

REALTOR® Review

The Voice For Real Estate in the Capital Area

Andy Shaw to Speak at Annual Meeting

September 25th at Scheels

Andy Shaw is an award-winning Chicago journalist who spent 37 years covering local, state and national politics, business, education, and day-to-day news at the City News Bureau of Chicago, *Chicago Sun-Times*, NBC 5 and ABC 7. Shaw's coverage of President Obama's inauguration in January 2009 marked his final "official" report after 26 years as ABC 7's political reporter. Shaw joined the BGA in June 2009 as Executive Director. He was named President and CEO in 2011.



*Andy Shaw, President & CEO
Better Government Association*

The BGA works for integrity, transparency, and accountability in government by exposing corruption and inefficiency; identifying and advocating effective public policy; and engaging and mobilizing the electorate to achieve authentic and responsible reform. Special thanks to our event sponsor Marine Bank. The cost to attend this event is \$10.00. RSVP's are required. Please RSVP to admin@caaronline.com or 698-7000 by no later than 5:00 p.m. on September 22nd.

Real Estate Safety & Self Defense Seminar (Sept 10th)

September is REALTOR® Safety Month

In recognition of REALTOR® Safety month the Member Services Committee is offering a FREE Safety and Self-Defense Seminar to be taught by nationally acclaimed self-defense expert Joe Rosner. This program will help you put habits, tactics, and hardware between yourself and a criminal and dramatically reduce your odds of becoming a victim of violent crime. This Safety Program educates REALTORS® on how to be safer when showing properties to new clients, at open houses as well as avoiding and surviving the other dangers they face. This seminar is a powerful educational experience that combines audience participation, demonstration of simple, effective self-defense techniques, and personal safety tips.



Featured on radio, newspapers and magazines, Joe Rosner is a crime prevention and self-defense expert with military, law enforcement and professional bodyguard experience. You will enjoy his high-energy, the informal, personal presentation, punctuated with enough uncommonly known information to

keep you interested and involved. There is no charge to attend this seminar that is being hosted by the Member Services Committee. The program will be held on September 10, 2014 beginning at 1:30 p.m. RSVP to admin@caaronline.com or call 217/698-7000. Download the flyer at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx> for more information. ❖

September 2014
Volume 19, Edition 225

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MISSION

The Capital Area
Association of
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 Association of 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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Daniel R. Sale, CAE, RCE, e-PRO

NEWS & NOTES

CAAR's 5th Annual Tailgate Party (Sept 17th)

Featuring Dave Littrel

Please join your fellow REALTOR® and Affiliate members for fun, food and fellowship on September 17th for CAAR's 5th Annual Tailgate Party and Chili & Salsa Cook-off. This Member Services Committee hosted event will run from 4:30-7:30 p.m. and will be held in the association's front parking lot. In addition to the chili cook-off this year we have added a salsa cook-off as well. As in the past, this year's event is BYOB and will include chili cook-off, bags competition, washer toss and other fun games. Also, back by popular demand is music by Dave Littrel. The event will move inside if we experience inclement weather. Special thanks to our title sponsor **Heartland Credit Union**. Supporting sponsors are also being sought for a \$50 investment. Thank you to our supporting sponsor **Lincoln Square Apartments, Lincolnland Properties, Inc.** If interested in being a supporting sponsor call Cathy Wagner at 217-698-7000 or email cwagner@caaronline.com. Please RSVP for the event by calling 217.698.7000 or email admin@caaronline.com.



Chili and Salsa Cook-off

New Judging Process

Again this year, in concert with the Annual Tailgate Event, the Member Services Committee is planning a Chili and Salsa Cook-off. New this year is the Salsa Cook-off. This event isn't like other cook-offs in that there are a strict set of rules. In fact there really aren't ANY rules. It is, however, understood that you actually made the chili and/or salsa yourself (e.g., no Joe Rogers entries). In addition to adding Salsa to the event the Committee has decided to change the judging process. Individuals will vote for their favorite chili or salsa by stuff \$1 bills (or any denomination) into the respective canister. Each \$1 contribution will constitute a vote for that individual. The individual who generates the largest amount of money wins the competition. All money raised will be donated to the association's 2014 Charity of Choice the Boys and Girls Clubs of Central Illinois. Interested Chili and/or Salsa Cook-off participants should contact Cathy Wagner at 217.698.7000 or cwagner@caaronline.com to sign up.



Let's Move that Tree

2015 Installation Celebration

CAAR's 2015 Installation Celebration! Set for the evening of Thursday, October 2nd, this year's Installation will be held at the Illinois Association of REALTORS® building. Mike Buscher of the Real Estate Group, will be installed as CAAR's 2015 President. Other officers and incoming members of CAAR's Board of Directors will also be honored at Installation. Heavy hor's d'oeuvres will be provided by Nelson's Catering and there will be a cash bar. The cost to attend is \$34.00. Invitations will be in the mail shortly. To RSVP return the response card by September 26th or email admin@caaronline.com. We hope you will join your fellow REALTORS® and Affiliates to welcome in our 2015 leadership. ❖



News & Notes - (Continued from page 2)

Annual Meeting at Scheels September 25th

Please join us for CAAR's Annual Business meeting on September 25th for the Association's Annual Meeting. President Steve Myers will review some of the highlights for the year, recognize his Committee leadership and present some special recognition awards as well. This event will include the election of officers and directors for 2015. The Annual Business Meeting will be held at Scheels (3801 South MacArthur Blvd, Springfield) on September 25th beginning at 11:30 a.m. with lunch featuring mixed greens lightly tossed in vinegar & oil dressing, baked meat lasagna, garlic toast, green beans, assorted cookies & brownies & fudge display. The cost to attend this event is \$10.00. RSVP's are required. Please RSVP to admin@caaronline.com or 698-7000 by no later than 5:00 p.m. on September 22nd.



2015 ANNUAL BUSINESS MEETING

WHEN September 25, 2014 11:30 am – 1:00 pm

WHERE Scheels 3801 S MacArthur Blvd, Springfield

GUEST SPEAKER: Andy Shaw, President & CEO, Better Government Association (BGA)

Andy Shaw is an award-winning Chicago journalist who spent 37 years covering local, state and national politics, business, education, and day-to-day news at the City News Bureau of Chicago, Chicago Sun-Times, NBC 5 and ABC 7. Shaw's coverage of President Obama's inauguration in January 2009 marked his final "official" report after 28 years as ABC 7's political reporter. Shaw joined the BGA in June 2009 as Executive Director. He was named President and CEO in 2011.



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Please join us for CAAR's Annual Business Meeting. President Steve Myers will review some of the highlights for the year, recognize his committee leadership and present some special recognition awards as well. This event will include the election of officers and directors for 2015. Guest speaker will be Andy Shaw, President & CEO of the Better Government Association (BGA).

The cost to attend this luncheon is \$10.00. Reservations are required. Please RSVP by 5:00 p.m., on September 22, by calling 217.698.7000, emailing admin@caaronline.com or login to: https://mdweb.mmsi2.com/. No shows will be required to pay \$15.

Event Sponsored by:



Planning Meeting for Officers and Directors (Sept 19th)

A planning meeting for 2014 Officers and Directors will be held at 9:00 a.m. on September 19th at the CAAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Organizational Meeting for Chairs & Vice Chairs (Sept 19th)

An organizational meeting for 2015 Committee Chairs, Vice Chairs and Officers will be held at 10:30 a.m. on September 19th at the CAAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Election of 2015 Officers and Directors

September 25th Annual Meeting

This is to advise you that the election of Officers and Directors for 2015 will take place at the Association's Annual Meeting to be held on September 25, 2014 beginning at 11:30 a.m. at Scheels. You can view the report of the Nominating Committee at SeeHouses.com. Also, this year the association is introducing absentee voting. If you are unable to attend the Annual Meeting but would still like to cast a vote for 2015 Officers and Directors, you may request an absentee ballot, in writing, via fax (217-698-7009), email (info@caaronline.com), or postal mail (3149 Robbins Rd, Springfield, IL 62704. Requests must be made by 9:00 a.m. on September 18, 2014. Absentee ballots may be cast between 9:00 a.m. on September 18, 2014 and 11:30 a.m. on September 24, 2014. ❖

PROFESSIONAL DEVELOPMENT



Bloomington- Normal YPN Regional Retreat for RPAC on September 9th

Your Invited

The YPN of the Bloomington-Normal Association of REALTORS® has extended an invitation to the membership of the Capital Area Association of REALTORS® to attend their YPN Regional Retreat for RPAC to be held on September 9th from 4:30-7:00 p.m. at Lakeside Country Club in Bloomington. There is no charge to attend this FREE networking opportunity. REALTORS® from Peoria and Champaign have been invited as well! There will be food, drinks, live music, games (50/50 putting contest for RPAC), as well as an RPAC Auction. There will also be a 10-15 a fun presentation on their theme: Bad Real Estate Photos and How to Avoid Them! See attached flyer for more information.



Fall Continuing Education Schedule Now Available

CAAR has finalized the 2014 Fall CE schedule. The following courses will be offered under the IAR Sponsorship umbrella. Below is a summary listing of CAAR's 21014 Fall CE courses:

October 1, 2014 - Kerry Kidwell

9:00 -12:00 p.m. Core A: Quiz Me – License Law, Escrow, Fair Housing and Agency in a game format (3 Hrs. Core)

1:00 - 4:00 p.m. Core B - Just the Basics – The basics of Advertising, Agency, Anti-Trust & Fair Housing (3 Hrs. Core)

October 22, 2014 - Kerry Kidwell

2:00-5:00 p.m. ETH 1512 - Code of Ethics Overview (3 Hrs Elective)

October 28, 2014 - Kerry Kidwell

9:00 - 12:00 p.m. Core B - Disclose! Disclose! Disclose (3 Hrs. Core)

1:00-4:00 p.m. Property Management 101 (3 Hrs Elective)

November 4, 2014 - Markie Lemons Ryhal

9:00 - 12:00 p.m. COR 1650 - Core A: Fair Housing, Agency & Escrow – Will the Defendant Please Rise? (3 Hrs. Core)

1:00-4:00 p.m. Social Media Fair Housing, Legal Issues and License Law (3 Hrs Elective)

November 14, 2014^h - Patrick Daniels

9:00-12:00 p.m. ENV 1240 - Radon & Real Estate (3 Hrs Elective)

The Fall Continuing Education Calendar is available for download at <http://www.seehouses.com/MemberPortal/Calendar/EventFlyers.aspx>.



Illinois GRI Celebrates 50 Years! Earn Your Designation in Peoria

GRI is back at the Peoria Marriott Pere Marquette, Dec. 1-4. Get on the fast-track to GRI with our Course I equivalency & proficiency exam options. Register today for Course II, Course III, or the GRI Grad Course.

Homebuyer Education Classes

In conjunction with the Homeownership Coalition for People with Disabilities and TSP-Hope, Inc. the Capital Area Association of REALTORS® is pleased to co-sponsor the following:

October 18th - Credit & Budget Skills

October 25th - The Home Buying Process



RSVP Required - Call 217.522-7985 (ext. 114). ❖

AFFILIATE CORNER

SPONSOR CORNER

This CAAR "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.



Welcomes to Our New CAAR Sponsors

The Capital Area Association of REALTORS® would like to welcome **United Community Bank** and the **Wells Fargo** as its newest CAAR Sponsors.



Professional Development - (Continued from page 4)

CRS Course Offered "Working in the Cloud"

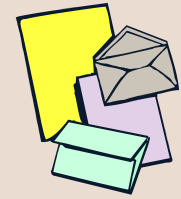
The Council of Residential Specialists is holding one of its most popular courses CRS Course "Working in the Cloud" on October 1, 2014 at the Capital Area Association of REALTORS®. Attendees will earning 3 Elective credits toward the CRS Designation. The course will be held from 9:00 a.m. - 12:00 p.m. with instructor Mark Porter. To register email administrator@illnolscrs.com, fax registration to 309.439.2004 or the Council of Residential Specialists at 309.579.2947. You do not have to be a CRS or even working toward the designation to attend. (See flyer insert for more details.)



CRS Awareness Week

September 8th-12th is CRS Awareness Week and the Council has several special things going on ... check the website at www.CRS.com and click the link to National CRS for detailed information about the free webinars being offered next week. There is a 30-minute webinar each afternoon, Monday through Thursday. Non-members can also view these webinars to give them a taste of CRS - you just have to register.

In addition, the Council is offering a \$25 discount to new members who join during the month of September (See coupon below). Members who have let their membership lapse can be reinstated at a discount of \$100 during the month of September (See coupon below). ❖



Newsletter Inserts

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

Inserts

- Tailgate Party
- Annual Meeting
- REALTOR® Safety Training Program
- Fall CE Schedule
- RPR Training
- B-N YPN Event
- CRS Course



TECHNOLOGY/MLS CORNER

CAAR Sponsors

Diamond



Gold



Silver



Bronze



It's LIVE!

Rental eXchange Launched

After much anticipation we are very pleased to announce the Rental eXchange was launched on September 3rd. Before you will be allowed to place inventory in this exchange your managing broker will need to have executed the new MLS Participation Agreement. Please verify this with your Managing Broker before submitting inventory. You will find all of the tools necessary to use this new property type in the Managing Broker Toolbox (login required): <http://www.seehouses.com/MemberPortal/REALTORToolbox/ManagingBrokerToolbox.aspx>.



Learn to Master RPR

Bringing REALTORS® to the Next Level

You will want to be sure and reserve September 23rd on your calendar for live classroom instruction on the REALTORS® Property Resource (RPR). Join instructor Kerry Kidwell from 9:00-10:00 a.m. for this "RPR Basics for Brokers" presentation. RSVP by email to admin@caaronline.com or via phone to 217-698.7000.



REALTOR® Domains Coming in October

Get ready to claim your REALTOR® domain name on the Internet. The National Association of REALTORS® announced that the new .REALTOR top-level domain will be available October 23rd to NAR members and the Canadian Real Estate Association. There are more than 1,900 new top-level domains being created on the Internet, such as ".car," ".music," and ".doctor." The launch of the .REALTOR domain will allow real estate professionals to brand themselves as a REALTOR®: JohnSmith.com can become JohnSmith.REALTOR. Learn more about the new .REALTOR domain at www.realtor.org.

(Reprinted from REALTOR® Magazine)

Create a Custom e-Hotsheet

- Go to the "Hotsheet" search screen in InnoVia and input the parameters (search criteria) for the hotsheet you would like to receive
- Do NOT put in an activity date (the system will assume that you want the previous day's events).
- Click the "Save Search" button on the left side of the screen.
- Give your custom hotsheet a name that you will recognize later if you need to modify it.
- At the bottom of the window, check the "email me" box.
- Click "OK"

Each morning you will now receive your custom hotsheet for the previous day, emailed to your inbox. ❖



Technology/MIS Corner - (Continued from page 6)

SentriLock Training Coming Sept 18th

SentriLock Customer Relationship Manager, Domonik James will be conducting two training classes (9:00 a.m.-10:30 a.m. and 11:00 a.m. -12:30 p.m.) at the CAAR office on Thursday, September 18, 2014. The first section of each class will cover basic SentriLock user training and will end with advanced user/office administrator training. All SentriLock users are welcome to attend the basic section only or the entire training session. See list of topics below. Please call CAAR at 217-698-7000 or email admin@caaronline.com to sign up.

Basic SentriLock Broker/ Office Administrator Training

- Installing/updating the SentriCard Utility
- Renewing Your SentriCard, Changing your PIN, Automatic Renewal Settings
- Navigating the SentriLock website
- Setting up My Account, My Preferences and Showing Notifications
- Default Lockbox Settings
- Lockbox custom modes
- Assigning the lockbox to a listing address
- 1 day Codes, Access Logs and Event Logs
- Adding a Team Member
- How to update the lockbox clock
- Using the power paddle
- Lockbox Best Practices
- REALTOR® Mobile Web Site SentriSmart App ❖



SentriSmart™ App to your Smartphone

Have You Arrived at a Showing Only to Realize Your SentriCard® is Expired or You forgot it at the Office??? No worries, you can open the lockbox if you have downloaded the SentriSmart™ App to your Smartphone!

Did you know that SentriLock offers an app for your smartphone that allows you to access a lockbox without the use of your SentriCard®? What if we told you that your SentriCard® doesn't need to be updated in order to use the app? This app is called SentriSmart™, and it is available in the Apple app store and on Google

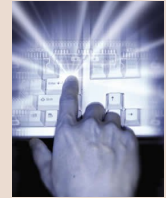
(Continued on page 8)

Secure SentriLock Access Made Easy!

Your New Personal Tool...
Introducing the
SentriSmart™ Mobile App

Available on the
App Store

ANDROID APP ON
Google play



New Technology Training Schedule Released

Take advantage of our FREE technology training sessions offered by MLS Director Cathy Wagner. There is no cost to attend but RSVP's are required.

InnoVia Overview

Sept 16, 9:00 - 11:00 a.m.
Oct 30, 9:00 - 11:00 a.m.
Dec 2, 9:00 - 11:00 a.m.

CMA 2.0

Oct 16, 9:00 - 10:00 a.m.
Nov 14, 9:00 - 10:00 a.m.

Prospecting Manager & Buyer Match

Oct 7, 9:00 - 10:00 a.m.
Nov 6, 9:00 - 10:00 a.m.

Authentisign

Sept 26, 9:00 - 10:00 a.m.
Oct 28, 9:00 - 10:00 a.m.
Nov 25, 9:00 - 10:00 a.m.

TransactionDesk Pro

Sept 30, 9:00 - 10:00 a.m.
Nov 4, 9:00 - 10:00 a.m.



COMMERCIAL REAL ESTATE NETWORK

September CREN Luncheon

The next luncheon is Tuesday, September 23, 2014 at 11:30 a.m. at the Association. CREN Luncheons are open ONLY to CREN members and Sponsors. Immediately following the luncheon Kerry Kidwell will offer a presentation on RPR for Commercial Practitioners from 12:30 - 1:30 p.m. Special thanks to our sponsor the Greater Springfield Chamber of Commerce.



CREN Sponsors



CREN Annual Networking Event (October 16th)

The Annual CREN Networking & Sponsor Appreciation Event is scheduled for October 16th from 5:00-7:30 p.m. at Boccardi's Italian Imports (3132 Cockrell Ln, Springfield). This event is by invitation only and is open to CREN Members, CREN Sponsors and CAAR Directors. RSVP to admin@caaronline.com by October 13th if you plan on attending.

Technology/MIS Corner - (Continued from page 7)

SentriSmart™ App - (Continued from page 7)

Play. This nifty new service is brought to you by your association's board of directors at no additional charge to you!

SentriSmart™ is a mobile application, allowing access to a lockbox key compartment with the use of a mobile access code instead of a SentriCard®. It also provides immediate showing notifications as soon as the showing agent generates a code. SentriSmart™ will still work if your card is expired. As long as your cell phone has a signal, the SentriSmart™ app can generate a mobile access code so that you can access the key compartment of a SentriLock lockbox.

When using SentriSmart™, please be aware that a showing notification is sent to the listing agent as soon as you generate a code. **If you generate a code just to see how it works, please use one of your own lockboxes to avoid falsely generating a showing notice.**

Once you have downloaded the app enter your SentriLock ID (4 digit member ID-CAAR) and your SentriLock password (this is the password you use when updating your card in the reader).

If you need any assistance, please feel free to contact Cathy Wagner @ 217-698-7000. ❖

MEMBERSHIP NOTES



Frequently Used Phone Numbers:

Capital Area Association of REALTORS®:

Phone: 217/698-7000
(centrex) 8000

Fax: 217/698-7009
(centrex) 8006

Websites:

www.SeeHouses.com
www.SeeBuildings.com

Illinois Association of REALTORS®

Phone: 217/529-2600
Fax: 217/529-3904

REALTOR®

Store: 800/529-2696
Member

Line: 800/752-3275
Website:

www.illinoisrealtor.org

National Association of REALTORS®

Phone: 312/329-8200
Fax: 312/329-8576

Website:

www.realtor.org

Office of Banks and Real Estate:

Phone: 217/782-3414

SentriLock:

Phone: 877/736-8745
support@sentrilock.com
<http://lockbox.sentrilock.com/>

MarketLinx:

Phone: 800/334-0831

New Members

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

REALTORS®

Shelly A. Burnett
Dominic Campo
Brenna Jeffers
Crystal Hayes
Denise Perry
Megan Pressnall
Tyler Sellens
Sonia Tankersley
Gail Wasmer

RE/MAX Professionals
Compo Realty, Inc.
RE/MAX Professionals
RE/MAX Professionals
RE/MAX Professionals
Grady REALTORS®, Inc.
Whitetail Properties Real Estate
The Real Estate Group
Prairie Property Solutions

Local Affiliates

Natalie Dodson
Candice Lovelace
William Townsend
Todd Weir
Todd Wood

Illinois National Bank
United Community Bank (CAAR Sponsor)
US Bank (CAAR Sponsor)
Illinois National Bank
United Community Bank (CAAR Sponsor)

DROPS:

REALTORS®: Julie Sires

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from the Oktoberfest in October of 1977. If you have an old picture or comment about a picture please share with us.

[Left to right:
REALTORS® Betty & Pat
Grady, ???]



Members enjoying themselves at the Oktoberfest. 10/7/77

CALENDAR

AT A GLANCE

September

9	Board of Directors	9:00
10	REALTOR® Safety Program	1:30
11	Forms Committee	1:30
16	InnoVia Overview	9:00-11:00
17	CAAR Tailgate party	4:30-7:30
18	SentriLock	9:00-10:30
	SentriLock	11:00-12:30
19	Board Planning Session	9:00
	Chair/Vice-chair Orientation	10:00
23	RPR Training (Residential)	9:00-10:00
	CREN Luncheon	11:30
	RPR Training (Commercial)	12:30-1:30
25	Annual Business Meeting	11:30
26	Authentisign Training	9:00-10:00
30	TransactionDesk Pro	9:00-10:00

October

1	4th Quarter MLS Fees Due	
	Cont. Ed. Core A	9:00-12:00
	Cont. Ed. Core B	1:00-4:00
2	Installation of Officers & Dir	5:30
6	Governmental Affairs	1:00
7	Prospecting Manager	9:00-10:00
9	MLS Committee	9:00
	Finance/Exec Committees	10:30
14	Board of Directors	9:00
16	CMA Training	9:00-10:00
16	CREN Reception	5:00-7:00
21	MLS Breakfast	8:30
	CREN Luncheon	11:30

REALTORS® IN FULL SWING!
REALTORS® CONFERENCE & EXPO
NOVEMBER 7-10, 2014
NEW ORLEANS
REGISTER TODAY!

NATIONAL ASSOCIATION of REALTORS®
REALTORS® Conference & Expo
Global Reach, Local Focus

What's the secret to earning more money in real estate? Attending the 2014 REALTORS® Conference & Expo, Nov. 7-10 in New Orleans, LA. Attendees make two times the average real estate income, so you'll be networking with some of the most successful pros in the industry! Register today at www.REALTOR.org/Conference.

*Capital Area
 Association of
 REALTORS®*

*3149 Robbins Rd.
 Springfield, IL
 62704*

*217/698-7000
 Fax: 217/698-7009*

www.SeeHouses.com

CAAR MONTHLY REPORT

Single Family Residential

Time Period	Aug 13	Aug 14	YTD 13	YTD 14
Listings Processed	544	457	4,049	3,803
Units Sold	420	365	2,535	2,487
Dollar Volume	54,686,609	55,850,224	330,380,414	342,709,388
Ave. Sale Price	130,206	153,014	130,328	137,800

All Property Classes

Time Period	Aug 13	Aug 14	YTD 13	YTD 14
Listings Processed	627	518	4,739	4,481
Units Sold	447	391	2,731	2,692
Dollar Volume	58,192,484	59,886,994	352,179,182	376,679,419