

# REALTOR® REVIEW

Volume 22, Edition 253

June 2017

## CAR Earns Third Consecutive National RPAC Award

On the strength of its participation rate and number of major investors, the Capital Area REALTORS® finished second in RPAC fundraising for medium-sized local associations during 2016, according to an announcement at the NAR RPAC Awards Ceremony in Washington, D.C. last month.



The “Award of Excellence” came for raising \$62,138 in 2016, achieving a 77 percent participation rate with more than 6 percent (or 41) of its members as major investors. This award comes on the heels of a first place finish in 2015 and a second place finish in 2014, the first year of the program.



(Left to right) President John Klemm, Past President Phil Chiles, Dan Sale, CEO and President-elect Ed Mahoney

The Capital Area REALTORS® were represented at the ceremony by President John Klemm, President-elect Ed Mahoney, Government Affairs Chairman Phil Chiles and CEO Dan Sale. Also recognized at the ceremony were first, second and third place award winners for different size local and state associations along with various other awards.

## Member Appreciation Week June 19<sup>th</sup> - 23<sup>rd</sup>

### June 19<sup>th</sup> (Monday)

6:00 a.m. - 9:00 a.m. - CAR Open House - Join us for coffee and donuts and a live remote broadcast with Sam Madonia and Sports Radio 1450. This will also be broadcast live on CAR's Facebook page.

### June 22<sup>nd</sup> (Thursday)

10:00 a.m. - 12:00 p.m. - FREE Member Shredding - limit 5 boxes (by Affordable Shred)

10:30 a.m. - 11:30 a.m. - Promoting Springfield to Sell More (Break for Hot Topics)

11:00 a.m. - 2:00 p.m. - FREE Lunch (Fulgenzi's Trattoria in Chatham)

### June 23<sup>rd</sup> (Friday)

11:30 a.m. - Past President's Luncheon (invitation only)

### 25% Off Most REALTOR® Store Items All Week!

Please RSVP by calling 217-698-7000 or email admin@caaronline.com. Thank you to **SentriLock** our sponsor. ❖

**Affordable  
SHRED**



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## Capital Area REALTORS®

### MISSION

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

### NOTICE

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

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

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

### OFFICERS

#### President

John W. Klemm

#### President Elect

Ed Mahoney, ABR

#### Secretary/Treasurer

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

### DIRECTORS

Randy Aldrich, CRS, GRI

Michael Buscher, GRI

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

Robert Chipman, GRI

Stephanie Do, GRI

Ronald Duff, GRI

Jim Fulgenzi, CRS, GRI

Gary Harvey, GRI

Galen Johnson, CRS, GRI, SRS

Jane Locascio, GRI

Greg Tally

Dena Turner

Jami Winchester, GRI

### Chief Executive Officer

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

# REALTOR® REVIEW

## NEWS & NOTES

### REALTORS®, DSI & Urban Sassafra's Dedicate Parklet

The REALTORS®' Placemaking Grant program along with Downtown Springfield, Inc. and its advocacy of more parklets downtown have met at the crossroads of 6<sup>th</sup> & Washington Streets to develop a new parklet.

On June 2, 2017 Capital Area REALTORS® took part in a ribbon cutting ceremony for the dedication of a new parklet made possible through a collaboration between the Image & Design Council of Downtown Springfield Inc. (DSI), Capital Area REALTORS®' Government Affairs Committee and Urban Sassafra's. The parklet is immediately in front of Urban Sassafra's on Washington Street.



"We're excited to continue DSI's parklet program with the launch of this new, art-inspired public space. This program is only possible as a public-private partnership and couldn't be done without creative business owners like Cassie Ostermeier, the City of Springfield, and community-minded partners like Capital Area REALTORS®," said Alex Block, Chair of DSI's Image and Design Council.

It was noted that this is the second in a series of initiatives to be spearheaded by CAR's Government Affairs Committee and underwritten by the National Association of REALTORS® via the Placemaking Grant. The first initiative was the installation of a bike repair station last month in Rochester.

### Past-president's Luncheon

*June 23<sup>rd</sup>*

As part of the Member Appreciation Week festivities, on Thursday, June 23<sup>rd</sup>, CAR will be holding its Seventh Annual Past-president's Luncheon in honor of CAR's past-president's as well as West Central Illinois Association of REALTORS® and Jacksonville Area Association of REALTORS® past-presidents. ❖



# REALTOR® REVIEW

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

### REALTOR® Conference and Expo

November 3-6, 2017

It has been 16 years since the last NAR Annual Conference was held in Chicago. The 2017 conference will be held in Chicago once again November 3-6. This is a great opportunity to take advantage of a world class real estate trade show including hundreds of exhibitors and lots of great information. You will also want to check out the **RPAC Big Stakes Summer Raffle** that gets underway June 9<sup>th</sup> - the top prize is \$1,000 cash OR a VIP trip to the REALTOR® Conference and Expo. For more information about the conference go to [www.conference.realtor](http://www.conference.realtor).



### Looking for Members Wanting to Make a Difference

#### CAR 2017/2018 Volunteer Sign-up Underway

CAR depends greatly on its volunteers. However, each year we look for a renewed commitment and to add new energy and excitement to keep us moving forward. All you need is to be open and possess enthusiasm and a desire to have fun!



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,

(Continued on page 4)

### CAR Sponsors

#### Diamond



#### Gold



#### Silver



#### Bronze



# REALTOR® REVIEW

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



### **Watch for 2017 Member Survey**

In the near future you will be receiving a survey link and invitation to respond to CAR's Customer Satisfaction & Member Profile Survey. We hope you will take a few minutes to respond.



### **3rd Quarter 2016 Fee Invoices**

Invoices for 3rd Quarter Fees have been emailed with a due date of July 1, 2017. If you do not receive your emailed invoice please contact [nferree@caaronline.com](mailto:nferree@caaronline.com) or by phone at 217/698.7000. To view the fee schedule for 2017 go to: <http://www.seehouses.com/MemberPortal/E-Commerce.aspx>.



### **Looking for Members... (Continued from page 3)**

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.

The Volunteer Sign up Request Form for 2018 Committees is now available and included as an attachment to the June newsletter. Please note that most Committee appointments are one-year appointments. So, if you are currently on a Committee and would like to serve again, let us know. Please take a moment to review the attached volunteer interest form and return by no later than June 22<sup>nd</sup> or sign up online at <http://seehouses.com/MemberPortal/Involvement.aspx>. ❖

### **CAR Broker Outreach**

#### ***June 16th***

CAR's next Broker Outreach program will be held on June 16, 2017. 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 but some of the critical discussion items will include:

- discussion regarding Coming Soon listings;
- a proposed change to NAR Model MLS rules allowing for MLS of Choice;
- surveillance issues;
- There will also be the usual but informative updates regarding InnoVia, TransactionDesk, ShowingTime and MarketTrends (10k).

You are also invited to submit, in advance, topics of interest for discussion. Broker-owners and managers who are interested in attending are asked to RSVP by June 13th by calling 217/698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com). ❖

### **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 46th Annual Golf in June 2009. If you have an old picture or comment about a picture please share with us.

*(Left to right: Janet Joslin & Nancy Sutzer representing Marine Bank, Golf Outing Sponsor)*



## WEST CENTRAL CHAPTER

### West Central Chapter Luncheon

(July 17<sup>th</sup>)

The next Chapter luncheon will be held on July 17<sup>th</sup> and will feature guest speaker Sarah Willett from the Knox County Health Department. There will also be an open forum discussion with Ted Lambasio (Lambasio Plumbing) and Ted Baily (Roto Rooter). The luncheon will be held at the Cherry Street Restaurant and Bar and begins at 11:45 a.m. with the program from 12:00-1:00 p.m. Lunch will be a choice of a buffalo chicken or a turkey and ham club wrap, chips, cookie and bottled water. The cost to attend the luncheon is \$12.00. RSVP's required by no later than July 14<sup>th</sup> at 12:00 noon. No-shows will be billed. See flyer attached to this newsletter.

### 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, 2017 through September 30, 2018) is encouraged to fill out and return the "Interest Form" attached to this month's REALTOR® Review by no later than July 21, 2017. At the Annual meeting to be held on August 21, 2017 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. ❖

### Chapter Annual Meeting Set

The West Central Chapter will hold its Annual Meeting on August 21, 2017 at 11:45 a.m. In addition to chapter updates a Chapter 2018 Chapter Vice-president will be voted on for the period October 1, 2017 - September 30, 2018. 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 Dena Turner (Century 21 Tucker-Swanson) or Dan Sale (CAR CEO) for details.



### Membership Update

#### Member Transfer:

**Mel Foster Co.**

**Galesburg:**

Kole Kenan

*(from RE/MAX*

*Preferred Properties)*



# REALTOR® REVIEW

## Local Market Update for May 2017

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



## West Central Region

Single-Family Detached	May			Rolling 12 Months		
	2016	2017	Percent Change	Thru 5-2016	Thru 5-2017	Percent Change
<b>Key Metrics</b>						
New Listings	62	69	+ 11.3%	706	759	+ 7.5%
Pending Sales	46	56	+ 21.7%	517	531	+ 2.7%
Closed Sales	52	51	- 1.9%	515	539	+ 4.7%
Cumulative Days on Market Until Sale	106	126	+ 18.9%	91	109	+ 19.8%
Median Sales Price*	\$70,500	<b>\$87,000</b>	+ 23.4%	\$72,000	<b>\$77,500</b>	+ 7.6%
Average Sales Price*	\$82,251	<b>\$95,805</b>	+ 16.5%	\$90,506	<b>\$95,475</b>	+ 5.5%
Percent of Original List Price Received*	91.3%	<b>88.3%</b>	- 3.3%	89.2%	<b>90.2%</b>	+ 1.1%
Inventory of Homes for Sale	215	224	+ 4.2%	--	--	--
Months Supply of Inventory	5.0	5.1	+ 2.0%	--	--	--

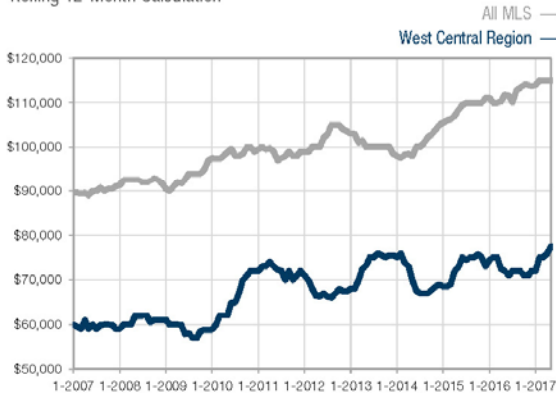
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	May			Rolling 12 Months		
	2016	2017	Percent Change	Thru 5-2016	Thru 5-2017	Percent Change
<b>Key Metrics</b>						
New Listings	1	1	0.0%	4	9	+ 125.0%
Pending Sales	0	0	0.0%	1	3	+ 200.0%
Closed Sales	0	0	0.0%	1	3	+ 200.0%
Cumulative Days on Market Until Sale	--	--	--	48	38	- 20.8%
Median Sales Price*	--	--	--	\$80,000	<b>\$130,000</b>	+ 62.5%
Average Sales Price*	--	--	--	\$80,000	<b>\$134,000</b>	+ 67.5%
Percent of Original List Price Received*	--	--	--	100.1%	<b>97.7%</b>	- 2.4%
Inventory of Homes for Sale	1	6	+ 500.0%	--	--	--
Months Supply of Inventory	1.0	4.0	+ 300.0%	--	--	--

\* 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.

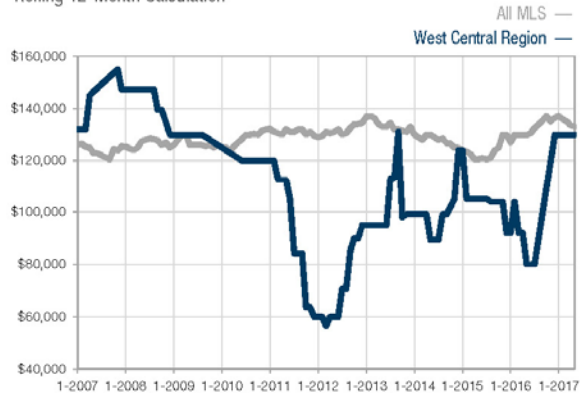
### Median Sales Price - Single-Family Detached Properties

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

## TECHNOLOGY/MLS CORNER

AuthentiSIGN®

### Authentisign Tip

Authentisign allows you to delete pages you don't want to include during Step 3, "Add Documents". This is helpful if you want to resend a form that is now combined into a single PDF with other forms and documents. To delete pages:

1. On Step 3 of the signing wizard, click on the document's name
2. On the right side of the screen, click "Continue" under "Delete Pages"
3. Enter the pages or a page range that you would like to delete
4. Click "Delete Pages" and close the window to return to Step 3



### What is SentiSmart™ and how can I get it?

SentiSmart™ is a mobile application, allowing access to a lockbox key compartment with the use of a mobile access code instead of a SentiCard®. Other benefits of using the SentiSmart™ mobile application include:



- Automatic listing assignments
- Instant showing notifications
- Viewing the lockbox access log
- Generating 1 day codes
- SentiCard® renewal codes



SentiSmart™ must be installed on your mobile device before it can be used. It is available for both Apple and Android devices. The following information will tell you how to install SentiSmart™ onto your device for the first time:

1. Launch the **Application Store** (Apple) or the **Google Play Store** (Android) on your device.
2. Search for **SentiLock** or **SentiSmart™**.
3. Tap on the SentiSmart™ option and go through the steps to successfully install it.

After you have installed the SentiSmart™ application, use the following instructions to register your device and log into the application:

1. Tap on the SentiSmart™ icon.
2. Log into the application. You will use the same ID (XXXX-CAAR) and password you would use to login to the **REALTOR® Lockbox Website** or the **SentiCard® Utility**.

### REALTORS® and [UNAUTHORIZED] Access to Properties

The most common complaint being filed through the Illinois REALTORS® Ethics Citation Program involves REALTORS® gaining or giving unauthorized access to properties. These types of violations of the Code of Ethics are addressed in Article 1, Standard of Practice 1-16 and Article 3, Standard of Practice 3-9.

Standard of Practice 1-16 states, "REALTORS® shall not access or use, or permit or enable others to access or use, listed or managed property on terms or conditions other than those authorized by the owner or seller."

Standard of Practice 3-9 states, "REALTORS® shall not provide access to listed property on terms other than those established by the owner or the listing broker."

- Anyone that enters a listed property needs authority from the seller and the listing broker.
- Even if a property is unoccupied, do not enter without authorization.

*(Continued on page 8)*

# REALTOR® REVIEW

## *Technology/MLS Corner - (Continued from page 7)*

### **REALTORS® and [UNAUTHORIZED]... (Continued from page 7)**

- Follow the showing instructions to receive permission to enter the property.
- Get authorization in writing, if possible.
- Retain a copy of the authorization to protect yourself if a complaint is filed
- Generally speaking, a buyer's REALTOR® should not allow a buyer to enter a property unaccompanied.
- Be responsible for everyone you allow to enter the property.
- Follow the rules and regulations governing the use of the lockbox.

Allowing any unauthorized user access to a lockbox, whether a consumer or another broker, is a violation of lockbox rules. CAR's lockbox rules are attached to this REALTOR® Review.

Don't remove keys from a lockbox and take them to the closing unless you have written permission and direction to do so.

The fine through the Illinois REALTORS® Ethics Citation Program for unauthorized access is \$1,000. Additionally, the fine established by CAR's MLS rules is \$500.00.

For more information on the Illinois REALTORS® Ethics Citation Program go to [www.IllinoisRealtors.org/Disputes](http://www.IllinoisRealtors.org/Disputes). ❖

## MLS Breakfast - May 25, 2017 "Don't Let the Bedbugs Bite!"





# REALTOR® REVIEW

## Local Market Update for May 2017

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



## Capital Area Region

Single-Family Detached	May			Rolling 12 Months		
	2016	2017	Percent Change	Thru 5-2016	Thru 5-2017	Percent Change
<b>Key Metrics</b>						
New Listings	487	526	+ 8.0%	4,669	4,804	+ 2.9%
Pending Sales	314	402	+ 28.0%	3,451	3,544	+ 2.7%
Closed Sales	340	386	+ 13.5%	3,490	3,521	+ 0.9%
Cumulative Days on Market Until Sale	74	85	+ 14.9%	75	85	+ 13.3%
Median Sales Price*	\$124,000	\$123,000	- 0.8%	\$119,605	\$120,000	+ 0.3%
Average Sales Price*	\$149,832	\$147,396	- 1.6%	\$143,229	\$142,957	- 0.2%
Percent of Original List Price Received*	93.0%	94.1%	+ 1.2%	93.0%	93.3%	+ 0.3%
Inventory of Homes for Sale	1,181	1,098	- 7.0%	--	--	--
Months Supply of Inventory	4.1	3.7	- 9.8%	--	--	--

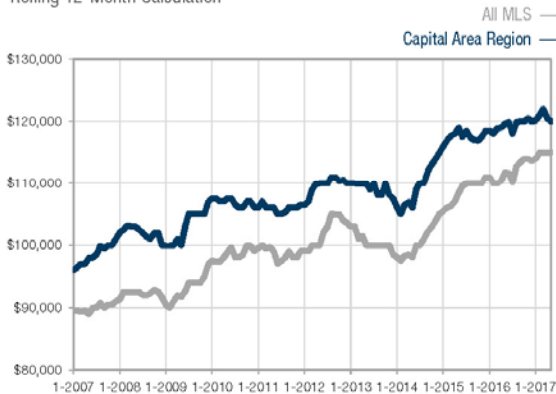
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	May			Rolling 12 Months		
	2016	2017	Percent Change	Thru 5-2016	Thru 5-2017	Percent Change
<b>Key Metrics</b>						
New Listings	29	38	+ 31.0%	415	413	- 0.5%
Pending Sales	26	40	+ 53.8%	326	307	- 5.8%
Closed Sales	41	29	- 29.3%	328	300	- 8.5%
Cumulative Days on Market Until Sale	61	88	+ 44.3%	87	88	+ 1.1%
Median Sales Price*	\$126,000	\$123,250	- 2.2%	\$129,950	\$133,500	+ 2.7%
Average Sales Price*	\$137,207	\$134,512	- 2.0%	\$133,737	\$137,526	+ 2.8%
Percent of Original List Price Received*	95.5%	94.7%	- 0.8%	93.9%	94.3%	+ 0.4%
Inventory of Homes for Sale	101	95	- 5.9%	--	--	--
Months Supply of Inventory	3.7	3.7	0.0%	--	--	--

\* 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.

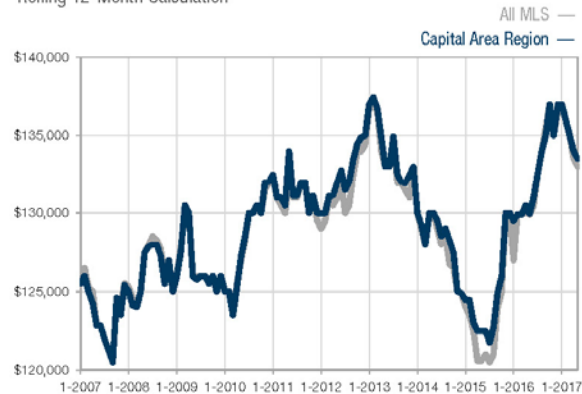
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Rolling 12-Month Calculation



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

# REALTOR® REVIEW

## GOVERNMENTAL AFFAIRS

### RPAC Big Stakes Summer Raffle

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

Capital Area REALTORS®' RPAC fundraising goal for the year ending November 30<sup>th</sup> is \$63,000, however, we've got a ways to go having raised about \$24,000. Our annual RPAC raffle is a big part of our fundraising and you can help by buying tickets. We have several great prizes, including:



**1<sup>st</sup> Prize \$1,000.00 Cool Cash!**

**OR**

**\*REALTOR® Conference and Expo Package REALTOR® Conference and Expo Package** [Includes: 1 full conference registration (\$450.00 value), 2 nights lodging at Loews Hotel in downtown Chicago (\$575.26 value) & \$100 Amtrak voucher]

**2<sup>nd</sup> Prize \$500.00 Cool Cash!**

**3<sup>rd</sup> Prize Five \$100.00 Cool Cash Prizes!**



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

**Government Affairs Committee:** Misty Buscher, Philip Chiles, Jimmy Clayton, Ashley Coker, Kristie DeBrun, Susan Denby, Stephanie Do, Brad Dyer, Timothy Eagle, Kimberly Elliott-Birtch, Jennifer Franklin, Courtney Joyner, John Klemm, Jake Mabus, Susan Madison, Ed Mahoney, Julie McCormick, Steve Myers, Teresa Nargelenas Martin, Michael Oldenettel, Sam Perks, Trent Peterman, Emily Rabin, Stephen Shields and Jonathan Sturgeon

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](http://www.elections.il.gov) or for purchase from the State Board of Elections, Springfield, Illinois.

### Chiles Honored for Significant Support of RPAC

Past CAR President and current Government Affairs Committee (GAC) chairman Phil Chiles was honored for his investment in RPAC as a Hall of Fame inductee. Phil was one of eight new Illinois REALTORS® honored May 16<sup>th</sup> in Washington D.C. with an induction into the National Association of REALTORS® Hall of Fame. To become a NAR Hall of Fame inductee, a REALTOR® has to have invested at least \$25,000 in the REALTORS® Political Action Committee. Chiles is also a former Illinois REALTORS® president who has served on and chaired numerous committees. Chiles and other inductees were also honored at a special event hosted by Illinois REALTORS® in Springfield on June 5, 2017. Chiles joins REALTOR® Mike Oldenettel as the ONLY other CAR member to have been inducted into this prestigious group, thus far. ❖

*(Right: Past President & RPAC Hall of Fame inductee Phil Chiles)*



# REALTOR® REVIEW

## Governmental Affairs - (Continued from page 10)

### 2017 RPAC Major Investors

Thank you to the many individuals that have stepped up already this year and invested or pledged to invest as a Major Investor in RPAC this year.



Mike Buscher, The Real Estate Group  
Mitzi Brandenburg, The Real Estate Group  
Anthony Buscher, The Real Estate Group  
Misty Buscher, City Treasurer  
Dominic Campo, Campo Real Estate  
Nick Campo, Campo Real Estate  
Phil Chiles, Capital Area Real Estate  
Bob Chipman, Chipman REALTORS® & Appraisers  
Diane Davenport, Freedom Real Estate  
Susan Denby, RE/MAX Professionals  
Kristie DeBrun, Campo Realty  
Kathy Garst, RE/MAX Professionals  
Melissa Grussenmeyer, The Real Estate Group  
Courtney Joyner, Joyner Construction  
John Klemm, Sangamon Realty  
Jane Locascio, The Real Estate Group  
Susan Madison, RE/MAX Professionals  
Ed Mahoney, RE/MAX Professionals  
Julie McCormick, Freedom Real Estate  
Ki McCurley, RE/MAX Professionals  
Todd Musso, The Real Estate Group  
Steve Myers, Myers Commercial Real Estate  
Mike Oldenettel, RE/MAX Professionals  
Chris Pepmeyer, RE/MAX Preferred Properties  
Trent Peterman, Diamond Residential Mortgage  
Emily Rabin, RE/MAX Professionals  
Suzie Sables Duff, RE/MAX Professionals  
Dan Sale, Capital Area REALTORS®  
Deb Sarsany, The Real Estate Group  
Tracy Shaw, Keller Williams Bloomington

### Governmental Affairs Update

Every year, CAR leadership attends the NATIONAL ASSOCIATION OF REALTORS® Legislative Conference in Washington, D.C. for the purpose of meeting with our Congressional delegation to discuss issues of importance to the real estate industry.

This year, with major tax reform efforts looming, there was much riding on our legislative efforts. CAR Leadership, including President John Klemm, President-elect Ed Mahoney, Government Affairs Committee Chairman Phil Chiles and CEO

(Continued on page 12)

## RPAC Investor Levels

Fair Share  
\$20

Silver Inner Circle  
\$50

Gold Inner Circle  
\$99

Capitol Club  
\$250

Governor's Club  
\$500

Sterling R  
\$1000

Ruby R  
\$1,500

Emerald R  
\$2,000

Crystal R /  
Sustaining  
Crystal R  
\$2,500 | \$1,500

Golden R /  
Sustaining  
Golden R  
\$5,000 | \$2,000

# REALTOR® REVIEW

## *Governmental Affairs - (Continued from page 11)*

### *Governmental Affairs Update - (Continued from page 11)*

Dan Sale, along with nearly 10,000 REALTORS® from around the country converged on Capitol Hill to meet one-on-one with our representatives and senators.

This year, CAR Leadership met with Senator Dick Durbin, Senator Tammy Duckworth along with Congressman Darrin LaHood, Congressman Rodney Davis and Congresswoman Cheri Bustos. Discussions centered around the following key issues:

**Tax Reform**, urging opposition to the current tax proposals that are a tax on Illinois homeowners. The average homeowner will pay \$800.00 more in taxes per year under current proposals. Congress must ensure any tax reform includes an incentive for renters to become homeowners. Congress must also maintain the 1031 like-kind exchange for real estate investments as a mechanism to defer capital gains and allowing small investors to build wealth and compete against institutional investors backed by Wall Street hedge funds.

**Flood Insurance**, we're requesting the reauthorization of the National Flood Insurance Program for at least five to ten years before it expires on Sept. 30th. Without reauthorization, the NFIP cannot issue or renew policies in 22,000 communities where flood insurance is required for a mortgage. In addition, they should ensure the NFIP use modern mapping technology to produce building specific risk assessments. Congress should also increase flood mitigation efforts and programs which save taxpayers \$4 for every \$1 spent.

**Sustainable Homeownership**, to cosponsor and pass HR 916, the Risk Management and Homeowner Stability Act that will prohibit the use of the guarantee fee in the budget calculation process. Additionally, congress should ensure and mortgage finance reform to address the conservatorship of Fannie Mae and Freddie Mac include a government guarantee. ❖



# REALTOR® REVIEW

## COMMERCIAL REAL ESTATE NETWORK

### June CREN Luncheon

The next CREN Luncheon is scheduled for June 27, 2017 with guest speaker to be Norm Simms, Executive Director, Springfield/Sangamon County Regional Planning Commission. Mr. Simms will discuss the changing demographics in Sangmon County/State of Illinois and the impact on Economic Development and future tax structure. Special thanks to Marine Bank, our sponsor for the luncheon. To RSVP email [admin@caaronline.com](mailto:admin@caaronline.com) or call 217-698-7000.



## PROFESSIONAL DEVELOPMENT

### NAR's Code Ethic Training Requirement New *Biennial* Cycle Begins January 1<sup>st</sup>

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."*

Cycles are now **two years** in duration with the current cycle beginning January 1, 2017 and ending December 31, 2018. 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 Code of Ethics training requirements as well.

### Upcoming Code of Ethics CE

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® has scheduled the following Code of Ethics CE Courses which will be held at the CAR office:

#### July 19, 2017 (Instructor Kerry Kidwell)

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

#### October 18, 2017 (Instructor Kerry Kidwell)

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

## CREN Sponsors



# REALTOR® REVIEW

## AFFILIATE CORNER



### Member Appreciation Week June 19th-23rd

Open House

FREE Lunch  
Thurs June 22nd

25% Off  
Most REALTOR Store  
Merchandise

FREE document  
Shredding for  
Members

Promoting Springfield  
to \$eller & More  
(Break for Hot Topics)

Past President's  
Luncheon

Great opportunity to  
network with staff  
and other members!

See Member  
Appreciation flyer for  
a complete  
schedule of event  
dates & times

Reservations are  
appreciated by not  
required.

### Promoting Springfield to \$ell More

Join us for this special June 22<sup>nd</sup> hot topic program intended to provide you with the latest insight on what's new and exciting in Springfield! From culture, entertainment, specialty retail shops, festivals and nightlife you find out the latest about what makes Springfield a fun and vibrant place to live. Our special guest presenters include Lisa Clemmons-Stott, Executive Director, Downtown Springfield, Inc. (DSI) and Gina Gemberling of the Springfield Convention and Visitor's Bureau. This program will begin at 10:30 a.m. This program is being offered in conjunction with Member Appreciation Week sponsored by SentiLock. Immediately following this program (11:30 – 2:00 p.m.) a buffet meal catered by Fulgenzi's catering in Chatham will be provided. RSVP's are appreciated. To RSVP call 217-698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com). ❖



## SPONSOR CORNER

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



SPOTLIGHT

# REALTOR® REVIEW

## MEMBERSHIP NOTES

### New Member Orientation

The new member orientation program is scheduled for Wednesday, July 19, 2017 from 1:00-5:00 p.m. and Thursday, July 20, 2017, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at 217-698-7000.

### New Members

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

#### REALTORS®

Chris Chambers	Keller Williams Bloomington
Dane Cookson	Keller Williams Bloomington
Don Faller	LandGuys, LLC
Erica Gunter	RE/MAX Professionals
Matthew McFee	Keller Williams Bloomington
Alysan Orum	The Real Estate Group

#### Full Affiliates

Bradley Collier	Collier Home Inspections, LLC
Sam Frioli	Illinois Educators Credit Union
Gina Martin	Farmers Insurance

#### Local Affiliates

Leslie M. Day	Barash & Everett, LLC
Justin VanFossan	Illinois Real Estate Title Center (CAR Sponsor)

#### TRANSFERS

##### Keller Williams Bloomington

Carolyn Faulkner (*from Century 21 Real Estate Associates*)

##### RE/MAX Professionals

Jennifer Franklin (*from Kennedy Real Estate*)

#### DROP:

REALTORS®: Rayanna Wolker



### Frequently Used Phone Numbers:

#### Capital Area Association of REALTORS®:

Phone: 217/698-7000  
Fax: 217/698-7009  
Websites:  
[www.SeeHouses.com](http://www.SeeHouses.com)  
[www.SeeBuildings.com](http://www.SeeBuildings.com)

#### Illinois Association of REALTORS®

Phone: 217/529-2600  
Fax: 217/529-3904  
REALTOR®  
Store: 800/529-2696  
Member  
Line: 800/752-3275  
Website:  
[www.illinoisrealtor.org](http://www.illinoisrealtor.org)

#### National Association of REALTORS®

Phone: 312/329-8200  
Fax: 312/329-8576  
Website:  
[www.realtor.org](http://www.realtor.org)

#### Office of Banks and Real Estate:

Phone: 217/782-3414

#### SentriLock:

Phone: 877/736-8745  
[support@sentrilock.com](mailto:support@sentrilock.com)  
<http://lockbox.sentrilock.com/>

#### MarketLinx:

Phone: 800/334-0831



## Committee Volunteer Interest Forms Due June 22<sup>nd</sup>

Please take a moment to review the volunteer interest form and return by no later than June 22<sup>nd</sup> or sign up online at <http://seehouses.com/MemberPortal/Involvement.aspx>

# REALTOR® REVIEW

## CALENDAR

### AT A GLANCE

#### June

16	Managing Broker Outreach	10:00
19-22	Member Appreciation Week	
19	CAR Open House	6:00-9:00
22	FREE Member Shredding	10:00-12:00
	Break For Hot Topic	10:30
	FREE Lunch	11:00-2:00
23	Past Presidents' Luncheon	11:30
27	CREN Luncheon	11:30

#### July

1	3rd Quarter MLS Fees Due	
4	Independence Day - Offices Closed	
6	MLS Committee	9:00
	Finance & Executive Comm.	11:00
7	Government Affairs Committee	10:00
10	Chapter Advisory Committee	9:00
11	Board of Directors	9:00
17	West Central Quarterly Meeting	11:30
18	MLS Breakfast	8:30
	CREN Luncheon	11:30
19	New Member Orientation	1:00
	Cont. Ed. ETH 1518	2:00-5:00
20	New Member Orientation	8:30-5:00

#### August

1	Member Services Committee	1:30
3	MLS Committee	9:00
	Finance & Executive Comm.	11:30
4	Government Affairs Committee	10:00
7	Chapter Advisory Committee	9:00
8	Board of Directors	9:00

### Capital Area REALTORS®

3149 Robbins Rd.  
Springfield, IL  
62704

217.698.7000  
Fax: 217.698.7009

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

## ANNOUNCEMENTS

CAR extends its deepest sympathy to **REALTOR®** and past-president **Cindy Nagle** (The Real Estate Group, Inc.) and her husband Richard on the recent unexpected passing of their son Jason.

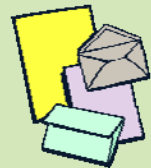
CAR extends its sympathy to **REALTOR® Tony Smarjesse** (Century 21 Real Estate Associates) on the recent loss of his mother.

CAR extends its condolences to **REALTOR® Harry Stern** (Stern Appraisal Services) on the recent loss of his father.

CAR extends its sympathy to **REALTOR® Todd Smith** (Todd P. Smith Real Estate) on the recent loss of his mother.

Notary Public - Cathy Wagner, CAR MLS Director, is a notary. If you have a need for this service we can provide this to you - FREE of charge. However, please call ahead to ensure she is available.

## 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>)

- Member Appreciation Week (June 19<sup>th</sup> - 23<sup>rd</sup>)
- 2017/2018 Volunteer Sign Up
- RPAC Big Stakes Summer Raffle
- MLS Breakfast (July 18<sup>th</sup>)
- 2017 Code of Ethics Continuing Education

### 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 (July 17<sup>th</sup>)
- West Central Chapter Annual Meeting (August 21<sup>st</sup>)
- West Central Chapter Vice president Interest Form
- West Central Chapter Officer Duties