's Luncheon

(June 21st)

As part of the Member Appreciation Week festivities, on Thursday, June 21st, CAR will be holding its eighth Annual Past-President's Luncheon in honor of CAR's past-president's. Invitations have been mailed.

CAR Broker Outreach Scheduled

June 22nd

Managing Brokers are asked to keep open June 22, 2018 for CAR's next Broker Outreach Forum. The meeting will be held from approximately 10:00 a.m. - 12:00 noon and will include a continental breakfast. The purpose of the meeting will be to provide an update to CAR broker-owners and managers on various association initiatives that are under way and to provide a forum for discussion. The agenda is currently under development. Attendees are invited to submit topics of interest for discussion. Broker-owners and managers who are interested in attending are asked to RSVP by June 15th by calling 217/698-7000 or email admin@caaronline.com. ❖

News & Notes - (Continued from page 2)

Johnson Appointed to Plan Steering Committee

Congratulations to REALTOR® Galen Johnson who was appointed to serve on Sangamon County's Comprehensive Plan Steering Committee. The Springfield-Sangamon County Regional Planning Commission will be working with members of the county board to coordinate the planning activities associated with the comprehensive plan. County Board member Greg Stumpf will be serving as the Chair of the Steering Committee. Their first meeting will be held on Thursday, June 7, 2018 from 5:30 - 7:30 p.m. in the County Board Chamber on the 2nd Floor of the County Building located at 200 S. 9th Street, Springfield. Special thank you to Galen for accepting this appointment.



REALTOR®
Galen Johnson

CAR 2018-2019 Volunteer Sign-up Underway

CAR is committed to your success and relies on engaged and committed volunteers to fulfill its mission. Help shape the future of CAR, boost your professionalism and become a local real estate industry leader by volunteering for one of CAR's Committee's. Please consider adding your energy and excitement to keep us moving forward.

We would consider you to look volunteering your time as an investment in your industry and your association. Your association has many goals to accomplish as outlined in its strategic plan. Additionally, our industry has many challenges to face. In order to accomplish our goals and address these challenges, we need the type of individuals who will lead and actively participate. Participation from individuals such as you will help create a better environment for your industry.

If you are already involved we thank you for that and encourage you to continue. If you are not then we invite you to become involved. The Volunteer Sign up Request Form for 2019 Committees is now available and included as an attachment to the May newsletter. Please take a moment to review this volunteer interest form and return by no later than June 22nd. ❖

Watch for 2018 Member Survey Results

Thank you to the 194+ respondents to our member profile survey. This survey is now closed. In the near future, we will be working to tabulate this information. Once this has been done we look forward to sharing these results with you.



Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture was taken in 2006 at the NAR Mid-Year meeting in Washington, DC.

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

(Left to right: Senator Dick Durban, 2008 Past President Phil Chiles, Neil Malone, 2006 Past Present Cheryl Dambacher, and then Senator Barack Obama)



News & Notes - (Continued from page 3)

Are You Using the Most Recent CAR Forms?

Please be sure to use the most current forms and contracts available. Failure to do so could be problematic given the always evolving nature of our forms and contracts. A major reason for this is that these contracts and addendums are all inter-related and a change in one form could render another form inconsistent. Often times a change to one will affect a change to another. Using outdated contracts can expose your client to unnecessary risk or possibly even liability. To ensure you are always using the latest version of CAR's forms our recommendation would be to use TransactionDesk. Of course, there are many other benefits to using this software as well. The next best thing would be to print out contracts as you need them.



Forms Update

New to the Forms Library

CAR is pleased to announce the availability of agricultural related specialty forms made available via a license agreement with REALTORS® Land Institute (RLI) of Illinois. The following forms have been licensed and are now available via TransactionDesk and in the member's area of SeeHouses.com.

LISTING RELATED FORMS

- RLI Exclusive Right to Sell – Agricultural (2018)
- RLI Exclusive Right to Sell – Agricultural Auction (2018)

PURCHASE RELATED FORMS

- RLI Agricultural Land (2018)
- RLI Agricultural Land with Improvements (2018)

(Note: Pertaining to Dual Agency Disclosure on Listing Agreements. Under Section 4 there is a provision for a "dual agent". If you practice dual agency you will need to incorporate the disclosure form required by Illinois law providing consent to the dual agency (e.g., IR335 - Disclosure and Consent to Dual Agency). This is in addition to the confirmation of consent to dual agency which is already in the form of Contract to Purchase.)

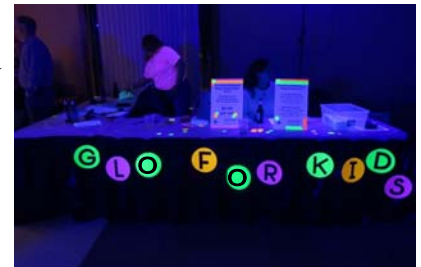
Coming Soon to the Forms Library

We are pleased to inform you that the Forms Committee has collaborated with legal counsel to create three new forms to be added to the library in the near future, including: a Referral Agreement; an Unrepresented Seller's Commission Agreement (aka, one-time showing agreement); and, a Cooperating Brokerage Commission Agreement. The Committee is also currently reviewing the "Broker Buying / Selling as Principal" (CAAR 321) form with an eye toward updating it to make it more comprehensive and to include disclosure of familial interest.

A Big Thank You!

Nearly \$15,000 Raised for Compass for Kids

A big thank you to everyone who participated in the first Glo Bingo night fundraiser for the Compass for Kids. Thank you to everyone that helped make this another great fundraising event. Thanks to the Committee Service Committee Chairman Deb Sarsany (The Real Estate Group) and the rest of the committee members who collected and gave donations, sold raffle tickets, worked on decorations and worked at the event. Thank you to everyone who offered generous bids at our auctions, donated auction items or purchased raffle tickets. Look for our the complete list of those who donated auction and other items for the event in this issue of the REALTOR® Review. (Additional photos and a list of event donors are shown on pages 5-7) ❖



REALTOR® REVIEW

Glo for Kids!

April 20, 2018 fundraiser benefit for "Compass for Kids"

Thank you to everyone who donated to the fundraiser or helped in any way!

Complimentary Auctioneer Service

Ron Canterbury

Food Donations

Don Gray (Sangamon County Clerk)
Misty Buscher (Springfield City Treasurer)
Bank of Springfield

Donated Milk for a Year to "Compass for Kids"

Prairie Farms (Joe Besjak)

Free Car Wash for Each Attendee

Car Wash City (Bob Goeckner)

Bar Sponsor

Bacon Termite & Pest Control

Bingo Game Sponsors

Bank of Springfield
Coldwell Banker Springfield
Derek Hensley, State Farm Insurance
Design Eyes Photography
Heartland Credit Union
Midland & Associates Home Inspections
PNC Financial Services
Prairie Land Title Company, Inc.
Refuge Ranch
Tree House Tours

Auction items and/or gift card donations:

Al & Linda Young (RE/MAX Professionals)
Andrea Boyce (Keller Williams Capital)
Bacon & Van Buskirk Glass Co, Inc.
Bank of Springfield
Bella Boutique
Best of Beauty
BJ Grand Salon & Spa
Bob Evans
Brent Dailey (Wells Fargo)
B-Safe Home Inspections of IL
Capital Area REALTORS®
Car Wash City
Carolyn Faulkner (Keller Williams Capital)
Carpet Weavers
Cheri Plummer (Lee O'Keefe Insurance)
Cherri Williams (Coldwell Banker Springfield)
Chicago Title Insurance Co.
Chick-fil-A
Chronister Oil Company (Qik-n-EZ)
Cozy Dog Drive Inn
Creek Pub & Grill
Custom Cup Coffee

Auction items and/or gift card donations (continued):

Dana Hudson (Keller Williams Capital)
Deb Sarsany (The Real Estate Group, Inc.)
Denise Perry (RE/MAX Professionals)
Donnie B's Comedy Club
Ed Clark Photography
Edgewood Golf Club
Engrained Brewery
FitClub
Free Press Coffee
Gail Call (The Title Center)
Green Audi
Heartland Credit Union
Horse Creek Outfitters
Illini Country Club
Jane Hay (The Real Estate Group, Inc.)
John McIntyre (Do Realty Services, Inc.)
Joyce Clagg (Keller Williams Capital)
Lezlie Hearn (RE/MAX Professionals)
Linda Ratliff (Coldwell Banker Springfield)
Lowe's
Matt DeBackere (The Real Estate Group, Inc.)
Mike Buscher (The Real Estate Group, Inc.)
Misty Buscher (Springfield City Treasurer)
Nelson's Catering & Signature Rentals
Northfield Inn & Suites
Papa Frank's
Pat Quigley (Town & Country Banc Mortgage Services)
Phil Locascio
Prairie Farms
Prairie Land Title, Inc.
Primo Design
Robertson Lawn Care
Ron Duff (RE/MAX Professionals)
Scheels
Sherry Washburn (Coldwell Banker Springfield)
Springfield Auto Body & Towing
Staff Carpet
Steve Contri (RE/MAX Professionals)
Sudi Blood (RE/MAX Professionals)
Susan Madison (RE/MAX Professionals)
Suzanne Daugherty (RE/MAX Professionals)
Suzie Duff (RE/MAX Professionals)
Teri Bales-Nichols (Pampered Chef)
The Brick House Grill & Pub
The Rail Golf Club
The Title Center
Three Twigs Bakery
Town & Country Banc Mortgage Services
Vital Restoration
Westwoods Lodge
Wild Birds Unlimited

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Glo for Kids!



April 20, 2018 fundraiser benefitting "Compass for Kids"



REALTOR® REVIEW



Glo for Kids!



April 20, 2018 fundraiser benefitting "Compass for Kids"



REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

Governmental Affairs Legislative Update

By Jim Clayton, Local Governmental Affairs Director



REALTORS® Meet with Members of Congress at NAR's Mid-Year Meetings

Capital Area REALTORS® members, officers and staff attended the 2018 REALTORS® Legislative Meetings and Trade Expo in Washington D.C. during the week of May 14th – May 19th. Capital Area REALTORS® were able to meet with Congresswoman Cheri Bustos (D-IL 17th District) Congressman Darin LaHood (R-IL 18th District) and Congressman Rodney Davis (R-IL 13th District) to discuss key issues that will affect the Real Estate industry ranging from the National Flood Insurance Program (NFIP), tax policies, as well as equal access to housing opportunities and Net Neutrality. Locally our two most significant issues were the NFIP and Tax policies. Below are the REALTORS® positions on those issues.

National Flood Insurance Program

The current National Flood Insurance Program is set to expire on July 31st, 2018. The House of Representatives passed “The 21st Century Flood Reform Act” (**H.R. 2874**) and REALTORS® from across the nation urged the senate to act upon H.R. 2874 immediately to avoid a program lapse. **H.R. 2874** is crucial for a long-term reauthorization, without **NFIP** reauthorization 40,000 home sales per month will be lost. **NFIP** will not issue or renew policies in 22,000 communities where flood insurance is required for a mortgage. Also, the House Bill would allow for more private market reforms,



NFIP premiums are based on national averages, meaning half of the policies pay too little and half pay too much. The **NFIP** was created to provide incentives for communities to rebuild to higher standards and steer development away from flood zones. In exchange, communities gain access to flood maps, mitigation assistance and subsidized insurance to recover more quickly from flooding. However, majority of current flood maps are out of date and the current **NFIP** is not designed to absorb catastrophic loss, such as Hurricanes Harvey, Sandy and Irma. All Members of Congress we met with were in agreement with the REALTORS® position.

Tax Policy

Since its inception, our income tax system has recognized the favorable effects of homeownership for families, communities and society by incentivizing homebuyers with tax benefits. The result is a home-owning society that is the envy of the world. However, certain features of our tax system partially nullify not only the tax incentives of homeownership but also insidiously and unfairly harm both current and future taxpayers by eroding present benefits. The State and Local Deductions Limit (SALT) cap currently provides the same \$10,000 limit for both single and joint filers. This egregious marriage penalty can discourage both homeownership and marriage. REALTORS® urged Members of Congress to support legislation to eliminate the marriage penalty by doubling SALT deduction cap to \$20,000 for joint returns. The other tax issue that REALTOR® brought to the Members of Congress was in regards to Mortgage Interest Deduction (MID) which is currently capped at \$750,000, an amount that could not carry as much weight in 15 years, which is why we asked Members of Congress to index the MID amount for inflation for the future. ❖

REALTOR® REVIEW

Governmental Affairs - (Continued from page 8)

RPAC Raffle

Purchase a \$25 raffle ticket to meet your RPAC fair share and have an opportunity to win one of the prizes shown below!



smaRtPAC Summer Sweepstakes

Tickets are \$25 each or 5 for \$100!

Capital Area REALTORS®' RPAC fundraising goal for the year ending November 30th is \$67,000, however, we've got a ways to go having raised about \$21,000. Our annual RPAC raffle is a big part of our fundraising and you can help by buying tickets. We have several great prizes, including:

- 1st: Bose QuietComfort 35 (Series II) Wireless Headphones, Noise Cancelling
- 2nd: Furbo Dog Camera: Treat Tossing, Full HD Wifi Pet Camera and 2-Way Audio, Designed for Dogs (works with Alexa).
- 3rd: Ring Video Doorbell Pro (works with Alexa).
- 4th: Chamberlain MyQ Smart Garage Door Opener MYQ-GO301 - Wireless & WiFi enabled Garage Hub with Smartphone Control.
- 5th: Echo (2nd Generation) - Smart Speaker with Alexa

Tickets can be purchased from CAR or members of the Government Affairs Committee (listed below).

Government Affairs Committee:

Misty Buscher	Susan Denby	Courtney Joyner	Steve Myers
Donald Cave	Stephanie Do	Mathew Keehner	Michael Oldenettel
Philip Chiles	Brad Dyer	John Klemm	Trent Peterman
Jim Clayton	Kimberly Elliott-Birtch	Susan Madison	Stephen Shields
Ashley Coker	Lezlie Hearn	Ed Mahoney	Joseph Tetzlaff

Disclosure: 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. ❖



REALTOR® REVIEW

TECHNOLOGY/MLS CORNER

InnoVia Tip

Important Reminder Regarding Property Tax Data

If you do not want the system to automatically overwrite tax information you have entered into your listing (tax amount, tax year, lot size, acreage, etc.) be sure to select "Do Not Overwrite Tax Data=Y" in the "Legal" Section of Listing Maintenance on your listing (see below).



The screenshot shows the InnoVia listing maintenance page for listing 181400. The 'Do Not Overwrite Tax Data' field is highlighted with a blue box and set to 'Y'. Other fields include County (Sangamon), Tax ID (12345678912), and Building Size (100).

AGENT SAFETY
When using SentiSmart™ to open a lockbox, the Agent Safety Feature will launch. This feature will automatically alert your designated emergency contacts when you do not or cannot confirm you are safe.

SENTRISMART™
Smart Lock + Smart Phone = Smart Choice
SAFER TOGETHER

SENTRILOCK
Smart Lock. Smart App. Smart Cash. Smart Choice.

Upcoming Technology Training

Consult the 2018 Spring/Summer Technology Training Schedule and take advantage of one or more of the many great FREE training sessions offered by MLS Director Cathy Wagner. Classes are also available via webinar. Please contact Cathy Wagner at mailto:cwagner@caaronline.com for webinar information. (See scheduled on right) ❖

Technology Training Schedule

InnoVia Overview

June 5, 9:00 - 11:00 a.m.

Prospecting Manager & Buyer Match

June 19, 9:00 - 10:00 a.m.

Authentisign

June 28, 9:00 - 10:00 a.m.

July 20, 9:00 - 10:00 a.m.

TransactionDesk Pro

June 26, 9:00 - 10:30 a.m.

July 19, 9:00 - 10:30 a.m.

InfoSparks & FastStats

June 6, 11:00-11:30 a.m.

July 10, 11:00-11:30 a.m.

MLS Breakfast - May 24th - The Future of MLS in Central Illinois



REALTOR® REVIEW

Local Market Update for April 2018

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



Capital Area Region

Single-Family Detached	April			Rolling 12 Months		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	484	434	- 10.3%	4,782	4,737	- 0.9%
Pending Sales	366	346	- 5.5%	3,478	3,535	+ 1.6%
Closed Sales	300	307	+ 2.3%	3,481	3,535	+ 1.6%
Cumulative Days on Market Until Sale	95	81	- 14.7%	85	80	- 5.9%
Median Sales Price*	\$114,000	\$118,000	+ 3.5%	\$120,000	\$122,250	+ 1.9%
Average Sales Price*	\$129,677	\$144,714	+ 11.6%	\$143,139	\$145,596	+ 1.7%
Percent of Original List Price Received*	92.8%	92.6%	- 0.2%	93.2%	93.0%	- 0.2%
Inventory of Homes for Sale	1,118	1,029	- 8.0%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

* 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	April			Rolling 12 Months		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	45	42	- 6.7%	409	448	+ 9.5%
Pending Sales	27	35	+ 29.6%	298	360	+ 20.8%
Closed Sales	25	22	- 12.0%	315	354	+ 12.4%
Cumulative Days on Market Until Sale	73	93	+ 27.4%	84	81	- 3.6%
Median Sales Price*	\$117,500	\$157,450	+ 34.0%	\$133,000	\$135,000	+ 1.5%
Average Sales Price*	\$117,166	\$150,262	+ 28.2%	\$137,538	\$137,620	+ 0.1%
Percent of Original List Price Received*	95.4%	93.8%	- 1.7%	94.4%	94.2%	- 0.2%
Inventory of Homes for Sale	110	98	- 10.9%	--	--	--
Months Supply of Inventory	4.4	3.3	- 25.0%	--	--	--

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

REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

CREN Sponsors



Bank & Trust
Company

CARROLLTON
BANK



NAR Code of Ethics Training Due by Dec 31st

NAR's current Code of Ethics training policy states:



"REALTORS® are required to complete quadrennial ethics training of not less than two (2) hours and thirty (30) minutes of instructional time. REALTORS® completing such training during any four (4) year cycle shall not be required to complete additional ethics training in respect of this requirement as a requirement of membership in any other Board or Association.

Failure to complete the required periodic ethics training shall be considered a violation of a membership duty. Failure to meet the requirement will result in suspension of membership for the first two months (January and February) of the year following the end of any four (4) year cycle or until the requirement is met, whichever occurs sooner. On March 1 of that year, the membership of a member who is still suspended as of that date will be automatically terminated."

The current cycle ends December 31, 2018. This requirement also applies to appraisers who are REALTORS®.

Members are encourage to take a 3 hour elective Code of Ethics continuing education course each license renewal period which will then fulfill NAR's training requirements as well. Contact Kathy Nichelson at knichelson@caaronline.com for a convenient home study course. ❖



**NAR Code Ethic Training
Requirement Deadline
December 31, 2018**

Take NAR's FREE Code of Ethics online today!

<https://tinyurl.com/yc3vb89p>

(this free online course does not include IL CE credit)

CE Code of Ethics classes will be available this fall at CAR

COMMERCIAL REAL ESTATE NETWORK

June CREN Luncheon

The next CREN luncheon is scheduled for June 26, 2018 with guest speakers to be Frank Squires and Steve Schoeffel from the SMTD who will discuss the current activities including the multi-modal center on the 10th Street HSR site between Washington & Adams and the new transfer site behind CVS at the corner of Wabash & MacArthur. Special thanks to our sponsor Carrolton Bank. ❖



REALTOR® REVIEW

WEST CENTRAL CHAPTER

July West Central Chapter Luncheon

Please keep your eyes open for details concerning the next Chapter luncheon which will be held in July.

Chapter Annual Meeting Set

The West Central Chapter will hold its Annual Meeting on August 22, 2018 at 11:30 a.m. In addition to chapter updates a Chapter 2019 Chapter Vice-president will be voted on for the period October 1, 2018 - September 30, 2019. If you would like to be considered for Chapter Vice-president please complete and return the "Interest Form" attached to this newsletter. Please direct any questions to Chapter President Tim Eagle (Western Illinois Realty) or Dan Sale (CAR CEO) for details.

Chapter Vice-president Nominations Open

Anyone who has an interest in serving as the West Central Chapter Vice-president for the coming year (October 1, 2018 through September 30, 2019) is encouraged to fill out and return the "Interest Form" attached to this month's REALTOR® Review by no later than July 20, 2018. At the Annual meeting to be held on August 22, 2018 REALTOR® members will cast their vote choosing from the list of nominees.



Generally, what does the Vice-president position entail? The Chapter Vice-president is expected to:

- Support and promote the Chapter, CAR, IR and NAR and encourage member involvement.
- Attend and participate in all Advisory Committee meetings – monthly.
- Attend and participate in all Membership meetings – quarterly.
- Serve as a member of the CAR Government Affairs Committee, attending all meetings, either in person or via conference.
- In the absence of the President preside over all meetings.
- Invest in RPAC and encourage other members to invest in RPAC.
- Attend Capital Area REALTORS® Annual Planning Session and Orientation – annually.
- Attend CAR functions and State functions as requested by CAR President (e.g., Illinois REALTORS® Capitol Conference, spokesperson training, etc.).
- Serve as spokesperson for the Chapter in the community (in the absence of the Chapter President) with direction from Chapter President, CAR President or AE.
- Work with CAR & IR government affairs staff on local issues and meet with elected officials as needed.
- Work with Chapter President-elect, CAR leadership and staff to establish goals that will lead to the development of a more vibrant Chapter.
- Automatically become President upon the conclusion of your term as Vice-president.
- Above all, work toward the overall good of CAR and the Chapter in an unbiased and objective manner. ❖

REALTOR® REVIEW

Local Market Update for April 2018

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



West Central Region

Key Metrics	April			Rolling 12 Months		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	80	83	+ 3.8%	754	749	- 0.7%
Pending Sales	48	56	+ 16.7%	532	549	+ 3.2%
Closed Sales	42	43	+ 2.4%	541	548	+ 1.3%
Cumulative Days on Market Until Sale	147	100	- 32.0%	109	98	- 10.1%
Median Sales Price*	\$68,000	\$75,500	+ 11.0%	\$76,000	\$79,900	+ 5.1%
Average Sales Price*	\$86,149	\$89,325	+ 3.7%	\$94,042	\$94,311	+ 0.3%
Percent of Original List Price Received*	89.6%	88.6%	- 1.1%	90.5%	89.9%	- 0.7%
Inventory of Homes for Sale	222	225	+ 1.4%	--	--	--
Months Supply of Inventory	5.0	4.9	- 2.0%	--	--	--

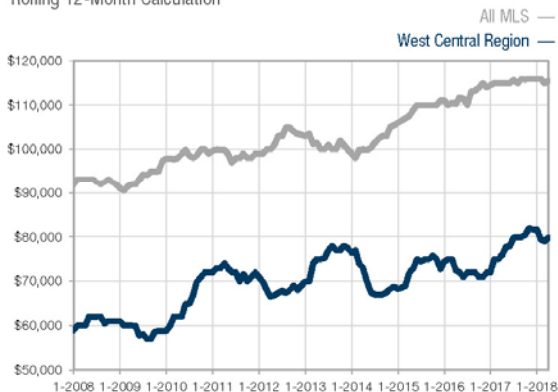
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Key Metrics	April			Rolling 12 Months		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	0	2	--	8	11	+ 37.5%
Pending Sales	0	0	0.0%	3	5	+ 66.7%
Closed Sales	0	0	0.0%	3	5	+ 66.7%
Cumulative Days on Market Until Sale	--	--	--	38	164	+ 331.6%
Median Sales Price*	--	--	--	\$130,000	\$132,000	+ 1.5%
Average Sales Price*	--	--	--	\$134,000	\$128,800	- 3.9%
Percent of Original List Price Received*	--	--	--	97.7%	92.5%	- 5.3%
Inventory of Homes for Sale	4	9	+ 125.0%	--	--	--
Months Supply of Inventory	2.7	7.2	+ 166.7%	--	--	--

* 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

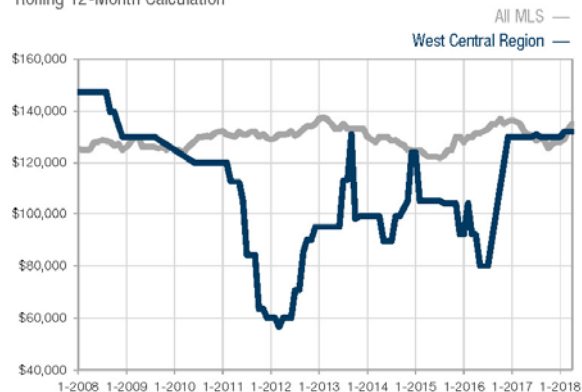
Rolling 12-Month Calculation



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

REALTOR® REVIEW

AFFILIATE CORNER

CAR Sponsors

Diamond



Gold



Silver



Bronze



June 20th Hot Topic



The Member Services Committee invites you to attend the next Hot Topic program to be held on June 20th at 10:30 a.m. in conjunction with the Member Appreciation Week. Our featured speakers will include the following individuals:

- Byron Deaner, Supervisor of Assessments at Sangamon County
- Larry McCarthy, Chief Deputy Assessor, Capital Township Assessor's Office
- Don Gray, Sangamon County Clerk

Immediately following the program there will be a catered meal by Fulgenzi's Catering in Chatham. There is no cost to attend but RSVPs are requested. To RSVP call 217-698-7000 or email admin@caaronline.com.

Break For Hot Topics April 12th - Show Me the Money



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. ❖

REALTOR® REVIEW

MEMBERSHIP NOTES

New Member Orientation

The new member orientation program is scheduled for Wednesday, July 25, 2018 from 1:00-5:00 p.m. and Thursday, July 26, 2018, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at 217-698-7000.

NEW MEMBERS

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

APRIL

REALTORS®

Amanda Cooley	Coldwell Banker Springfield
Jamie Holt-Lindvall	The Real Estate Group, Inc.
Craig Lynch	Keller Williams Capital
Joey Moughan	Coldwell Banker Springfield

Local Affiliates

Staunzie Grady	PNC Mortgage (CAR Sponsor)
Haley O'Brien	PNC Mortgage (CAR Sponsor)

MAY

REALTORS®

Mark Cratty	CENTURY 21 Tucker-Swanson, Inc.
Robert K. Dwinells	Firm Foundation Realty
Cory Rimbey	Worrell Land Services, Inc.
Colleen Wilson	Keller Williams Capital

Full Affiliates

Frank Buraski	Buraski Builders, Inc.
Scott Drummond	Check That Home Inspections, LLC
Kristi Mitchell	Tree House Tours

Local Affiliates

Jason Lemasters	Leader One Financial (CAR Sponsor)
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TRANSFERS

Do Realty Services, Inc.

John McIntyre (*from Keller Williams Capital*)

RE/MAX Professionals

Andrew Kinney (*from Coldwell Banker Springfield*)

Welcome Home Realty

Terry Roth (*from Freedom Real Estate*)

DROPS:

REALTORS®: Kim Hayden, Bill Lash, Lisa Richter-Seiler, David Turner

Affiliates: Joshua Collins, Patrick Gettleman

WC REALTORS®: Nathaniel Aldrich



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

June

- | | | |
|-------|---------------------------------------|-------------|
| 4 | Social Committee | 11:00 |
| 5 | InnoVia Overview | 9:00-11:30 |
| 6 | InfoSparks & FastStats | 11:00-11:30 |
| 7 | MLS Committee | 9:00 |
| | Audit, Finance & Executive Committees | 10:30 |
| 8 | Board of Directors | 9:00 |
| | Governmental Affairs Comm | 1:00 |
| 11 | CAR Golf Outing | 11:00 |
| 13 | WC Advisory Committee | 9:00 |
| 18-21 | Member Appreciation Week | |
| 19 | Prospecting Manager | 9:00-10:00 |
| 20 | FREE Member Shredding | 9:30-10:30 |
| | Break for Hot Topics | 11:00 |
| | FREE Lunch | 11:30-1:30 |
| 21 | Past Presidents' Luncheon | 11:30 |
| 22 | Broker Outreach | 10:30 |
| 26 | TransactionDesk Pro | 9:00-10:30 |
| | CREN Luncheon | 11:30 |
| 28 | Authentisign | 9:00-10:00 |

July

- | | | |
|----|--|-------------|
| 1 | 3rd Quarter MLS Fees Due | |
| 2 | 2019 Dues Invoices Sent | |
| 4 | Independence Day Assoc Offices | |
| | Closed | |
| 5 | MLS Committee | 9:00 |
| | Finance & Executive Comm | 10:30 |
| 9 | Governmental Affairs Comm | 1:00 |
| 10 | Board of Directors | 9:00 |
| | InfoSparks & FastStats | 11:00-11:30 |
| 17 | MLS Breakfast | 9:00 |
| | <i>(Charity of check presentation & RPAC Raffle Drawing)</i> | |

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

Please join us in welcoming Cori Madaus to our staff. Cori has assumed CAR's bookkeeping responsibilities. She graduated from Illinois State University in 2017 with a degree in Actuarial Science and is currently pursuing her Master's in Accountancy at University of Illinois at Springfield. Cori resides in Auburn and enjoys spending her free time with friends and family.



Cori Madaus, Bookkeeper

CAR extends its sincere condolences to the family of **REALTOR® Mike Oldenettel** on recent and tragic the loss of Mike's son Parker.

Sympathies to the family of West Central Chapter member **REALTOR® Steven Earl "Wiz" Morss** who passed away on Friday, May 4, 2018. A memorial contribution has been made to Covenant Church in Steve's name.

CAR extends its sympathies to the family of **REALTOR® Robert Barker** on the loss of his mother Lou Barker.

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>)

- Technology Training Schedule
- 55th Annual Golf Outing
- Member Appreciation Week
- RPAC Raffle

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

- Chapter Officer Duties
- Chapter Vice President Nomination Form