

# REALTOR® REVIEW

Volume 22, Edition 257

October 2017

## Candidates Sought for Leadership Academy

*Applications Due November 9<sup>th</sup>*

In 2010 the Capital Area REALTORS® established a leadership development program known as the CAR Leadership Academy. The intent of this program was to train visionary leaders for our organization and our communities by equipping them with skill, knowledge and confidence to excel – ingredients that are also an integral part of our member's personal growth. The Leadership Academy Work Group chaired by Susan Madison is busy planning for the 2018 CAR Leadership Academy and applications are now available.

### Below is the outline for the six half-day modules to be offered:

- 21st Century Leadership
- Public Relations & Effective Communications
- Advocacy & Protecting Your Business: The Statehouse
- CAR and its Crucial Role
- Government in Action: City Hall
- Illinois REALTORS® Capital Conference



### Related Social Events:

- Kick-off Reception: January 4, 2018 (4:30 p.m. - 6:30 p.m.)
- CAR Annual Awards Program: March 21, 2018 (5:30 p.m. - 7:30 p.m.)

Applications are due November 9, 2017.

## Where is the MLS Going in the Next 15 Years?

*Insights from two reports about the MLS and its policies*

**By Steve Murray, CEO**

I recently read a future report developed by a group of leading MLS executives entitled MLS 2020, as well as reviewed some findings and recommendations by an NAR MLS group working to rationalize some MLS policies. MLS 2020 is a series of interview responses from a wide range of MLS executives, brokerage leaders and a mixture of leaders from firms like CoreLogic, Zillow, Realtor.com and others who have some long-term experience with the industry and MLS. It was very interesting reading.



### **Here are some summary conclusions:**

- The MLS may need to be restructured under some new form of ownership that takes advantage of market valuations and the capital that can be raised to fund better technology.

(Continued on page 2)



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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

Ed Mahoney, ABR

#### President Elect

Jane Hay, GRI, SRS

#### Secretary/Treasurer

Suzie Duff, ABR, CRS, GRI

### DIRECTORS

Randy Aldrich, CRS, GRI

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

Robert Chipman, GRI

Ronald Duff, GRI

Brad Dyer

Timothy Eagle

Jennifer Franklin, ABR, e-PRO

Jim Fulgenzi, CRS, GRI

John W. Klemm

Jane Locascio, GRI, SRES

Todd M. Musso, GRI, SFR

Debra Sarsany

Jami Winchester, GRI

### Chief Executive Officer

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

# REALTOR® REVIEW

## NEWS & NOTES

### *Where is the MLS Going - (Continued from page 1)*



• There likely need to be fewer but larger, MLS entities to invest in and develop better technologies and to compete against the myriad of new information companies in residential real estate (while the world looks at Zillow and Realtor.com for homes for sale, CoStar just bought its second large online rental portal of the past few years.)

• The MLS needs a new basis for sharing rules and regulations across the many platforms and regional markets.

• The MLS needs to reform itself to better enable it and its users to compete for the disruptive marketplace and serve housing consumers better.

Most of these observations are plainly evident to those who have had long careers in the residential brokerage business. Everyone deserves serious consideration, and most observations have been talked about for years.

Our experience goes back to the late 1980s, when we worked with large regional brokerage firms to begin to pressure MLS to regionalize, install better governance structures and lower costs to the realty participants. Some of today's large regional MLS like Bright, MRED, the My Florida Regional MLS and regionals such as Texas, North Carolina, Connecticut and California were developed directly from efforts that were started nearly 30 years ago. It wasn't talk that got it done; it was action—collective action—by large brokerage firms working directly with the leadership of the local MLS. Perhaps it's time for leaders to stop talking about this and put action plans forward.

### Some Thoughts

A small group of dedicated MLS leaders, brokerage firms and some capitalists should develop the framework for the monetization of MLS. These are strong businesses in a strong sector that, when organized correctly, can unlock enormous amounts of money for their shareholders and investment in their business. The range of corporate structures that could be examined are the Delaware For Profit Cooperative, an LLC, a REIT-like structure or Atlanta's First MLS.

Participants currently fund all the research and development for their MLS. As a few of the interviews in MLS 2020 point out, participants often want the lowest cost MLS. As a result, there are few funds for such R&D available to the majority of MLSs. Most lack the scale to fund R&D.

### Too Many MLSs?

Who can argue that there are too many MLS operations in the United States? A restructuring for the purposes of accessing capital for R&D doesn't mean that certain rules and regulations can't be retained by local authorities. NAR's working group has proposed some new rules in this direction.

A restructuring needs to be done. And the MLSs behind MLS 2020 have done the industry a service by laying out some great talking points. The challenge, as it has always been, is when does the talking stop and the actions begin? ❖

# REALTOR® REVIEW

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

### CAR Installs Officers & Directors

The Capital Area REALTORS® introduced its leadership for the coming year at an evening reception held on September 28th at Illini Country Club in Springfield. The following individuals were installed as officers and directors for 2018 with terms beginning October 1, 2017:

#### Officers:

Ed Mahoney, ABR, President (RE/MAX Professionals)  
Jane Hay, GRI, SRS, President-elect (The Real Estate Group)  
Suzie Duff, ABR, CRS, GRI, Secretary/Treasurer (RE/MAX Professionals)

#### Directors:

Randy Aldrich, CRS, GRI, (The Real Estate Group)  
Nicholas Campo, ABR, BPOR, CRS, GREEN, GRI, SRS (Campo Realty, Inc.)  
Robert E. Chipman, GRI (Chipman REALTORS® & Appraisers)  
Ronald W. Duff, GRI (RE/MAX Professionals)  
Brad A. Dyer (Town & Country Mortgage, Inc.)  
Timothy Eagle (Western Illinois Realty)  
Jennifer Franklin, ABR, e-PRO (RE/MAX Professionals)  
Jim Fulgenzi, CRS, GRI (RE/MAX Professionals)  
John W. Klemm, immediate Past-president (Sangamon Realty)  
Jane Locascio, GRI (The Real Estate Group)  
Todd M. Musso, GRI, SFR (The Real Estate Group)  
Debra Sarsany (The Real Estate Group)  
Jami Winchester, GRI (The Real Estate Group) ❖



Right to Left: John Klemm, Immediate Past President, Ed Mahoney, 2018 President & Dennis Mahoney, Installation Officer



Installation of  
2018 Officers & Directors





# REALTOR® REVIEW

## 2018 Officers & Directors



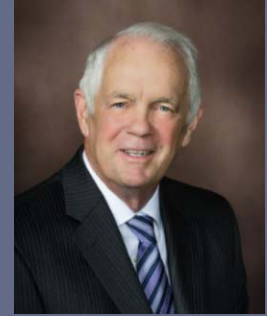
**Ed Mahoney**  
President



**Jane Hay**  
President Elect



**Suzie Duff**  
Secretary/Treasurer



**John W. Klemm**  
2017 Past President



**Randy Aldrich**



**Nick Campo**



**Robert Chipman**



**Ron Duff**



**Brad Dyer**



**Timothy Eagle**



**Jennifer Franklin**



**Jim Fulgenzi**



**Jane Locascio**



**Todd Musso**



**Deb Sarsany**



**Jami Winchester**

# REALTOR® REVIEW

## PROFESSIONAL DEVELOPMENT

### NAR's Code of 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.



### Fall Continuing Education Classes

The Illinois REALTORS® Licensing Training Center and 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:

##### **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)

*(See page 7 for Galesburg area CE schedule)*

### REALTOR® Conference and Expo

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. For more information about the conference go to [www.conference.realtor](http://www.conference.realtor). If you have questions regarding the conference feel free to contact Dan Sale at 217-698-7000 or [dsale@caaronline.com](mailto:dsale@caaronline.com). We hope to see you there! ❖

## REALTORS® CONFERENCE & EXPO

November 3-6, 2017 | Chicago, IL



Learn more and register at  
[www.Conference.realtor](http://www.Conference.realtor)



NATIONAL  
ASSOCIATION of  
REALTORS®

REALTORS®  
Conference & Expo  
*Global Reach, Local Focus*  
November 3-6, 2017 • Chicago, IL

## *Recognizing our Real Estate Advocates*

***(You Must Act by November 30, 2017)***

As a leader in the real estate industry we want to make you aware of this extraordinary opportunity. All 2017 CAR Major RPAC Investors (\$1,000 or more) will be featured during the first quarter of 2017 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, 2017** in order to be included. Any amounts paid toward your 2017 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 Jimmy Clayton 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](http://www.elections.il.gov) or for purchase from the State Board of Elections, Springfield, Illinois.*

## Recognizing our Real Estate Advocates



Join this list of people who have already committed!

Anthony Buscher, The Real Estate Group  
 Michael Buscher, The Real Estate Group  
 Mitzi Brandenburg, The Real Estate Group  
 Dominic Campo, Campo Real Estate  
 Nick Campo, Campo Real Estate  
 Philip Chiles, Capital Area Real Estate  
 Beverly Collins, RE/MAX Professionals  
 Kristie DeBrun, Campo Realty  
 Susan Denby, RE/MAX Professionals  
 Stephanie Do, Do Realty  
 Kathy Garst, Keller Williams Bloomington  
 Sandy Hamilton, RE/MAX Professionals  
 Becky Hendricks, The Real Estate Group  
 Courtney Joyner, Joyner Construction  
 John W. Klemm, Sangamon Realty  
 Cindi Kruse, The Real Estate Group

Jane Locascio, The Real Estate Group  
 Dana Lyons, The Title Center  
 Susan Madison, RE/MAX Professionals  
 Edward Mahoney, RE/MAX Professionals  
 Ki McCurley, RE/MAX Professionals  
 Todd Musso, The Real Estate Group  
 Steve Myers, Myers Commercial Real Estate  
 Michael Oldenettel, RE/MAX Professionals  
 Chris Pepmeyer, RE/MAX Preferred Properties  
 Daniel Sale, Capital Area REALTORS®  
 Debra Sarsany, The Real Estate Group  
 Chris Schaller, Diamond Residential Mortgage  
 Peter Steward, RE/MAX Professionals  
 Dena Turner, Century 21 Tucker-Swanson, Inc.  
 Al Young, RE/MAX Professionals



# REALTOR® REVIEW

## WEST CENTRAL CHAPTER

### Galesburg Area CE Schedule

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.**]

### With Sympathy

CAR extends its deepest sympathy to the West Central Branch Administrator Angela Roberts who recently lost her father.

### Become an Advocate for Real Estate

All 2017 RPAC Major Investors (\$1,000 or more) from the Chapter will be featured in 2018 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 2018. There will be additional exposure via www.seehouses.com, inclusion on a special banner displayed at Chapter events and at the Chapter office recognition as well as on the Chapter webpage. See newsletter attachment for full details. ❖

### 2018 Advisory Committee Members Appointed

The West Central Chapter Advisory Committee members for 2018 (beginning October 1<sup>st</sup>) include: Tim Eagle (Chair); Lindsay Hillary (Vice-chair); Dena Turner; Jackie Turner; Ty Johnson; Zach Shaw; Sara Varner; Zack Thiel; Josh Kilpatrick; Katrina Boys; and, Joe Townsell. The next meeting of the Advisory Committee will be held on November 1<sup>st</sup> at 9:00am.



### 2018 West Central Chapter Advisory Committee Monthly Meeting Schedule

All Advisory Committee meetings will be held at the West Central Chapter office at 9:00 a.m.

- January 3, 2018
- February 7, 2018
- March 7, 2018
- April 4, 2018
- May 9, 2018
- June 13, 2018
- July 10, 2018
- August 8, 2018
- September 5, 2018



**Advocates for Real Estate**  
Champions for Our Community

**CHRISTINE PEPMEYER**  
RE/MAX Preferred Properties

**DENA TURNER**  
CENTURY 21 Tucker-Swanson, Inc.

**JACKIE TURNER**  
Mel Foster Co.

**SARA VARNER**  
Mel Foster Co.



# REALTOR® REVIEW

## GOVERNMENTAL AFFAIRS

### Call for Action Tax Reform

#### *Let your voice be heard*

As a REALTOR® you have no doubt heard about tax reform plans from Washington, DC. Now Congress is threatening tax incentives for homeowners, like the mortgage interest deduction and the state and local property tax deduction. These incentives are critical for a strong housing market that creates jobs and builds stable communities. For more information on this important issue go to the NAR Tax Reform Portal at <https://www.nar.realtor/tax-reform>. To take action go to: <https://tinyurl.com/y8xe55hu>. ❖



## NAR Call for Action

### Reform our tax code *AND* protect middle class homeowners

Dear [Decision Maker],

As a REALTOR® and your constituent, I urge you to oppose any tax reform plan that would weaken the tax incentives for owning a home, such as the mortgage interest deduction. Additionally, please do not let a tax reform plan increase taxes on middle-class homeowners through the elimination of the state and local tax deduction.

The tax reform framework recently released by congressional leaders and the White House promises to lower taxes for the middle class and to create economic growth. However, by repealing the deduction for state and local taxes, as well as most other deductions, while raising the standard deduction, it would eliminate the time-honored tax incentives of owning a home for 95 percent of current and prospective homeowners. It could also lower the value of all homes by more than 10 percent and damage growth.

Further, because this kind of tax reform would repeal personal and dependency exemptions, millions of middle-income home-owning families could end up paying more tax.

Homeowners already pay 83 percent of all federal income taxes, and this should not go higher in order to fund a tax cut for corporations. Tax reform is important, but should first, do no harm.

Please reform the tax code *AND* protect middle class homeowners. Do not turn America from a home-owning nation to a home-renting nation.

Sincerely,

[Your Name]  
[Your Address]  
[City, State ZIP]  
[Your Email]

# REALTOR® REVIEW

## Local Market Update for September 2017

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



## West Central Region

| Single-Family Detached                   | September |                  |                | Rolling 12 Months |                 |                |
|--|-----------|------------------|----------------|-------------------|-----------------|----------------|
|  | 2016      | 2017             | Percent Change | Thru 9-2016       | Thru 9-2017     | Percent Change |
| <b>Key Metrics</b>                       |           |                  |                |                   |                 |                |
| New Listings                             | 58        | 58               | 0.0%           | 722               | 725             | + 0.4%         |
| Pending Sales                            | 43        | 38               | - 11.6%        | 0                 | 552             | --             |
| Closed Sales                             | 49        | 55               | + 12.2%        | 0                 | 558             | --             |
| Cumulative Days on Market Until Sale     | 87        | 87               | 0.0%           | 111               | 104             | - 6.3%         |
| Median Sales Price*                      | \$82,375  | <b>\$81,500</b>  | - 1.1%         | \$72,000          | <b>\$80,000</b> | + 11.1%        |
| Average Sales Price*                     | \$91,303  | <b>\$100,130</b> | + 9.7%         | \$89,510          | <b>\$96,164</b> | + 7.4%         |
| Percent of Original List Price Received* | 90.5%     | <b>91.4%</b>     | + 1.0%         | 89.7%             | <b>90.6%</b>    | + 1.0%         |
| Inventory of Homes for Sale              | 260       | <b>231</b>       | - 11.2%        | --                | --              | --             |
| Months Supply of Inventory               | 6.0       | <b>5.0</b>       | - 16.7%        | --                | --              | --             |

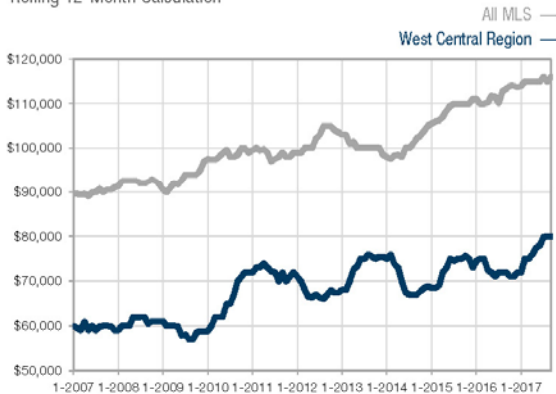
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Single-Family Attached                   | September |            |                | Rolling 12 Months |                  |                |
|--|-----------|------------|----------------|-------------------|------------------|----------------|
|  | 2016      | 2017       | Percent Change | Thru 9-2016       | Thru 9-2017      | Percent Change |
| <b>Key Metrics</b>                       |           |            |                |                   |                  |                |
| New Listings                             | 2         | 1          | - 50.0%        | 5                 | 8                | + 60.0%        |
| Pending Sales                            | 0         | 0          | 0.0%           | 0                 | 5                | --             |
| Closed Sales                             | 0         | 0          | 0.0%           | 0                 | 5                | --             |
| Cumulative Days on Market Until Sale     | --        | --         | --             | --                | 136              | --             |
| Median Sales Price*                      | --        | --         | --             | --                | <b>\$130,000</b> | --             |
| Average Sales Price*                     | --        | --         | --             | --                | <b>\$132,400</b> | --             |
| Percent of Original List Price Received* | --        | --         | --             | --                | <b>96.7%</b>     | --             |
| Inventory of Homes for Sale              | 5         | 6          | + 20.0%        | --                | --               | --             |
| Months Supply of Inventory               | --        | <b>4.8</b> | --             | --                | --               | --             |

\* 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.

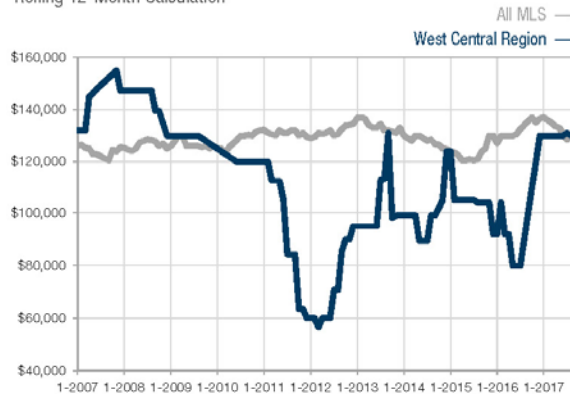
### Median Sales Price - Single-Family Detached Properties

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

## TECHNOLOGY/MLS CORNER



### SentriLock Tip

#### Adding a Team Member

Agent team members can access other team members' lockboxes with ownership permissions. This means a team member can remove the shackle from a lockbox without using a shackle release code. In addition to having ownership permissions to lockboxes, team members can view and edit their team members' lockbox information in the REALTOR® Lockbox Web.

Team members can also bypass the default lockbox access times and access the lockboxes owned by their team members at any time.

Use the following steps to successfully add a team member:

- Login to the SentriLock Web Site <http://www.sentrilock.com>.
- Click on the Agent Team tab on the left hand side of the Main Menu.
- Click the Add Team Member tab in the top, left-hand side of the Agent Team page.
- Click the Select button on the Add Agent Team Member window.
- Fill in the radio button beside the name of the Agent you want to add to your team and click the Submit Changes button.
- Click the Save Changes button on the Add Agent Team Member window.
- Have the newly added team member renew their SentiCard® using a SentiCard® Reader.

### Upcoming Technology Training

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

November 15 (9:00-11:00)

#### Authentisign

October 31 (9:00-10:30)

November 30 (9:00-10:30)

#### TransactionDesk

October 25 (9:00-10:30)

November 28 (9:00-10:30)



Classes are also available via webinar. Please contact Cathy Wagner at [cwagner@caaronline.com](mailto:cwagner@caaronline.com) for webinar information. ❖

### Social Media Marketing Presentation

#### October 26<sup>th</sup> MLS Breakfast

Join us for this MLS Breakfast with guest speakers REALTORS® Tracy Shaw and Shelley Berendt. Learn how to easily, efficiently and inexpensively use video to gain exposure for your sellers and promote your services to the public. Videos are the hottest trend in marketing these days, no matter the industry. When it comes to using video in real estate marketing, it's a no-brainer. Utilizing videos in this industry can boost sales, capture audience attention and move properties at a faster pace. Special thanks to Marine Bank for their generous sponsorship of this breakfast. The event will be held on October 26<sup>th</sup> at 8:30 am at Illini Country Club. The cost to attend is \$10.00. To please RSVP to [admin@caaronline.com](mailto:admin@caaronline.com) or 217-698-7000 by no later than 5:00 p.m. October 23, 2017. No shows will be billed \$15.00.





## Technology/MLS Corner - (Continued from page 11)

### Prospect Manager Tip

Remember to manually assign the email frequency when setting up new prospects or managing existing prospects. From the Prospect Manager, click the "Edit Prospect" button below the prospect's name. Check the "Manually Assign E-Mail Frequency" box.

Choose how often the system will run searches and notify your prospect of new matches. Options include:

- **ASAP:** Several times throughout the day, as new listings are added or updated.
- **Daily:** Searches are run and notifications sent once daily (overnight).
- **Weekly:** Once a week on the day you choose.
- **Monthly:** Once a month on the first of the month. ❖

**Get Prospect Info**

**Prospect**  
 Title:   
 First:    
 Last:   
 Last Updated 10/12/2017 02:00 PM  
 Created 10/12/2017 09:58 AM

**Description:**

**Address**  
 Line 1:   
 Line 2:   
 City/St/Zip:

**Phone**  
 Home:  Cell:   
 Work:  Fax:

**E-Mail**  
 E-mail 1:   
 E-mail 2:   
 E-mail 3:   
 E-mail 4:

**Group:** (not specified) **Frequency:**  Manually Assign E-Mail Frequency.  
 ASAP   
 Sunday

**Functionality**  
 Email Me  
 Email My Prospect

### CAR Sponsors

#### Diamond



#### Gold



#### Silver



#### Bronze



# REALTOR® REVIEW

## Local Market Update for September 2017

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



## Capital Area Region

| Single-Family Detached                   | September |           |                | Rolling 12 Months |             |                |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
|  | 2016      | 2017      | Percent Change | Thru 9-2016       | Thru 9-2017 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |                   |             |                |
| New Listings                             | 386       | 350       | - 9.3%         | 4,687             | 4,840       | + 3.3%         |
| Pending Sales                            | 310       | 286       | - 7.7%         | 3,543             | 3,501       | - 1.2%         |
| Closed Sales                             | 310       | 327       | + 5.5%         | 3,481             | 3,527       | + 1.3%         |
| Cumulative Days on Market Until Sale     | 72        | 76        | + 5.6%         | 83                | 82          | - 1.2%         |
| Median Sales Price*                      | \$124,000 | \$130,000 | + 4.8%         | \$120,000         | \$122,000   | + 1.7%         |
| Average Sales Price*                     | \$141,191 | \$155,602 | + 10.2%        | \$144,179         | \$144,098   | - 0.1%         |
| Percent of Original List Price Received* | 93.0%     | 93.3%     | + 0.3%         | 93.2%             | 93.1%       | - 0.1%         |
| Inventory of Homes for Sale              | 1,187     | 1,227     | + 3.4%         | --                | --          | --             |
| Months Supply of Inventory               | 4.0       | 4.2       | + 5.0%         | --                | --          | --             |

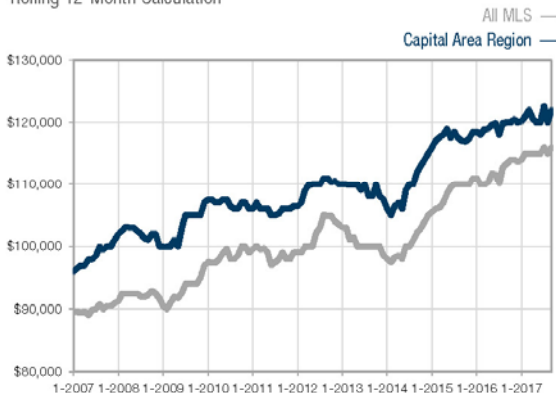
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Single-Family Attached                   | September |           |                | Rolling 12 Months |             |                |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
|  | 2016      | 2017      | Percent Change | Thru 9-2016       | Thru 9-2017 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |                   |             |                |
| New Listings                             | 31        | 29        | - 6.5%         | 420               | 451         | + 7.4%         |
| Pending Sales                            | 24        | 32        | + 33.3%        | 326               | 335         | + 2.8%         |
| Closed Sales                             | 31        | 45        | + 45.2%        | 330               | 325         | - 1.5%         |
| Cumulative Days on Market Until Sale     | 50        | 101       | + 102.0%       | 80                | 87          | + 8.7%         |
| Median Sales Price*                      | \$152,000 | \$129,000 | - 15.1%        | \$135,000         | \$127,900   | - 5.3%         |
| Average Sales Price*                     | \$149,502 | \$133,971 | - 10.4%        | \$136,951         | \$133,722   | - 2.4%         |
| Percent of Original List Price Received* | 95.9%     | 95.0%     | - 0.9%         | 94.3%             | 94.3%       | 0.0%           |
| Inventory of Homes for Sale              | 97        | 118       | + 21.6%        | --                | --          | --             |
| Months Supply of Inventory               | 3.6       | 4.2       | + 16.7%        | --                | --          | --             |

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

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

Rolling 12-Month Calculation



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

# REALTOR® REVIEW

## COMMERCIAL REAL ESTATE NETWORK

### CREN Sponsors



CARROLLTON BANK



### October CREN Luncheon

The next CREN Luncheon is scheduled for October 17, 2017 with guest speaker to be Melissa Hamilton of Your Corner Office. Special thanks to CEFCU, our sponsor for the luncheon. To RSVP email [admin@caaronline.com](mailto:admin@caaronline.com) or call 217-698-7000.



### CREN Annual Networking Event

October 26<sup>th</sup>

The Annual CREN Networking & Sponsor Appreciation Event is scheduled for October 26<sup>th</sup> from 4:30-7:00 p.m. at the Crowne Plaza Hotel in Springfield. This event is by invitation only and is open to CREN Members, CREN Sponsors and CAR Directors. RSVP to [admin@caaronline.com](mailto:admin@caaronline.com) by October 23<sup>rd</sup> if you plan on attending. ❖

## 2017 Annual Business Meeting





## AFFILIATE CORNER

### Hot Topic & Networking Reception

November 16<sup>th</sup> at Donnie B's

Join the REALTOR® and Affiliate Committee for its next Hot Topic Program and Happy Hour to be held at Donnie B's Westside Pub and Grill (3455 Freedom Dr., Springfield). The Hot Topic will begin at 3:00 p.m. and will feature presentations from Brent Guttman, Engineer with State of Illinois' Office of Mines and Minerals and Kathleen A. Moran, Industry Relations/Consumer Education Manager with the Illinois Mine Subsidence Insurance Fund.



Mr. Guttman will explore coal mining in Illinois along with IDNR and its mission. He will provide a brief summary of coal mine problems, an overview of programs related to abandoned coal mine issues, land use and development of coal mined land, information sources for development planning and future direction we are working towards. Ms. Moran will discuss mine subsidence insurance and the overall claim process. She will also talk about how the fund works and touch on related issues such as assignments, disclosure laws and privacy issues.



Immediately following this presentation you will want to stick around for pizza and happy hour. Special thanks to CAR's Diamond sponsors for sponsoring this event. To RSVP call 217-698-7000 or email [admin@caaronline.com](mailto:admin@caaronline.com).

Thank you to our event sponsors:

CEFCU

Chicago Title Company

Diamond Residential Mortgage

Marine Bank

Illinois Real Estate Title Center

Town & Country Mortgage, Inc.

### CAR Seeking Investors for its 2018 Sponsorship Program

The Member Services Committee has begun reaching out to valued association sponsors inviting them to renew their sponsorship investment for 2018. Sponsors will be receiving a mailing with renewal information in the near future. Sponsors who renew by November 30<sup>th</sup> receive a 10 percent discount. Committee members will be making follow up calls to answer any questions. Non-sponsors also received information regarding this unique opportunity.

CAR and CREN Sponsors receive an excellent forum to promote their company and its services, a variety of networking opportunities with REALTORS®, added exposure on the popular portal seehouses.com or seebuildings.com and special recognition throughout the year. There are a variety of sponsorship categories so no matter the size of the company we offer something for any budget. For additional details and CAR or CREN Sponsorship agreement go to <http://www.seehouses.com/AboutCAAR>. Questions can be directed to Dan Sale [dsale@caaronline.com](mailto:dsale@caaronline.com) or Cathy Wagner [cwagner@caaronline.com](mailto:cwagner@caaronline.com) or via phone at 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](mailto:knichelson@caaronline.com). Please feel free to direct any questions regarding this to my attention or Kathy Nichelson's attention.



**SPOTLIGHT**

# REALTOR® REVIEW

## MEMBERSHIP NOTES

### New Members

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

### Designated REALTORS®

Roger D. Davis, Jr. Capital City Property Management, LLC  
Jake Mabus Mabus Real Estate

### REALTORS®

Kemi Osbamowo The Real Estate Group

### Full Affiliates

Craig Hillery Hillery Construction  
Kathy Law Security Bank (CAR Sponsor)

### Local Affiliates

Bridget Moore Town & Country Banc Mortgage Services (CAR Sponsor)

### TRANSFERS

#### Freedom Real Estate

Ryan Squires *(from The Real Estate Group, Inc.)*

#### RE/MAX Professionals

Lezlie Hearn *(from The Real Estate Group, Inc.)*



### Frequently Used Phone Numbers:

#### Capital Area Association of REALTORS®:

Phone: 217/698-7000

Fax: 217/698-7009

Websites:

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

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

#### Illinois Association of REALTORS®

Phone: 217/529-2600

Fax: 217/529-3904

REALTOR®

Store: 800/529-2696

Member

Line: 800/752-3275

Website:

[www.illinoisrealtor.org](http://www.illinoisrealtor.org)

#### National Association of REALTORS®

Phone: 312/329-8200

Fax: 312/329-8576

Website:

[www.realtor.org](http://www.realtor.org)

#### Office of Banks and Real Estate:

Phone: 217/782-3414

#### SentriLock:

Phone: 877/736-8745

[support@sentrilock.com](mailto:support@sentrilock.com)

<http://lockbox.sentrilock.com/>

#### MarketLinx:

Phone: 800/334-0831

### Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from the October 19, 2010, MLS Breakfast featuring Lawrence Yun, National Association of REALTORS®, Chief Economist and Senior Vice President of Research. If you have an old picture or comment about a picture please share with us.



*(Left to right: Past President Nuding & Lawrence Yun)*

# REALTOR® REVIEW

## CALENDAR

### AT A GLANCE

#### October

- 25 Charity of Choice Application  
Deadline..... 5:00
- 26 MLS Breakfast..... 8:30  
CREN Reception .....4:30-7:00
- 30 Regional MLS Meeting in  
Lincoln..... 11:30-3:00
- 31 Community Service Committee . 10:00  
Real Estate Comm Task Force ... 11:00

#### November

- 2-6 NAR Convention & Expo
- 6 Chapter Advisory Committee ..... 9:00
- 8 Community Service Comm 9:00-11:30  
CREN Committee..... 1:00
- 9 MLS Committee ..... 9:00  
Finance & Executive Comm..... 10:30
- 10 Veterans Day - CAR Offices Closed
- 13 Government Affairs Committee ... 1:00  
Social Committee ..... 11:00
- 14 Board of Directors ..... 9:00  
Galesburg Area CE  
COR 1644 .....9:00-12:00  
COR 1629 ..... 1:00-4:00
- 16 Broker Outreach ..... 10:00
- 17 Cont. Ed. COR 1644.....9:00-12:00  
Cont. Ed. COR 1640..... 1:00-4:00
- 20 Social Committee ..... 11:00
- 21 CREN Luncheon ..... 11:30
- 23 Thanksgiving - CAR Offices Closed
- 24 CAR Offices Closed

#### December

- 4 Chapter Advisory Committee ..... 9:00

## ANNOUNCEMENTS

CAR extends its deepest sympathy to the family of **REALTOR® John Barber** who recently passed away.



## 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>

- MLS Breakfast (Oct 26th)
- Springfield area Fall 2017 CE Schedule
- Break For Hot Topic (Nov 16th)
- Leadership Academy Application

### Market Trends Indicator

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

- Monthly Market Trends Reports

### West Central

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

- Galesburg area Fall 2017 CE Schedule

**Capital Area  
REALTORS®**

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

**217.698.7000  
Fax: 217.698.7009**

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