

REALTOR® REVIEW

Volume 21, Edition 244

September 2016

CAR Installation is September 29th

It's Never Too Late . . .

CAR's 2017 Installation Celebration will be held on the evening of Thursday, September 29th at the Illinois REALTORS® building. Invitations have been mailed. John Klemm of Sangamon Realty, will be installed as CAR's 2017 President. Other officers and incoming members of CAR's Board of Directors will also be honored at this Installation. We hope you will plan to join us for this fun event! The cost to attend is \$34.00. *RSVP's required by September 27th.*



Agent Reviews & Ratings The Impact of Technology

Brokerage leaders should take the lead in assisting their agents in establishing their online reputations.

by Steve Murray, publisher

"The holy grail for online real estate portals is to change consumer behavior with respect to how they choose their agent."

Jeff Turner, RealSatisfied

REAL Trends
The Trusted Source

We agree. We have said that among the most important factors we watch in consumer behavior is how they choose a sales associate. Historically, it has always been through a personal relationship, either a referral or personal knowledge. Turner points out, quite accurately, that if online portals become an influencer in this process, it could change industry dynamics significantly. For the time being, the REAL Trends 2014 Harris Interactive study showed that consumers still made the selection based on a relationship of some kind. NAR's home buyer and home seller studies showed the same.

However, we also asked consumers whether or not they checked out their selection via online sources. Over 50 percent of Millennials, nearly 40 percent of Generation X and nearly 30 percent of Boomers said they did. And, in each category over half said it affected their final choice, either positively or negatively.

(Continued on page 2)



In This Issue

- News & Notes, pp. 2-3
- Technology/MLS Corner, pp. 4-9
- CREN, p. 8
- Affiliate Corner, p. 9
- Professional Development, p. 10
- West Central Chapter News, p. 11-14
- Governmental Affairs, pp. 15-16
- Membership, p. 17



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

Agent Reviews & Ratings... (Continued from page 1)

Turner again says 70 percent of agent search is organic which means it is an act of validation not an act of identification. He shared this information at a recent broker summit hosted by the South Carolina REALTORS®. He also said that this data is, in part, from his examination of consumer reviews of more than 50,000 agent-assisted transactions not a small sample.



A conclusion one can draw from this is that brokerage leaders should take the lead in assisting their sales associates in establishing their online reputations. Whether it is through firms like RealSatisfied or other means, consumers are increasingly seeking to find out more about a sales associate whom they know or to whom they have been referred. We believe the importance of this area of brokerage practice cannot be overestimated.

(This article originally appeared in the August 2016 issue of the REAL Trends Newsletter and is reprinted with permission of REAL Trends Inc. Copyright 2016.)

2016/2017 Committee Appointments

Thank you to the many individuals who submitted volunteer forms to serve on new Committees which will take effect October 1, 2016. Committee appointment letters have been mailed. ❖

Blast From the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is of CAR staff from 2013.

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

[Left to Right: Diane Ahern (Bookkeeper since 2003), Cathy Wagner (MLS Director since 1993 & Kathy Nichelson Director of Member Services since 1995)]



REALTOR® REVIEW



REALTOR®
SAFETY
PROGRAM

FALL INTO SAFETY

SEPTEMBER IS REALTOR® SAFETY MONTH

Here are three personal safety tips to remember this fall:

REPLACE YOUR SMOKE DETECTOR BATTERY

Keep safe this season by replacing the battery in your smoke detector. This is also a good time to invest in a carbon monoxide detector as your furnace will be used more often in cold weather, which may increase the risk of a carbon monoxide leak.

SECURE YOUR HOME BY KEEPING A LIGHT ON

This will deter potential criminals from attacking your house or vandalizing property. You don't have to run up the electric bill; even leaving a small light on may be enough to discourage intruders.

PROTECT YOURSELF WHILE IN YOUR VEHICLE

Protect yourself from dangers like carjacking by always being aware of your surroundings. Keep your doors locked and windows rolled up, and call the police if you feel threatened. Keep an emergency pack in your trunk with non-perishable food, water and a blanket. And don't forget a phone charger!

Stay safe on the job, year-round
with tips and tools from NAR at
www.REALTOR.org/Safety



NATIONAL
ASSOCIATION *of*
REALTORS®

TECHNOLOGY/MLS CORNER

Bernie Schoenburg to Keynote Breakfast

October 21st at Illini Country Club

Please join us on October 21st at Illini Country Club (1601 Illini Road, Springfield) for the next MLS Breakfast featuring Bernard Schoenburg who is The State Journal-Register's political writer and columnist, bringing you the insights and information about the No. 1 industry in Springfield: politics and government. Bernie's commentary is always insightful, witty and informative.

Come hear Bernie's take on the upcoming general election. Thank you to The Title Center, our sponsor. This breakfast will begin 8:30 a.m. The cost to attend this breakfast is \$10.00. Reservations are required. Please RSVP by October 18, 2016, by calling 217/698-7000 or emailing admin@caaronline.com. The flyer is attached to this month's newsletter.



ShowingTime Call Center Decision

As most of you are aware, our contract with ShowingTime is for a period of three years and includes the online scheduling feature, the 24/7 call center and the MarketTrend Reports, including InfoSparks, InfoStats and InfoCharts.



Although the agreement is for three years we did negotiate a clause that would allow us to eliminate the call center component after the first year if

we should choose to do so with appropriate notice (*i.e., no later than 90 days prior to the end of the first 12 months*). To be clear, the call center is the 800 number that members can call to schedule showings. Eliminating this would have no impact on sellers who wish to be reached by phone by ShowingTime to coordinate showing appointments.



The original Appointment Scheduling Work Group chaired by Deb Sarsany will meet to review this matter and make a recommendation to the board of directors whether to continue with the call center component. Usage reports for various categories appear immediately below.

ShowingTime Usage Report	*April	May	June	July	August
Total # Showings	6,552	7,121	6,541	5,804	6,737
Avg Call Center Response Time	18	13	9	11	8
# Listings Managed by ShowingTime	2,357	2,453	2,431	2,461	2,581
# Listings w/1 or More Showings	1,550	1,582	1,566	1,580	1,622
# of Showings Submitted Online	5,338	5,096	4,731	4,617	5,046
% of Showings Submitted Online	81	72	72	80	75
# of Showings Using ShowingCart	540	714	574	418	525
% of Showings Using ShowingCart	8	10	9	7	8
% of Feedback Completed	75	75	75	73	76
% of Listings Configured for Electronic Seller Conf.	78	80	82	83	83
<i>*partial month</i>					

(Continued on page 5)

REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 4)

ShowingTime Call Center... (Continued from page 4)

The total cost to the MLS for the online scheduling feature, call center and market trend reports is approximately \$12.00 per subscriber per month. When this was approved by the Board of Directors a decision was made that CAR would subsidize 50% of the cost for the first 12 months from reserves. As a result, the added cost to a subscriber has been \$6.00 per month with the other \$6.00 being picked up by CAR. If CAR were to do away with the call center portion, leaving the online scheduling component and the MarketTrend reports, the per month cost would be reduced from \$12.00 per subscriber to \$1.50 per subscriber.

If the MLS were to eliminate the call center component individual agents and/or brokerages could opt to adopt this on their own. CAR negotiated a discounted rate on the fees to be charged in this instance.

If you have an opinion as to whether the call center component should be maintained please share that with CAR leadership, staff or a member of the Task Force.

Members of the task force include:

Nick Campo, Campo Realty
Stacy Carlson, Mel Foster
Stephanie Do, Do Realty
Ron Duff, RE/Max Professionals
Kim Elliott-Birtch, The Real Estate Group
Stephanie Ferguson, The Real Estate Group
Galen Johnson, Johnson Real Estate
Jake Mabus, RE/MAX Professionals
Cindy Nagle, The Real Estate Group
Mike Oldenettel, RE/MAX Professionals
Deb Sarsany, The Real Estate Group
Don Cave, Coldwell Banker Honig-Bell

Transaction Desk & Authentisign Usage Statics Through Thru August 31, 2016

Year	Total Logins	Users	Forms	Transactions	Doc Uploaded	Authentisigns
2016	53,502	593	89,847	6,412	23,701	12,088
2015	52,050	628	97,270	7,081	21,671	9,651
2014	35,436	532	70,966	6,091	16,569	5,352
2013	26,854	494	74,507	6,889	12,802	2,605
2012	19,665	502	56,807	5,943	9,989	255
2011	14,728	398	31,856	3,175	5,656	1
2010	14,694	414	26,322	2,611	5,146	



What's the secret to earning more money in real estate? Attending the 2016 REALTORS® Conference & Expo, Nov. 4-7 in Orlando, FL. Attendees make two times the average real estate income, so you'll be networking with some of the most successful pros in the industry! Register today at REALTOR.org/Conference

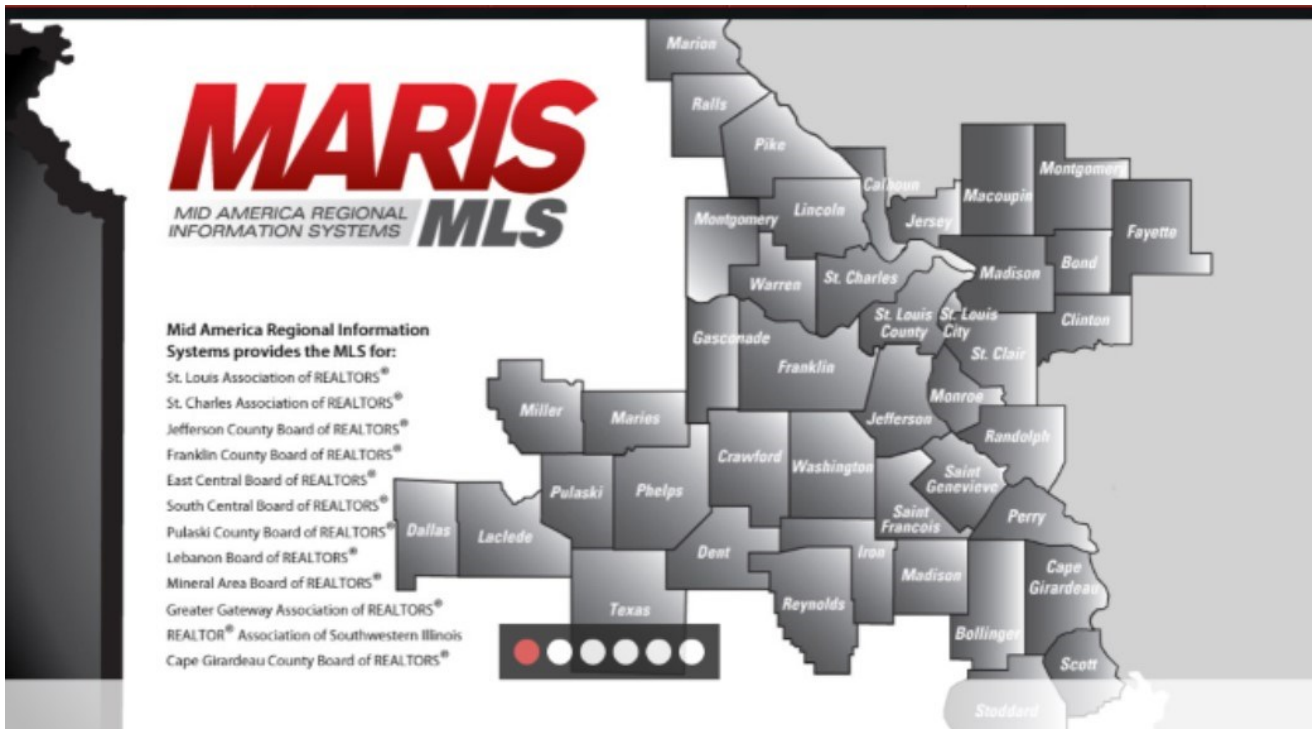


REALTOR® REVIEW

Technology/MLS Corner - (Continued from page 5)

Data Share with MARIS Launches

The Mid-America Regional Information Service (MARIS) in St. Louis and Capital Area REALTORS® Multiple Listing Service have implemented the final programming necessary to allow for a data share using the RPR platform. This data share includes ON & OFF Market data as well as REALTOR Only fields. To access you first need to establish an account with RPR at www.narrpr.com. Questions can be directed to Cathy Wagner at cwagner@caaronline.com. ❖



Fall Technology Training Schedule Available

Take advantage of one or more of our FREE technology training courses offered the following Fall 2016 dates or go to <http://www.seehouses.com/MemberPortal/MLS.aspx> to download the new training schedule.

InnoVia Overview (9:00-11:00 a.m.):

October 27
November 22

CMA 2.0 (9:00-10:30 a.m.):

October 14

Prospecting Manager & Buyer Match

(9:00-10:30 a.m.)

October 7
November 1

Authentisign (9:00-10:30 a.m.):

September 28
October 18
November 3

***TransactionDesk - New Version (9:00-10:30 a.m.):**

October 13
November 8

** TransactionDesk Pro & Lite are being discontinued and will not be available after 12/31/16. ❖*

REALTOR® REVIEW

Local Market Update for August 2016

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



Capital Area Region

Single-Family Detached	August			Rolling 12 Months		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
Key Metrics						
New Listings	467	438	- 6.2%	4,640	4,640	0.0%
Pending Sales	322	366	+ 13.7%	3,478	3,481	+ 0.1%
Closed Sales	333	350	+ 5.1%	3,434	3,448	+ 0.4%
Cumulative Days on Market Until Sale	74	77	+ 4.1%	95	83	- 12.6%
Median Sales Price*	\$119,605	\$131,000	+ 9.5%	\$117,500	\$119,900	+ 2.0%
Average Sales Price*	\$144,327	\$152,748	+ 5.8%	\$139,140	\$143,749	+ 3.3%
Percent of Original List Price Received*	93.9%	94.6%	+ 0.7%	92.8%	93.2%	+ 0.4%
Inventory of Homes for Sale	1,354	1,188	- 12.3%	--	--	--
Months Supply of Inventory	4.7	4.1	- 12.8%	--	--	--

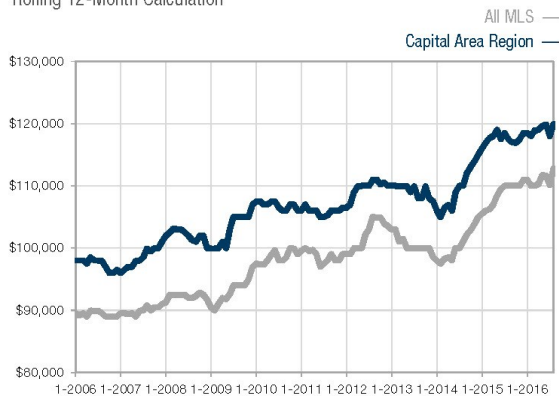
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	August			Rolling 12 Months		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
Key Metrics						
New Listings	40	33	- 17.5%	390	423	+ 8.5%
Pending Sales	37	24	- 35.1%	319	325	+ 1.9%
Closed Sales	28	25	- 10.7%	310	321	+ 3.5%
Cumulative Days on Market Until Sale	249	84	- 66.3%	106	83	- 21.7%
Median Sales Price*	\$130,450	\$142,500	+ 9.2%	\$122,750	\$134,000	+ 9.2%
Average Sales Price*	\$129,490	\$151,362	+ 16.9%	\$126,603	\$137,529	+ 8.6%
Percent of Original List Price Received*	93.8%	92.7%	- 1.2%	93.0%	93.9%	+ 1.0%
Inventory of Homes for Sale	96	98	+ 2.1%	--	--	--
Months Supply of Inventory	3.6	3.6	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.

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 September 6, 2016. All data from Capital Area REALTORS® MLS. Report © 2016 ShowingTime.

REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

CREN Sponsors



CARROLLTON BANK



September CREN Luncheon

The next CREN Luncheon is scheduled for September 27, 2016 with Sara Nation, DIRT Designer and Project Manager and Denise Hlad, DIRT Solutions Specialist with Resource One along with Staci Piasecki, DIRT Environmental Solutions Manufacturer's Rep. Special thanks to Chicago Title Company, our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000.



Technology/MLS Corner - (Continued from page 7)

Neighboring Properties

Located in the Links Bar at the top of the Full Display, this tool allows you to map neighboring properties in the vicinity of the listing you are viewing.

- Click the "Neighboring Properties" icon:
- A new window will open with some search fields:
- Enter criteria to reflect the Status, List/Sell Price Range, and/or List/Sell Date Range of neighboring properties to view.
- Select a Radius (in miles) to search around the property you are viewing.
- As you change the search criteria, the right side of the window changes to show the number of matches your search criteria will return.



Neighboring Properties

Enter Criteria or Choose Default

Status: Active Withdrawn Expired **Expired** Pending Contingent

List Price: to

List Date:

Sell Price: to

Sell Date:

Radius (miles):

10 Matches

Only the first 200 listings will be displayed

[See Matches](#) [Cancel](#)

- Click **See Matches**. The results to your search will load on a map, with the area searched shown in the red circle. The target listing, or listing you were viewing, is marked with a blue "T" map pin. ❖

Comparable Listings

#	PTST	MLS	Photo	Address	County	City	List \$	List Dt	Sell \$	Sell Dt	DOM	Dist (Mi)
1	T	R		1507 Crystal Springs	WASHINGTON-TN	Johnson City	\$165,375	11/13/14			4	0.02
2	R	C		1318 Oxford Place	WASHINGTON-TN	Johnson City	\$146,500	09/22/14	\$146,500	09/23/14	1	0.36
3	R	C		1305 Lynnwood Dr.	WASHINGTON-TN	Johnson City	\$159,900	09/19/14	\$162,000	10/31/14	42	0.41

AFFILIATE CORNER

Emerging Issues in Real Estate

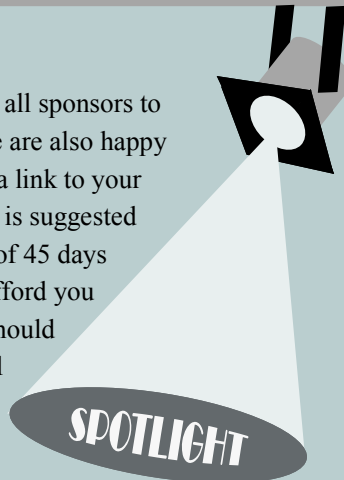
October 12th Hot Topic

Join the REALTOR and Affiliate Committee for this informational program focusing on emerging issues that will include the use of drones in real estate and the ever evolving landscape of surveillance in real estate. We are pleased to have past-president Ron Duff (RE/MAX Professionals) with us to discuss briefly the regulations behind drone usage along with a deeper dive on how the use of drone imagery can help you win that primo listing or enable your client to grab top dollar for that listing. We'll also have CEO Dan Sale with us to discuss surveillance issues in real estate and explore considerations for both seller clients and buyer clients and what, if any, role the MLS should play. Please RSVP to or 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 Dan Sale's attention or Kathy Nichelson's attention.



Technology/MLS Corner - (Continued from page 8)

SentriLock Tip

Resetting a Lockbox to Default Settings

Using SentriSmart™

1. Select **Lockbox Tools** in SentriSmart™.
2. Press the **ENT** button on the lockbox keypad to 'wake' it up.
3. Choose the lockbox serial number in the list.
4. Select **Reset Settings to Defaults**.
5. Enter your **PIN** into SentriSmart™ and press **OK**.
6. Tap **OK** on the pop up screen to complete.

Using your SentriCard®

1. Insert SentriCard into lockbox: **CARD + CODE**
2. Input **PIN + ENT**: READY
3. Input **FUNC + 6 + 5 + ENT**: READY
4. * Releasing the shackle of a lockbox will return the lockbox to default settings as well. ❖

CAR Sponsors

Diamond



Gold



Silver



Bronze



REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

There's no Limit to What you can Learn!

Fall 2016 & Winter 2017 CE Schedule Out

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® Fall Continuing Education Schedule is listed below:



The following CE courses will be held at the CAR office:

October 18, 2016 (Instructor Kerry Kidwell)

9:00 - 12:00 p.m. - COR 1644 - CORE A: Quiz Me-License Law, Escrow, Fair Housing and Agency (3 Hrs Core A)

1:00 - 4:00 p.m. - COR 1640 - CORE B: Disclose! Disclose! Disclose! (3 Hrs Core B)

October 19, 2016 (Instructor Kerry Kidwell)

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

November 10, 2016, (Instructor Kerry Kidwell)

9:00 - 12:00 p.m. - ENV 1221 - The Green Quiz Show (3 Hrs Elective)

1:00 - 4:00 p.m. - RD 900 - Real Estate Safety Matters (3 Hrs Elective)

The following CE courses will be held at the at the Jacksonville Savings Bank, 1211 West Morton Avenue, Jacksonville, IL:

October 12, 2016 (Instructor Kerry Kidwell)

9:00 - 12:00 p.m. ETH 1518 - Code of Ethics Overview (3 Hrs Elective)

1:00 - 4:00 p.m. - ENV 1221 - The Green Quiz Show (3 Hrs Elective)

(See page 11 for Galesburg area CE schedule)

Certified Negotiation Expert (CNE) Designation Course

October 13 & 14, 2016

Negotiation is a life skill. When we “negotiate” with someone, we are actually trying to influence or persuade them to agree with or do something. Negotiation training is provided by universities and colleges, as well as by private companies around the world. Corporate America businesses spend millions of dollars on negotiation training each year to ensure the best results are achieved for their companies. This two day course includes the following: Competitive Win-Lose Hard Bargaining vs. Collaborative Win-Win Negotiating; Psychology of Buying; Persuasion Principles; CNE Model and Planning Guide; Case Studies; Skill Practice/Role Plays and Group Discussion Topics. Attend the CNE 1 two day course and earn the CNE Designation and 6 hours of elective CE credit. (No annual renewal fee). To more information download the flyer at <http://tinyurl.com/ztmloky>. (Note: this designation is not affiliated with our endorsed by the National Association of REALTORS®) ❖



NAR Quadrennial Code of Ethics Deadline Dec 31st

Members of the National Association of REALTORS® are required to complete Code of Ethics training of not less than 2.5 hours (150 minutes) upon admission to membership and then once every 4 years thereafter. The current four-year cycle ends December 31, 2016 (5 months from now). Therefore, if you have not fulfilled this obligation please take note of the Code of Ethics CE class offered on October 18th. CAR also has a CE home study course available. Or, you may take NAR's free course online at <http://www.realtor.org/code-of-ethics/training>. Please note that NAR's online course does not include CE credit.



WEST CENTRAL CHAPTER NEWS

Annual Meeting Wrap Up

On August 10, 2016 the West Central Chapter held its Annual Meeting at the Galesburg Public Library. Chapter President Jackie Turner called to order with 28 REALTORS® and 3 Affiliates in attendance. President Turner provided a Chapter update while CAR President Kristie DeBrun and CEO Dan Sale provided CAR updates. Government Affairs Director Neil Malone spoke for a few minutes as well. At the conclusion of the meeting Cathy Wagner, MLS Director, provide MLS updates for those that hung around. Below are several informational items coming out of the meeting. Access the complete gallery of photos here.



Eagle Elected Chapter Vice-president

Congratulations to Tim Eagle (Western Illinois Realty) who was elected to this position. Eagle will begin his term on October 1st. Candidates for Vice-president included Sara Varner, Josh Kilpatrick and Tim Eagle. Two other candidates withdrew before the vote.



*Tim Eagle
Chapter Vice-president*

Homes Magazine Task Force

President Turner announced that a task force is being formed to look into enhancing the Homes Magazine and asked for interested volunteers to participate in the process.

(Continued on page 12)

Chapter Membership Meeting

October 10, 2016

Please join us at the Galesburg Public Library on October 10th at 11:30 a.m. for the West Central Chapter's next membership meeting. Lunch will be catered by Jimmy John's at a cost of \$10.00. Immediately following the lunch will be guest speaker Steve Daly, Galesburg City Assessor and appraiser/owner of Midwest Appraisal. To RSVP for this event call 309-342-6225 or email by October 5th.



WEST CENTRAL CHAPTER MEMBERSHIP NOTES

Transfers:

Western Illinois Realty Galesburg

Katrina Boys, Pam Rosenberry (*from Countryside REALTORS®*)

Western Illinois Realty Knoxville

Larry Benson (*from Countryside REALTORS®*)



REALTOR® REVIEW

West Central Chapter News - (Continued from page 10)

West Central Chapter Calendar of Events:

October 2016

- 5-6 IAR Business Meetings
- 20 New Member Orientation (8:30-5:00 p.m.)
- 27 CE ETH 1518 (9:00-12:00 p.m.)
- 27 CE COR 1644 (1:00-4:00 p.m.)

November 2016

- 1 Annual Dues Deadline (5:00 p.m.)
- 2-7 NAR Convention

December 2016

- 31 NAR Code of Ethics Requirement Deadline

February 2017

- 23 CE COR 1644 (9:00-12:00 p.m.)
- 23 CE COR 1640 (1:00-4:00 p.m.)



Annual Meeting Wrap Up (Continued from page 10)

Financial Update

President Turner provided a financial update stating the current Chapter fund balance as \$62,839.57. This is a restricted line item on the CAR balance sheet and reflects the \$19,417 spent on new lockboxes during the merger. It was further explained that these funds are restricted and set aside for use by the Chapter.

Become an Advocate for Real Estate

President Turner also highlighted a new opportunity for RPAC participation. 2016 RPAC Major Investors (\$1,000 or more) from the Chapter will be featured in 2017 as "Advocates for Real Estate" in the West Central Area. This consumer-focused campaign will feature promotion on a Galesburg billboard during the first quarter of 2017. This will be additional exposure via the Homes Magazine and as well as the Chapter webpage. See newsletter attachment for full details.

Volunteers Sought for Advisory Committee

It was noted that Chapter Vice-president Dena Turner will be accepting names of members who would like to serve on the Advisory Committee beginning October 1st. The committee meets usually the first Monday of each month to discuss and recommend to the Board of Directors any issues/changes or problems that might arise. The Advisory Committee provides recommendations and gives Chapter input to the Board of Directors.

Galesburg Area CE Schedule

Fall 2016 & Winter 2017 CE Schedule Out

The Illinois REALTORS® Licensing Training Center Capital Area REALTORS® Continuing Education Schedule is listed below:

The following CE courses will be held at the at the First Mid-Illinois Bank & Trust, 101 E. Main Street, Galesburg, IL:

October 27, 2016 (Instructor Kerry Kidwell)

- 9:00 - 12:00 p.m. ETH 1518 - Code of Ethics Overview (3 Hrs Elective)
- 1:00 - 4:00 p.m. - ENV 1221 - The Green Quiz Show (3 Hrs Elective)

February 23, 2017 (Instructor Kerry Kidwell)

- 9:00 - 12:00 p.m. - COR 1644 - CORE A: Quiz Me-License Law, Escrow, Fair Housing and Agency (3 Hrs Core A)
- 1:00 - 4:00 p.m. - COR 1640 - CORE B: Disclose! Disclose! Disclose!

[Parking – Street parking is available. Parking is also available in the lot adjacent to the bank's back parking lot. *Please do not park in the lot directly behind the bank which is reserved for their banking customers.*] ❖

Recognizing our Real Estate Advocates *in the West Central Area*

As a leader in the real estate industry we want to make you aware of this extraordinary opportunity. All 2016 RPAC Major Investors (\$1,000 or more) will be featured in 2017 as “Advocates for Real Estate” in the West Central Area. This consumer-focused campaign will feature promotion on a Galesburg billboard during the during the first quarter of 2017. There will be additional exposure via the Homes Magazine and www.seehouses.com as well as the Chapter webpage.

All Major Investors (MI’s) will be featured throughout the year in other various ways as well including special recognition in CAR’s publications and in an investor banner to be put on display at Chapter office and Chapter events.

Special thanks to **Chris Pepmeyer, Dena Turner, Jackie Turner & Sara Varner** who have already stepped forward as MI’s!

To reserve your spot in this recognition program simply submit a pledge card and have until November 30, 2016 to make your investment. Any amounts already paid toward your 2016 RPAC contribution can be applied to this total. Checks should be made out to RPAC of Illinois or contribute online at <https://rpacnow.com/>.

Advocates for Real Estate



*Champions for
our community*

Add Your Name to This List!



CHRISTINE
PEPMEYER
RE/MAX Preferred
Properties



DENA
TURNER
CENTURY 21
Tucker-Swanson, Inc.



JACKIE
TURNER
Mel Foster Co.



SARA
VARNER
Mel Foster Co.

Questions may be directed to GAD Neil Malone at 217-529-2600 (nmalone@iar.org) or CEO Dan Sale at 217-698-7000 (dsale@caaronline.com).

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

Local Market Update for August 2016

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



West Central Region

Single-Family Detached	August			Rolling 12 Months		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
Key Metrics						
New Listings	70	80	+ 14.3%	809	718	- 11.2%
Pending Sales	61	48	- 21.3%	551	503	- 8.7%
Closed Sales	61	48	- 21.3%	559	507	- 9.3%
Cumulative Days on Market Until Sale	105	105	0.0%	97	114	+ 17.5%
Median Sales Price*	\$77,000	\$85,000	+ 10.4%	\$75,000	\$72,000	- 4.0%
Average Sales Price*	\$97,986	\$101,480	+ 3.6%	\$92,778	\$90,582	- 2.4%
Percent of Original List Price Received*	89.6%	90.1%	+ 0.6%	89.0%	89.7%	+ 0.8%
Inventory of Homes for Sale	277	259	- 6.5%	--	--	--
Months Supply of Inventory	6.0	6.2	+ 3.3%	--	--	--

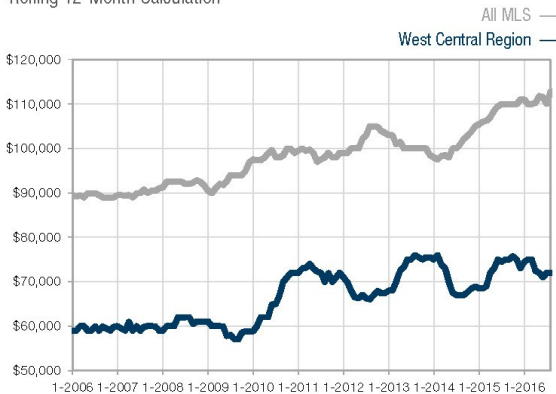
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	August			Rolling 12 Months		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
Key Metrics						
New Listings	0	0	0.0%	6	4	- 33.3%
Pending Sales	1	0	- 100.0%	5	0	- 100.0%
Closed Sales	1	0	- 100.0%	5	0	- 100.0%
Cumulative Days on Market Until Sale	48	--	--	46	--	--
Median Sales Price*	\$80,000	--	--	\$104,000	--	--
Average Sales Price*	\$80,000	--	--	\$104,440	--	--
Percent of Original List Price Received*	100.1%	--	--	88.5%	--	--
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	--	--	--	--	--	--

* 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.

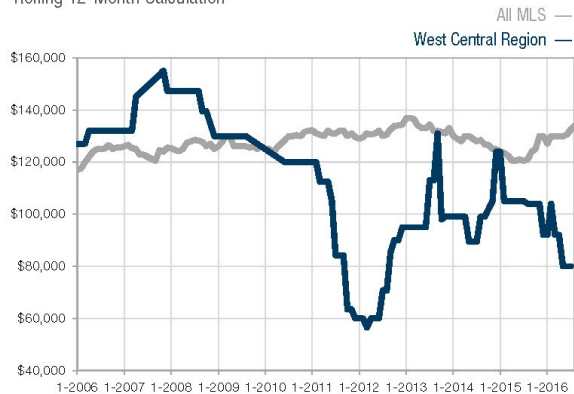
Median Sales Price - Single-Family Detached Properties

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 September 6, 2016. All data from Capital Area REALTORS® MLS. Report © 2016 ShowingTime.

Become a “Real Estate Advocate”

(You Must Act by November 30, 2016)

As a leader in the real estate industry we want to make you aware of this extraordinary opportunity. All 2016 CAR Major RPAC Investors (\$1,000 or more) will be featured during the first quarter of 2016 in full page spreads in

**SO Magazine
Springfield Scene
Springfield Business Journal**

These individuals will be featured throughout the year in other various ways as well including special recognition in CAR’s publications, at CAR events, on seehouses.com, in the Heartland Homes Magazine and on a special investor banner displayed at CAR events.

Your \$1,000 investment must be received by November 30, 2016 in order to be included. Any amounts paid toward your 2016 RPAC contribution can be applied to this total. Checks should be made out to RPAC of Illinois or contribute online at <https://rpacnow.com/>.

Questions may be directed to GAD Neil Malone at 217-529-2600 (nmalone@iar.org) or CEO Dan Sale at 217-698-7000 (dsale@caaronline.com).

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ADVOCATES FOR REAL ESTATE 2017 Champions for the Capital City



MITZI BRANDENBURG
The Real Estate Group



ANTHONY BUSCHER
The Real Estate Group



MIKE BUSCHER
The Real Estate Group



DOMINIC CAMPO
Campo Realty, Inc.



NICHOLAS CAMPO
Campo Realty, Inc.



PHILIP E. CHILES
Capital Area Real Estate



KRISTIE L. DEBRUN
Campo Realty, Inc.



LISA DENBY
RE/MAX Professionals



STEPHANIE DO
Do Realty Services, Inc.



RICHARD W. HANSELMAN
The Real Estate Group



GALEN JOHNSON
Capital Area Real Estate



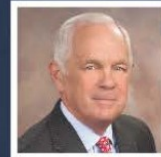
CORKY JOYNER
Joyner Construction Services



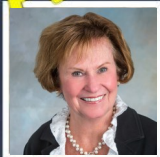
TIM KEARNEY
B Safe Home Inspections



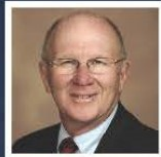
KYLE KILLEBREW
The Real Estate Group



JOHN KLEMM
Sangamon Realty



SUSAN MADISON
RE/MAX Professionals



ED MAHONEY
RE/MAX Professionals



NEIL MALONE
Illinois REALTORS®



STEVE MYERS
Myers Commercial Real Estate



MICHAEL D. OLDENETTEL
RE/MAX Professionals



DAN SALE
Capital Area REALTORS®



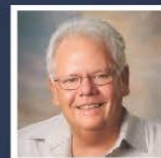
DEB SARSANY
The Real Estate Group



CHRIS SCHALLER
Diamond Residential Mortgage



PETER STEWARD
RE/MAX Professionals



ALLAN R. YOUNG
RE/MAX Professionals

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

Capital Area REALTORS® wants to thank these professionals for their hard work and dedication in keeping Springfield a vibrant place to live and work. Our communities and the real estate industry can only continue to thrive with the strong advocacy of professionals like these.



REALTOR® REVIEW

MEMBERSHIP NOTES

New Member Orientation

The new member orientation program is scheduled for Wednesday, October 19, 2016 from 1:00-5:00 p.m. and Thursday, October 20, 2016, 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 the Association at 217-698-7000.

New Members

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

Designated REALTORS®

Janet Jordan RE/MAX Traders Unlimited

REALTORS®

Joseph Candella Whitetail Properties Real Estate
Lindsey Coultas Moulton Real Estate
Clyde Hutchinson Whitetail Properties Real Estate
Rita Lee The Real Estate Group

Local Affiliates

Lisa Smith Bank of Springfield

TRANSFERS

1 Call Real Estate

Christie DeFrates (*from The Real Estate Firm*)

Coldwell Bankers Devonshire Realty

Karen Eickenberg (*from The Real Estate Firm*)

Century 21 Real Estate Associates

Cathy Camille, Gaye Evans, Carolin Faulkner, Linda Maier, Linda McDermith, Tony Smarjesse (*from The Real Estate Firm*)

Keller Williams Realty Infinity

Kim Wenda (*from Blane Real Estate, Inc.*)
John McIntyre (*from RE/MAX Professionals*)

Prairie Property Solutions

Phoebe Burgess, Roger Nesch (*from The Real Estate Firm*)

RE/MAX Professionals

Patrick Rotherham (*from The Real Estate Firm*)

DROP:

REALTORS®: Kimberly Jasker
Brenda Swartz
Shane Yearian

Affiliates: Michelle Brown

ADDRESS CHANGE:

Webb & Associates Realty
Betty Webb, Managing Broker
2626 W. Fifth Street
Springfield, IL 62703



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 (InnoVia):

Phone: 800/334-0831

ShowingTime

Phone: 800/746-9464

REALTOR® REVIEW

CALENDAR

AT A GLANCE

September

27	Appointment Scheduling TF	9:00
	CREN Luncheon	11:30
28	Authentisign Training	9:00-10:30
29	Installation Banquet	5:30

October

3	Chapter Advisory Committee	9:00
	Governmental Affairs	10:00
4	MLS Committee	9:00
	Audit Finance & Exec	10:30
5-6	IAR Fall Business Meetings	
7	Prospecting Manager	9:00-10:30
10	WC Quarterly Meeting	11:30
11	Board of Directors	9:00
12	Break for Hot Topics	9:00
	Jacksonville area CE	
	Cont. Ed. ETH1518	9:00
	Cont. Ed. ENV1221	1:00
	CREN Reception	4:30
13	Transaction Desk	9:00-10:30
13-14	CNE Designation Course	9:00-4:30
	CMA Training	9:00-10:30
17	Farm & Land PAG	11:00
18	Authentisign Training	9:00-10:30
	Cont. Ed. COR 1644	9:00-12:00
	Cont. COR 1640	1:00-4:00
19	New Member Orientation	1:00-5:00
	Cont. Ed. ETH 1518	2:00-5:00
20	New Member Orientation	8:30-5:00
21	MLS Breakfast	8:30
25	CREN Luncheon	11:30

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

Best wishes to **Affiliate Becky (Bertram) Collins** (Wells Fargo Home Mortgage) who was recently married.

Congratulations to **REALTOR® Kassie Kern Furman** (The Real Estate Group, Inc.) and her husband on the recent birth of her daughter, Alanah Furman.

CAR extends its deepest sympathy to Past President and **REALTOR® Rita Victor** (Coldwell Banker Honig-Bell) on the recent loss of her husband.

CAR extends its deepest sympathy to **REALTOR® Sandy Hamilton** (RE/MAX Professionals) on the recent loss of her mother.

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
- MLS Breakfast
- Springfield area Fall 2016 & Winter 2017 CE Schedule
- Jacksonville area Fall 2016 & Winter 2017 CE Schedule
- Springfield area 12 Hour Broker Management Course Schedule
- Certified Negotiation Expert (CNE) Designation Course
- Fall Technology Training Schedule

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

- WC Chapter Membership Meeting
- Galesburg area Fall 2016 & Winter 2017 CE Schedule

