

2015 annual report

This report is intended to provide you with a brief synopsis of the highlights of the Capital Area REALTORS® from January 1, 2014 through December 31, 2015.

Administrative

Membership

As of December 31, 2015 CAR's REALTOR® membership was 656, nearly unchanged from the 657 members in 2014. Until 2014 the trend had been one of a steady decline in members as follows: 510 (2013); 518 (2012); 566 (2011); 603 (2010); 628 (2009); 671 (2008); 705 (2007); and, 735 (2006).

Mergers

2015 was a year of mergers for CAR having merged with the West Central Illinois Association of REALTORS® in Galesburg (effective April 1, 2015) as well as the Jacksonville Area Association of REALTORS® in Jacksonville (effective June 1, 2015). These mergers resulted in a reversal of



a steady trend of declining membership and grew CAR's official jurisdiction from three counties to twelve counties reaching all of the way to the Iowa and Missouri borders.



Financial Performance

In spite of CAR's relative decline in membership over the past decade CAR has managed to minimize any deficit spending. CAR has increased its annual local membership dues \$7 since 1996 (including an automatic 2 percent annual cost of living increase beginning with the 2015 dues investment) and hasn't increased MLS fees since 2003. For the 2016 budget year CAR is anticipating no change in membership. For the fiscal year ending 2015 CAR experienced total revenue of \$1,020,852 with offsetting expenses of \$1,077,390. CAR realized a net loss of \$4,249 before depreciation. End of year net assets increased by \$26,900 to \$982,949.

Legal and Audit Status

The public accounting firm of Estes, Bridgewater and Ogden performed the annual review of the association's financial records for fiscal year ending 2014 and 2015. We are pleased to inform you that an unqualified opinion was issued and the audit report was approved by the Audit Committee as well as the Board of Directors.

Commercial Real Estate Network (CREN)

CREN Membership

CREN continues to maintain an active and stable membership with approximately forty members. Other REALTOR® organizations are beginning to take note of the way in which this CIE is structured and seeking out details from CAR as to how this unique service works.

State of the City Luncheon

For the ninth year in a row, in conjunction with the Greater Springfield Chamber of Commerce, CREN was the presenting sponsor for the Annual State of the City Luncheon.

Networking

The monthly networking luncheons continue to serve as a popular way for CREN members to network. These luncheons have included guest speakers on various topics. While the luncheons offer face-to-face interaction the CRENTalk listserv gives members an opportunity to communicate effectively and efficiently in a virtual environment.

Sponsor Appreciation & Networking Reception

The invitation only Annual CREN Sponsor Appreciation & Networking Reception held at Panther Creek Country Club in October provided a great opportunity for commercial real estate practitioners and Affiliate Sponsors to interface with one another.

CREN Membership Directory

Annually, the CREN Membership Directory is updated and published. This continues to



2015 CREN Sponsors

CREN is very grateful for the support of the following sponsors this past year.

Bank & Trust Company

CEFCU

Carrollton Bank

First Bankers Trust

Greater Springfield Chamber of Commerce

Springfield Business Journal

Illini Bank

Illinois Real Estate Title Center

Marine Bank

Warren-Boynton State Bank

Williamsville State Bank & Trust

serve as a handy reference for both commercial practitioners, residential practitioners, affiliates and the public.

Community Engagement

Charity of Choice

The benefactor of CAR's fundraising efforts this past year was the Friends of Sangamon County Animal Control which is dedicated to enriching the lives of, and eliminating the

euthanasia of, adoptable pets in residence at Sangamon County Animal Control Center. The primary fundraiser for this cause was a Trivia Night and Auction hosted by the Community Service Committee. Over \$17,115 raised for Friends of Sangamon County Animal Control.

Homeownership Coalition for People with Disabilities

The twelve plus year run of the Homeownership Coalition for People with Disabilities drew to a close in 2015 with the retirement of its program Manager Robin Benson. In addition to being one of the primary founding members of this coalition CAR continued to provide financial support to the Coalition's homebuyer counseling program and supplied supporting information for its grant applications. CAR members also served as instructors for the program which was available to all area homebuyers. Through the years of existence the program assisted nearly 220 disabled individuals and their families in realizing the dream of homeownership.

CAR Administers District 186 Perception Survey

CAR conducted a survey of REALTOR® members who work with buyer clients purchasing real estate in Sangamon County seeking to measure the



perception of District 186 Schools by their buyer clients. This was part of a broader effort spearheaded by the Greater Springfield Chamber of Commerce at the request of Springfield Public Schools (District 186). The underlying study endeavored to develop a better understanding of the business community's perceptions of District 186. CAR's survey results, including an executive summary, were presented to a special Task Force of the Chamber.

Capital Area REALTORS® Participate in Career Day for High Schoolers

CAR promoted careers in real estate at Lincoln Land Community College's Career Day which provided area high school sophomores insight into various career opportunities.



Holiday Giving

The 2015 holiday party again served as a means of collecting toys for the less fortunate with several dozen items being donated to the Central Illinois Foodbank's Kid's Café in memory of Steve Unverzagt. Additionally, the Community Service Committee raised nearly \$1,000 in individual contributions provide presents at the 12th Annual Holiday Party for area Foster Children.

Economic Development

CAR continues to support, as a major investor, the economic development strategy of the Greater Springfield Chamber of Commerce (GSCC) and the Quantum Growth Partnership (Q5). Among other things, Q5 supported and advocated for the rail relocation project, focused on workforce & education initiatives, advocated for the 183rd Air Guard Unit, worked on business retention and expansion, supported Sangamon Success, provided funding for a Downtown Business incubator, conducted a Business Perceptions Survey of District 186, funded a downtown Community Development Corporation, rebuilt the Mid-Illinois Medical District website and continued collaboration with The Springfield Project. In 2015 CAR completed the fourth year of its investment of the second Q5 initiative which will run through 2016. The CAR Directors approved CAR's participation in the third cycle of Q5 set to begin in 2017. CAR will maintain its position as a major investor, and retain its seat on the Strategic Leadership Council, with an annual contribution of \$12,500.

Market Trends

According to the CAR MLS, in the Capital Area primary service area there were 3,786 home sales in 2015, reflecting a 1.8 percent increase from the 3,719 home sales in 2014. The median home sale price for 2015 yielded \$118,900, reflecting a 2.1 percent increase over the \$116,500 median price in 2014. The 2015 average sale price was \$139,676 reflecting a 2.8 percent increase

over the 2014 average price of \$135,808. The total dollar volume of property sold in 2015 was \$528.8 million, reflecting a 4.7 percent increase over the 2014 dollar volume of \$505.1 million.

Legislative Advocacy

Local Issues Watch

Your local association represents Capital Area REALTORS® by making your voice heard at City Halls and County Boards on issues that affect your profession, the real estate industry and the rights of private property owners.



Springfield City Election

2015 was an important year for Springfield municipal elections. A candidate questionnaire, developed by the Government Affairs Committee was distributed to all candidates for Mayor, Treasurer, Clerk and City Council and various aldermanic races. Responses for candidates who participated were posted in the "members only" section of the CAR website for members to view. CAR also partnered with the Illinois Association of REALTORS® and the Greater Springfield Chamber of Commerce to host a debate between the two mayoral candidates who advanced to the general election.

Springfield Code Enforcement

CAR was successful in working with the City of Springfield and Alderman Cory Jobe to adopt Ordinance 057-02-15 which enhances the code enforcement process as it relates to bank-owned properties with multiple long-term, unresolved code violations. The changes CAR successfully advocated for eliminate the potential for minor code violations to result in the need for building registration and ultimately the requirement to obtain a certificate of occupancy before being removed from the registry. The underlying ordinance had been proposed to deal with a spike in the number of foreclosed properties that were falling into further disrepair, and to hold property owners responsible for maintaining properties to code. However, the increased regulations sometimes went too far, especially as it pertained to REALTORS® who are marketing bank-owned properties and trying to get these properties back into productive use. The language added by Ordinance 057-02-15, made substantial improvements to the existing regulations. First, it created a new category within the vacant property ordinance related to "Actively Managed and Marketed Property". Second, "Actively Managed and Marketed Properties" are now exempt from the fee and registration requirements of the underlying ordinance for a period of 90 days. Finally, the new ordinance provides a tiered system to equate the seriousness of the code violations to the resulting required inspection. The original language required a certificate of occupancy be issued in order to be removed from the vacant property list.

Annual Lobby Day

Approximately 20 CAR members attended the Illinois Association of REALTORS® Annual Lobby Day on April 14th and lobbied our local legislative delegation to help advance the REALTOR® position on a variety of issues.



Springfield Adopts New Rules for Short-term Lake Leases

Over objections from CAR, the Springfield City Council adopted new rules with respect to short-term leases for marginal lands. Marginal lands are areas around Lake Springfield where the land is owned by the city, but leased long-term to homeowners. The ordinance, sponsored by Ward 1 Alderman Chuck Redpath was initiated by the homeowners association in the area around the lake. It prohibits "custodians" (owners of lake-area homes that are located on city-owned land that they are leasing long-term) from renting or subletting their residence to anyone for a period of less than six months unless approved in writing by the Mayor with a copy to the ward alderman. It also clarified that any subletting or renting must comply with the

terms of the custodian's lease and must be reported in writing to the general manager or City Water, Light, and Power (CWLP), or his designee, for approval and consent. After debate, it narrowly passed on a vote of 6-4. CAR opposed the ordinance on several points.

Primarily, CAR supported the private property rights of homeowners on these city-owned lands. It is unfair for the city to change the terms of these leases after both parties have agreed to them. Additionally, the process by which some short-term leases may be approved, while others are denied, seems arbitrary and could potentially expose the city to costly litigation. Also, decreasing potential uses for lake property is likely to further depress property values. Finally, the need for this ordinance appears limited, as it centered on a few isolated incidents at a couple of properties where neighbors had issues with renters.



Alderman Seeks Restrictions on use of Drones in Springfield

A proposed ordinance introduced by Springfield Alderman Chris Theilen would severely restrict the use of drones for recreational and commercial purposes. CAR realizes that this is an emerging area of technology that some of our members may wish to adopt to supplement their marketing

efforts. CAR also realizes the need to balance safety and security with the ability to use this technology for legitimate means. In response to CAR's and others concerns the ordinance was held until such time as the federal rulemaking pertaining to use of drones is implemented. CAR vows to continue to work with the sponsor of the ordinance to seek reasonable restrictions that will not unduly impact our members who wish to engage in or utilize this sort of activity. As part of this process CAR administered a survey of its members to gauge the potential impact on their business.

CAR Leaders Advocate in Washington, DC

CAR leadership traveled to our nation's Capitol in May to advocate on behalf of Illinois Association of REALTORS® to

protect the operations of REALTOR® businesses, protecting commercial real estate-related tax provisions, provide a safe and affordable path to homeownership for American families and maintaining real estate-related tax policies which are vital to the economy.



REALTORS® Political Action Committee (RPAC)

For the fiscal year recently concluded on December 31, 2015 CAR raised a total of \$52,914. This amounted to 110 percent of CAR's goal of \$48,208. The 2015 effort

reflected a 74 percent member participation rate and \$112.10 per capita. The number of Major Investors (\$1,000 or more) increased substantially from 19 to 33. This was due, in large part, to a new and very successful "Advocates for Real Estate" program. A special thanks to all of those members who made these fundraising efforts a success.

Marketing & Member Services

Member Appreciation Week

CAR's Sixth Annual Member Appreciation Week "We've Got the Power", sponsored by SentiLock, was a popular two-day event in June whereby members were treated to lunch and some great informational sessions.

ADVOCATES FOR REAL ESTATE *Champions for the Capital City*



BRENT BORAH
Bank of Springfield



MITZI BRANDENBURG
The Real Estate Group



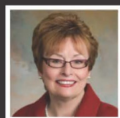
MICHAEL BUSCHER
The Real Estate Group



NICHOLAS CAMPO
Campo Realty, Inc.



PHILIP CHILES
The Real Estate Group



BEVERLY COLLINS
RE/MAX Professionals



KRISTIE DEBRUN
Campo Realty, Inc.



STEPHANIE DO
Do Realty Services, Inc.



KIMBERLY ELLIOTT-BIRTCH
The Real Estate Group



KATHY GARST
The Real Estate Group



SANDRA HAMILTON
RE/MAX Professionals



RICHARD HANSELMAN
The Real Estate Group



JANE HAY
The Real Estate Group



REBECCA HENDRICKS
The Real Estate Group



GALEN JOHNSON
Johnson Real Estate



CORKY JOYNER
Joyner Construction Services



TIMOTHY KEARNEY
B-Safe Home Inspections of IL



KYLE KILLEBREW
The Real Estate Group



JOHN KLEMM
Sangamon Realty



CINDI KRUSE
The Real Estate Group



SUSAN MADISON
RE/MAX Professionals



ED MAHONEY
RE/MAX Professionals



NEIL MALONE
Illinois REALTORS®



KI MCCURLEY
RE/MAX Professionals



TODD MUSSO
Wrightsmann-Musso, Ltd.



STEVE MYERS
Myers Commercial Real Estate



SAM NICHOLS
NAI True



MICHAEL OLDENETTEL
RE/MAX Professionals



RENEE ORESHKOV
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DAN SALE
Capital Area REALTORS®



DEBRA SARSANY
The Real Estate Group



CHRIS SCHALLER
Diamond Residential Mortgage



MELISSA VORREYER
RE/MAX Professionals



AL 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.

Professional Photos

CAR negotiated discounted rates for professional head-shots and arranged for members to have them taken at CAR.

West Central Chapter Web Page Created

CAR developed a new web page, located under the Member Portal of www.seehouses.com, devoted exclusively to West Central Chapter business and events. In particular, this page includes helpful information and links to items related specifically to the Chapter as well as general information including information about Chapter leadership and staff, the Chapter office, its hours and upcoming Chapter events. Also, included are links to things such as the REALTOR® Roster, Affiliate Roster, staff directory and calendar of events. In addition to virtual signage CAR also had physical signage installed at the satellite office denoting the new name.

Third Annual Affiliate Orientation & Lunch

Affiliate Orientation program was held to provide new and existing Affiliates an opportunity to learn more about CAR and their benefits as Affiliate members as well as an opportunity to network and interact with one another.

Broker Outreach Sessions

CAR continues to reach out to its broker members continuing its twice-annually “broker outreach programs”. These sessions feature important MLS and CAR updates and this year included a webinar by Steve Murray, Real Trends publisher and co-author of the book Game Changers. For the eighth year running, this outreach served as an effective vehicle for two-way communication between the brokerage firms and CAR.

Leadership Academy

CAR’s sixth straight “Leadership Academy” graduated ten candidates who participated in sessions consisting of six half-day modules over a three month period. Attendees learned about legislative advocacy, association governance, communications and public relations, and leadership, just to name a few. A total of sixty one candidates have completed the program thus far.

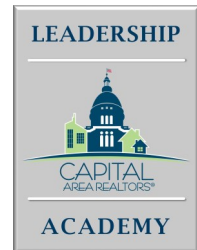
Our 2015 Graduates are as follows:

REALTORS®:

Kaye E. Brittin
RE/MAX Professionals
Dominic Campo
Campo Realty
Lisa Larue
RE/MAX Professionals
Jacob D. Mabus
The Agency Real Estate, LLC
Brittany Mae Merold
Hometown Realty
Patrick Selinger
The Real Estate Group
Sonia Tankersley
The Real Estate Group

Affiliates:

Timothy J. Kearney
B-Safe Home Inspections of Illinois, Inc.
Trent Peterman
Diamond Residential Mortgage Corp.
Janet Trader
Zelle Title, LLC



2015 Leadership Academy Graduates (from left to right): Sonia Tankersley, Brittany Merold, Tim Kearney, Trent Peterman, Lisa LaRue, Janet Trader, Patrick Selinger, Jake Mabus, Dominic Campo and Kaye Brittin

Office Staff Workshop

CAR’s seventh annual workshop for office staff and administrative support staff was held with approximately 25 or so in attendance. The workshop focused on updates for InnoVia, TransactionDesk and other areas of interest. This provided a great

opportunity for dialogue in an effort to enhance the system.

Forms Library

The Forms Committee was extremely busy making revisions to various addenda and developing new addenda for CAR’s library of contracts. This

was the culmination of many hours of hard work by members of the CAR Forms Committee during the course of 2015 with ultimate review and approval by association legal counsel. The effective date of these new and revised addenda was intended to coincide with yet-to-be released revisions to the Contract to Purchase Residential Real Estate. Below are a list of existing addenda that were amended as well as newly developed addenda:

Revised Addenda

- Radon Measurement Addendum (CAR 406)
- AS-IS Condition Addendum (CAR 109)
- Buyer's Inspection Addendum (CAR 403)
- Radon Measurement Addendum (CAR 406)
- Repair Addendum (CAR 405)
- Repair Addendum Attachment (405a)
- Seller Holdover Agreement (CAR 336)
- Survey Addendum (CAR 107)
- (Retired)-Well, Water & Septic Inspection Addendum (CAAR 402)

New Addenda

- Septic System Inspection Addendum (CAR 409)
- Wood Infestation Inspection Addendum (CAR 411)
- Well Equipment and Well Water Inspection Addendum (CAR 410)

Multiple Listing Service (MLS) & Technology

What's in a Name?

After years of confusion created by the name Multiple Information



Service (MIS) CAR changed the name back to Multiple Listing Service (MLS).

Single Sign-On Portal

CAR contracted with Clareity Security to develop its new "Single Sign-On" portal that allows easy access to all of your MLS applications under a single login. Simply log in once at www.caaronline-mis.com and you will be taken to your "Dashboard". The first section of the Dashboard contains the "Single Sign-On" applications where, with a single click, subscribers can access InnoVia, Mobile InnoVia, TransactionDesk/Authentisign, RPR, SentiLock and MMSI's e-Commerce (pay/view CAR/MLS invoices, view/update personal contact information, view/register education courses, etc.) without having to re-enter credentials.

The Dashboard also contains links to other CAR resources, (e.g., www.seebuildings.com, Forms & Contracts, Market Activity Reports, Member Lookup, Member News, Calendar & Event Flyers, CAR Facebook Page) and IAR resources (e.g., www.illinoisrealtor.org, Education Lookup, Member Benefits, RPAC.).

A Decade of Cooperation

The Capital Area REALTORS® MLS and Jacksonville Area

Association of REALTORS® celebrated the 10th Anniversary of the consolidation of the Jacksonville Area Association of REALTORS® (JAAR) MLS with the Capital Area REALTORS® (CAR) MLS.

SentriSmart™ App Unveiled

In 2014 SentriLock introduced the SentriSmart app for smartphones. In 2015 there were 274 registered users, up from 167 in 2014.

West Central Chapter Data Conversion

On June 30, 2015, thanks to the efforts of our vendor CoreLogic and our MLS staff we successfully converted the entire multiple listing service property database of the West Central Illinois Association of REALTORS® consisting of over 300 active property listings and over 43,000 historical records. CAR MLS staff engaged in an onsite all-out training blitz to bring our 70 or so Chapter members up to speed with the system. A number of changes/system enhancements came out of these and subsequent training sessions, many of which have been implemented.

Breakfast Meetings

The MLS held various breakfast meetings which featured presentations from Springfield

Rail Improvements, Medical Community HR Directors and a TILA-RESPA panel discussion.

MLS Consolidation Efforts

Over the past 36 months staff and REALTOR® volunteers participated in Regional MLS discussions with up to nine different associations in Central and Southern Illinois. For some, the intent was possibly reducing costs while for others the objective was to enhance MLS services, education and technology support. Through this process there was development of a business model the identification of core and optional services and a governance structure. In the final days of the effort, nine MLSs were involved with selecting a vendor and working with a consultant to develop an in-depth business plan and budget. For CAR the project didn't provide any additional services or cost savings to justify a merger. However, regional MLS initiatives are gaining momentum across the country and will undoubtedly be revisited in the future; but for now the results of CAR's due diligence justified a NO vote for a merger.

Real Estate Technology Advantage Center

The MLS continues to assist its subscribers in making the most of their technology tools through the

continued offering of beginning and advanced InnoVia training, InnoVia CMA training, Prospecting & Buyer Match training and transaction management training including instruction on digital signatures. All of these training sessions are offered via live instruction and now available via webinar. The MLS will go on location to train in offices with a minimum of five students.

MLS DataChecker

The MLS DataChecker program enables CAR to automate the process of validating the quality and accuracy of the MLS data and enforce the correction of violations. In 2015 a total of 2,259 data corrections were made to property listings as a result of DataChecker.

Transaction Management

The programmers at Instanet Solutions continue to improve TransactionDesk transaction management system. Overall usage of the system continued to increase in every meaningful way in 2015.

- 52,050 logins reflecting an increase of 46.9 percent over 2014;

- 97,270 forms created, resulting in an increase of 37.1 percent over 2014;

- 7,081 transactions created, resulting in an increase of 16.3 percent over 2014;

- 21,671 documents uploaded into the system, resulting in an increase of 30.8 percent over 2014; and,

- 9,651 digital signings were performed in 2015, resulting in an increase of 80.3 percent over 2014.



Data Feeds and Related Services

The MLS staff is spending an increasing amount of time assisting managing brokers and third party vendors with requests for data feeds to populate office back-end systems, IDX websites and third party applications. In 2015 CAR initiated and managed 66 data feeds and 35 IDX links. *Additionally*, staff continues to dedicate a fair amount of time assisting members with troubleshooting relative to their content and/or listings appearing or not appearing on various websites and portals.

ListHub

The MLS continues its affiliation with ListHub (www.ListHub.com) which is a data syndication service that efficiently and effortlessly sends broker's listings, at their option, to up to 60



or so different partner sites populating up to 600 different websites. However, in 2015 ListHub quit feeding listings to Zillow and Trulia resulting in disruption among many member firms.

Professional Development

Managing Broker Continuing Education

A considerable amount of staff time was spent helping Managing Brokers understand what their educational requirements were to renew their license and in offering the required courses. During this period there were 2 broker management classes held resulting in 82 attendees and 984 continuing education credits.

Continuing Education

CAR continues to deliver top-notch continuing education instruction in conjunction with the Illinois Association of REALTORS®. CAR offered 20 live continuing education courses this past year in Springfield, Jacksonville and Galesburg, resulting in 453 attendees and 1,359 continuing education credits. Additionally, CAR proctors exams for those individuals taking IAR's home-study CE courses.

Affiliate Members

CAR is blessed to have such a vibrant and active Affiliate membership. CAR garnered thirty two sponsors while CREN garnered eleven sponsors.



Affiliate Membership

CAR's Affiliate membership was

very strong in 2015 with 310 Affiliates.

Affiliate Reference Guide

CAR continues to produce the residential Affiliate reference guide that is very popular with CAR members and the public. Likewise, CAR continues to produce a similar reference guide spotlighting commercial Affiliates.



Break-for-Hot-Topic Programs

The ever popular series of Hot Topic programs included several great installments as follows:

- Wine Down with the Affiliates
- Reducing Your Tax Liability
- Homebuyer Grant Programs
- Radon & the revised Radon Measurement Addendum
- Navigating New Regs to Lessen the Impact on Your Closings
- Popular Motivational speaker Steve Thomas
- Social Media
- Those New Regs Revisted
- Land Marks Illinois

REALTOR® Store

The CAR retail store completed its sixth full year of operation and continues with a full complement of products.

Professional Standards

CAR Endorses IAR Ethics Citation Program

CAR endorsed the Illinois REALTORS® Ethics Citation Program. The IAR Ethics Citation Program gives IAR members and their clients a way to file complaints against Illinois

REALTORS® for violating one or more specific sections of the Code of Ethics. Complaints may be filed anonymously.

A panel of IAR members who specialize in ethical standards review submitted complaints. If the panel believes a violation has occurred, a citation is issued to the REALTOR® in question, along with a pre-set fine. A REALTOR® can pay the fine within 30 days or request a hearing before an Ethics Hearing Panel. Fines range from \$250 to \$1,000, depending on the nature and severity of the violations. If REALTORS® request hearings, the complaints will be sent to the Grievance Committee for review.

Code of Ethics Training and Enforcement

CAR responds to questions from members as well as the public pertaining to possible ethics violations and commission disputes. Staff works with members and the public to explain options with regard to filing a complaint or initiating a mediation or arbitration request. Staff works with the association's Grievance Committee and Professional Standards Committee to process complaints and arbitration requests as they are received.

In January of 2015, 26 CAR members attended the day long professional standards training provided by the IAR. In 2015 CAR staff responded to approximately 2 arbitration-related complaint calls, 13 ethics-related complaint calls and sent out complaint packets. One complaint was received but later dismissed. There was one arbitration complaint filed that was referred to a state tribunal for a hearing and an award rendered.

**Capital Area REALTORS®
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Finance

John Klemm, Chair

Multiple Listing Service

Debra Sarsany, Chair
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Forms

Nicholas Campo, Vice-chair
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Nominating

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Lisa Ernst, Chair
Timothy Welch, Vice-chair

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Gail Chevalier Zini, Chair
Lorri Conn, Vice-chair

STAFF

Danny Ahern, Receptionist/MLS Secretary

Diane Ahern, Bookkeeper

Diana Hallstrom, West Central Chapter Manager

Neil Malone, Government Affairs Director

Kathy Nichelson, Director of Member Services

Daniel R. Sale, CAE, RCE, SPHR, Chief Executive Officer

Cathy Wagner, MLS Director

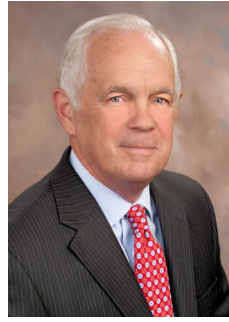
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The Real Estate Group



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Campo Realty



John Klemm
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Sangamon Realty



Steve Myers
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Kaye Brittin
RE/MAX Professionals



Robert Chipman
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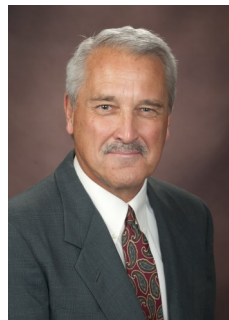
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Lisa Ernst
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Sandra Hamilton
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Gary Harvey
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Appraiser



Kevin Jarvis
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