

REALTOR® REVIEW

Volume 22, Edition 251

April 2018

50th Anniversary of the Fair Housing Act

Illinois REALTORS® Unveils Monument

Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity. *Fair Housing Makes US Stronger*. In 2018 the Capital Area REALTORS®, Illinois REALTORS® and National Association of REALTORS® is pleased to join with our partners and allies in a year-long commemoration of the 50th Anniversary of the Fair Housing Act. The commemoration will focus on three key elements of Fair Housing:

- Acknowledging the organization's past role in the fight for fair housing.
- Understanding how we as a nation are constantly improving our commitment to fair housing; and
- Embracing REALTORS®' role at the forefront of advancing fair housing, leading efforts to address community fair housing issues.

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Myers Honored as REALTOR® of the Year

At its Annual Awards Program on March 21, 2018, held at Donnie B's, with 125 attendees, the Capital Area REALTORS® honored various individuals for their contributions to the real estate industry and community. Award recipients included **Steve Myers** (Myers Commercial Real Estate) who was named 2018 REALTOR® of the Year, **Sudi Blood** (RE/MAX Professionals) and **Philip Chiles** (Capital Area Real Estate) were both recipients of the Community Service Award, **Gary Harvey** (Gary D. Harvey – Appraiser) received the Hall of Fame Award. **John Fidler** (Heartland Credit Union) received the Affiliate of the Year Award and **Ashley Coker** (The Real Estate Group) received the Rising Star Award. ❖



Susan Madison presents the 2018 REALTOR® of the Year Award to Steve Myers



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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

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President Elect

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REALTOR® REVIEW

NEWS & NOTES

50th Anniversary... (continued from page 2)

REALTORS® unable to attend the dedication of the Illinois REALTORS® Fair Housing monument on April 9 in Springfield can get a feel for the historic nature of event with this Illinois REALTORS®' video: <https://tinyurl.com/y7cix3py>.



Five association members who persevered as their communities strove to eliminate housing discrimination — Courtney Jones, Loretta Alonzo-Deubel, Ezekiel Morris, Vicky Silvano and Frank Williams — helped commemorate the event. President Matt Difanis apologized for any past roles members played in promoting inequality, Springfield Mayor James Langfelder read a proclamation and HUD administrator Joseph Galvan encouraged members to keep fighting discrimination on behalf of their clients.



Mark your calendars for Aug. 26, when Springfield dedicates Bicentennial Plaza — the site where the historic monument is located.



The Online Experience

Your website is fantastic but are you delivering on the last mile to the consumer?
By Steve Murray, president

If you read about Amazon, Walmart, Target and others, you'll see that all offer online ordering that will deliver to your home or allow you to pick up your order, already prepped and ready to go, at the store. Numerous retailers are doing the same.

While there are no precise statistics about the percentage of consumers who do either, imagine if that was the only way to get your goods from Amazon, or your favorite wine club shipments, or any item you order online. Does anyone seriously think that Amazon would be as successful as they are today if they didn't give consumers delivery options?

Real Estate Online Merchants

Now, let's think about the online merchants in residential brokerage. No one can argue that Zillow, Realtor.com, Homes.com and others have come to dominate the residential online viewing market. Their viewership dwarfs all the others. But, they have a real challenge. As successful as they are in pleasing the online housing viewer, they've been unable to find a way to connect the last mile. Once a consumer gets excited about what they find on these sites, they then turn to finding an agent to deliver on the ground service. Here's the problem—even

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News & Notes - (Continued from page 2)

The Online Experience - (Continued from page 2)

agents who pay for leads from these sources are poor at follow up. Most brokerage firms have the same problem. They excite the consumer with their online services then fail to deliver that last mile.

How do You Compete?

Can you imagine if you used Amazon and they only delivered the products you order a third of the time? That's the challenge facing everyone who spends money to build an online audience among housing consumers. How does an online portal or brokerage firm deliver a full, satisfying experience to housing consumers if they can't deliver the right agent to the housing consumer when the consumer wants to interact? How does an industry not set up to deliver a seamless service compete in the new environment?

Can Redfin Complete the Last Mile?

This, of course, makes Redfin interesting. They have an excellent web presentation (some say one of the best), and they have full-time employee-agents and support staff to attempt to complete the last mile. This doesn't mean they do it perfectly (no human system is perfect), and it doesn't relieve them of the problem of hundreds of thousands of inquiries that lead to no business. For instance, they reported that they had over 20 million visitors to Redfin in 2016 yet closed only 36,000 transactions, some through their agents and some through partner agents. That kind of visitor to closed transaction rate is typical of many brokerage firms and portals.

However, Wall Street seems to think that Redfin is the model of the future. Currently, they award a valuation higher than that of RE/MAX and not far behind Realty, each of which closed over one million transactions in the United States—and made money doing so. One stock market analyst projects revenues of more than \$700 million and EBITDA of \$40 million for Redfin for the calendar year 2019. That values them today at more than 50 times their projected earnings three years from now!

It's not just a great web presence that will create long-lasting prosperity for those in the residential brokerage industry. For portals and brokerage firms, completing that last mile is going to be critical for the future success of anyone operating in the age of Amazon.

Lesson: Amazon has a range of products, but it's their ability to deliver them to their customers that's enviable. Brokerages and listing portals who can't complete the last mile to the consumer will be challenged.

(This article originally appeared in the April 2018 issue of the REAL Trends Newsletter and is reprinted with permission of REAL Trends Inc. Copyright 2018.) ❖

Managing Broker Forum

June 22nd

The date of the Managing Broker Forum scheduled for June has been moved to June 22nd (10:30 – noon) due to schedule conflicts. The agenda is still being developed for this meeting but Managing Brokers and Broker/owners are asked to hold this date on your calendar. Additional information will be forthcoming.



CAR 55th Annual Golf Outing

Mark your calendars! The 2018 Golf Outing is scheduled for Monday, June 11th at Edgewood Golf Course. Golf Registration forms will be available very soon.



REALTOR® REVIEW

News & Notes - (Continued from page 3)

Several Honored at Awards Program

REALTOR® OF THE YEAR

Steve Myers, was selected by his peers as the 2018 REALTOR® of the Year. The purpose of the REALTOR® of the Year Award (ROTY) is to recognize a REALTOR® who has made a significant contribution to the Capital Area Association of REALTORS® and the community at large.



*Steve Myers
REALTOR® of the Year*

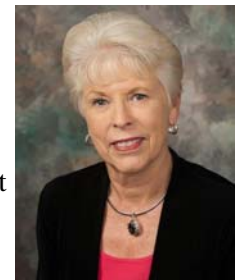
Mr. Myers has been a member of CAR since 1991 and is Managing Broker/Owner of Myers Commercial Real Estate in Springfield. Mr. Myers currently serves as Chairman of the Commercial Real Estate Network and a member of the Government Affairs Committee. Steve served as CAR's President in 2014 and on various other committees over the years. He is also Chairman of the Illinois REALTORS® Commercial, Industrial and Investment Committee and a member of the Illinois REALTORS® Plaza Committee. Myers has been a RPAC Ruby R investor for the past several years. Myers is also very active in community organizations such as Downtown Springfield, Inc., SPARC, Crime Stoppers, City of Springfield, Springfield Art Association, Springfield Historic Sites Commission and many more.



*Ashley Coker
Rising Star Award*

RISING STAR AWARD

The Rising Star Award was presented to Ashley Coker, a broker affiliated with the Real Estate Group. Coker joined the organization in 2014, serves on CAR's Multiple Listing Service and Government Affairs Committees, graduated from its Leadership Academy in 2016 and is a RPAC Major Investor. Ashley is also active in her community and serves as the president of the Rochester Education Foundation. In just the past 12 months she has yielded nearly \$13 million in production.



*Sudi Blood
Community Service Award*

REALTOR® COMMUNITY SERVICE AWARD

The REALTOR® Community Service Award is given to honor an individual(s) who has made outstanding service contributions to the community. This award was presented to two individuals.

The first recipient was Sudi Blood, CRS, GRI who has been a member of the organization since 1993 and is affiliated with RE/MAX Professionals. Ms. Blood has been active on several CAR Committees and is currently Vice-chair of the Social and Community Service Committees.



*Philip Chiles
Community Service Award*

The second award recipient was Philip Chiles, ABR, CRS, GRI, SRES, SRS who has been an active member of the organization since 2000 and is Broker/Owner of Capital Area Real Estate. Phil is a past CAR president and past Illinois REALTORS® President. Phil is also very active in the Springfield community.

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Four Recognized as CAR Emeritus

The following individuals were recognized as **CAR REALTOR® Emeritus**, an award bestowed on members who have attained a minimum of 30 years of membership, and who meet a minimum age requirement. They are listed, below:

Cheryl Lawrence
(RE/MAX Professionals)

Susan Madison
(RE/MAX Professionals)

Roger Nesch
(Century 21 Real Estate Associates)

Curtis Tillett
(Coldwell Banker Commercial)



REALTOR® REVIEW

News & Notes - (Continued from page 4)

Several Honored at Awards Program - (Continued from page 4)

HALL OF FAME AWARD

The coveted Hall of Fame Award is given only to REALTORS® with a history of community service, moral and social integrity, high professional standards, a minimum of 50 years of age and a minimum of 20 years exemplary service to the Capital Area REALTORS®.

This year the award was presented to Gary Harvey. Gary has been a member of CAR since 1993, holds the GRI and SRA Designations and is a broker and licensed real estate appraiser affiliated with Gary D. Harvey - Appraiser. Harvey has been very involved in CAR having served on its board of directors, MLS Committee and many other committees.



*Gary Harvey
Hall of Fame
Award*

AFFILIATE OF THE YEAR AWARD

The Affiliate of the Year Award was presented to John Fidler. Fidler first joined CAR as an Affiliate in 1991 and has served on numerous committees including leadership roles as chairman of the Marketing & Member Services Committee and chairman of the Affiliate Membership Drive Work Group which recruited 62 new affiliate members. John is Assistant Vice-president of Mortgage Lending at Heartland Credit Union.



*John Fidler
Affiliate of the Year*

Congratulations to the following individuals who have earned the **Accredited Land Consultant (ALC)** designation:

Jeffrey Evans	Whitetail Properties Real Estate
Joseph Gizdic	Whitetail Properties Real Estate
Jeff Heil	Whitetail Properties Real Estate
Aaron Milliken	Whitetail Properties Real Estate
Scott Whittington	LandGuys, LLC



20, 25, 30 and 40 Year Members Recognized

20-year Members

RuthAnn Ayers	Coldwell Banker Springfield
Becky Bentley	The Real Estate Group Inc.
D. Michael Davis	Coldwell Banker Springfield
Donna Fedor	RE/MAX Professionals
John Goleman	RE/MAX Professionals
Norma Jordan	Jordan Real Estate, Inc.
Cindi Kruse	The Real Estate Group Inc.
Derek Long	Derek Long Auction Service
Ron McKavetz	Kennedy Real Estate LLC
Mark Reichert	The Real Estate Group Inc.

25-year Members

Judy Blane-Olesen	Blane Real Estate
Cathy Camille	Century 21 Real Estate Assoc
Cindy Grady	The Real Estate Group Inc.
Linda Green	The Real Estate Group Inc.
Sid Huber	Huber Real Estate
Jerry Lemmon	The Real Estate Group Inc.
James Skeeters	RE/MAX Professionals
Tony Smarjesse	Century 21 Real Estate Assoc
Jeffrey Stelle	The Real Estate Group Inc.
Norman Taylor	The Real Estate Group Inc.

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REALTOR® REVIEW

News & Notes - (Continued from page 5)

Several Honored at Awards Program - (Continued from page 5)

20, 25, 30 and 40 Year Members Recognized

NAR REALTOR® Emeritus Recognized

Congratulations to the following REALTORS® who have attained the 40-year NAR REALTOR® Emeritus status. They are listed, below:



Joseph Hurwitz
(Hurwitz Enterprises)



John W. Klemm
(Sangamon Realty)



Cindy Nagle
(The Real Estate Group Inc.)



Samuel Nichols
(NAI True)



Colleen Settles
(Grojean Real Estate)



30-year Members

Jackie Bellis	RE/MAX Professionals
Julia Benoit	Advantage Realty
Gary Farley	Century 21 Real Estate Assoc
Barbara Krueger	The Real Estate Group Inc.
Fritz Pfister	RE/MAX Professionals

40-year Members

Joseph Hurwitz	Hurwitz Enterprises
John Klemm	Sangamon Realty
Bill Lash	The Real Estate Group Inc.
Cindy Nagle	The Real Estate Group Inc.
Roger Nesch	Keller Williams Capital
Samuel Nichols	NAI True
Colleen Settles	Grojean Real Estate
Philip Stone	Century 21 Real Estate Assoc

50-year Member

John B. Clark	The Real Estate Group Inc.
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Several Named to CAR Honor Roll

In its second year, certain select members were again recognized for achieving the “CAR Honor Roll” which is an annual program. The overall intent of this program is to recognize both REALTOR® and Affiliate members who are well rounded in their support of the organization and involvement in the community. Both REALTORS® and Affiliates have the opportunity to earn this recognition by amassing the required number of points for their 2017 activities.

At least 90 points must be earned in five different categories for REALTORS® and 60 points in three different categories for Affiliates. Categories include REALTOR® activities, networking, education, community engagement and production. Congratulations to our 2017 class of CAR Honor Roll members.

REALTORS®

Gail Chevalier Zini
Ron Duff
Suzie Duff
Jane Locascio
Deb Sarsany

Affiliates

Jerry Boster
Brad Dyer
John Fidler
Cris Lust
Pat Quigley
Greg Tally



REALTOR® REVIEW

News & Notes - (Continued from page 6)

CAR Salutes 2018 Leadership Academy Graduates

The below individuals were recognized at the CAR Annual Awards program for their participation in the leadership building program and received a certificate of completion and pin from President-elect Jane Hay and Work Group Chair Susan Madison.

This year's Leadership Training Academy, which began in January of 2018 and concluded in April consisted of six half-day modules covering topic areas such as: Governmental Affairs & Advocacy; Public Speaking & Communications; Leadership Development; Association Governance & Management; and, Capitol Conference. The Capital Area REALTORS® established this popular leadership development program known as the CAR Leadership Academy in 2010. This unique educational opportunity is not only about making better REALTORS®, it is also about building our community and becoming successful leaders throughout life! Congratulations to all of the graduates.



2018 Leadership Academy Graduates:

Erika Bottoms	Chicago Title Insurance Co.
Rebecca Carver	Coldwell Banker Springfield
Susan Disco	The Real Estate Group
Janna Durkee	The Real Estate Group
Brenna Jeffers	RE/MAX Professionals
Jake Kindred	Diamond Star Residential Mortgage
Bridget Moore	Town & Country Mortgage, Inc.
Emily Rabin	RE/MAX Professionals
Zach Shaw	Mel Foster Co.
Lisa Smith	Bank of Springfield
Kelly Stotlar	The Real Estate Group
Noah Vaughn	Chicago Title Insurance Co.



If you are interested in enhancing your leadership skills we encourage you to become a candidate to participate in the 2019 CAR Leadership Academy please contact Dan Sale for more information. ❖

Member Appreciation Week (June 18th)

The Marketing & Member Services Committee of CAR extends an invitation to all CAR Members to join them for Member Appreciation week to be held the week of June 18th. Additional details will be forthcoming.



Past-president's Luncheon (June 21st)

As part of the Member Appreciation Week festivities, on Thursday, June 21st, CAR will be holding its Sixth Annual Past-president's Luncheon in honor of CAR's past-president's. Invitations will be forthcoming.



REALTOR® REVIEW

2018 Awards Program March 23, 2018 Donnie B's Comedy Club



REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

Governmental Affairs Update

On April 10th more than 700 REALTORS® from all parts of the state, including 25 CAR members, traveled to the State Capitol to show legislators the power of “R” and our commitment to preserving private property rights and protecting the real estate industry. Among some of the weightier issues discussed was a proposal to repeal the Rent Control Preemption Act (HB 2430) which Illinois REALTORS® (IR) is opposed to. Another measure (SB 3512) would go a step further and mandate rent control boards in all 102 counties in Illinois. HB 5543 and HJRCA 34, which IR opposes, would both seek to greatly expand Home Rule powers. IR also opposes HB 4760 which would provide for the sealing of court records regarding eviction actions, thereby preventing landlords from learning if prospective tenants have had eviction actions filed against them. IR supports HB 4634 which states that a local government may not conduct a physical inspection of residential property without the consent of the owner or occupant of a property. IR is supporting a myriad of bills that would seek to encourage consolidation of local units of government. ❖



VOTE



ACT



INVEST

**VISIT THE
REALTOR®
ACTION
CENTER
TO JOIN THE**



REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

CAR Sponsors

Diamond



Gold



Silver



Bronze



NAR Code of Ethics Training Due by Dec 31st



NAR's current Code of Ethics training policy states:

"REALTORS® are required to complete quadrennial ethics training of not less than two (2) hours and thirty (30) minutes of instructional time. REALTORS® completing such training during any four (4) year cycle shall not be required to complete additional ethics training in respect of this requirement as a requirement of membership in any other Board or Association.

Failure to complete the required periodic ethics training shall be considered a violation of a membership duty. Failure to meet the requirement will result in suspension of membership for the first two months (January and February) of the year following the end of any four (4) year cycle or until the requirement is met, whichever occurs sooner. On March 1 of that year, the membership of a member who is still suspended as of that date will be automatically terminated."

The current cycle ends December 31, 2018. This requirement also applies to appraisers who are REALTORS®.

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. Contact Kathy Nichelson at knichelson@caaronline.com for a convenient home study course. ❖

Illinois REALTORS® Conference & Expo 2018



CONFERENCE & EXPO 2018

Discover Your Wow Factor



KAREL MURRAY

Social Media Strategies



KATIE LANCE

Real Estate Compliance



KIM DAUGHERTY

Transaction Pitfalls



LYNN MADISON

Register at:

<http://www.illinoisrealtors.org/event/conference>

TECHNOLOGY/MLS CORNER

The Future of MLS in Central Illinois

RMLS Alliance Update - May 24th

In recent years the multiple listing service industry has taken off with MLS merger after MLS merger. Additionally, announcements of various collaborative efforts between MLSs continue to uptick at a rapid pace. As you are aware, CAR has been at the table with prospective MLS partners to design and shape the future of MLS in central Illinois and other areas. For a high level update on where we are at with these discussions we invite you to attend our May 24th MLS Breakfast. The breakfast will begin at 8:30 a.m. at Illini Country Club (1601 Illini Rd, Springfield). The cost to attend is \$10.00. To RSVP please call 217-698-7000 or email admin@caaronline.com by no later than May 21st. Walk-ins and no shows will be charged \$15. Special thanks to our event sponsor Chicago Title Insurance Co.



InnoVia Tip

Do you need additional InnoVia training?

Be sure to check out the InnoVia's Webinar and tutorial page at <https://www.getoffutt.com/Help/help3/training.htm> for a list of previously recorded webinars and video tutorials on several InnoVia topics shown below.

- Searching, Printing, Emailing, Used Checked
- Comprehensive CMA
- Prospect Manager & Buyer Match
- Map Based Searches & Custom Forms

In addition, check out the InnoVia Quick Tutorial videos at <https://www.getoffutt.com/pdfs/InnoVideos.html>. You'll find a collection of short tutorials on various basic topics covering the InnoVia MLS.



SentriLock Tip

How do you assign a lockbox to a listing?

There are 3 ways you can assign a lockbox to a listing:

1. You can use the **SentriCard® Utility** or the **REALTOR® Lockbox Website** to assign a lockbox to a listing.
2. You can use the keypad on the lockbox along with your SentriCard® to assign it to a listing.
3. You can use SentriSmart™ to assign the lockbox to a listing.

Using SentriSmart™:

After you have logged into SentriSmart™, use the following steps to assign a lockbox to a listing with SentriSmart™ on an Apple device:

1. Tap on the **Lockbox Tools** tab at the bottom of the application.
2. Tap on the lockbox serial number you want to assign to a listing address.
3. Tap on the **Assign to Property**
4. Choose a property from the **Properties** list.
5. Choose an **Assignment Date**.
6. Tap the **Assign to Property** button.
7. You will receive a message telling you the lockbox has been successfully assigned to the listing address.



Using the lockbox keypad:

1. Insert your SentriCard® into the lockbox. Press your **PIN + ENT**.
2. You can use either one of the following commands to assign a lockbox to a listing:
 - a. **FUNC+ 2 + MLS Number + ENT**
 - b. **FUNC+ 2 + Numeric Portion of the Listing's Address + ENT** (If you have a listing at 282 S. Main Street, you could enter **FUNC + 2 + 282 + ENT** to assign a lockbox to a listing)

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REALTOR® REVIEW

Local Market Update for March 2018

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



Capital Area Region

Single-Family Detached	March			Rolling 12 Months		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	482	426	- 11.6%	4,778	4,783	+ 0.1%
Pending Sales	360	387	+ 7.5%	3,490	3,569	+ 2.3%
Closed Sales	284	264	- 7.0%	3,515	3,525	+ 0.3%
Cumulative Days on Market Until Sale	106	108	+ 1.9%	85	81	- 4.7%
Median Sales Price*	\$125,450	\$116,750	- 6.9%	\$122,000	\$121,000	- 0.8%
Average Sales Price*	\$139,847	\$140,674	+ 0.6%	\$143,854	\$144,397	+ 0.4%
Percent of Original List Price Received*	93.1%	92.2%	- 1.0%	93.2%	93.0%	- 0.2%
Inventory of Homes for Sale	1,092	974	- 10.8%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

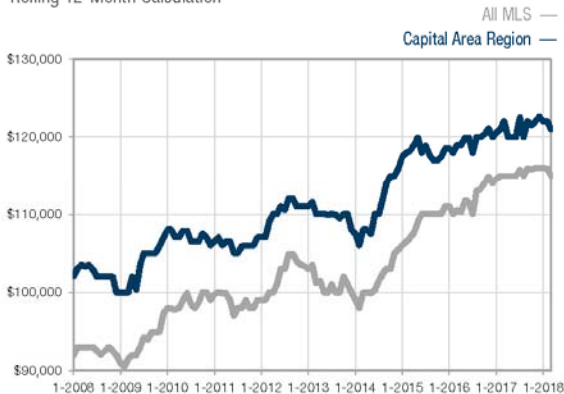
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	March			Rolling 12 Months		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	45	32	- 28.9%	408	450	+ 10.3%
Pending Sales	33	27	- 18.2%	316	352	+ 11.4%
Closed Sales	26	28	+ 7.7%	329	357	+ 8.5%
Cumulative Days on Market Until Sale	89	77	- 13.5%	88	79	- 10.2%
Median Sales Price*	\$109,250	\$134,000	+ 22.7%	\$135,000	\$135,000	0.0%
Average Sales Price*	\$114,773	\$145,116	+ 26.4%	\$138,878	\$135,408	- 2.5%
Percent of Original List Price Received*	91.5%	94.9%	+ 3.7%	94.0%	94.3%	+ 0.3%
Inventory of Homes for Sale	99	95	- 4.0%	--	--	--
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

* 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.

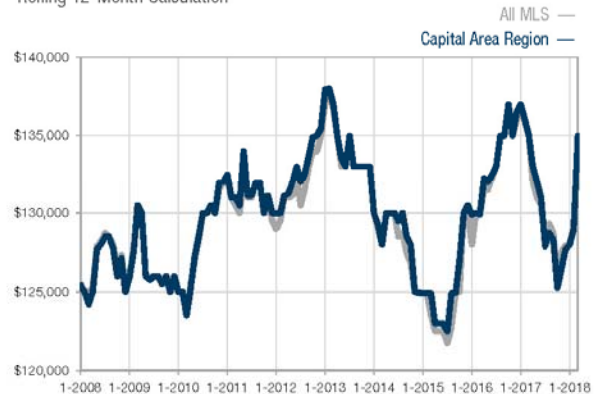
Median Sales Price - Single-Family Detached Properties

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 April 5, 2018. All data from Capital Area REALTORS® MLS. Report © 2018 ShowingTime.

REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

April CREN Luncheon

The next CREN luncheon is scheduled for April 24, 2018 with the guest speaker to be CEO Dan Sale who will provide an update on the regional MLS efforts and what it means for CREN. Special thanks to our sponsor United Community Bank.



CREN to Sponsor State of the City Luncheon

The Annual State of the City Luncheon, featuring Springfield Mayor Jim Langfelder, will be held on May 10, 2018. The event begins promptly at 11:30 a.m. and is slated to adjourn by 12:45 p.m. The Commercial Real Estate Network is the presenting sponsor for the 12th straight year.

Technology/MLS Corner - (Continued from page 11)

SentriLock Tip - (continued from page 11)

How do you assign a lockbox to a listing?

3. When you finish, renew your SentriCard® at a SentriCard® Reader to update the **SentriLock Server** with the listing and lockbox information.

Using the SentriCard® Utility or the REALTOR® Lockbox Website:

1. Use the **SentriCard® Utility** to log in to the **REALTOR® Lockbox Website**. Insert your SentriCard® into the SentriCard® Reader attached to your computer. The **SentriCard® Utility** will display the **Login**. The **SentriCard® Utility** will detect your ID and fill in the **SentriLock ID** field automatically. Enter your password in the **Password** field. Click **Login** to access the **Main Menu** window. Alternatively, you can access the **REALTOR® Lockbox Website** directly. To access the Website directly, use your Web browser to access <http://lockbox.sentrilock.com/lbs>. You will need your SentriLock ID and password to log in to the Website.
2. Click **My Lockboxes** or **Lockboxes**.
3. Click the serial number of a lockbox. You can use the **Search** bar to search for a specific lockbox.
4. From the **Edit Lockbox** window, click the **Select** button next to the **Listing**.
5. Use the **Select Listing** window to select the listing you'd like to assign to the lockbox you selected. You can use the **Search** bar to search for a specific listing. After you select a listing, click **OK**.
6. Click **Save Changes**. ❖

CREN Sponsors



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WEST CENTRAL CHAPTER

West Central Chapter Raises \$1,405 for Cremation Assistance Foundation

Capital Area REALTORS® West Central Chapter would like to thank everyone who participated in our Music Trivia Night to benefit our Charity of Choice the Cremation Assistance Foundation. Special thanks to Dena Turner for providing the funds for J&J Entertainment, Lindsey Hillary for coordinating the silent auction and Big Cat'z BBQ for the use of their event space.

Congratulations to Chapter President Tim Eagle and his table for winning the competition and a special thank you to his team for donating their winnings back to the cause. The silent auction raised \$475.00 while the total approximate funds raised for the Cremation Assistance Foundation was \$1,405.00.

Donations to Silent Auction:

Kristin Sullivan: Scentsy Basket

Sirloin Stockade: 2 Buffets

Coney Island: Tee Shirt

Cherry Street Restaurant: Tee Shirt & \$35.00 Gift Card

Sherwin Williams: Paint Supply Lot

Pet Supplies Plus: Dog Bag o' Goodies & Cat Bag o' Goodies

Hennenfent Graphics: 25% OFF Banner Up To 4X8

Iron Spike: Beer Glasses, Growler, \$15 Gift Card

Tompkins State Bank: Wine and Chocolate Basket

Save-A-Lot: \$20 Gift Card

Bean Hive: \$10 Gift Card

Wells Fargo: Gift Basket

Happy Joes: 5-\$5 Gift Cards

Perkins: 3 Free Pies

Kohl's Diamond Gallery: Diamond Earrings

Carpetland USA: 5x8 Area Rug

Arby's: 5-\$5 Gift Cards

Angela Roberts: Lottery Ticket Bouquet

Lindsey and Craig Hillery: "Love the Little Things" Picture Frame

McDonalds: Misc. Free Food Cards

THANK YOU!

REALTOR® REVIEW

Local Market Update for March 2018

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



West Central Region

Single-Family Detached	March			Rolling 12 Months		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	76	63	- 17.1%	739	744	+ 0.7%
Pending Sales	52	52	0.0%	539	542	+ 0.6%
Closed Sales	48	43	- 10.4%	546	546	0.0%
Cumulative Days on Market Until Sale	133	83	- 37.6%	105	102	- 2.9%
Median Sales Price*	\$77,750	\$78,504	+ 1.0%	\$75,000	\$79,000	+ 5.3%
Average Sales Price*	\$91,577	\$91,737	+ 0.2%	\$92,939	\$94,015	+ 1.2%
Percent of Original List Price Received*	90.2%	92.2%	+ 2.2%	90.5%	90.0%	- 0.6%
Inventory of Homes for Sale	204	204	0.0%	--	--	--
Months Supply of Inventory	4.5	4.5	0.0%	--	--	--

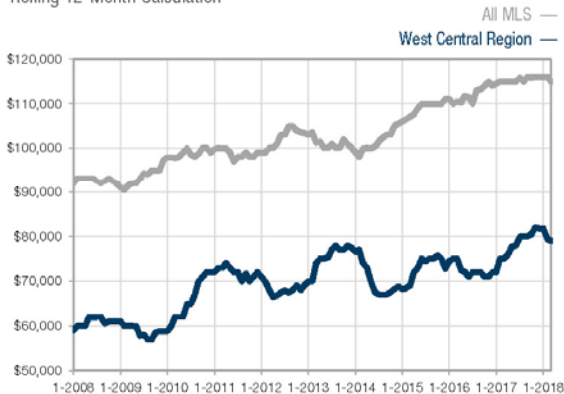
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	March			Rolling 12 Months		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	1	1	0.0%	8	9	+ 12.5%
Pending Sales	0	0	0.0%	3	5	+ 66.7%
Closed Sales	0	0	0.0%	3	5	+ 66.7%
Cumulative Days on Market Until Sale	--	--	--	38	164	+ 331.6%
Median Sales Price*	--	--	--	\$130,000	\$132,000	+ 1.5%
Average Sales Price*	--	--	--	\$134,000	\$128,800	- 3.9%
Percent of Original List Price Received*	--	--	--	97.7%	92.5%	- 5.3%
Inventory of Homes for Sale	4	6	+ 50.0%	--	--	--
Months Supply of Inventory	2.7	4.8	+ 77.8%	--	--	--

* 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.

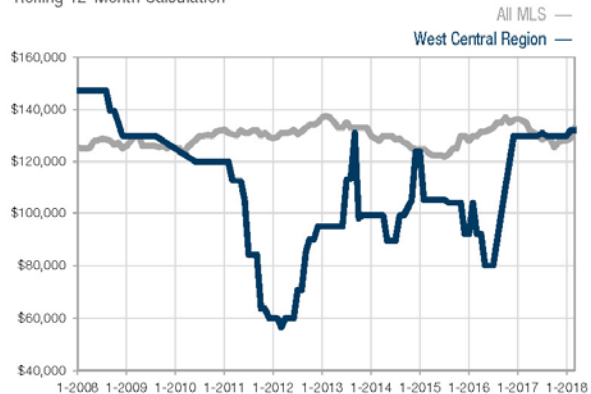
Median Sales Price - Single-Family Detached Properties

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 April 5, 2018. All data from Capital Area REALTORS® MLS. Report © 2018 ShowingTime.

REALTOR® REVIEW

AFFILIATE CORNER



April 12th Hot Topic Available on CAR Rewind

In case you were not able to join us for the very informational Hot Topic presentation by Suzie Thackson, Community Investment Officer with the Federal Home Loan Bank of Chicago we have video taped and archived it for you in the member's area of www.seehouses.com at <https://tinyurl.com/y7ztu42> (login required). ❖



SPONSOR CORNER

This CAR "Sponsor Corner" section is available to all sponsors to promote an upcoming event one time per year. We are also happy to promote the event in our e-bulletin as well with a link to your event flyer/info. This is all subject to timing and it is suggested that for the best results you contact us a minimum of 45 days prior to your event. This will ensure that we can afford you the best possible exposure. "Promotion requests" should be sent to knichelson@caaronline.com. Please feel free to direct any questions regarding this to my attention or Kathy Nichelson's attention.



SPOTLIGHT

Break For Hot Topics "Show Me the Money!"



Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from CAR's 2009 Golf Outing at Edgewood Golf Course.

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

(Left to right: REALTORS® Cody Huson, Krystal Buscher, President Jane Hay and Jeff Stell)



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®

Jennifer Whiteside-Fielder Beyond Excellence, LLC

REALTORS®

Kori Jensen Century 21 Tucker Swanson
Austin King-Gross CENTURY 21 Tucker Swanson, Inc.
Nora Pollard NAI True
Curtis J. Rogers Whitetail Properties Real Estate, LLC
Trey Salinas The Real Estate Group, Inc.
Tyler Smith Garrison Group, Inc.

Full Affiliates

Drew Stevens National Bank of Petersburg

MLS Participation Only

Richard M. Goff Goff Real Estate & Appraisal

TRANSFERS

Welcome Home Realty

Terry Roth (*from Freedom Real Estate*)

RE/MAX Professionals

Andrew Kinney (*from Coldwell Banker Springfield*)

DROP:

REALTORS®: Catherine Beck, Brittney Dura, Erica Gunter, Andrianna Hughes, Linda Mahan, Scott Mapes, Billie Pencek, Melinda Sutton



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

2018 Leadership Academy

Session V - Local Government in Action



REALTOR® REVIEW

CALENDAR

AT A GLANCE

April

24	CREN Luncheon	11:30
30	Nominating Committee	1:30
	IDFPR's Broker Renewal Deadline	

May

1-3	IR Spring Conference	
4	MLS Committee	9:00
	Finance & Executive Comm	10:30
7	Governmental Affairs Comm	1:00
8	Board of Directors	9:00
9	WC Advisory Committee	9:00
	Member Services Committee	1:30
10	RPAC Major Investor Dinner	5:30
14-19	NAR Meetings (DC)	
22	CREN Luncheon	11:30
	Forms Committee	1:30
24	MLS Breakfast	8:30
28	Memorial Day - Assoc Offices Closed	

June

5-7	IR Meetings	
8	MLS Committee	9:00
	Finance & Executive Comm	10:30
	Governmental Affairs Comm	1:00
11	CAR Golf Outing	11:30
12	Board of Directors	9:00
13	WC Advisory Committee	9:00
14	Broker Outreach	10:00
18-21	Member Appreciation Week	
20	Break for Hot Topics	11:00
21	Past Presidents' Luncheon	11:30
22	Broker Outreach	10:00

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS



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>)

- State of the City Luncheon

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

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