

REALTOR® REVIEW

Volume 21, Edition 242

July 2016

Presidential Advisory Group Formed

President Kristie DeBrun has formed a Farm and Recreational Land Sales Presidential Advisory Group (PAG). This effort was being undertaken in recognition of the small but growing segment of CAR's membership that engage in the practice of Farm and/or Recreational Land Sales. The general purpose of this PAG is to bring together those who predominantly engage in Farm and/or Recreational Land brokerage and for the purpose of discussing the unique business needs of this specialty area. This includes but is not limited to the areas of MLS, education, forms and contracts, etc. Further, to identify what, if any, opportunities there might be for CAR to assist in fulfilling those business needs. The intent would be for an initial meeting to discuss. Whether there would be additional meetings would be up to the PAG to decide.



Need Inventory? Try This!

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

Most areas of the country are experiencing a shortage of listings, more buyers than sellers and multiple offers. In some markets, the pushing and shoving are so intense it's being called a "Mosh Pit Market." The companies with the listings are controlling the market. How do you help your team generate more listings?

In surveying top listing Ninjas, we find that many of them are listing more properties than ever. How do they do it? Here are three of their top strategies:

1. Bring you're a Game. In a hot seller's market, the temptation is to cheap out. Why invest any money in professional photography, brochures, staging or pre-inspections? This house will sell in 72 hours with multiple offers. This is a short-sighted approach.



Top listing real estate professionals have a mind set that "my next listing is embedded in this listing." They know that 65 percent of the buyers coming through that house will have a house to sell. They know that curious neighbors will also come through.

When the buyers (sellers) and curious neighbors (sellers) see a beautifully staged home, professional color brochures, a wonderful counter display with all the information on the home, and a contract writing kit, what do they think? Wow! This home is a cream puff and this listing sale professional is a pro. I like how they market. When I sell, I want to list with them. Because the real estate professional brought her A Game, she generated her next listing(s) from this listing.

(Continued on page 2)



In This Issue

- News & Notes, pp. 2-4
- Technology/MLS Corner, pp. 5-8
- Affiliate Corner, pp. 9-10
- Professional Development, p. 10
- CREN, p. 10
- West Central Chapter, pp. 11-12
- Governmental Affairs, p. 13
- Membership, p. 15



Capital Area REALTORS®

MISSION

The Capital Area REALTORS® helps its members maintain the highest standards of professionalism and achieve the highest levels of success.

NOTICE

Under the long established policy of the Capital Area REALTORS®, IAR and NAR:

1. The broker's compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and the client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.

2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

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REALTOR® REVIEW

NEWS & NOTES

Need Inventory?... (Continued from page 1)

2. Dog Days. The opposite of a cream puff is a dog. This is a property that has always been hard to sell. Maybe it's on a busy street, has an obsolete floor plan, is in poor condition—or all three. In a normal market, this property has been nearly impossible to sell. However, anything will sell in the "Mosh Pit Market!" Top listing real estate professionals are calling these sellers and letting them know, "If you have ever wanted to unload that dog, your time is now!"

3. Buyers are sellers. Sixty-five percent of buyers have a house to sell. When they buy, they generate a listing. What if they are afraid to put their house on the market because they are worried it will sell quickly, and they won't be able to buy another home? Legitimate concern.

Ask this question, "With perhaps the lowest interest rates in your lifetime, are you living in the home of your dreams?" Follow up with, "If you could wave a magic wand and live in your dream home, describe it to me." Rehearse these questions at a sales meeting and see how it feels when you are the buyer/seller. Discuss how, with the low interest rates; they could be living in that home today. How do they do it?

In most markets, prices have risen dramatically in the past three years. In our market, the average home price has gone up over \$100,000. In our market, sellers who put 20 percent down three years ago have seen their equities double or even triple. Most have equity again—big equity in many cases. What about refinancing, pulling money out of their current house, and using that money as a down payment on their dream home?

This strategy isn't for everyone. They run the risk of owning two homes for a while. However, if they're in a hot seller's market, the risks are minimized, especially if they are moving up. In most markets, the hottest segments are the lower and mid-price points. The higher price points tend to be slower markets. If that is the case, they can buy in a slower market segment and sell in a hotter one. Again, this is not for everyone, but top real estate professionals are presenting the idea to their clients and letting their clients decide.

Real estate is like a game of monopoly. Control the board, and you control the game. The way we control the board in real estate is with listings. It's also how we thrive in the Mosh Pit.?

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



News & Notes - (Continued from page 2)

Nominating Report

In accordance with the CAR's Bylaws the Nominating Committee submits and recommends to you the following slate of persons for election as officers and directors of the Association for the 2016/2017 year effective October 1, 2016. These nominations will be voted on at the Annual Business Meeting set for 11:30 a.m. September 20, 2016 at Scheels (3801 South MacArthur Blvd, Springfield).

The following individuals have been nominated to serve as officers of the Association:

* President	John Klemm	Sangamon Realty
President/Elect	Ed Mahoney	RE/MAX Professionals
Secretary/Treasurer	Kristie DeBrun	Campo Realty

** President-elect automatically becomes the President the following year.*

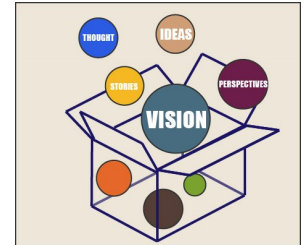
The following individuals have been nominated as At-Large Directors of the Association for three-year terms beginning October 1, 2016:

Ron Duff	RE/MAX Professionals
Jim Fulgenzi	RE/MAX Professionals
Jami Winchester	The Real Estate Group

(Download the full report attached to this month's REALTOR® Review)

Annual Meeting at Scheels September 20th

Please join us for CAR's Annual Business meeting on September 20th. President Kristie DeBrun will review some of the highlights for the year, recognize his Committee leadership and present some special recognition awards as well. Special guest will be Kreg Allison, Director, Division of Real Estate (IDFPR). This event will also include the election of officers and directors for 2017 as well as a membership vote on certain bylaw changes to be announced shortly. The Annual Business Meeting will be held at Scheels (3801 South MacArthur Blvd, Springfield) on September 20th beginning at 11:30 a.m. with lunch. The cost to attend this event is \$12.00. RSVP's are required. Please RSVP to admin@caaronline.com or 698-7000 by no later than 5:00 p.m. on September 16th. ❖



Planning Meeting for Officers and Directors (Sept 16th)

A planning meeting for 2017 Officers and Directors will be held at 9:00 a.m. on September 16th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Organizational Meeting for Chairs & Vice Chairs (Sept 16th)

An organizational meeting for 2017 Committee Chairs, Vice Chairs and Officers will be held at 10:30 a.m. on September 16th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



REALTOR® REVIEW

News & Notes - (Continued from page 3)

2016/2017 Committee Appointments

Thank you to the many individuals who submitted volunteer forms to serve on new Committees which will take effect October 1, 2016. Committee appointments will be made later this month and announced sometime in August.



2017 Dues Investment Reminder

You should have received your 2017 membership dues invoice by now. If you haven't received yours contact Diane Ahern at dahern@caaronline.com. Please note that your investment will be due by August 1, 2016.

(Note: West Central Chapter members and former members of the Jacksonville Area Association of REALTORS® dues will be invoiced later this summer and due November 1st, 2016)

Save the Date: 2017 Installation Celebration

Mark your calendars for CAR's 2017 Installation Celebration! Set for the evening of Thursday, September 29th at the Illinois REALTORS® building. Additional details will be forthcoming in the near future. John Klemm of Sangamon Realty, will be installed as CAR's 2017 President. Other officers and incoming members of CAR's Board of Directors will also be honored at Installation. We hope you will mark your calendars to attend this annual event! ❖



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TECHNOLOGY/MLS CORNER

MARIS Approves Data Share

The Mid-America Regional Information Service (MARIS) in St. Louis recently approved the establishment of a data share with the Capital Area REALTORS® Multiple Listing Service as well as a reciprocal listing program. We do not have a timetable for the establishment of this but we will work to implement as soon as possible. This will facilitate cooperation in overlapping market areas to the south.



Notice of Proposed MLS Rule Change

A meeting of MLS Participants will be scheduled for July 12, 2016 at 8:15 a.m. for the purpose of voting on two proposed changes to Section IV (Listing Procedures) of the MLS rules. MLS Participants (i.e., managing brokers) will receive a meeting notice and details very shortly. The first change would modify subparagraph F(3) (Listing Reporting Requirements) to require a photo of all residential, income and commercial property listings no later than 48-hours after the date of the listing entry. The current rule allows up to ten (10) days for a photo. Commercial property without buildings is exempt. The second change would modify subparagraph G(2) (Property Listing Status Changes) to require final closing of sales (including sale price information) or lease information be reported to the Multiple Listing Service by the listing broker within three (3) business days after they have occurred. The current policy allows up to seven (7) calendar days. The reporting time-frame is being sped up to enhance the accuracy of the new 10K research reports.

(Note: The first measure regarding photo submission was tabled while the second measure regarding closing of sales was approved and is effective immediately)

ShowingTime Management

Total # of showings managed: 6,541 (showings)



Average response time: 9 (seconds)

- # of listings managed by ShowingTime: 2,431 (listings)

- # of listings with 1 or more showings: 1,566 (listings)

of showings submitted online: 4,731 (showings)

% of showings submitted online: 72%

of showings scheduled using ShowingCart system: 574 (showings)

% of showings scheduled using ShowingCart system: 9%

% of feedback completed: 75%

% of listings configured for electronic seller confirmation: 82% ❖



Superintendent Gill to Speak at July 19th Breakfast

We are please to share with you that the guest speaker for our July 19th MLS Breakfast will be District 186 Superintendent of Schools Jennifer Gill. Additionally, at this breakfast CAR's Community Service Committee will present a check for over \$17,000 to the Refuge Ranch. Also, the Government Affairs Committee will hold the drawing for its RPAC raffle. Special thanks to our sponsor CEFCU.



Technology/MIS Corner - (Continued from page 5)

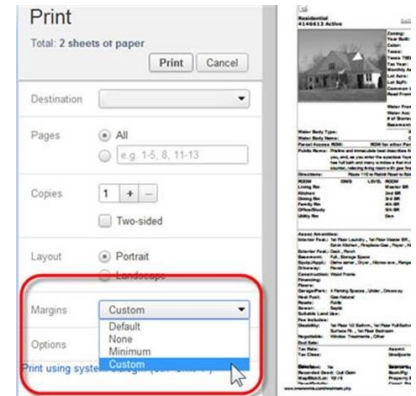
Printing a Display on One Page

If you are having trouble printing on one page, you may need to adjust the print margins in your browser. How to do this differs depending on which browser you are using.

Chrome Settings - Adjust Print Margins - Follow these steps:

1. From the Print dialog window (after clicking the Print button in InnoVia), find the Margins setting. **(Example 1)**
2. The options are: *Default, None, Minimum, and Custom.* **(Example 2)**

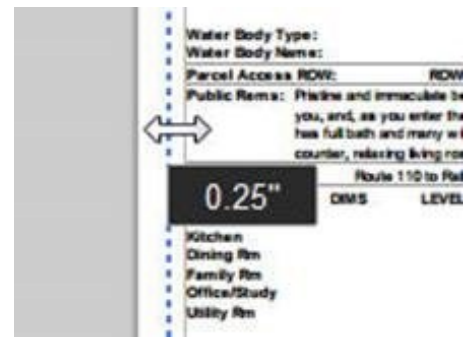
(Choose *Custom* to manually enter your own margins. You can drag the dotted margin lines on the right, or you can manually enter the value in inches. The lower the setting, the more will fit on one page.)



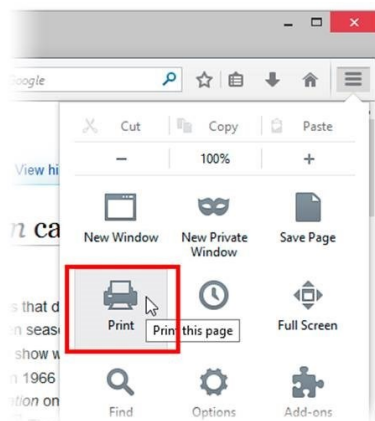
(Example 1)

Check Firefox page settings - If the displays print on two pages in Firefox:

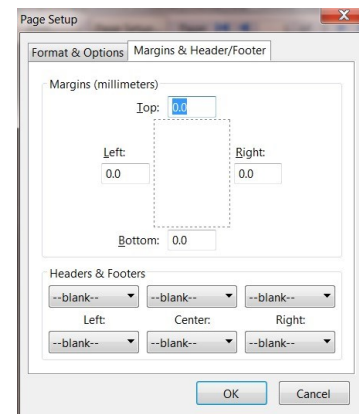
1. Click the menu button and select Print. The print preview window will appear. **(Example 3)**
2. In the print preview window, make sure Scale is set to Shrink To Fit.
3. Make sure the Portrait orientation is set.
4. Click Page Setup. The Page Setup window will appear.
5. In the Page Setup window, click the Margins & Header/Footer tab.
6. In the Margins section, make sure the page margins (top, bottom, left & right) are set correctly (0.0 in) and all header & footer fields are set to "blank" **(Example 4)**
7. Click OK to close the Page Setup window and return to the Print Preview window. ❖



(Example 2)



(Example 3)



(Example 4)

Technology/MIS Corner - (Continued from page 6)

ShowingTime Appointment Scheduling Webinar Available

We are pleased to inform you that the initial training webinar that was held to introduce you to the ShowingTime Appointment Scheduling system is archived and available for you to view at: <http://tinyurl.com/h7wuo4y>.

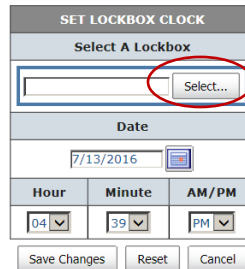
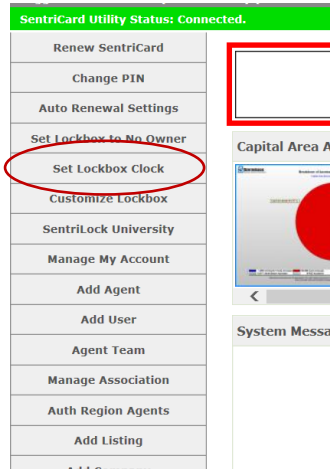
SentriLock Tip

Don't Miss a Showing. Make Sure Your Lockbox Clock is Set!

Have you recently put a new battery in a dead lockbox? If so, did you remember to reset the internal clock? If not, neither you nor any other agent will be able to access the key compartment until you do so. See below the simple instructions that will save you and your fellow REALTORS® valuable time.

Go to a card reader (with the lockbox or lockbox serial number). Place your card in the reader and enter your password. Click to login. Then:

1. On the left side of the homepage click "Set Lockbox Clock"
2. Click "Select" to choose the Lockbox Serial Number
3. Click the circle next to the serial number then click "Submit Changes"
4. You will see the current date and time.
 - If the lockbox is in your possession, click "Save Changes."
 - If the lockbox is out on a property, set the date & time *as close as possible* to when you can be at the box—and then click "Save Changes."
5. Upon completion (wait for the red bar at the top of the screen to turn green) you will be prompted to remove your card and place it in the lockbox. The date/time stamp will not take effect until your card is placed in the lockbox.
6. Try to open the key compartment. If you get an error light, either the date/time stamp was not done properly—or you may have another problem. Call SentriLock Support (877-736-8745) for troubleshooting help. ❖



ShowingTime 10K Market Stats Reports Webinar Available

Data Tools to Analyze Local Trends Quickly
Last month we announced that we have partnered with ShowingTime to provide you with elegant and easy-to-use stats in a new suite of market reports and interactive tools – **Infosparks, Faststats, Local Market Updates and Monthly Indicators**. A separate email was recently that outlined these new tools which should go a long way toward a broader understanding of the prevailing trends in our local housing market. You can access these tools by logging into the Clarity single sign-on portal. Look for the "InfoSparks" link (see above illustration). To access the archived informational webinar on this new service go to: <http://tinyurl.com/h7wuo4y>.



REALTOR® REVIEW

Local Market Update for June 2016

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



Capital Area Region

Single-Family Detached	June			Rolling 12 Months		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	524	498	- 5.0%	4,689	4,646	- 0.9%
Pending Sales	358	313	- 12.6%	3,459	3,428	- 0.9%
Closed Sales	408	367	- 10.0%	3,380	3,449	+ 2.0%
Cumulative Days on Market Until Sale	73	79	+ 8.2%	89	76	- 14.6%
Median Sales Price*	\$128,000	\$129,900	+ 1.5%	\$117,500	\$119,900	+ 2.0%
Average Sales Price*	\$148,859	\$162,580	+ 9.2%	\$138,655	\$144,627	+ 4.3%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.5%	92.5%	93.0%	+ 0.5%
Inventory of Homes for Sale	1,353	1,233	- 8.9%	--	--	--
Months Supply of Inventory	4.7	4.3	- 8.5%	--	--	--

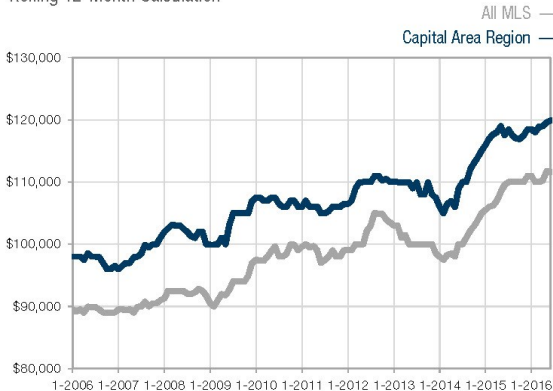
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	June			Rolling 12 Months		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	41	54	+ 31.7%	391	429	+ 9.7%
Pending Sales	29	31	+ 6.9%	306	329	+ 7.5%
Closed Sales	38	35	- 7.9%	307	325	+ 5.9%
Cumulative Days on Market Until Sale	58	72	+ 24.1%	82	89	+ 8.5%
Median Sales Price*	\$143,750	\$156,000	+ 8.5%	\$122,500	\$131,000	+ 6.9%
Average Sales Price*	\$139,853	\$152,333	+ 8.9%	\$127,522	\$135,024	+ 5.9%
Percent of Original List Price Received*	94.3%	94.6%	+ 0.3%	92.7%	94.0%	+ 1.4%
Inventory of Homes for Sale	109	108	- 0.9%	--	--	--
Months Supply of Inventory	4.3	3.9	- 9.3%	--	--	--

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

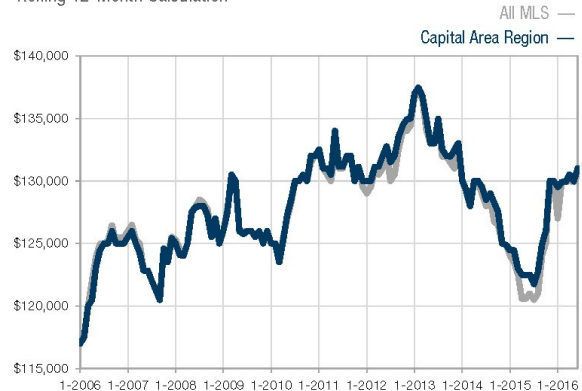
Median Sales Price - Single-Family Detached Properties

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 July 5, 2016. All data from Capital Area REALTORS® MLS. Report © 2016 ShowingTime.

REALTOR® REVIEW

AFFILIATE CORNER

Call for Action on H.R. 3700

It is Not Too Late to Take Action

Take action and urge the Senate to follow the House's lead by passing H.R. 3700, the "Housing Opportunity Through Modernization Act of 2016." The bill makes needed reforms to the FHA condominium loan program, federal assisted housing programs and Rural Housing Service loan programs. Access Call for Action here: <http://tinyurl.com/jmbdmo4>.



Break-for-Hot-Topic 2016 Program Schedule

The REALTOR® and Affiliate Committee has a number of "Hot Topic" seminars remaining for 2016. All of these events are held at the association office. Below is a listing of dates and topic areas.

- July 26th (9:00 a.m.) -- Lake Leases (Lake Springfield, Lake Petersburg & Sunset Lake)
- August 25th (9:00 a.m.) -- Home Inspection Issues
- October 12th (9:00 a.m.) -- Emerging Issues (Note: Date change)



What You Need to Know When Selling Lake Properties

July 26th Hot Topic

The REALTOR® and Affiliate Committee is planning a very informational panel discussion including representatives from Lake Springfield, Lake Petersburg and Sunset Lake (near Girard). Come and learn those critical steps involved in the sale of these unique properties. Speakers include: Jean Reno and Steve Frank representing Lake Springfield and Mary Kay Mace and Vicki O'Shana from Lake Petersburg. A speaker on Sunset Lake is being sought as well. Special thanks to our sponsor Town and Country Banc Mortgage Services, Inc. ❖

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*Offer available for a limited time for qualified CEFCU members in good standing who use a CEFCU Checking account and are purchasing or building their first home or haven't owned a home in the last three years. Select, third-party fees paid by CEFCU include: appraisal, credit report, flood determination, tax service fee, title company closing fee, and recording fee. Fees CEFCU will not cover and which must be paid by the borrower include, but are not limited to: taxes, private mortgage insurance (PMI), prepaid mortgage interest and/or insurance costs, discount points, attorney or title company fees not listed above, and interest rate relock fees. Offer is not available for loans used to purchase a second home, investment home, or non-owner-occupied home or to refinance or modify an existing loan. Contact CEFCU for complete details.

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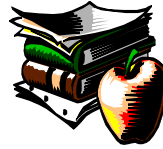
REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

ICAP Seminar to offer Appraiser CE

July 18th in Springfield

CAR President Kristie DeBrun and CAR MLS Director Cathy Wagner, will present on "Making Your MLS Work for You" at the July 18th Illinois Coalition of Appraisal Professionals (ICAP) seminar in Springfield. The all-day event will feature several other speakers and will provide 7 hours of approved CE credit. For details go to: <http://eepurl.com/b5QNb1>.



COMMERCIAL REAL ESTATE NETWORK

July CREN Luncheon

The next CREN Luncheon is scheduled for July 19, 2016 with Cathy Wagner, as guest speaker. Special thanks to Bank & Trust, our sponsor for the luncheon. To RSVP email admin@caaronline.com or call 217-698-7000.



Affiliate Corner - (Continued from page 9)

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. ❖

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 2005 Golf Outing at Piper Glen Golf Club. If you have an old picture or comment about a picture please share with us.



(Left to right: Patrick Grady & Betty Grady)

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REALTOR® REVIEW

WEST CENTRAL CHAPTER

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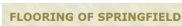
Gold



Silver



Bronze



Chapter Annual Meeting Set

The West Central Chapter will hold its Annual Meeting on August 10, 2016 at 11:00, Galesburg Public Library. Lunch will be from Landmark Café and the cost is \$12.00. In addition to chapter updates a Chapter President-elect will be voted on for the period October 1, 2016 - September 30, 2017. If you would like to learn more or like to be considered for Chapter President-elect please contact Chapter President Jackie Turner (Mel Foster) at 309-343-6168 for details. Immediately following the Annual Meeting MLS Director Cathy Wagner will provide updates on exciting new MLS services available, including ShowingTime Appointment Scheduling as well as ShowingTime 10K Market Trend Analytics. Please RSVP to westcentral@caaronline.com or call 309-342-6225 by noon on August 8th.

Proposed Bylaws Change

At the request of the West Central Chapter a proposed change is being made to Article XXIII of the CAR bylaws as indicated below. This proposed change will be voted on at the September 20th Annual Meeting of CAR to be held at Scheels in Springfield. Meeting details to come at a later date.

ARTICLE XXIII - WEST CENTRAL CHAPTER

*Section 6. Meetings. The Chapter shall meet at least **quarterly monthly** at such place within the Chapter Territory and at such time as shall be designated by the Chapter President, subject to approval by the Association President. A quorum for the transaction of any Chapter business shall consist of 25% of the Chapter REALTOR® members as defined in Article V Section (1)(a) and who are in good standing with the association. Any action in the form of a recommendation to the Association's Board of Directors may be taken upon the affirmative vote of a majority of the REALTOR® members present at a meeting at which a quorum is present.*

West Central Member Appreciation Day

July 27th

Plan to attend West Central Chapter's Member Appreciation event on July 27th from 8:30 a.m. - 12:30p.m. at the Chapter office located at 975 N. Henderson, Suite 4, Galesburg. Juice, coffee and donuts will be served. REALTORS® and Affiliates are invited to take advantage of this opportunity to stop by, visit and reconnect with one another. Please RSVP to WestCentral@caaronline.com or call 309-342-6225. RSVPs are appreciated but not required. ❖

Member
Appreciation

West Central Chapter Calendar

July

27 Member Appreciation Day.... 8:30 a.m.- 12:00 p.m.

August

1 Advisory Committee 9:00 a.m.

10 Annual Meeting 11:00 a.m.

REALTOR® REVIEW

Local Market Update for June 2016

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



West Central Region

Single-Family Detached	June			Rolling 12 Months		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
Key Metrics						
New Listings	72	85	+ 18.1%	818	719	- 12.1%
Pending Sales	53	33	- 37.7%	557	500	- 10.2%
Closed Sales	51	65	+ 27.5%	554	530	- 4.3%
Cumulative Days on Market Until Sale	71	73	+ 2.8%	82	91	+ 11.0%
Median Sales Price*	\$88,750	\$72,500	- 18.3%	\$75,000	\$71,000	- 5.3%
Average Sales Price*	\$127,061	\$99,110	- 22.0%	\$94,916	\$88,608	- 6.6%
Percent of Original List Price Received*	89.8%	91.1%	+ 1.4%	88.9%	89.3%	+ 0.4%
Inventory of Homes for Sale	258	249	- 3.5%	--	--	--
Months Supply of Inventory	5.6	6.0	+ 7.1%	--	--	--

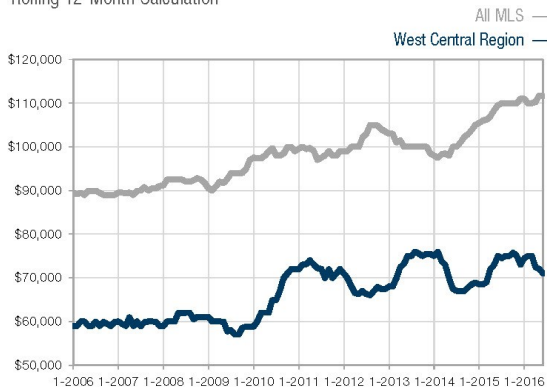
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	June			Rolling 12 Months		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
Key Metrics						
New Listings	1	1	0.0%	8	4	- 50.0%
Pending Sales	0	0	0.0%	5	1	- 80.0%
Closed Sales	0	0	0.0%	5	1	- 80.0%
Cumulative Days on Market Until Sale	--	--	--	37	48	+ 29.7%
Median Sales Price*	--	--	--	\$105,000	\$80,000	- 23.8%
Average Sales Price*	--	--	--	\$109,440	\$80,000	- 26.9%
Percent of Original List Price Received*	--	--	--	88.5%	100.1%	+ 13.1%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--

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

Median Sales Price - Single-Family Detached Properties

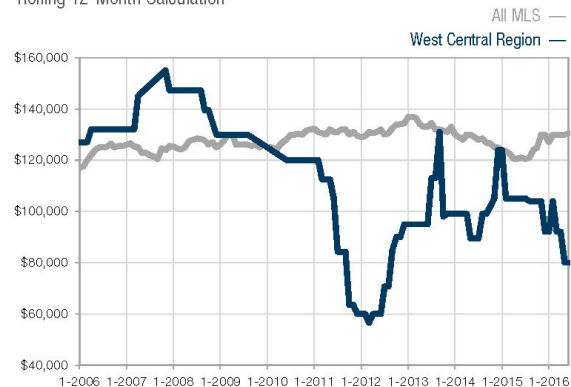
Rolling 12-Month Calculation



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.

Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



Current as of July 5, 2016. All data from Capital Area REALTORS® MLS. Report © 2016 ShowingTime.

GOVERNMENTAL AFFAIRS



Governmental Affairs Update

By Neil Malone, Governmental Affairs Director

What's RPAC done for you?

It may be tempting to look at the relative ease with which you can practice real estate in Illinois and assume that today's marketplace evolved naturally, that policy makers had your interests in mind all along. But that's just not so. Without your associations' efforts – local, state and national – you'd be inundated in ridiculous red tape and legal liability, and your customers and clients would have a steeper climb toward homeownership.

Go to http://www.illinoisrealtor.org/RPAC/what_is_law to see recent legislative wins.

(Source: <http://www.illinoisrealtor.org/rpac>)

Busy Summer Market: A Time to Think About RPAC

With the busy summer real estate season upon us, sometimes it is easy to take for granted the strength of the local market. It is understandable to concentrate on your business and to temporarily forget the countless decisions that are made at the federal, state, and local levels that can impact the real estate industry.

But with the November elections right around the corner, we are in a critical phase of our RPAC fundraising cycle. We need to make sure we have the funds to support pro-real estate candidates.

The REALTORS® Political Action Committee (RPAC) raises funds throughout the year from REALTORS® and Affiliates, and uses them to elect candidates who share our commitment to a strong and vibrant real estate economy. It is one of the largest and most successful bipartisan political action committees in the country. Decisions on whom to support are made by members who serve as RPAC Trustees, and are made based strictly on the candidates' position on real estate-related issues.



While contributions are voluntary (in conformance with elections law), we ask all members to consider making a minimum annual investment of \$20.

For our more successful members (who coincidentally have the most to lose if we are unsuccessful in electing pro-REALTOR® candidates) we have established our Major Investor Program. Our program has four levels of recognition: Sterling R (\$1,000), Crystal R (\$2,500), Golden R (\$5,000) or Platinum R (\$10,000). This year we will again be recognizing our Major Investors in a series of magazine ads. You may have seen our "Advocates for Real Estate" campaign in January in SO magazine, Springfield Scene, or the Springfield Business Journal. Please contact the CAR office if you would like to be included this year.

Finally, members who achieve an aggregate investment of \$25,000 or more are inducted into the RPAC Hall of Fame, and have their name added to the wall at the National Association of REALTORS® Headquarters in Washington, DC and inscribed on the recognition plaque at the headquarters of the Illinois REALTORS® in downtown Springfield. ❖

REALTOR® REVIEW

MEMBERSHIP NOTES

New Member Orientation

The new member orientation program is scheduled for Wednesday, July 20, 2016 from 1:00-5:00 p.m. and Thursday, July 21, 2016, from 8:30 a.m. - 5:00 p.m. All new REALTOR® members are required to complete this course. To register for this course call Kathy Nichelson at the Association at 698-7000.

New Members

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

Designated REALTORS®

Philip Chiles	Capital Area Real Estate
Jack Kelley	Keller Williams Realty Infinity
Linda L. Maier	The Real Estate Firm

REALTORS®

Alexandra Bates	RE/MAX Professionals
Kim Jasker	The Real Estate Group, Inc.
Justin Flanagan	The Real Estate Group, Inc.
Matthew Lightle	The Real Estate Group, Inc.
James Shuff III	The Real Estate Group, Inc.
David Turner	Steve Hill Realty

Full Affiliates

Maggie Bilows	Maggie Bilows
Nicholas Broyles	Technic Home Inspection
William Earl	Inspection-Pro
Robert F. Meyer	Meyer Inspections/Radon Mitigation
Robert G. Tregoning	Island Bay Yacht Club
Teri Whitfield	City of Springfield Planning & Economic Development

Local Affiliates

Jamie Graff	Virtual Impressions
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TRANSFERS

RE/MAX Preferred Properties
Zack Thiel (from) Jack Thiel Realty

DROP:

REALTORS®:

Jeff Duval, Laura Kruse, Keri Selinger

West Central Chapter:

Robert Westfall



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

REALTOR® REVIEW

CALENDAR

AT A GLANCE

July

19	MLS Breakfast	8:30
	CREN Luncheon	11:30
20	New Member Orientation	1:00
	Cont. ETH 1518	2:00-5:00
21	New Member Orientation	8:30-5:00
25	Forms Committee	1:30
26	Break For Hot Topic	9:00
	CREN Committee	11:00
27	WC Member Appreciation	8:30-12:30
28	Member Services	1:00

August

1	WC Chapter Advisory Comm	9:00
	Governmental Affairs	1:00
3	President's Advisory Group	10:00
4	MLS Committee	9:00
	Finance & Exec Committees	10:30
9	Board of Directors	9:00
16	CREN Luncheon	11:30
25	Break For Hot Topic	9:00

September

2	Governmental Affairs	10:00
5	Labor Day - Assocs Closed	
8	MLS Committee	9:00
	Finance & Exec Committees	10:30
12	WC Chapter Advisory Comm	9:00
13	Board of Directors	9:00
14	CAR Tailgate Party	4:30-7:30
16	Board Planning Meeting	9:00
	Chair/Vice-chair Orientation	10:30
20	Annual Meeting	11:30
27	CREN Luncheon	11:30

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

Congratulations to Affiliate member **David Drennan** on his recent marriage.

CAR extends its deepest sympathies to the entire Grady Family and business associates on the recent loss of **REALTOR® Pat Grady**.

CAR extends its deepest sympathies to **Affiliate Amy Laughlin** on the recent loss of her father.

Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx> except as noted.

Inserts

- Break For Hot Topics
 - MLS Breakfast
 - Nominating Report
 - Monthly Indicators (<http://seehouses.com/AboutCAAR/NewsRoom/MarketTrends.aspx>)
 - *WC Chapter Annual Meeting
 - *WC Chapter Member Appreciation
- * (see <http://seehouses.com/MemberPortal/CentralChapter.aspx>)



Win St. Louis Weekend Getaway

The Government Affairs Committee is sponsoring an exciting raffle for RPAC. Prizes include:

1st - St. Louis Weekend Getaway
(baseball tickets and rock concerts)

2nd - One-year Dues (or \$562.00)

3rd - Choice of iWatch or Android Watch (up to \$400.00)



See flyer at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx> for additional information.

Disclosure: Contributions to RPAC are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. Up to thirty percent (30%) may be sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a. A copy of our report filed with the State Board of Elections is (or will be) available on the Board's official website www.elections.il.gov or for purchase from the State Board of Elections, Springfield, Illinois.