

REALTOR® REVIEW

Volume 22, Edition 253

July|August 2018

Sale to Step Down as REALTOR® CEO After 24 Years

Dan Sale will be leaving CAR after having led the association for more than 24 years, to start a new job in Missouri. Sale has accepted the position as CEO of the St. Louis REALTORS. Before he joined the CAR in 1994, Sale served as Legislative Analyst for the Illinois REALTORS. Prior to that, Sale worked for the Illinois Department of Professional Regulation.

Dan's leadership has been beneficial not only to the CAR but our community as a whole. We are disappointed to see him leave but support him in this new and exciting chapter in his career. Our association has benefited greatly under Dan's leadership. We appreciate his service to our organization and will long feel the positive impact of his accomplishments.



Daniel R. Sale
CAE, RCE, SPHR

Under Dan's leadership, the CAR created the first commercial information exchange in the state of Illinois, implemented a variety of real estate technology solutions which benefit REALTORS and area consumers, introduced numerous new membership programs, established a strong financial position, diversified its sources of income, expanded its footprint from 3 counties to 11 counties, and helped to create a regional multiple listing service that covers 61 counties in Illinois and Iowa.

Despite this departure, the CAR is well positioned for the future. It is financially strong, has a committed board and a knowledgeable staff, and will continue to be a strong advocate for REALTORS and private property owners. We wish Dan the very best in his new endeavor.

Please join us in wishing Dan well at a farewell reception Monday, August 13th, from 5:30-7:30 p.m. at the Illinois REALTORS. Registrations are appreciated via the email invitation that has already been sent.❖



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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®, IR and NAR:

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

OFFICERS

President

Ed Mahoney, ABR

President Elect

Jane Hay, GRI, SRS

Secretary/Treasurer

Suzie Duff, ABR, CRS, GRI

DIRECTORS

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Daniel R. Sale, CAE,
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REALTOR® REVIEW

NEWS & NOTES

Are We Picking Convenience Over Security?

How to protect your brokerage from cybercrime



By Nikki Lindholm, Content Marketing & Social Outreach Manager

In 2018, it's become a common practice to lock your car doors, install security cameras and add home security systems. So, why isn't it a common practice to apply the same security measures to your online accounts? Physical safety is a threat you can see, whereas digital protection is typically out-of-sight, out-of-mind. Until now.

With wire fraud, ransomware and identity theft wreaking havoc in our industry, answer this question: In the last year, what steps have you taken to secure yourself and your brokerage against cyber attacks?

Brandon Wells, president and former chief technology officer of The Group Inc. spoke about cyber security this past week at The Gathering of Eagles. He hit the nail on the head when describing why our industry is falling for these attacks. "One, we are trying to keep up with the pace of innovation in our industry and two, I don't think we're asking a lot of security questions to the vendors we are plugging into in this industry."

Real Life Situations

Wells shared a video during his presentation of a man volunteering to be hacked. With the man sitting across from his hacker (a woman), she proceeds to dial his cell phone provider. Before calling in, the woman began audio of a crying baby (found on YouTube). She told a story of how she and her husband just had a baby and that she needs to fix a discrepancy in their account. After apologizing for the crying baby, and explaining how she's exhausted, the hacker can convince the customer service representative not only to add her to the account but also to change the password—all in under two minutes. Now, it's easy to get hung up on the fact that she was only on the phone with customer service for a few minutes (jealous!), instead, let's focus on how EASY this was for the hacker to accomplish.

Why was this so easy? Well, we typically imagine hackers in one of two ways, someone overseas maliciously hacking our accounts from afar, or as someone with his face hidden, typing away in a dark basement. Few see hackers as what they can be: everyday people! Hackers are much smarter than we give them credit for. They don't get our information by accident; they get it with intentional and calculated schemes. Another reason this task was so easy for the hacker is that she tapped into human emotion. It's already become harder for customer service reps, or clients, to distinguish real vs. fake, because these schemes are no longer a prince from Nigeria requesting money. Today, people say they know your Aunt Susie, and she said you would help them in a dire situation.

(Continued on page 3)

News & Notes - (Continued from page 2)

Are We Picking ... (Continued from page 2)

What Can You Do?

Brandon provided a list of five things a brokerage can implement. We suggest you do them as soon as possible.

1. Multi-Factor Authentication

Encourage agents to use company email accounts that have multi-factor authentication over their email. This step can be a hard one to convey to your agents, especially if they run their business primarily through their g-mail or other personal accounts. But merely adding this process makes you less of an easy target. However, don't stop at e-mail.

2. Encryption

As a brokerage, you have a lot of sensitive information on file. Using a form of encryption provides more security and allows those with authorization access to your private information.

3. Brokerage Training and Education

Incorporate in-house training with your agents and staff members so they know what a cybersecurity threat is and what it can look like. Don't forget to include your loan officers and insurance providers. It's your responsibility to arm your agents and staff with what to do if a threat takes place.

4. Consumer Education

It's not enough to only educate your brokerage—don't forget about the consumer! Add more than a wire disclosure to the bottom of your email. Make this education piece a part of a listing presentation and explain it again during the purchase agreement and again when your buyer or seller is meeting with a mortgage firm.

5. Cyber Insurance

Wells sources a study that says 74 percent of our industry has no cyber insurance. While it can't solve all your cyber-security problems, if you were to run into an issue (much like regular insurance!) it's important to know your options for additional protection.

Take Action!

Don't wait for a cyber attack to get to your brokerage before you take action. Cyber threats are becoming more frequent and have already made their presence known in the real estate industry. Protect your brokerage's digital safety just like you would its physical security.

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



Need a Professional Photo?

Market Yourself with a Professional Real Estate Headshot

As a member benefit CAR has negotiated favorable rates with photographer Ed Clark (Ed Clark Photography & Music Services) to offer you an opportunity to have your business photo taken at the CAR office. Photos are scheduled to be taken on Tuesday, September 11th from 9:00 a.m. - 12:00 p.m. There is no sitting fee. The cost for a retouched digital file is \$50.00 with full copyright release for any purpose.

Interested members should call Ed Clark's studio directly at 217-496-3686. Appointments will be scheduled on a first come first serve basis. Please call Kathy Nichelson at 217-698-7000 or email knichelson@caaronline.com if you have any other questions.



REALTOR® REVIEW

News & Notes - (Continued from page 3)

Planning Meeting for Officers and Directors

(September 25th)

A planning meeting for 2019 Officers and Directors will be held at 9:00 a.m. on September 25th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Organizational Meeting for Chairs & Vice Chairs

(September 25th)

An organizational meeting for 2019 Committee Chairs, Vice Chairs and Officers will be held at 10:30 a.m. on September 25th at the CAR offices. Please RSVP to admin@caaronline.com or 217.698.7000.



Annual Meeting at Scheels September 20th

Please join us for CAR's Annual Business meeting on September 20th for CAR's Annual Meeting. President Ed Mahoney will review some of the highlights for the year, recognize his Committee leadership and present some special recognition awards as well. This event will also include the election of officers and directors for 2019. 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 \$10.00. RSVP's are required. Please RSVP to admin@caaronline.com or 698-7000 by no later than September 14, 2018.

2018/2019 Committee Appointments

Thank you to the many individuals who submitted volunteer forms to serve on new Committees which will take effect October 1, 2018. Committee appointments were processed and will be announced in the coming weeks.

CAR Installation is September 27th

CAR's 2018 Installation Celebration will be held on the evening of Thursday, September 27th at Illinois REALTORS®. Additional details will be forthcoming in the near future. Nick Campo (Campo Realty, Inc.), will be installed as CAR's 20179President. 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!

2018 Member Survey Results

Thank you to the 194 REALTORS® who responded to our recent member survey. There were some interesting results. For the comparison to 2016 refer to the value in the parenthesis off to the side.

- 55 percent have a college degree (43 percent)
- 54 percent female / 46 percent male (59 percent)
- Median age is 57 (58)
- 13 years in the business (14.5)
- 72 percent declare real estate as their only occupation (80 percent)
- 49 percent declare real estate as their primary source of income (47 percent)
- Median gross income from all real estate activities was \$68,100 (\$58,000)
- Median number of transaction sides was 13.6 (14.4)
- Median number of hours worked per week was 41 (42.7)

(Note: This information is based on survey results received from a survey sent 661 REALTOR® members in May of 2018. A total of 194 responses were received for a 29 percent response rate.) ❖

News & Notes - (Continued from page 4)

Nominating Report

In accordance with the organization'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 2018/2019 year effective October 1, 2018. These nominations will be voted on at the Annual Business Meeting set for 11:30 a.m. September 20, 2018 at Scheels (3801 South MacArthur Blvd, Springfield). To RSVP for this event call CAR at 217.698.7000 or email admin@caaronline.com.

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

President	Nick Campo	Campo Realty, Inc.
* President/Elect	Suzie Duff	RE/MAX Professionals
Secretary/Treasurer	Jami Winchester	The Real Estate Group

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

The following individuals have been nominated as At-Large Directors for three-year terms beginning October 1, 2018:

Lorri Conn	Keller Williams Capital
Diane Davenport-Tinsley	Coldwell Banker Springfield
John Williams	Williams Appraisals

The following individual has been nominated as At-Large Director to fill the two-years remaining on a three-year term held by Nick Campo that becomes vacant October 1, 2020:

Jane Hay	The Real Estate Group
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The following individual has been nominated as At-Large Director to fill the one-year remaining on a three-year term held by Jami Winchester that becomes vacant October 1, 2019:

Randy Aldrich	The Real Estate Group
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Write In Procedures: Pursuant to Section 4 of CAR's Bylaws additional candidates for the offices to be filled may be placed in nomination by a petition signed by at least twenty percent of the REALTOR® Members eligible to vote. The petition shall be filed with the Secretary/Treasurer at least two weeks before the election (no later than 12:00 noon on Wednesday, September 6, 2018). The Secretary/Treasurer shall send notice of such additional nominations to all REALTOR® Members eligible to vote at least one week before the election. ❖

CAR409 CAR407 CAR410

Forms Update

The Forms Committee is pleased to announce the addition of the following new forms to the CAR Forms Library. These forms have been reviewed and approved by legal counsel and the board of directors. These forms are available in the Member's area of www.seehouses.com and have been added to TransactionDesk.

Referral Agreement
(CAR407)

Unrepresented Seller's
Commission
Agreement with
Buyer's Brokerage
(CAR409)

Cooperating Brokerage
Commission
Agreement
(CAR410)



News & Notes - (Continued from page 5)

9th Annual

Tailgate Event

CAR's 9th Annual Tailgate Party is to be held on September 12, 2018 at CAR. Dave Littrel will provide the entertainment and there will be games such as giant Jenga, bags, yard dice, washer toss, etc. Hamburgers and hot dogs will be provided. Attendees are encouraged to bring a dish to share and/or beverage. Be on the look out for further details.



Tailgate Sponsorships Available

Sponsors are being sought for CAR's 9th Annual Tailgate Party for a modest \$50 investment which includes mention in promotional material along with signage and recognition at the event. If you are interested in sponsoring this event please contact Cathy Wagner at 217-698-7000 or email cwagner@caaronline.com.



Building a Business Plan for New Agents

As a former REALTOR®, I remember the exciting feeling of starting my new business. Like many REALTORS® today, I started without a business plan, no idea of what I needed to be successful and no significant goals other than paying my bills. Now looking back, I find it amazing that within my first two years I was a multi-million-dollar producer and top sales agent in my small town. Now, I see the value of business planning and setting obtainable goals. For those starting out in the real estate business, I would like to encourage you to follow a few tips that helped me be successful.

First off, set up a budget both personally and professionally. Know what you need to make ends meet and where you need to spend your money. So many times, in our lives, we spend based off feeling at that moment. "I feel like this is a good investment" or "I feel like this may benefit my business." Put more thought and research into where you want your money spent. My first-year in real estate I made \$68,000 and thought I was doing well until looking at my year-end expenses. I spent over \$30,000 on fees, dues, business expenses, advertising and marketing.

My second tip is to make a daily plan. Have in mind what you want to accomplish each week and plan your days out. When first starting your business, you have all the time in the world. Use it wisely because successful REALTORS® do not have that luxury. If you don't know where to start with building your plan, talk to your broker or a seasoned agent to see what they recommend. You may want to build time into that plan to network with other REALTORS® to find out practices they use in their business. I also recommend getting all the education you possibly can. Again, the more business you acquire, the harder it will be to schedule this critical piece of your plan. Set times for cold calling or reaching out to people you know to make them aware that you are selling real estate and want to be their designated REALTOR®.

Lastly, create a value proposition for yourself. Condense who you are, what you do, and why you do it into a 20-second elevator pitch. Today's consumers are not always great listeners so put something in your pitch that will catch their attention! Don't be afraid to stand out. Let people know you care and want to help them in one of the most significant decisions of their life.



Jamie Johnson Hoppe, e-PRO, 2018 RPAC Major Investor Operations Director & Professional Standards Administrator, Greater Nashville REALTORS® ❖

REALTOR® REVIEW

News & Notes - (Continued from page 6)

CAR 55th Annual Summer Outing Wrap-up

"Fairway to Heaven"

More than 110 golfers and countless affiliate sponsors braved the heat to participate in Capital Area REALTORS® 55th Annual Golf Outing held on June 11th at Edgewood Golf Course.

This year's fundraisers for Community Foundation for the Land of Lincoln included hole sponsorship donations (\$1050). Mulligan sales raised \$210 for "Compass for Kids". Thank you to the hole sponsors. Without their generosity this event would not be possible. Thank you to those businesses who contributed door prizes. Also, thank you to the Social Committee members who helped with this year's event. ❖

Golf Outing Sponsors:

American Home Shield
Athens State Bank
B-Safe Home Inspections of IL
Bacon Termite & Pest Control
Bank & Trust Company
Bank of Springfield
Brown, Hay & Stephens, LLP
Car Wash City
Carrollton Bank
CEFCU
Chicago Title Insurance Company
Cindy's Appraisal Service
Cornerstone Title Groupe LLC
DHI Home Inspections, Inc.
Estes, Bridgewater & Ogden
Greater Springfield Chamber
Heartland Credit Union
Heartland Homes
Hickory Point Bank & Trust
Illinois Educators Credit Union
Illinois National Bank
Illinois Real Estate Title
Marine Bank Mortgage Services
Michael J. Call Appraisal Service
Morgan County Abstract Company
PNC Financial Services Group
Prairie Land Title Company, Inc.

Radon Fighters
Ridgeline Complete Home Inspections Co.
Safe House, LLC
Security Bank, SB
Teague Inspections
The Radon Guy
The Radon Measurement Professional
Town & Country Banc Mortgage Services
United Community Bank
Warren-Boynton State Bank
West Central Bank
Williams Appraisals
Williamsville State Bank
Zelle Title LLC

Thank You!

Primo Outing Sponsors:

Chicago Title Insurance Co
Cornerstone Title Groupe, LLC
Prairie Land Title Company, Inc.

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Capital Area REALTORS® 55th Annual Golf Outing



REALTOR® REVIEW

PROFESSIONAL DEVELOPMENT

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. ❖

NAR Code Ethic Training Requirement Deadline December 31, 2018

Take NAR's FREE Code of Ethics
online today!

<https://tinyurl.com/yc3vb89p>
(this free online course does not include IL CE credit)



CE Code of Ethics classes will be available
this fall at CAR

The 2018
Fall CE
Schedule
Will be
Available
Soon!

The
scheduled
will be
emailed and
on our
website as
soon as it's
available.

TECHNOLOGY/MLS CORNER



Broker Fined for Failing to Schedule Showing Appointment

A member broker was recently fined \$500 for accessing a listing without an appointment. As a reminder, Section IV: Improper Use of System and Non-Compliance (subparagraph D) of the lockbox system rules states that:

Card Holders must contact the listing broker to arrange appointments to show MLS listed property unless stated otherwise on the MLS listing data sheet. The fine for entering a property without an appointment shall be \$500.00 and could result in a loss of System privileges for up to 365 days.



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 may 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 for troubleshooting help.



****If you have multiple boxes to reset, do not remove your card. Repeat steps 2, 3 & 4 for each box. When you have completed the process for each serial number, remove your card from the reader, and place the card in each lockbox. You will hear a “chirping” sound indicating the clock has reset. ❖*

REALTOR® REVIEW

Local Market Update for May 2018

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



Capital Area Region

Single-Family Detached	May			Rolling 12 Months		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
Key Metrics						
New Listings	536	507	- 5.4%	4,823	4,719	- 2.2%
Pending Sales	383	342	- 10.7%	3,511	3,483	- 0.8%
Closed Sales	391	346	- 11.5%	3,526	3,493	- 0.9%
Cumulative Days on Market Until Sale	84	80	- 4.8%	85	80	- 5.9%
Median Sales Price*	\$123,000	\$125,700	+ 2.2%	\$120,000	\$123,000	+ 2.5%
Average Sales Price*	\$146,894	\$149,513	+ 1.8%	\$142,877	\$145,815	+ 2.1%
Percent of Original List Price Received*	94.2%	94.3%	+ 0.1%	93.3%	93.0%	- 0.3%
Inventory of Homes for Sale	1,175	1,126	- 4.2%	--	--	--
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

* 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	May			Rolling 12 Months		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
Key Metrics						
New Listings	40	50	+ 25.0%	418	459	+ 9.8%
Pending Sales	40	37	- 7.5%	309	356	+ 15.2%
Closed Sales	29	35	+ 20.7%	302	360	+ 19.2%
Cumulative Days on Market Until Sale	88	111	+ 26.1%	88	83	- 5.7%
Median Sales Price*	\$123,250	\$120,000	- 2.6%	\$132,000	\$135,000	+ 2.3%
Average Sales Price*	\$134,512	\$133,441	- 0.8%	\$137,294	\$137,464	+ 0.1%
Percent of Original List Price Received*	94.7%	95.1%	+ 0.4%	94.3%	94.3%	0.0%
Inventory of Homes for Sale	100	107	+ 7.0%	--	--	--
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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

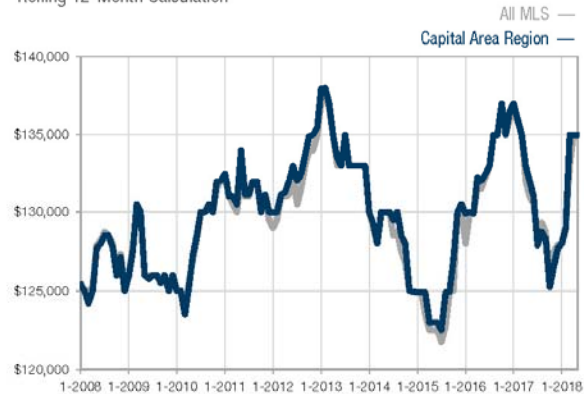
Median Sales Price - Single-Family Detached Properties

Rolling 12-Month Calculation



Median Sales Price - Single-Family Attached Properties

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of June 5, 2018. All data from Capital Area REALTORS® MLS. Report © 2018 ShowingTime.

REALTOR® REVIEW

Local Market Update for June 2018

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



Capital Area Region

Single-Family Detached	June			Rolling 12 Months		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
Key Metrics						
New Listings	548	473	- 13.7%	4,860	4,649	- 4.3%
Pending Sales	335	331	- 1.2%	3,487	3,468	- 0.5%
Closed Sales	412	348	- 15.5%	3,566	3,436	- 3.6%
Cumulative Days on Market Until Sale	67	62	- 7.5%	83	79	- 4.8%
Median Sales Price*	\$126,500	\$138,500	+ 9.5%	\$120,000	\$125,000	+ 4.2%
Average Sales Price*	\$150,135	\$164,377	+ 9.5%	\$141,718	\$147,411	+ 4.0%
Percent of Original List Price Received*	94.6%	94.1%	- 0.5%	93.3%	92.9%	- 0.4%
Inventory of Homes for Sale	1,263	1,199	- 5.1%	--	--	--
Months Supply of Inventory	4.3	4.1	- 4.7%	--	--	--

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

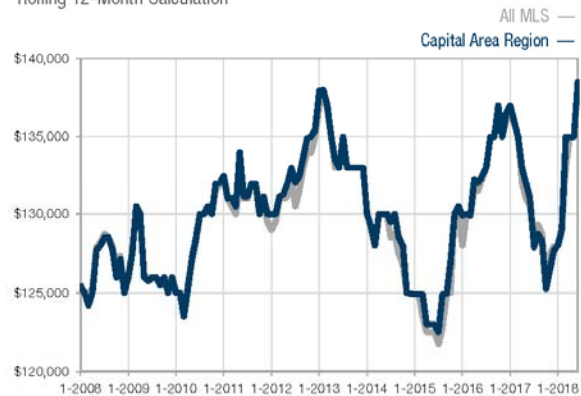
Single-Family Attached	June			Rolling 12 Months		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
Key Metrics						
New Listings	60	32	- 46.7%	422	434	+ 2.8%
Pending Sales	31	39	+ 25.8%	308	362	+ 17.5%
Closed Sales	42	33	- 21.4%	307	351	+ 14.3%
Cumulative Days on Market Until Sale	61	62	+ 1.6%	86	83	- 3.5%
Median Sales Price*	\$137,450	\$161,000	+ 17.1%	\$131,000	\$138,500	+ 5.7%
Average Sales Price*	\$142,644	\$163,115	+ 14.4%	\$136,463	\$139,256	+ 2.0%
Percent of Original List Price Received*	95.2%	95.5%	+ 0.3%	94.3%	94.3%	0.0%
Inventory of Homes for Sale	115	98	- 14.8%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

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

REALTOR® REVIEW

COMMERCIAL REAL ESTATE NETWORK

August CREN Luncheon

The next CREN luncheon is scheduled for August 21, 2018 with guest speakers to be Matt McLaughlin (Zoning Administrator) and Steve Harris (Assistant Zoning Administrator) for the city of Springfield. Special thanks to our sponsor Williamsville State Bank.



Technology/MLS Corner - (Continued from page 10)

Customizing My InnoVia Home Page

You have the ability to customize your home page by moving modules around to create a different layout. You can also remove most modules from your home page to simplify the layout. A few modules are set as "mandatory," meaning they cannot be removed.

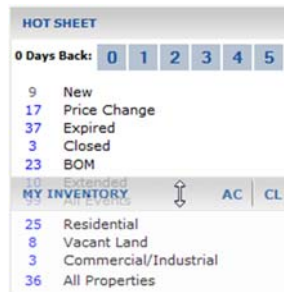
Movable modules include any of the sections on the left side of the page, and those in the middle of the page.

To move a module, you will need to unlock the home page by clicking on the little pad lock in the upper right corner of the page, so that it appears unlocked, as shown in the image to the right.

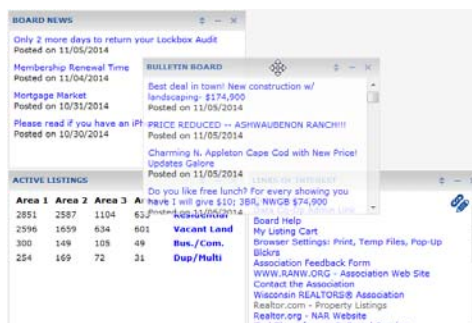


Once the home page is unlocked, click and drag the modules around on the home page and place them where you would like.

The sections on the left can be reordered vertically, but are locked to the left side. You can also double-click these sections to minimize them, and again to reopen them. Minimized sections will reopen automatically if you leave and return to the home page.



Moving the modules on top of another module will either swap the two, or shift the rest over. Play around with it until you get the hang of it.



To hide any of the modules, click on the little pencil icon next to the pad lock, shown again to the right. This will open the Module Maintenance screen, where you can un-check any of the modules to hide them. There is also a Reset link to reset the screen back to the default. When finished, click the "Close This Window" button in the upper right corner. ❖



CREN Sponsors



Bank & Trust Company



WEST CENTRAL CHAPTER

Seeking Volunteers for the 2019 WC Chapter Advisory Committee

The organization's calendar year begins anew on October 1st. With that comes the arrival of new leadership and committee members. In the coming weeks CAR leadership will work to appoint 2018 committees which will include the West Central Chapter Advisory Committee. This is for a one-year term (October 1st - September 30th). Anyone interested in serving should forward their request via mail to Angela at the Chapter office at westcentral@caaronline.com. Questions can be directed toward Chapter President Tim Eagle or CEO Dan Sale.



Chapter Annual Meeting August 22nd

The West Central Chapter will hold its Annual Meeting on August 22, 2018 at 11:30 a.m. - 1:00 p.m. at the Galesburg Public Library. In addition to chapter updates the 2018 Chapter Vice-president will be elected for the period October 1, 2018 - September 30, 2019. Guest speakers for the meeting will be an open panel Q & A with local insurance agents. The cost of the luncheon which is \$10.00. RSVP's are required by no later than August 17 at 12:00 p.m. by emailing westcentral@caaronline.com or calling 309-342-6225. ❖

West Central Chapter Quarterly Meeting July 2018



REALTOR® REVIEW

Local Market Update for May 2018

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



West Central Region

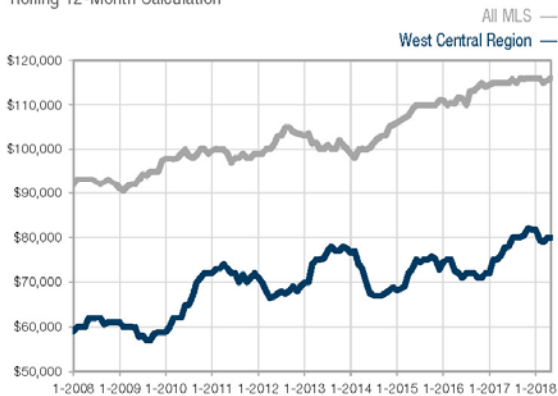
Single-Family Detached	May			Rolling 12 Months		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
Key Metrics						
New Listings	71	76	+ 7.0%	762	757	- 0.7%
Pending Sales	54	66	+ 22.2%	528	558	+ 5.7%
Closed Sales	53	48	- 9.4%	542	544	+ 0.4%
Cumulative Days on Market Until Sale	121	69	- 43.0%	109	93	- 14.7%
Median Sales Price*	\$87,000	\$82,750	- 4.9%	\$77,750	\$79,900	+ 2.8%
Average Sales Price*	\$95,417	\$107,389	+ 12.5%	\$95,317	\$95,233	- 0.1%
Percent of Original List Price Received*	88.7%	93.3%	+ 5.2%	90.3%	90.3%	0.0%
Inventory of Homes for Sale	233	223	- 4.3%	--	--	--
Months Supply of Inventory	5.3	4.8	- 9.4%	--	--	--

* 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.

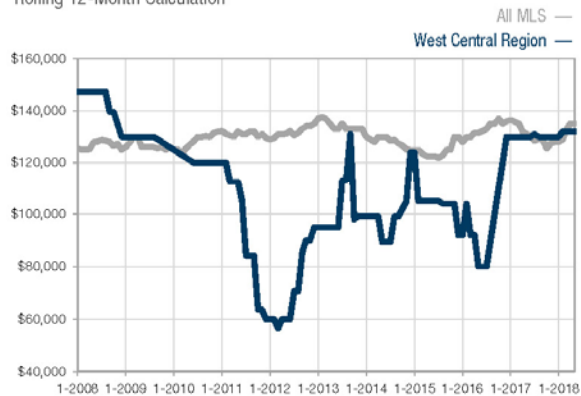
Single-Family Attached	May			Rolling 12 Months		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
Key Metrics						
New Listings	1	1	0.0%	8	11	+ 37.5%
Pending Sales	0	1	--	3	6	+ 100.0%
Closed Sales	0	0	0.0%	3	5	+ 66.7%
Cumulative Days on Market Until Sale	--	--	--	38	164	+ 331.6%
Median 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	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	3.3	7.5	+ 127.3%	--	--	--

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

REALTOR® REVIEW

Local Market Update for June 2018

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



West Central Region

Single-Family Detached	June			Rolling 12 Months		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
Key Metrics						
New Listings	69	97	+ 40.6%	746	787	+ 5.5%
Pending Sales	57	52	- 8.8%	538	549	+ 2.0%
Closed Sales	53	61	+ 15.1%	529	553	+ 4.5%
Cumulative Days on Market Until Sale	81	86	+ 6.2%	109	93	- 14.7%
Median Sales Price*	\$75,000	\$90,000	+ 20.0%	\$78,000	\$81,500	+ 4.5%
Average Sales Price*	\$84,924	\$109,965	+ 29.5%	\$93,866	\$97,749	+ 4.1%
Percent of Original List Price Received*	89.7%	92.4%	+ 3.0%	90.1%	90.6%	+ 0.6%
Inventory of Homes for Sale	228	264	+ 15.8%	--	--	--
Months Supply of Inventory	5.1	5.8	+ 13.7%	--	--	--

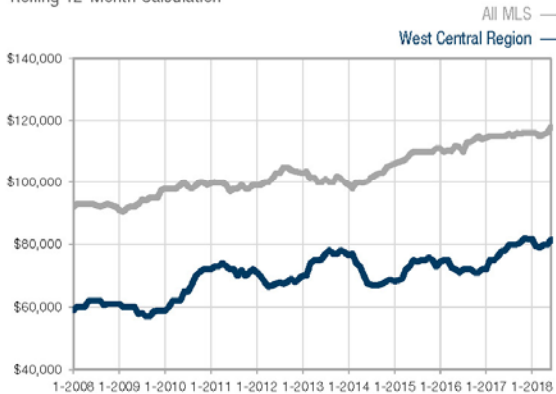
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Single-Family Attached	June			Rolling 12 Months		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
Key Metrics						
New Listings	1	0	- 100.0%	8	10	+ 25.0%
Pending Sales	1	0	- 100.0%	4	5	+ 25.0%
Closed Sales	0	1	--	3	6	+ 100.0%
Cumulative Days on Market Until Sale	--	6	--	38	138	+ 263.2%
Median Sales Price*	--	\$143,900	--	\$130,000	\$132,500	+ 1.9%
Average Sales Price*	--	\$143,900	--	\$134,000	\$131,317	- 2.0%
Percent of Original List Price Received*	--	96.0%	--	97.7%	93.1%	- 4.7%
Inventory of Homes for Sale	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	3.8	7.2	+ 89.5%	--	--	--

* 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.

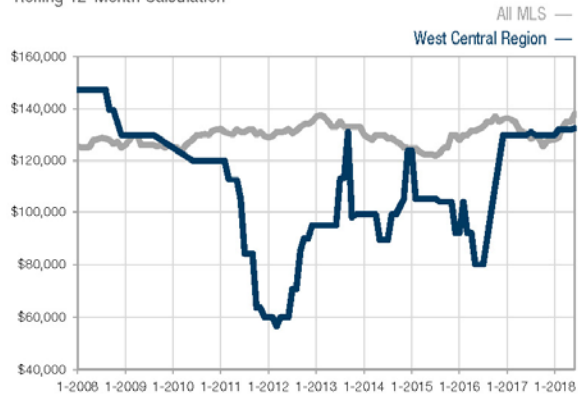
Median Sales Price - Single-Family Detached Properties

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

REALTOR® REVIEW

GOVERNMENTAL AFFAIRS

RPAC Raffle Winners

Congratulations to the following smaRtPAC Summer Sweepstakes Raffle winners which were drawn at the July 17th MLS Breakfast:

- Pete Steward** - Bose Headphones
- Pam Borowski** - Furbo Dog Camera
- Nick Campo** - Door Bell Cam
- Hilary Kelly** - Smart Garage Door Opener
- Jami Winchester** - Amazon Echo

Special thanks to the many members who purchased tickets. A total of \$14,350 was raised. ❖



CAR Sponsors

Diamond



Gold



Silver



Bronze



AFFILIATE CORNER

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 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 of Dan Sale, AE, CEO and was taken in September 2001.

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



Daniel R. Sale
CAE, RCE, SPHR

REALTOR® REVIEW

2018 Annual Member Appreciation Week



2018 Past President's Luncheon



Past presidents pictured left to right above:

Terry Nuding (2011), Ron Duff (2001), Steve Myers (2014), Julie Davis (1988), Colleen Settles (JAR 1987), Mike Buscher (2000 & 2015), Casey Collins (JAR 2010 & 1993), Glen Garrison (1983), Barb Krueger (2003), John W. Klemm (2017), Nancy Long (2009), Phil Chiles (2008), Cindy Nagle (1995), Rick Hanselman (2004), Pete Steward (2007), Pat Regan (2002), Phil Gebben (1979), Gail Chevalier Zini (2005), Cheryl Dambacher (2006) & Ed Mahoney (2018)



REALTOR® REVIEW

MEMBERSHIP NOTES

NEW MEMBERS

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

JUNE

REALTORS®

Jonathan Budrean	Coldwell Banker Springfield
John Covi	Keller Williams Capital
Lashonda Fitch	Keller Williams Capital
Jeremy Gebhardt	The Real Estate Group, Inc.
Mark Hall	Keller Williams Capital
Joseph Miller	The Real Estate Group, Inc.
Brian Moore	The Real Estate Group, Inc.
Romona Perry	Coldwell Banker Springfield
Danny J. Powell	Moulton Real Estate
Kyle Schultz	Whitetail Properties Real Estate, LLC
Andrew Strow	Illinois Land Sales LLC

Full Affiliates

Zachary Clements	ZC Home Inspections, LLC
Chris Hembrough	Greater Springfield Chamber of Commerce (CREN Sponsor)

JULY

Designated REALTORS®

Brad Graham	United Country Land & Home Sales and Auctions
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REALTORS®

Shawna Forinash	The Real Estate Group
Paige Hume	Worrell Land Services, LLC
John Hutchens	Whitetail Properties Real Estate
Jacqueline Matteson	Coldwell Banker Springfield
Chad Michel	United Country Land & Home Sales and Auctions
Kimberly Petri	Keller Williams Capital
Jared Williams	LandGuys, LLC

TRANSFERS

United Country Land & Home Sales and Auctions

Kim Boente (*from Firm Foundations*)

The Real Estate Group

Heather Carter (*from Capital Area Real Estate*)

David Turner (*from The Hayes Group*)

Carrie Valentine (*from RE/MAX Results Plus*)

DROP:

REALTORS®: Donna Boggs, Marsha Branson, Heather Decker, Judy Karl, David Parrish



Frequently Used Phone Numbers:

Capital Area

REALTORS®:

Phone: 217/698-7000

Fax: 217/698-7009

Websites:

www.SeeHouses.com

www.SeeBuildings.com

Illinois 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/>

Corelogic:

Phone: 800/334-0831

REALTOR® REVIEW

CALENDAR

AT A GLANCE

August

13	Governmental Affairs Comm	1:00
15	Board of Directors	9:00
21	CREN Luncheon	11:30
22	WC Annual Meeting	11:30

September

3	Labor Day - CAR Office Closed	
5	WC Advisory Committee	9:00
	3rd Quarter MLS Fees Due	
6	MLS Committee	9:00
	Finance & Executive Comm	10:30
10	Governmental Affairs Comm	1:00
11	2019 Director Photos	8:30
	Board of Directors Meeting	9:00
12	CAR Tailgate Party	4:30-7:30
18	CREN Luncheon	11:30
20	CAR Annual Meeting	11:30
25	2019 Board Planning Meeting	9:00
	Chair/Vice-chair Orientation	10:30
27	2019 Installation	5:30

October

1	4th Quarter MLS Fees Due	
3-4	IR Business Meetings	
8	Governmental Affairs Comm	10:00
9	MLS Committee	9:00
	Audit, Finance & Executive	
	Committees	10:30
11	Board of Directors	9:00
	CREN Reception	4:30-7:00
17	WC Quarter Meeting	11:30
	New Member Orientation	1:00-5:00
	New Member Orientation	8:30-5:00

Capital Area REALTORS®

3149 Robbins Rd.
Springfield, IL
62704

217.698.7000
Fax: 217.698.7009

www.SeeHouses.com

ANNOUNCEMENTS

CAR Donates More Than \$18,000 To Compass for Kids!



Community Service members pictured Left to Right (except as noted): Ed Bowen, Sudi Blood, Linda Ratliff, Sherry Washburn, Suzie Duff, Thao Ring (Compass for Kids), Steve Contri, Brooke Thomas (Compass for Kids), Jane Locascio, Molly Berendt (Compass for Kids), Lisa Ernst, Kathy Nichelson, Chairman Deb Sarsany, Cris Lust, Pat Quigley & Misty Buscher

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>)

- 2018 Annual Business Meeting
- Need a Professional Photo?
- Annual Tailgate Party

Market Trends Indicator

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

- Monthly Market Trends Reports

West Central

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

- Monthly Market Trends Reports