

REALTOR® REVIEW

Volume 22, Edition 255

August 2017

The Valuation and Sale of Teams

One of the hottest topics among teams today is how they are valued and how they are sold.

By Steve Murray, REAL Trends publisher

REAL Trends entered the team valuation segment of the industry within the last three years and is currently handling the valuation of two to three teams a month and the sale of about four teams a month. REAL Trends has completed several sales of teams thus far.



There are several keys to understanding how to value and successfully sell a team. They are:

1. **Separate.** First, you must separate the personal or sphere of influence segment of the business from that which is generated from the team's business system, such as online, direct mail, TV or radio. Both the revenue contribution from each and the costs associated from each segment must be identified. This enables each segment to be valued separately.
2. **Multiple Years of Results.** The team should have at least two and preferably three years of results so that trends lines can be demonstrated.
3. **Comp and Benefits.** The compensation and benefits paid to the owners need to be segregated, both in terms of commission earnings and those costs that the company has paid on behalf of the owner through the company's expense categories.
4. **Leases and Contracts.** The terms of any leases or contracts should be clearly outlined and disclosed.
5. **Business Systems.** The business system results should also be documented, i.e., what was done, what were the results, any special agreements, contracts or software that is used should be outlined.
6. **Personal business.** The personal business and the business-system-generated businesses are valued separately from each other in the valuation of a team practice. The ultimate valuation may also be determined by how the owner of the team is employed. Is the owner of the team in listings and sales or not? If they are, how much of the revenue did they contribute? If not, what role do they play in creating transactions, if any at all?



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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.

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REALTOR® REVIEW

NEWS & NOTES

The Valuation... (Continued from page 1)

The business is valued based on the income each segment generated and is multiplied by a factor that is based on the location of the business, the market for that business, how much business is generated from a business system and how much is personal, the size of the business and a few other factors.



The Sale of Teams

Now, let's talk about the sale of teams. The value of a team is only one-half of the equation. The terms of a sale, like with a brokerage company, require the seller and buyer to understand that there is a certain amount of risk that both must take to make a deal work.

In the many brokerage sales REAL Trends has handled over the years, we have a saying, "My price, your terms; your price, my terms." The goal is to balance what the seller wants to achieve with how much risk the buyer is willing to take. For example, the lower the amount of cash or guaranteed money a team is willing to take, the lower the risk for the buyer. Thus, the buyer should be willing to pay more for the business. The more the cash or guarantee the buyer must take on, generally the lower the price will be for the buyer.

Teams are no different than brokerages in this regard. In some cases, there may be more risk in buying a team than in buying a large brokerage. In our experience, this is reflected in slightly lower multiples for teams than for brokerage firms. In some cases, this is also a factor of size.

Structuring the Sale

One of the biggest factors in structuring the sale of a team is the desire of the team owners to depart the scene and the desire of the purchaser to have the team owner stay on for a period. This is also true for brokerage sales. Team owners who plan correctly will, for example, need to plan to stay for one to two years after a sale to gain the highest price and best terms. The risk of the transaction is lower when they stay around as opposed to leaving quickly after a sale. This is true whether it is primarily a business system team or a personal sphere-driven team. This may also be true for other members of the team, particularly if those members are critical key players on the team.

Generally, each deal is customized to each team. There are varying amounts of cash, guaranteed notes and earn-out payments paid in these transactions. Earn-out payments are generally a percentage of future commission income, gross margin or earnings for a period after the close of a sale.

There is a market for well-run teams. Those with a higher percentage of business-system-driven results are generally worth more than when a team is primarily a personally-driven-results team!

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

News & Notes - (Continued from page 2)

Tailgate Sponsorships Available

Sponsors are being sought for CAR's 8th Annual Tailgate Party for a modest \$50 investment which includes mention in promotional material along with signage and recognition at the event. If you are interested in sponsoring this event please contact Cathy Wagner at 217-698-7000 or email cwagner@caaronline.com.



Special thanks to our current event sponsors:

Bank of Springfield	Prairie Land Title Company, Inc.
B-Safe Home Inspections of IL	Regions Mortgage
Chicago Title Insurance Co.	The Title Center
Heartland Credit Union	United Community Bank

RPAC Big Stakes Summer Raffle

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

Capital Area REALTORS® RPAC fundraising goal for the year ending November 30th is \$63,000, however, we've got a ways to go having raised about 34,841. 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 - \$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

2nd - \$500.00 cool cash!

3rd - Five \$100.00 cool cash prizes!



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

Government Affairs Committee: Kim Elliott-Birtch, Misty Buscher, Phil Chiles, Ashley Coker, Kristie DeBrun, Susan Denby, Brad Dyer, Jennifer Franklin, Courtney Joyner, John Klemm, Jake Mabus, Susan Madison, Ed Mahoney, Teresa Martin, Julie McCormick, Steve Myers, Mike Oldenettel, Trent Peterman, Emily Rabin, Stephen Shields, Jon 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 or for purchase from the State Board of Elections, Springfield, Illinois. ❖

8th Annual Tailgate Event

CAR's 7th Annual Tailgate Party is to be held on September 6, 2017 at CAR. Max Fessler will provide the entertainment and there will be games such as giant Jenga, bags, yard dice, washer toss, etc. Hamburgers and hot dogs will be provided. Attendees are encouraged to bring their favorite dish to share and/or their favorite craft beer to share.



Ed Clark Professional Photography Extends Special Offer

Photographer Ed Clark has extended the offer to have your professional photo taken at his studio through August 31st. There is no sitting fee. The cost for a retouched digital file is \$50.00 with full copyright release for any purpose. **Interested members should call Ed Clark's studio directly at 217-496-3686.** Appointments will be scheduled on a first come first serve basis.



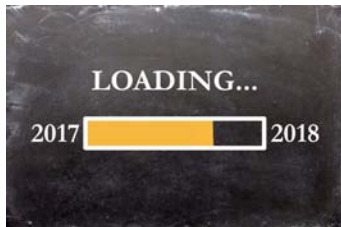
REALTOR® REVIEW

News & Notes - (Continued from page 3)

Planning Meeting for Officers and Directors

September 26th

A planning meeting for 2018 Officers and Directors will be held at 9:00 a.m. on September 26th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Organizational Meeting for Chairs & Vice Chairs

September 26th

An organizational meeting for 2018 Committee Chairs, Vice Chairs and Officers will be held at 10:30 a.m. on September 26th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Annual Meeting at Scheels September 21st

Please join us for CAR's Annual Business meeting on September 21st for CAR's Annual Meeting. President John Klemm will review some of the highlights for the year, recognize his Committee leadership and present some special recognition awards as well. This event will also include the election of officers and directors for 2018. The Annual Business Meeting will be held at Scheels (3801 South MacArthur Blvd, Springfield) on September 21st beginning at 11:30 a.m. with lunch. The cost to attend this event is \$10.00. RSVP's are required. Please RSVP to admin@caaronline.com or 698-7000 by no later than 5:00 p.m. on September 14th.



Election of 2018 Officers & Directors

Congratulations to CAR officer nominees Jane Hay (President-elect) and Suzie Sables Duff (Secretary/Treasurer) as well as director nominees Jennifer Franklin, Deb Sarsany and Nick Campo. These nominees will be voted on at the Annual Business Meeting set for 11:30 a.m. September 21, 2017 at Scheels (3801 South MacArthur Blvd, Springfield). Special thanks to this year's Nominating Committee which included its chair Kristie DeBrun, Mike Buscher, Don Cave, Todd Musso and Mike Oldenettel.

2017/2018 Committee Appointments

Thank you to the many individuals who submitted volunteer forms to serve on new Committees which will take effect October 1, 2017. Committee appointments are in the process of being made and will be announced in the coming weeks.

CAR Installation is September 28th

CAR's 2018 Installation Celebration will be held on the evening of Thursday, September 28th at Illini Country Club. Additional details will be forthcoming. Ed Mahoney (RE/MAX Professionals), will be installed as CAR's 2018 President. Other officers and incoming members of CAR's Board of Directors will also be honored at Installation. We hope you will mark your calendars to attend this annual event! ❖

WEST CENTRAL CHAPTER

Chapter Annual Meeting August 21st

The West Central Chapter will hold its Annual Meeting on August 21, 2017 at 11:30 a.m. - 1:00 p.m. at Sidtrax Bar and Grill. In addition to chapter updates the 2018 Chapter Vice-president will be elected for the period October 1, 2017 - September 30, 2018. Guest speaker for the meeting will be Ken Springer who is the President of the Knox County Area Partnership for Economic Development. Mr. Springer will provide an economic development and commercial market update. The cost of the luncheon which includes sandwich, chips, fruit and drink is \$12.00. RSVP's are required by no later than August 18th at 12:00 p.m. by emailing westcentral@caaronline.com or calling 309-342-6225.

Hillery is Chapter VP Nominee

2018 Vice-president Candidate

Lindsay Hillery, Mel Foster Co. has submitted her name as a candidate for Vice-president of the West Central Chapter of the Capital Area REALTORS® for 2018. Ms. Hillery has been in the real estate business for nearly two years and has been active on the Advisory Committee and served on task forces pertaining to the homes guide, holiday party and charitable giving. Please join us on August 21st for the Annual Meeting to cast your vote for 2018 Chapter Vice-president.

Seeking Volunteers for the 2018 Advisory Committee

The organization's calendar year begins anew on October 1st. With that comes the arrival of new leadership and committee members. In the coming weeks CAR leadership will work to appoint 2018 committees which will include the West Central Chapter Advisory Committee. This is for a one-year term (October 1st - September 30th). Anyone interested in serving should forward their request via email to Angela at the Chapter office at westcentral@caaronline.com. Questions can be directed toward Chapter President Dena Turner or CEO Dan Sale.



New Chapter Communications Vehicle

Many Chapter members are already taking advantage of a new communications vehicle made available to REALTOR® and Affiliate members. This vehicle is called a listserv which is an application that distributes messages to subscribers on an electronic mailing list. More specifically, it is a method of communicating with a group of people via email. You send one email message to the "reflector" email address (WCChapter@mail-list.com), and the software sends the email to all of the group's subscribers. In order to be able to send or receive messages through this program you must be a subscriber. An invitation to subscribe was sent out in June and again in August. Questions may be directed to Angela at westcentral@caaronline.com or 309-342-6225. ❖



Annual Meeting Attendees to Receive New Chapter Pin

REALTOR® and Affiliate members who attend the August 21st Annual Meeting will receive for FREE a new Chapter pin.



REALTOR® REVIEW

Local Market Update for July 2017

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



West Central Region

Single-Family Detached	July			Rolling 12 Months		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Key Metrics						
New Listings	77	66	- 14.3%	706	727	+ 3.0%
Pending Sales	27	58	+ 114.8%	492	551	+ 12.0%
Closed Sales	42	63	+ 50.0%	518	546	+ 5.4%
Cumulative Days on Market Until Sale	118	94	- 20.3%	95	105	+ 10.5%
Median Sales Price*	\$77,500	\$92,000	+ 18.7%	\$72,000	\$79,900	+ 11.0%
Average Sales Price*	\$104,950	\$103,854	- 1.0%	\$90,744	\$94,281	+ 3.9%
Percent of Original List Price Received*	90.4%	91.5%	+ 1.2%	89.6%	90.2%	+ 0.7%
Inventory of Homes for Sale	268	212	- 20.9%	--	--	--
Months Supply of Inventory	6.5	4.6	- 29.2%	--	--	--

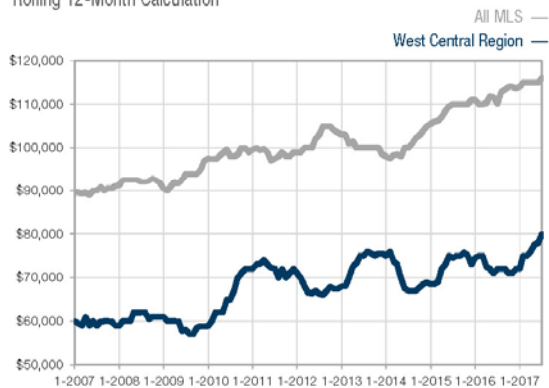
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	July			Rolling 12 Months		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Key Metrics						
New Listings	0	1	--	4	10	+ 150.0%
Pending Sales	0	1	--	1	5	+ 400.0%
Closed Sales	0	1	--	1	4	+ 300.0%
Cumulative Days on Market Until Sale	--	157	--	48	68	+ 41.7%
Median Sales Price*	--	\$132,000	--	\$80,000	\$131,000	+ 63.8%
Average Sales Price*	--	\$132,000	--	\$80,000	\$133,500	+ 66.9%
Percent of Original List Price Received*	--	94.4%	--	100.1%	96.8%	- 3.3%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	2.0	4.0	+ 100.0%	--	--	--

* 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.

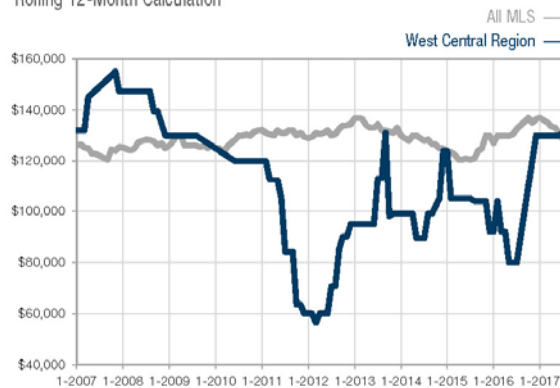
Median Sales Price - Single-Family Detached Properties

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

TECHNOLOGY/MLS CORNER

Tell the seller you are done with the showing appointment

When the Showing Agent has finished a showing they can tell the seller to its "ok" to return home quickly by using the I'm done button. This button appears on the appointment confirmation screen and can be accessed from the notification in the notification center or the Showings I Requested menu option.



Watch the process here: <https://apptcenter.uservoice.com/knowledgebase/articles/523931#imdone?cid=UA-45224509-1>.

AT&T 2:04 PM 82%

Appointment Details

Thu 03/30 03:05 PM - 03:20 PM Showing Confirmed

Go and Show

858 Canterbury
Charleston, SC 29401
ACTIVE | 340590640930
\$468,000 | 0 Beds

Appointment Status

Confirmed
Check back to see when the agent has finished their appointment.

Appointment Actions

Cancel Appointment

Propose New Time

Showing Agent

Alison Townsend
Showing Agent (Keller Williams Grt Cleve West)
(331) 333-2222 | [All Contact Methods](#)

Notes From Showing Agent

Notes have not been provided.

Map

Done Showing?
Let the seller know they can return home



Upcoming Technology Training

Consult the 2017 Summer 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

(9:00-11:00 am)
August 29th

Prospecting Manager & Buyer Match

(9:00-10:30 am)
August 17th
September 27th

CMA 2.0

(9:00-10:30 am)
August 22nd

Authentisign

(9:00-10:30 am)
September 14th

TransactionDesk

(9:00-10:30 am)
September 19th

Classes are also available via webinar. Please contact Cathy Wagner at <mailto:cwagner@caaronline.com> for webinar information.



REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 7)

Custom e-Hotsheet

Every morning InnoVia sends the complete hotsheet to your email address. This hotsheet includes all areas, all property types, and all event types. It is quite possible that some agents do not wish to receive the complete hotsheet because they only work in particular areas or with particular property types. Agents have the option to discontinue the complete e-hotsheet in Agent Maintenance.



Instead of the complete hotsheet, agents may wish to create their own custom e-hotsheet (specific area, price ranges, property types, etc.) that will also be received in their email each morning. To create a custom e-hotsheet, complete the following steps:



- Go to the "Hotsheet" section of InnoVia and enter the search criteria for the hotsheet you would like to receive.
- Do NOT enter a value in the Activity Date field. The system will assume that you want the previous day's events.
- Click the "Save Search" button on the left side of the screen, rather than the "Search" button. Give your custom hotsheet a name that you will recognize later if you need to modify it.
- At the bottom of the window, check the "E-mail Me" box.
- Click "OK."



MLS Breakfast & 2017 Charity of Choice Check Presentation July 18, 2017



REALTOR® REVIEW

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



Capital Area Region

Single-Family Detached	July			Rolling 12 Months		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Key Metrics						
New Listings	450	476	+ 5.8%	4,674	4,873	+ 4.3%
Pending Sales	265	349	+ 31.7%	3,393	3,555	+ 4.8%
Closed Sales	364	322	- 11.5%	3,440	3,524	+ 2.4%
Cumulative Days on Market Until Sale	80	70	- 12.5%	78	83	+ 6.4%
Median Sales Price*	\$117,000	\$138,000	+ 17.9%	\$118,000	\$122,600	+ 3.9%
Average Sales Price*	\$139,548	\$158,126	+ 13.3%	\$142,962	\$143,454	+ 0.3%
Percent of Original List Price Received*	95.5%	94.1%	- 1.5%	93.2%	93.2%	0.0%
Inventory of Homes for Sale	1,299	1,246	- 4.1%	--	--	--
Months Supply of Inventory	4.6	4.2	- 8.7%	--	--	--

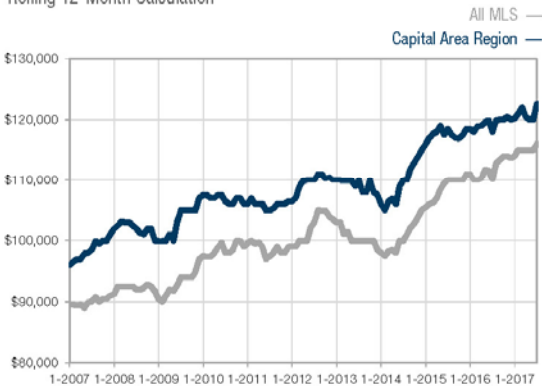
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	July			Rolling 12 Months		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Key Metrics						
New Listings	27	52	+ 92.6%	429	442	+ 3.0%
Pending Sales	28	36	+ 28.6%	334	313	- 6.3%
Closed Sales	30	31	+ 3.3%	323	305	- 5.6%
Cumulative Days on Market Until Sale	102	55	- 46.1%	93	82	- 11.8%
Median Sales Price*	\$136,500	\$128,750	- 5.7%	\$132,500	\$127,900	- 3.5%
Average Sales Price*	\$139,840	\$119,198	- 14.8%	\$135,670	\$134,386	- 0.9%
Percent of Original List Price Received*	96.3%	95.3%	- 1.0%	94.0%	94.2%	+ 0.2%
Inventory of Homes for Sale	102	127	+ 24.5%	--	--	--
Months Supply of Inventory	3.7	4.9	+ 32.4%	--	--	--

* 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.

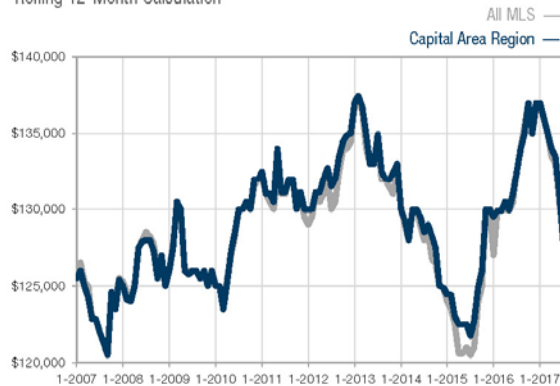
Median Sales Price - Single-Family Detached Properties

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

REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

CREN Sponsors



August CREN Luncheon

The next CREN Luncheon is scheduled for August 22, 2017 with guest speaker to be Brian Dixon, Sangamon County Highway Department. Mr. Dixon will discuss upcoming road improvement projects in the county including the Wabash Ave extension. Special thanks to Williamsville State Bank, our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000.



PROFESSIONAL DEVELOPMENT

NAR's Code Ethic Training Requirement New Biennial Cycle Begins January 1st

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. 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.

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:

October 18, 2017 (Instructor Kerry Kidwell)

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

REALTOR® REVIEW

AFFILIATE CORNER

Making Your Home Smarter

August 24th Hot Topic

Please join the REALTOR® & Affiliate Committee on August 24th at 9:00 a.m. for its next Hot Topic program on home automation and making your home smarter. Our presenters, from Sundown One, will be Tyler Theilken and Cory Foster who will touch on a number of smart related topics, including:

- Comfort: Controlling lights, thermostat, and shades with the touch of a button.
- Audio: Music throughout the house, controlled by an easy-to-use app.
- Video: Movie and television watching can be simplified using one button to make everything work

Special thanks to PNC Mortgage our sponsor for this event. RSVPs are appreciated by emailing or calling 217-698-7000.



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. ❖

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is CAR's 2011 Tailgate party. If you have an old picture or comment about a picture please share with us.

*(Left to right:
Ron Duff, Nature Stockton,
Sarah Grussenmeyer, Jane
Hay & Amy Laughlin)*



Join us for the 2017 Tailgate Party
September 6, 4:30 - 7:30 p.m.

CAR Sponsors

Diamond



Gold



Silver



CARROLLTON BANK

Bronze



REALTOR® REVIEW

MEMBERSHIP NOTES



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

New Members

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

Designated REALTORS®

Erynn Snedeker Central Illinois Appraisals

REALTORS®

Natalia Jones Keller Williamsville Bloomington

Mandy Seward DeSollar & Wessler Bros.

Local Affiliates

Skylar McKinley Leader One Financial (CAR Sponsor)

DROPS:

REALTORS®: Roger D. Davis, Thomas Martin, Samuel Peabody, Sam Perks, Andrew Strow, Jake Vancil, Josh Vehovic

Affiliates: Jeff Enlow, Jeffrey Stephenson

Transfers:

The Real Estate Group, Inc.

Thomas Carter (*from LandGuys, LLC*)

Shawn Doerr (*Steve Hills REALTORS®*)

REALTOR® Conference and Expo

November 3-6, 2017

REALTORS®
CONFERENCE & EXPO
NOVEMBER 3-6
→ CHICAGO ←



NATIONAL ASSOCIATION of REALTORS®

For the first time in 16 years the 2017 conference will be held in Chicago 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. By now you should have identified a buddy to attend the NAR Annual Conference in Chicago with you. This will help keep your expenses down and provide you with a travel partner. Next, if you haven't already, you will want to register for the conference and book your hotel room before they sell out). You will also want to check out the RPAC Big Stakes Summer Raffle that gets underway June 9th - 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.

REALTOR® REVIEW

CALENDAR

AT A GLANCE

August

17	Prospecting Manager	9:00-10:30
21	West Central Annual Meeting	11:30
22	CMA Training	9:00-10:30
	CREN Luncheon	11:30
24	Break For Hot Topics	9:00

September

4	Labor Day - CAR Offices Closed	
5	Chapter Advisory Committee	9:00
6	CAR Tailgate Party	4:30-7:30
7	MLS Committee	9:00
	Finance & Executive Comm.	11:30
11	Government Affairs Committee	1:00
12	Board of Directors	9:00
14	Authentisign	9:00-10:30
19	CREN Luncheon	11:30
21	CAR Annual Meeting	11:30
26	Board Planning Meeting	9:00
	Chair/Vice-chair Orientation	10:30
27	Prospecting Manager	9:00-10:30
28	Installation Banquet	5:30

October

1	4th Quarter MLS Fees Due	
2	Chapter Advisory Committee	9:00
5	MLS Committee	9:00
	Audit Committee	10:45
	Finance & Executive Comm.	11:30
6	Government Affairs Committee	1:00
10	Board of Directors	9:00
11-12	IR Fall Meetings	
12	CREN Reception	4:30

Capital Area REALTORS®

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ANNOUNCEMENTS

CAR extends its deepest sympathies to Affiliate member Josh Badman and his wife Jennifer on the recent passing of their 3 month old daughter **Emilia "Emmie" Badman**.

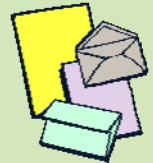
CAR extends its deepest sympathies to REALTOR® Ken Kingery and his family on the recent passing of his father and retired REALTOR® **Garland Kingery**.

CAR extends its deepest sympathy to the family of retired **REALTOR® Keith Traylor** who passed away on Sunday, July 30th. Keith was a member of the Capital Area REALTORS® for 17 years from 1984 through 2001.

2018 Dues Investment

Thank you to the many individuals who have renewed their membership investment for 2018 by paying their REALTOR® member dues. Those who have not yet renewed but plan to will unfortunately incur a \$50.00 late fee, if paid before August 31, 2017. You can view/pay invoices online at <http://seehouses.com/MemberPortal/E-Commerce.aspx>. Questions can be directed to or 217-698-7000.

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 (Aug 24th)
- Head Shot Photo (Deadline Aug 30th)
- Tailgate Event (Sept 6th)
- 2017 Annual Business Meeting (Sept 21st)

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

- Chapter Annual Meeting (Aug 21st)