

REALTOR® REVIEW

Volume 22, Edition 256

September 2017

CAR Installation is September 28th

Keep a Seat at the Table

CAR's 2018 Installation Celebration will be held on the evening of Thursday, September 28th at 5:30 p.m. at Illini Country Club. 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 this Installation. The cost to attend is \$35.00 which includes an Hors d'oeuvre Buffet (and two drink tickets). RSVP's are requested by September 22, 2017. We hope you will mark your calendars to attend this annual event!



Annual Meeting at Scheels September 21st

Please join us for CAR's Annual Business meeting on September 21st for . 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 meeting will be held at Scheels (3801 South MacArthur Blvd, Springfield) 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 September 18th.



Who's Your Competition?

You have fewer competitors than you think. Consider the facts.

By Larry Kendall, author of Ninja Selling and chairman emeritus of The Group, Inc.

There's very little real competition in our industry. Bold statement? Let's look at the facts.

1. An analysis of 1.3 million REALTOR® MLS members indicates that approximately 45 percent of them did not have a single real estate transaction in the past year. Nearly half of our industry is not even in the game! (REAL Trends Newsletter, August 2017)
2. Only 25 percent of sellers and 12 percent of buyers use the same REALTOR® on their next transaction—a sign of poor service follow-up and client retention. (NAR Profile of Buyers and Sellers, 2016)

(Continued on page 3)



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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

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Greg Tally

Dena Turner

Jami Winchester, GRI

Chief Executive Officer

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

REALTOR® REVIEW

NEWS & NOTES

September is REALTOR® Safety Month

Learn expert tips from Andrea “Andy” Tolbert and Tamara Suminski, to keep you and your business safe. Helping CAR members understand the risks they face through knowledge, awareness, and empowerment. To learn more about these upcoming webinars go to: <https://www.nar.realtor/topics/realtor-safety>.



FREE!
TWO REALTOR® SAFETY WEBINARS

9/20 1PM CDT | SAFETY: DO THIS NOW

9/27 1PM CDT | STAY SAFE BY BUILDING BETTER BUSINESS RELATIONSHIPS

REGISTER NOW

NATIONAL ASSOCIATION of REALTORS®

Mediation Successful

Special thanks to REALTOR® Kevin Jarvis who recently volunteered his time working with the parties to an arbitration complaint. Kevin's determined efforts resulted in a successful mediation. Resolving the business dispute saved both parties time and potentially money.

National Flood Insurance Program Extended

Thank you to the 25.5 percent of CAR members who responded to the National Association of REALTORS® (NAR) Call for Action regarding the National Flood Insurance Program (NFIP). On September 7, the United States Senate voted to pass a three-month extension of the NFIP until December 8, 2017. The House of Representatives passed the legislation on Friday, September 8, 2017, and the President signed the bill into law later that day. While this legislation keeps the NFIP operational until December 8, 2017, NAR will continue legislative advocacy efforts for the 21st Century Flood Reform Act until this long-term reauthorization and reform bill is enacted. Thank you for your continued support on this critical issue and for all your efforts to help our REALTOR® colleagues and homeowners affected by flooding from Hurricanes Harvey and Irma these past weeks! ❖



News & Notes - (Continued from page 2)

Who's Your Competition? - (Continued from page 1)

3. An amazing 74 percent of buyers and sellers report they never heard from their real estate professional again after closing! Twenty percent heard from them occasionally and only 6 percent heard from them consistently. (Zillow Consumer Housing Trends Report 2016)

This statistic indicates that most real estate professionals are transaction driven versus relationship driven. They give lip service to relationships but operate their business as a series of one night stands. They prefer to chase leads rather than stay in touch with their customers who could send them referrals.

4. J.D. Power's Home Buyer/Seller Satisfaction Survey reports that real estate professionals who invest time in keeping their customers informed during the transaction and are responsive to their customer's concerns and questions, have a much higher satisfaction rating.

The best real estate professionals know this and are proactive in their communication, knowing that "if the client calls us first during a transaction, we are failing." Unfortunately, the research shows that most real estate professionals are not proactive. One of the seller's and buyer's biggest complaints is, "I never hear from my real estate professional about my listing/transaction. I always have to call them first."

5. One of the most important resources a buyer or seller wants is a packet of information that explains the process before they buy or sell a home. Several years ago, a study by REAL Trends and Harris Interactive found that only about 20 percent of real estate professionals use these important packets. Eighty percent don't provide this resource.
6. According to NAR's Profile of Buyers and Sellers, two-thirds of sellers only talk to one REALTOR® about listing their house. So, the REALTOR® is seldom in competition for the listing. Interestingly, of the one-third who talked to more than one REALTOR®, half of them only wanted to talk to one, but the first one they met with was so awful that they felt they needed to meet with someone else. The seller's response to this real estate professional is usually, "Thank you so much. This has been great. We are going to think about it." Then, they call a second agent.

Here's the good and bad news: The bad news is our industry is generally failing to address basic customer needs, let alone create a wow customer experience. The good news is that there's very little competition in our industry for those who are client-centric and deliver the basic services and communication described above.

This is a very simple business. It does not take a big financial investment in new technology or lead generation systems. It does not take more people. All it takes is training your sales associates to do the following:

- Be client-centric. "If you take care of your clients, your clients will take care of you."
- Use buyer and seller packets. Make it easy by providing a basic company packet.
- Be pro-active in their communication by always calling their customers first. Encourage your associates to have a set time each week to communicate with their customers during the transaction.
- Have an efficient follow-up system for your associates to use after the closing. Help them by creating newsletters, market updates, events, etc. for them to use.

Again, this is a simple business. It's easy to do! Unfortunately, it's also easy not to do—which is probably why most of our industry isn't doing it. Teach your team to do the basics better than anyone, and you will have all the business you can handle.

Who's your competition? Look in the mirror. You are your only competition!

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

REALTOR® REVIEW

News & Notes - (Continued from page 3)

Planning Meeting for Officers and Directors (Sept 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 (Sept 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.



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 for the coming year have been made and notices have been sent out.

Congratulations to our RPAC Big Stakes Summer Raffle Winners



Thank you to the many individuals who purchased RPAC Raffle tickets resulting in over \$27,000 raised. Thank you also to the Governmental Affairs Committee for their efforts in selling tickets. Congratulations to the following winners drawn on September 6th in conjunction with the Tailgate event.

1st Prize:

Dan Fitzgerald - \$1,000

2nd Prize:

Melissa Vorreyer - \$500

3rd Prizes:

Missy Grussenmeyer - \$100

David Barber - \$100

Nick Campo - \$100

Jami Winchester - \$100

Deb Sarsany - \$100



1st Prize - Dan Fitzgerald



2nd Prize
Melissa Vorreyer



3rd Prize
Nick Campo



3rd Prize
Missy Grussenmeyer



3rd Prize



3rd Prize
Jami Winchester

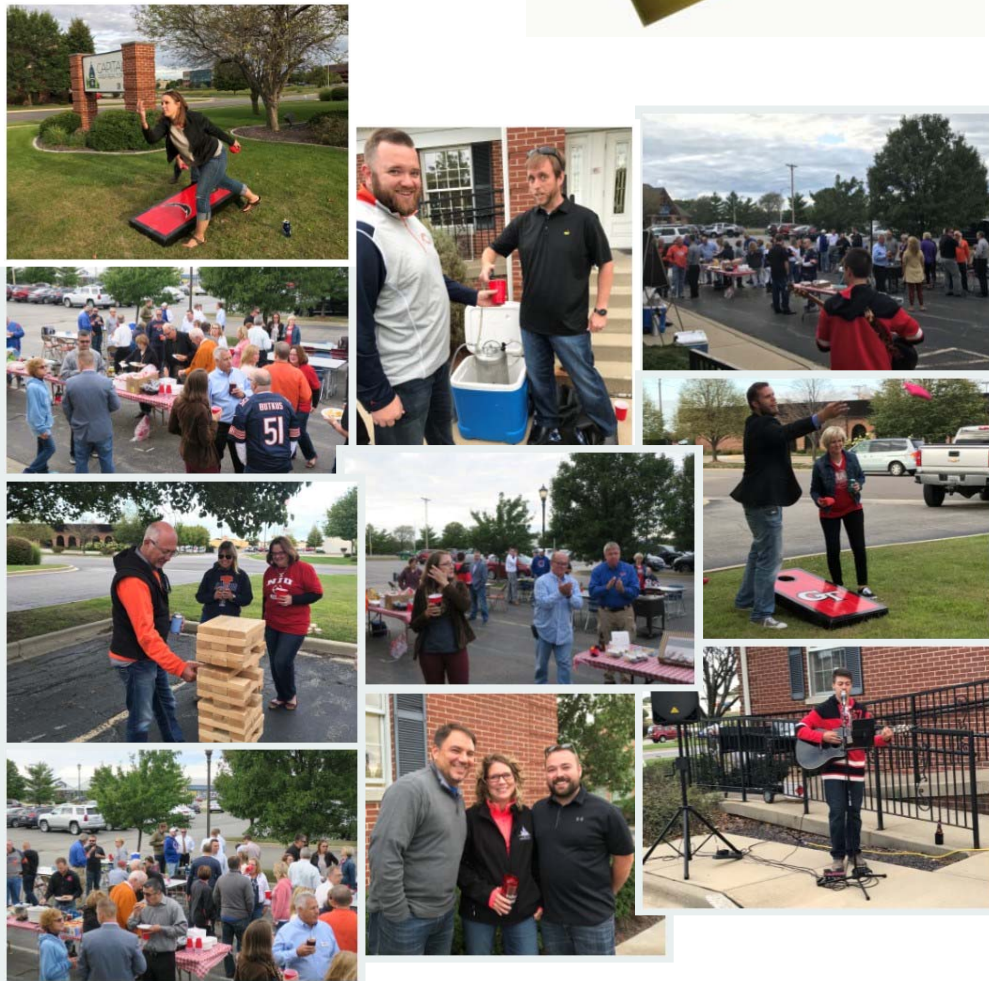
News & Notes - (Continued from page 4)

Tailgate Wrap up and Sponsor Thank you

CAR hosted a very successful 8th Annual Tailgate event on September 6th with approximately 75 in attendance. Great music, awesome food and wonderful weather pretty well summed up this year's event. Thank you to the Member Services Committee for its efforts and to all who attended and pitched in with set up and/or tear-down. Special thanks to Affiliate Ryan Lewis (The Title Center) who brought a keg of his delicious homemade hefeweizen wheat.

Without the sponsorship of these entities this event would not be possible.

Bank of Springfield
B-Safe Home Inspections of IL
Chicago Title Insurance Co.
Heartland Credit Union
The Title Center
Regions Mortgage
United Community Bank
Prairieland Title
Brickkicker Home Inspections



CAR Contributes \$500 to Hurricane Relief Efforts

At its September meeting the CAR Board of Directors approved a contribution of \$500 to the REALTORS Relief Fund to assist with hurricane relief efforts. When major disaster strikes, the REALTORS® Relief Foundation has one goal: help families who have endured unimaginable loss. The REALTORS® Relief Foundation is currently coordinating efforts for relief in the gulf coast cities and in the greater Houston, Texas, area due to unprecedented flooding left by Hurricane Harvey. One hundred percent of all funds collected go to disaster relief causes. To find out how you can help go to: <https://www.nar.realtor/programs/realtors-relief-foundation/donate>.



REALTOR® REVIEW

WEST CENTRAL CHAPTER

Membership Meeting

October 19, 2017

Please join us at Pizza Hut Restaurant on October 19th at 11:30 a.m. for the West Central Chapter's next membership meeting. Lunch will include a pizza buffet and drink at a cost of \$10.00. Immediately following the lunch CAR CEO Dan Sale will discuss the newly proposed Regional MLS. To RSVP for this event call 309-342-6225 or email westcentral@caaronline.com by October 17th.

Chapter Annual Meeting August 21st

The West Central Chapter held its Annual Meeting on August 21, 2017 at Sidtrax Bar and Grill. Congratulations to Lindsay Hillery who was elected as the 2018 Chapter Vice-president for the period October 1, 2017 - September 30, 2018. Guest speaker for the meeting was Ken Springer who is the President of the Knox County Area Partnership for Economic Development. Mr. Springer provided an economic development and commercial market update. President Dena Turner offered Chapter updates while CAR CEO Dan Sale offered some CAR updates. Attendees received the new chapter pin.



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. CAR leadership is looking to finalize appointments to 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 Vice-president Tim Eagle or CEO Dan Sale.



Hillery is Chapter VP Elect

2018 Vice-president

Congratulations to Lindsay Hillery, Mel Foster Co. who was elected, by unanimous consent, to serve as the 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. ❖



*Lindsay Hillery
West Central Chapter
2018 President-elect*

REALTOR® REVIEW

West Central Chapter - (Continued from page 6)

Galesburg Area CE Schedule

Fall 2017 & Winter 2018 CE Schedule Released

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:

November 14, 2017 (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)

4:00 - 4:00 p.m. - COR 1629 - CORE B: Legal Issues: Advertising and the Real Estate Agent (3 Hrs Core B)

[**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.*] ❖

REALTOR® Conference and Expo *November 3-6, 2017*



REALTOR® Conference and Expo

Registration deadline is October 13th

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. If you haven't already, you will want to register for the conference as soon as possible but before the October 13th deadline. For more information about the conference go to www.conference.realtor. If you have questions regarding the conference feel free to contact Dan Sale at 217-698-7000 or dsale@caaronline.com. We hope to see you there!



CE License Law Changes

MANAGING BROKERS who take CORE A courses as they are currently structured *AFTER* June 2018 will not likely be able to use those credits for the 2019 renewal. Both Managing Brokers and Brokers will receive CE credit for the CORE A courses scheduled on November 14th for their next renewal. (See page 14 for more details)



REALTOR® REVIEW

Local Market Update for August 2017

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



West Central Region

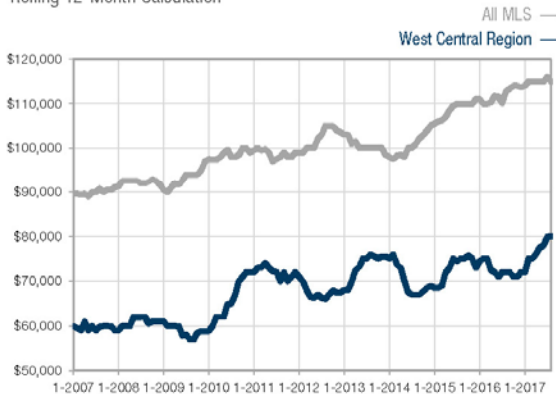
Single-Family Detached	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	80	76	- 5.0%	718	722	+ 0.6%
Pending Sales	48	52	+ 8.3%	503	558	+ 10.9%
Closed Sales	48	54	+ 12.5%	507	552	+ 8.9%
Cumulative Days on Market Until Sale	105	98	- 6.7%	114	104	- 8.8%
Median Sales Price*	\$85,000	\$95,250	+ 12.1%	\$72,000	\$80,000	+ 11.1%
Average Sales Price*	\$101,480	\$114,981	+ 13.3%	\$90,582	\$95,327	+ 5.2%
Percent of Original List Price Received*	90.1%	92.3%	+ 2.4%	89.7%	90.4%	+ 0.8%
Inventory of Homes for Sale	259	217	- 16.2%	--	--	--
Months Supply of Inventory	6.2	4.7	- 24.2%	--	--	--

* 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.

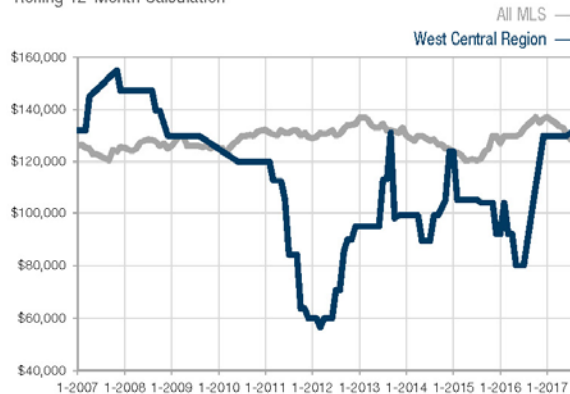
Single-Family Attached	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	0	0	0.0%	4	10	+ 150.0%
Pending Sales	0	0	0.0%	0	5	--
Closed Sales	0	1	--	0	5	--
Cumulative Days on Market Until Sale	--	409	--	--	136	--
Median Sales Price*	--	\$128,000	--	--	\$130,000	--
Average Sales Price*	--	\$128,000	--	--	\$132,400	--
Percent of Original List Price Received*	--	96.3%	--	--	96.7%	--
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	--	4.0	--	--	--	--

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

TECHNOLOGY/MLS CORNER

New Technology Training Schedule Released

Consult the 2017 Fall 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

October 12 (9:00-11:00)

November 15 (9:00-11:00)

Prospecting Manager & Buyer Match

September 27 (9:00-10:30)

Authentisign

October 31 (9:00-10:30)

November 30 (9:00-10:30)

TransactionDesk

September 22 (9:00-10:30)

October 25 (9:00-10:30)

November 28 (9:00-10:30)



Thumbs Up

To everyone that provides seller feedback. Showing statistics recorded an impressive 77% feedback rate for August showings!



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



Important Notice MLS Listings and Sangamon County Tax Data!

Please note, the Sangamon County tax data base in InnoVia was updated on 9/07/2017 which also updated tax related information on active and pending listings. If you have manually entered information on your listing (acreage, tax amounts, etc.) you will need to go into listing maintenance and update the manual information as it may have been overwritten by the recent tax update. Coming soon is a new check box option in Listing Maintenance “Do not override Tax Info”. When this box is checked, the tax data that was manually entered **WILL NOT** be overwritten when monthly tax updates are processed. A “Board News” message will be posted once this new feature is available. ❖



Technology/MLS Corner - (Continued from page 9)

Important SentiLock Update, Please read!

Security and Reliability are getting even better!

At the beginning of 2017, SentiLock introduced a set of Principles that have set the standard for our employees and that help us to make decisions that are in-line with our Core Values. Three of our Principles are to deliver exceptional customer experiences, make quality our personal commitment and to be relentless about improvements. Guided by these Principles, we will be implementing three changes by the end of 2017 that will make our system even more secure and reliable.

First, we will be eliminating SMS as a means to send notifications and instead sending these notifications via the Message Center in the SentiSmart™ Mobile App. We have built our own In-App notification / messaging system (the Message Center) within the SentiSmart™ App that ensures reliable and timely delivery of all notifications. **As of 10/11/2017, SentiLock will no longer send its notifications via SMS.** Customers currently electing to receive notifications via SMS will automatically have those messages sent to the Message Center in SentiSmart™ and to their email. Customers currently electing to receive notifications via email will see no change in this delivery method. The one exception to this change will be that notifications sent to emergency contacts via the Agent Safety Feature will still be sent using SMS.

Second, we will be establishing minimum password requirements. The number one method hackers use to gain access to someone else's online account is to attack less secure passwords. SentiLock is making our system even more secure by requiring more robust passwords. **As of 1/1/2018, SentiLock will require a minimum password standard of six (6) characters, with one (1) upper case letter, one (1) lower case letter, and one (1) numeric value.** Customers will be able to update their passwords to the new requirements in the SentiSmart™ Mobile App or the SentiLock Lockbox Website.

Third, we will be requiring an individual email address per account. Over the past year or two, additional functionality like allowing customers to change their own password or PIN has been added to the website and the SentiSmart™ Mobile App. While these are conveniences that give our customers more flexibility, it does expose security risks with an older practice we have accepted in the past of sharing email addresses for multiple user accounts. To ensure security for all customers, it is necessary to require every account in our system to have a unique email address associated with it. **As of 1/1/2018, SentiLock will require that every account have a unique email address.** Customers will be able to update their email addresses when prompted in the SentiSmart™ Mobile App or in the SentiLock Lockbox Website. ❖



REALTOR®
SAFETY
PROGRAM

NAR's

Safety Resources

As a REALTOR®, it's important you have a personal safety protocol in place that you use every day with every client, like when meeting new clients, showing properties or sharing information online. NAR offers a variety of tools and products you can add to your personal safety protocol, such as the smartphone apps and safety products. Visit <https://www.nar.realtor/topics/realtor-safety/safety-resources> for more information.



REALTOR® REVIEW

Local Market Update for August 2017

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



Capital Area Region

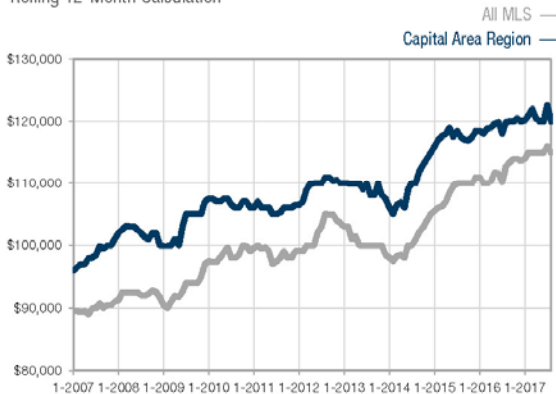
Single-Family Detached	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	438	449	+ 2.5%	4,640	4,882	+ 5.2%
Pending Sales	366	328	- 10.4%	3,481	3,519	+ 1.1%
Closed Sales	350	336	- 4.0%	3,448	3,506	+ 1.7%
Cumulative Days on Market Until Sale	77	64	- 16.9%	83	82	- 1.2%
Median Sales Price*	\$131,000	\$123,000	- 6.1%	\$119,900	\$120,000	+ 0.1%
Average Sales Price*	\$152,748	\$146,929	- 3.8%	\$143,749	\$142,810	- 0.7%
Percent of Original List Price Received*	94.6%	93.7%	- 1.0%	93.2%	93.1%	- 0.1%
Inventory of Homes for Sale	1,188	1,273	+ 7.2%	--	--	--
Months Supply of Inventory	4.1	4.3	+ 4.9%	--	--	--

* 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		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	33	44	+ 33.3%	423	452	+ 6.9%
Pending Sales	24	39	+ 62.5%	325	327	+ 0.6%
Closed Sales	25	32	+ 28.0%	321	311	- 3.1%
Cumulative Days on Market Until Sale	84	77	- 8.3%	83	81	- 2.4%
Median Sales Price*	\$142,500	\$150,250	+ 5.4%	\$134,000	\$128,750	- 3.9%
Average Sales Price*	\$151,362	\$152,230	+ 0.6%	\$137,529	\$135,008	- 1.8%
Percent of Original List Price Received*	92.7%	94.6%	+ 2.0%	93.9%	94.4%	+ 0.5%
Inventory of Homes for Sale	98	125	+ 27.6%	--	--	--
Months Supply of Inventory	3.6	4.6	+ 27.8%	--	--	--

* 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.

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

REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

September CREN Luncheon

The next CREN Luncheon is scheduled for September 19, 2017 with guest speaker to be Dave Kelm. Mr. Kelm is a private practice attorney with Silver Lake Group, Ltd. whose practice includes real estate matters such as environmental, zoning, condominium and homeowner associations. Dave recently left his position as Senior Legal Counsel for the Illinois House Republican Caucus where he was responsible for civil law issues, elections and campaign finance, cybersecurity and other special topics. Special thanks to Chicago Title Insurance Company, our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000.



AFFILIATE CORNER

VA Appraisals

October 17th Hot Topic

Please join the REALTOR® and Affiliate Committee on October 17th at 9:00 a.m. for this informative presentation by Julie Boots of Boots Appraisal Services. Julie is a member of CAR and a Certified Residential Appraiser who specializes in VA Appraisals. In this presentation Julie will explain how the VA Fee Panel works, the difference between appraising for VA and conventional financing the VA's minimum property requirements and what happens if the appraised value comes in short of contract price. RSVP's not required but appreciated. RSVP to admin@caaronline.com 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.



SPOTLIGHT

CREN Sponsors



CARROLLTON BANK



REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

CAR Sponsors

Diamond



Gold



Silver



Bronze



Fall 2017 CE Schedule Released

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



PLEASE NOTE: MANAGING BROKERS who take CORE A courses as they are currently structured AFTER June 2018 will not likely be able to use those credits for the 2019 renewal. Both Managing Brokers and Brokers will receive CE credit for the CORE A courses scheduled below for their next renewal. (See page 14 for more details)

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

October 18, 2017 (Kerry Kidwell)

2:00 - 5:00 p.m. - ETH 1518 - Code of Ethics Overview (3 Hrs Elective)
(This course meets NAR's quadrennial requirement for Code of Ethics training.)

October 24, 2017 (Kerry Kidwell)

9:00 - 12:00 p.m. - RB 714 - Developing a Marketing Plan (3 Hrs Elective)
1:00 - 4:00 p.m. - TEC 1704 - Risk Reduction and Technology (3 Hrs Elective)

November 17, 2017 (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)
4:00 - 4:00 p.m. - COR 1640 - Disclose! Disclose! Disclose! (3 Hrs Core B)

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

October 20, 2017 (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)
4:00 - 4:00 p.m. - COR 1629 - CORE B: Legal Issues: Advertising and the Real Estate Agent (3 Hrs Core B)

(See page 7 for Galesburg area CE schedule)

NAR's Code Ethic Training Requirement

New Biennial Cycle Ends December 31, 2018

The current cycle runs January 1, 2017 through 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. ❖

5 New Changes to the Real Estate License Act

Advocated for and achieved by the Illinois REALTORS® for its members during the 2017 Legislative Session.

1 SIMPLIFY

No more “Core A and B” for (CE)

Continuing education (CE) courses will now come from just one four-hour core curriculum each renewal cycle.

Now only one license (not two) will be required for CE and pre-license education providers

3 PROTECT CONSUMERS

For leasing agents, if practicing under a temporary 120-day permit, you must be enrolled in a pre-license course within 60 days of beginning leasing activities.

2

MODERNIZE

No proctored exam for CE

For classroom, live webinar and distance learning continuing education (CE). Only home study courses will require a proctored exam.

New option for CE: 2-hour increments

4

DISCIPLINE NOTICES

NEW! The Illinois Department of Financial and Professional Regulation (IDFPR) will provide notice to named managing brokers when one of their licensees is subject to disciplinary proceedings or has had disciplinary action taken against them.

5

MORE EFFICIENCY

Merger of the Real Estate Education Advisory Council and the Real Estate Administration and Disciplinary Board. 15 members including 12 active or managing brokers.



HB 3528 received UNANIMOUS SUPPORT from Illinois legislators and was signed into law August 18, 2017. The Illinois REALTORS® worked together with the Illinois Department of Financial and Professional Regulation (IDFPR) to develop and negotiate these important changes for real estate licensees. **When do these changes take effect?** The legislation is effective January 1, 2018; however, the changes will not be implemented or enforced until after IDFPR rules are finalized. Stay tuned. www.IllinoisRealtors.org

GOVERNMENTAL AFFAIRS

Legislative Update

Jim Clayton, Local Governmental Affairs Director



State House

On August 11th, 2017 Governor Bruce Rauner Signed both the Real Estate License Act – HB 3528 and Commercial/Investment Property Issues – HB 2831 into law.

Real Estate License Act – HB 3528 an initiative of the Illinois REALTORS® and the Illinois Department of Financial and Professional Regulation (IDFPR) HB 3528 absorbs the Real Estate Education Advisory Council into the Real Estate Administration and Disciplinary Board. The duties of the EAC will be accomplished as a subcommittee of the Board. This bill also consolidates and streamlines the licensing of Real Estate Education pre-license, post-license, and CE instructors and schools. Updating the education requirements to ensure that courses focus on the most important issues for licensees to know how to best protect the consumer and modernizing course delivery options to ensure the best access and use of technology to reflect today’s marketplace. The new Real Estate License Act will take effect January 1, 2018.

Governor Rauner also signed HB2831 the Property Assessed Clean Energy (PACE) Act into law. HB 2831 will create the new Property Assessed Clean Energy (PACE) Act. These bills create a voluntary and innovative financing mechanism for commercial, industrial and multi-family building owners for clean energy projects. A city or county will be authorized to establish a PACE bond program and the owner will have a written agreement for the assessments on the property. The cost of the program and the improvements are recovered over time through payments on assessments on those participating buildings. Other key benefits will be that the rate available in a PACE program may be better than traditional financing. The clean energy improvements can be paid back over a longer period of time; and the loan will stay with the property, if sold. The PACE act went into effect upon the Governor’s signature on August 11th.

Final Rule on CD Sharing – Effective Date

On July 7, 2017, the Consumer Financial Protection Bureau (CFPB) released the final rule amending the “Know Before You Owe” (KBYO or TRID) mortgage disclosure rule. As advocated for by NAR, the final rule clarifies the ability to share the Closing Disclosure (CD) with third parties - a victory for real estate professionals nationwide. As outlined in the 2016 Proposed Rule, the final rule highlights an existing exception within the *Gramm-Leach-Bliley Act* (GLBA) and implementing Regulation P that allows lenders to share the CD with third parties. The CFPB recognizes the CD as a “record of the transaction,” which is “informative to real estate agents and others representing both the consumer credit and real estate portions of residential real estate sales transactions.” The CFPB notes that CD sharing is permissible to the extent it is consistent with GLBA and Regulation P and is not barred by applicable State law. The final rule was published in the Federal Register on August 11, making it effective on October 10, 2017. Mandatory compliance is required by October 1, 2018. ❖

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 Member Orientation

The new member orientation program is scheduled for Wednesday, October 18, 2017 from 1:00-5:00 p.m. and Thursday, October 19, 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®

Hannah Clark	The Real Estate Group, Inc.
Jered Dennis	The Real Estate Group, Inc.
Matt Garrison	Keller Williams Bloomington
Andrew Kinney	Freedom Real Estate
Jenny McMillen	LandGuys, LLC
Stowe P. Olesen	Blane Real Estate, Inc.
Janene Purdon-Menke	Illinois Land Sales, LLC
Mindy Pusch	The Real Estate Group, Inc.
Marlena Roate	RE/MAX Professionals
Tim Schappaugh	Blane Real Estate, Inc.

TRANSFERS

The Hayes Group

David Turner (*from Steve Hills REALTORS®*)

Keller Williams Bloomington

Mindy Pusch (*from The Real Estate Group*)

Firm name change:

Boardwalk Homes and Real Estate, LLC (*formerly Endow Real Estate, LLC*)

DROP:

REALTORS®: Alexandra Liberman, Alex Kramer

Affiliates: Chrystal Dvorak, Jeff Enlow, Robert Meyer, Jeffrey Stephenson

Blast from the Past

We hope you enjoy this month's picture from our archives. The featured picture is from CAR's October 2000 Installation of Officers & Directors. Ron Duff was inducted as the 2001 President.

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

(*Left to right at the head table: Gail Chevalier Zini, Mike Buscher, Installation Officer Judge Pat Kelly, Ron Duff and Dan Sale. Al Young is seated in front of the table*)



REALTOR® REVIEW

CALENDAR

AT A GLANCE

September

- 19 Board of Directors & MLS Committee 9:00-10:00
- 19 CREN Luncheon 11:30
- 21 CAR Annual Meeting 11:30
- 22 Transaction Desk 9:00-10:30
- 26 Board Planning Meeting 9:00
Chair/Vice-chair Orientation 10:30
- 27 Prospecting Manager 9:00-10:30
- 28 Installation Program 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
- 6 Regional MLS Meeting for Board of Directors & MLS Committee 1:00-3:00
- 10 Board of Directors 9:00
- 10 Regional MLS Meeting for MLS Participants 10:30-12:00
- 11-12 IR Fall Meetings
- 12 CREN Reception 4:30
- 17 Break For Hot Topics 9:00
CREN Luncheon 11:30
- 18 New Member Orientation 1:00-5:00
Cont. Ed. ETH 1518 2:00-5:00
- 19 New Member Orientation 8:30-5:00
- 24 Regional MLS Meeting for MLS Participants & Subscribers 9:00-10:30
- 26 MLS Breakfast 8:30
- 30 Regional MLS Meeting in Lincoln 11:30-3:00

ANNOUNCEMENTS

CAR extends congratulations and best wishes to **President John Klemm** and his wife Susan who recently celebrated their 50th wedding anniversary.

CAR extends its deepest sympathy to the family of **REALTOR® Edward Canny** who recently passed away. A contribution has been made in Edward's name to the Land of Lincoln Community Foundation (Capital Area REALTORS® Fund).

CAR extends its deepest sympathy to **REALTOR® Carolyn Faulkner** and her family on the recent passing of her grandson Furio Faulkner.

Congratulations to **REALTOR® Derek Wagner** who was recently married.

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>)

- 2017 Annual Meeting
- 2017 Fall Technology Training Schedule
- 2017 Fall Continuing Education Schedule (Springfield Area)
- 2017 Fall Continuing Education Schedule (Jacksonville Area)

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

- Chapter Quarterly Meeting
- 2017 Fall Continuing Education Schedule (Galesburg Area)

**Capital Area
REALTORS®**

**3149 Robbins Rd.
Springfield, IL
62704**

**217.698.7000
Fax: 217.698.7009**

www.SeeHouses.com