

# REALTOR® Review

The Voice For Real Estate in the Capital Area

## State Fire Marshall Files Rule to Mandate Sprinklers in New Construction

Proposed changes to the state's Life Safety Code would mandate that all new single- and two-family residential construction must have fire sprinkler systems. The rule changes were filed by the Office of the State Fire Marshal on Friday, June 28, 2013, in the Notice of Rulemaking in the Illinois Register.



The Illinois Association of REALTORS® has long opposed a fire sprinkler mandate, noting that the mandate adds significantly to the price tag for a new home. The association has successfully fought the measure in municipalities throughout Illinois, but the new rules would be applied statewide.

IAR's research showed that a sprinkler system installed in construction of a 3,100-square-foot home would be more than \$10,300. Studies conducted by the association showed that the mandates were hugely unpopular with homeowners who preferred the option to make their own decisions about whether or not to include the systems.

*(Continued on page 2)*

## And the Nominees Are...

Recently, the Nominating Committee of the Association met to interview candidates for the 2014 open Officer and Director positions. The following individuals have been nominated to serve as officers of the Association beginning October 1, 2013:

*President	Steve Myers	Myers Commercial Real Estate
President/Elect	Mike Buscher, GRI	The Real Estate Group
Secretary/Treasurer	Kristie DeBrun, GRI, GREEN	Campo Realty

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

The following individuals have been nominated as Directors of the Association for three-year terms beginning October 1, 2013:

Sandy Hamilton	RE/MAX Professionals
Michelle Higginbotham	Coldwell Banker Commercial
John Klemm	Sangamon Realty

Thank you to all of the individuals who participated in the nominating process. The quality of candidates participating in the process this year was unsurpassed. Election of Officers and Directors will occur on September 26<sup>th</sup> at Illini Country Club beginning with a breakfast at 8:30 a.m. Details are forthcoming. ❖

July 2013  
Volume 19, Edition 223

### IN THIS ISSUE

- ♦ News & Notes, pp. 2-9
- ♦ Technology/MIS Corner, p. 10
- ♦ Affiliate Corner, p. 11
- ♦ Governmental Affairs, p. 12
- ♦ CREN, p. 12
- ♦ Membership, p. 13



**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**

**President**

Donald Cave

**President Elect**

Steve D. Myers

**Secretary/Treasurer**

Michael Buscher, GRI

**DIRECTORS**

Jennifer Benanti,

Kaye Brittin, ABR, GRI

Kristie DeBrun, GREEN, GRI, SFR

Kimberly Elliott, CRS, GRI

Lisa Ernst

Suzie Fessler, CRS, GRI

Jane Hay, GRI

Malia Hepburn, ABR, GRI, SFR

Kevin Jarvis

Ed Mahoney, ABR

Todd Musso, GRI, SFR

Jerry Skilbeck

**Ex-Officio**

Philip Chiles, ABR, CRS, GRI

**Chief Executive Officer**

Daniel R. Sale, CAE, RCE, e-PRO

**NEWS & NOTES**

**State Fire Marshall Files Rule... - (Continued from page 1)**



The list of building code changes is lengthy, and IAR is reviewing the full filing. Among other impacts, there are many rules changes that could affect high-rise complexes and even small churches could find themselves forced to install costly systems.

What's next? The notice launches a review by the state Department of Commerce and Economic Opportunity to determine the impact on businesses. It also allows in some cases for a public hearing if an appropriate request is made within 14 days of the rules' posting. The first stage of the process can last no less than 45 days. The next step would be consideration by the Joint Committee on Administrative Rules (JCAR) which is a 12-member, bipartisan legislative oversight committee. The public can file comments opposing the rule changes.

IAR has done extensive work on this issue. A list of resources and a copy of IAR's report on the impact a residential sprinkler mandate might have can be found at <http://www.illinoisrealtor.org/sprinklers>.

*(Reprinted from Illinoisrealtor.org)*

**CAAR Seeking Volunteers for 2014**

Your association has many goals to accomplish as outlined in its strategic plan. Additionally, our industry has many challenges to face. In order to accomplish our goals and address these challenges, we need the type of individuals who will lead and actively participate. If you are already involved we thank you for that and encourage you to continue. The Volunteer Sign up Request Form for 2014 Committees is now available and included as an attachment to the May newsletter. Please take a moment to review this volunteer interest form and return by no later than July 31<sup>st</sup>.



**CAAR Members on 40 Under 40 List**

Congratulations to the CAAR REALTOR® members Stepheni Ferguson (The Real Estate Group) and Joe Tetzlaff (RE/MAX Professionals) who were recently named to the Springfield Business Journal's 40 Under 40 list. ❖



**Joe Tetzlaff**  
RE/MAX Professionals



**Stepheni Ferguson**  
The Real Estate Group

## News & Notes - (Continued from page 2)

### Important Message for REALTORS® Assisting Clients with Property Tax Appeals

There has been some conversation lately about the role of the REALTOR® in assisting clients in their efforts to appeal their property tax assessment. The discussion has focused on whether this type of activity could constitute the unlicensed practice of law. In the July 2013 issue of the Illinois REALTOR® Elizabeth Urbance, IAR Legal Hotline Attorney, wrote a series of Q&A focusing on the unlicensed practice of law. One of those Q&A (reprinted below) dealt with this specific scenario.

**Quiz:** Unauthorized Practice of Law. Joe Taxpayer hired Bob Broker (an Illinois licensed real estate broker) to represent him in front of Joe's local Board of Review (BOR) to appeal his property tax bill. Not only did Bob find and analyze the values of the comparable properties, but he prepared the complaint form for Joe, signed it on Joe's behalf and appeared as an advocate for Joe at the hearing before the local BOR. Bob was paid for these services. Is this UPL?



Yes. On these facts, and under Illinois law, Bob was engaged in UPL. Bob prepared and signed the complaint form. The complaint or appeals form is one in which the taxpayer is questioning the application of the local property tax laws to Joe's property. Bob also appeared as an advocate in front of the local BOR which is a quasi-judicial or adjudicative body. NOTE: The purpose of this illustration is not to agree or disagree with Bob's ability to perform this function for Joe. It is merely used as an example to help our member brokers distinguish between what would legally be considered UPL and what activities would be permissible and within the scope of Bob's real estate broker's license. Read on...

Now consider similar facts as set forth above with these changes: Bob Broker provided Joe Taxpayer with information and comparable sales figures for Joe's property. Joe completed his own appeal form and signed the form as the property owner. Bob appeared at the hearing before the BOR but as an expert witness to help support Joe's valuation evidence. Bob was paid for these services. Is this UPL?

No, not on these facts. Bob acted as a consultant providing expert testimony and evidence to help Joe support his appeal before the BOR. ❖

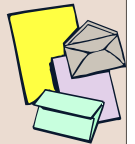
### Third Quarter MIS & CREN Fees Due July 1<sup>st</sup>

This is to advise you that the 3<sup>rd</sup> Quarter MIS & CREN fees were due July 1<sup>st</sup>. You can pay your invoice online at <https://mdweb.marketlinx.com/caar/>. After you log on to the website click on the "financial" icon and click on "Pay, View or Make Changes Online". If you have any questions, please contact Diane Ahern at 217/698-7000.



### Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded at [http://](http://www.seehouses.com/memb/newsletters.php)



[www.seehouses.com/memb/newsletters.php](http://www.seehouses.com/memb/newsletters.php)

#### Inserts

- MIS Breakfast
- Homebuyer Education
- IAR Fall Conference
- Committee Volunteer Forms



## News & Notes - (Continued from page 3)

### Homebuyer Counseling Classes Scheduled

#### July 13, 2013 - Credit & Budget Skills

- Tips on how to establish, repair and maintain credit
- What you need to know about credit scoring
- Ideas for creating and following a budget
- Keys to homeownership
- Identity theft

#### July 20, 2013 – The Home Buying Process

- Working with a lender
- Working with a REALTOR®
- Fair housing
- Home inspections
- Home insurance
- Financial assistance/grants
- What to expect at the closing

Classes held at IATP's Conference Room Downtown Springfield, Myers Bldg. 5th & Washington. RSVP Required - Call (217) 522-7985 Ext. 114. Flyer is included as an attachment to this month's REALTOR® Review.



### Handouts for Customers

Reinforce your value and illustrate your real estate expertise by educating your buyers and sellers. Download buyer or seller handouts from [www.realtor.org](http://www.realtor.org) to customize them with your branding.

<http://realtormag.realtor.org/sales-and-marketing/handouts-for-customers> ❖

#### For Buyers

[Download All Buyer Handouts](#)

##### Get Ready for Homeownership

[10 Ways to Prepare for Homeownership](#)

[5 Common First Time Home Buyer Mistakes](#)

[Why You Should Work With a REALTOR®](#)

[Questions to Ask When Choosing a REALTOR®](#)

[7 Reasons to Own Your Home](#)

[Tax Benefits of Homeownership](#)

[Take the Stress Out of Homebuying](#)

##### Finance Your Home

[Specialty Mortgages: Risks and Rewards](#)

[Loan Types to Consider](#)

[6 Creative Ways to Afford a Home](#)

[Lender Checklist: What You Need for a Mortgage](#)

[Get Your Finances in Order: To-Do List](#)

[Budget Basics Worksheet](#)

[What You Can Do to Improve Your Credit](#)

[5 Factors That Decide Your Credit Score](#)

[How Big of a Mortgage Can I Afford?](#)

##### Find the Right Property

[How High Tech is Your Home?](#)

[5 Property Tax Questions You Need to Ask](#)

[10 Questions to Ask the Condo Board](#)

[Your Property Wish List](#)

[Tips for Finding the Perfect Neighborhood](#)

[Tips for Buying in a Tight Market](#)

[Pros and Cons of Going Condo](#)

[10 Questions to Ask Home Inspectors](#)

[What a Home Inspection Should Cover](#)

[Making an Offer on a Short Sale? What You Need to Know](#)

[8 Tips to Guide for Your Home Search](#)

##### Prepare for Closing and Beyond

[5 Things to Know About Homeowner's Insurance](#)

[Tips for Lowering Homeowner's Insurance Costs](#)

[What's a Home Warranty?](#)

[What Not to Overlook on a Final Walk-through](#)

[Common Closing Costs for Buyers](#)

[Moving With Pets](#)

[Closing Documents You Should Keep](#)

[17 Tips for Packing Like a Pro](#)

[Things You Might Not Know About Title Insurance](#)

#### For Sellers

[Download All Seller Handouts](#)

##### Before You Sell

[Does Moving Up Make Sense?](#)

[8 Reasons Why You Should Work With a REALTOR®](#)

[12 Questions to Ask When Choosing Your REALTOR®](#)

[5 Things to do Before Putting Your Home on the Market](#)

[Understand Agency Relationships](#)

[What is Appraised Value?](#)

[Navigating Short Sales: What to Do When the Sale Price Leaves You Short](#)

##### Get Ready for Showings

[How to Improve the Odds of an Offer](#)

[Simple Tips for Better Home Showings](#)

[How to Hold a Successful Garage Sale](#)

[Prepare Your Home for a Virtual Tour](#)

[12 Tips for Hiring a Remodeling Contractor](#)

[5 Feng Shui Concepts to Help a Home Sell](#)

##### Turn FSBOs Into Clients

[Forms You'll Need to Sell Your Home](#)

[Checklist: 17 Service Providers You'll Need When You Sell](#)

[Open House Safety Tips](#)

[How to Prepare for the Open House](#)

[Is Your Buyer Qualified?](#)

[Tips for Pricing Your Home](#)

##### Prepare for Closing and Beyond

[Understanding Capital Gains in Real Estate](#)

[What to Leave for the New Owners](#)

[10 Tips for Moving With Pets](#)

[Moving Checklist for Sellers](#)



## News & Notes - (Continued from page 4)

### Membership Has its Privileges

#### July 26<sup>th</sup> Hot Topic

We hope you will join us at 9:00 a.m. on July 26<sup>th</sup> for our next Hot Topic program which will feature an in depth look at the programs and services offered by the Illinois Association of REALTORS® to its REALTOR® members. Special thanks to Chicago Title Company for sponsoring this program. Please RSVP to Vicki Oldfield at voldfield@caaronline.com or via phone at 217.698.7000.



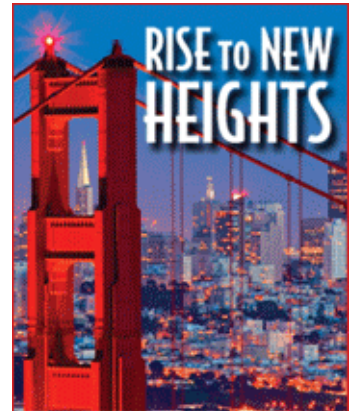
### Now Available on CAARewind

#### Learn How Property is Assessed and the Appeal Process (June 25<sup>th</sup> Hot Topic)

In case you couldn't join us for the June 25<sup>th</sup> Hot Topic program titled "Learn How Property is Assessed and the Appeal Process" we videotaped the program and have it archived it on the web. With the property tax appeal period beginning July 1<sup>st</sup> this information is very timely. To view this program simply log on to the member's area of [www.seehouses.com](http://www.seehouses.com) and look for the video on the center of the page.

### Third Annual Past President's Luncheon Held

In conjunction with caar palooza the association held its Third Annual Past-president's luncheon on June 27<sup>th</sup>. Seventeen past-presidents of the association attended this event. From left to right those in attendance were Peter Steward, Rick Hanselman, Gail Chevalier Zini, Mike Buscher, Cheryl Dambacher, Linda Nelson, Barb Krueger, Steve Myers (President-elect), Don Cave (President), Cindy Nagle, Todd Musso, Terry Nuding, Randy Reynolds, Phil Gebbin, Ron Ladley, Pat Regan and Bud Denton. ❖



What's the secret to earning more money in real estate? Attending the 2013 REALTORS® Conference & Expo, Nov. 8-11 in San Francisco, CA. Attendees make two times the average real estate income, so you'll have the chance to network with some of the most successful pros in the industry! Register today at [www.REALTOR.org/](http://www.REALTOR.org/) Conference to take advantage of hotel room rates starting at just \$129 a night; hurry these rates won't last long!

# REALTOR® Review

2013 CAAR Member Appreciation  
June 25th & 26th



## News & Notes - (Continued from page 5)

### CAAR Sponsors

#### Diamond

 MARINE BANK

  
Not a bank. Better.

  
SidelbySide

  
MORTGAGE™

 CHICAGO TITLE

#### Gold

  
WILLIAMSVILLE STATE BANK AND TRUST

 DIAMOND FEDERAL SAVINGS

 THE TITLE CENTER  
Where YOU are the Star!

#### Silver

 Illini Bank®  
We'll Take You There.

 INB  
Illinois National Bank

 HEARTLAND  
Bank like you own the place.

 Heartland Homes

 HICKORY POINT BANK & TRUST, FSB

 SECURITY BANK  
Banking for Generations

 WCB  
West Central Bank

 Bank of Springfield BS

#### Bronze

 us bank Home Mortgage

 Warren-Boynton State Bank

 First Bankers Trust Company

 American Home Shield

 David G. Miller Associates

 SPRINGFIELD AREA HOME BUILDERS ASSOCIATION

 CHASE

 B Safe

 REGIONS MORTGAGE

 INLAND HOME MORTGAGE

 Bank & Trust Company

 AMERISPEC HOME INSPECTION SERVICE

 LINCOLNLAND TITLE & ABSTRACT COMPANY

 HWA FLOORING OF SPRINGFIELD

### 2014 Dues Investment Reminder

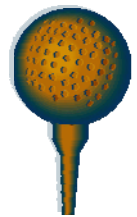
Please note that your 2014 membership dues notice has been disseminated and your investment is due by August 1, 2013. The cost to renew your REALTOR® membership is \$508.50 which includes \$149.00 (local), \$204.50 (state), and \$155.00 (national). Affiliate member dues are \$125.00 (for the full affiliate) and \$75.00 (local affiliate). We are pleased to share with you that local dues have not been increased, except for a \$1 increase, since 1996. If you have not received your dues notice within the next week or so please contact Diane Ahern at dahern@caaronline.com or via phone at 217.698.7000.

Pay by phone with a Visa, MasterCard or Discover credit card. Pay online by logging into <https://mdweb.marketlinx.com/caar/> or deposit payment in black drop box behind CAAR's office building.

Late fees will be assessed at \$50 per month beginning August 2, 2012. Unpaid dues and late fees as of January 1, 2014 will result in automatic termination of membership. Members who notify CAAR by August 1, 2013 of their intent to drop effective 12/31/13, need NOT pay 2013 dues, however, such individual would be required to pay pertinent late fees if he or she later (but prior to 12/31/13) decided to renew. Members who paid 2014 dues but notify CAAR before December 31, 2013 of their intent to drop effective 12/31/13, will be refunded 2014 paid dues only. **Please note that "Payment Authorization Forms" on File with CAAR are ONLY for Quarterly MIS Fees.**

### Annual Summer Outing Wrap-up

142 golfers and countless affiliate sponsors participated in Capital Area Association of REALTORS® 50th Annual Golf Outing held on June 10<sup>th</sup> at Edgewood Golf Course.



This year's fundraisers for Community Foundation for the Land of Lincoln included hole sponsorship donations (\$1000). The following fund raisers were also held for Contact Ministries: a Hole-in-One contest sponsored by Illini Bank (\$115) and Mulligan sales (\$450). Golfers contributed a total of \$990 to RPAC. Thank you to the hole sponsors. Without their generosity this event would not be possible. Thank you to those businesses who contributed door prizes or gave cash contributions for prizes. Also, thank you to the Social Committee members who helped with this year's event: Chairman Stepheni Ferguson, Vice chairman Ayryn Ramey, Jill Barber-Friedman, Patti Bauer, Sudi Blood, Kaye Brittin, Gail Chevalier Zini, Lorri Conn, Suzie Fessler, Andrea Fry, Joy Gilliland, Barbara Krueger, Amanda Ladage, Lori Luster, Dana Lyons, Michael Mathiott, Debra Sarsany, Deena Smith, Tim Torricelli, Janet Trader, Pat VanEtten, Stacey Vincent, Caron Yates, Kathy Nicholson & Dan Sale. And a note of thank you to Charlie DeHart to who helped build the centerpieces for the outing.

(See pages 8 & 9 for a list of Summer Outing sponsors and photos) ❖

# "CAAR's 50 Golden Years of Golf!"

## Golf Outing Sponsors:

American Home Shield  
AmeriSpec Home Inspections  
Bacon Termite & Pest Control  
Bank and Trust Company  
Bank of Springfield  
Brickkicker Home Inspection  
Brown, Hay & Stephens  
B-Safe Home Inspections of Illinois  
Buraski Building Inspectors  
Carrollton Bank  
CEFCU  
Chicago Title Insurance Co.  
Cornerstone Title Groupe LLC  
Country Financial  
Culbertson Home Inspection  
David Miller & Associates  
Diamond Residential Mortgage  
Heartland Ag Group of Springfield  
Estes, Bridgewater & Ogden

First Bankers Trust Company  
Heartland Credit Union  
Heartland Homes  
Hickory Point Bank & Trust  
Home Warranty of America  
Illini Bank  
Illinois National Bank  
Illinois Real Estate Title  
Kienzler Appraisal Service  
A-1 Appraisal Services  
Leader One Financial Corp.  
Lincoln Land Title Company  
Marine Bank Mortgage Services  
PNC Financial Services Group  
Security Bank  
The Group Insurance Agency  
Town & Country Banc Mortgage  
West Central Bank  
Williamsville State Bank & Trust

Thank You!

## Primo Outing Sponsors:

Chicago Title Insurance Company  
Cornerstone Title Groupe LLC  
James A. Lesniak  
Prairie Land Title Company  
Zelle Title

## Special thanks to the CAAR sponsors:

**Diamond:** CEFCU, Chicago Title Insurance Company, Marine Bank, The PNC Financial Service Group, Town & Country Banc Mortgage Services, Inc.

**Gold:** Diamond Residential Mortgage Corp., Illinois Real Estate Title Center, Williamsville State Bank & Trust

**Silver:** Bank of Springfield, Heartland Credit Union, Heartland Homes, Hickory Point Bank, Illini Bank, Illinois National Bank, Security Bank, West Central Bank

**Bronze:** American Home Shield, AmeriSpec Home Inspection Service, Bank & Trust Company, B-Safe Home Inspections of Illinois, Chase Mortgage Banking, First Bankers Trust Company, N.A., Flooring of Springfield, Inc., Home Warranty of America, Lincoln Land Title Company, David G. Miller & Associates, Regions, Springfield Area Home Builders Association, US Bank Home Mortgage, Warren-Boynton Financial Center



# REALTOR® Review

2013  
Summer  
Outing



June 10th



Edgewood  
Golf Club



Auburn, IL



## TECHNOLOGY/MIS CORNER

### Dean of SIU School of Medicine to Speak July 9<sup>th</sup> MIS Breakfast

Please join CAAR and guest speaker **J. Kevin Dorsey, M.D., Ph.D.**, Dean and Provost of SIU School of Medicine for the July 9<sup>th</sup> MIS Breakfast. Dr. Dorsey will provide an overview of SIU School of Medicine, its residency program and affiliations with local hospitals. Dr. Dorsey will also discuss the economic impact that SIU School of Medicine has on the local community and its major challenges that lie ahead. Special thanks to **Town & Country Bank** for sponsoring this event. The breakfast will be held at the Illini Country Club. The cost to attend this buffet breakfast is \$10.00. **Reservations are required.** Please **RSVP by 5:00 p.m., on July 5, 2013**, by faxing this completed form to 217-698-7009, calling 217-217-698-7000 or emailing voldfield@caaronline.com. No shows will be billed \$15.00. The event flyer is attached to this month's REALTOR® Review.

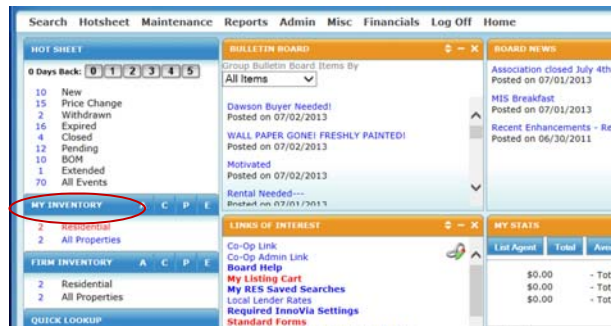


J. Kevin Dorsey, M.D., Ph.D.

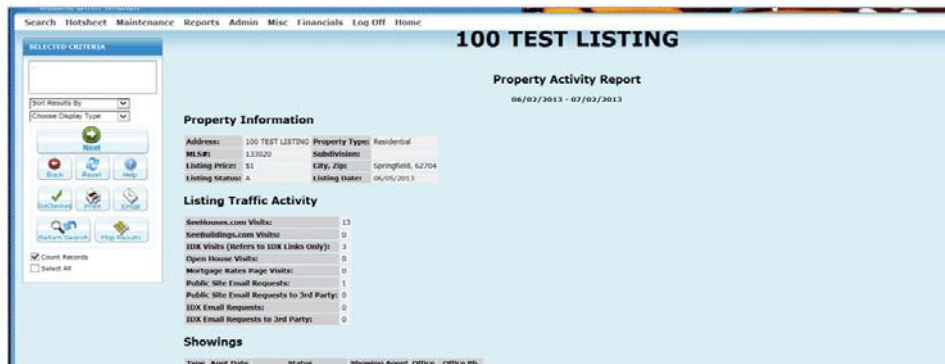
### InnoVia Tip

Web statistics are now easily accessible from the "My Inventory/Firm Inventory" section of InnoVia home page:

1. Click on the "My Inventory" link
2. Click on the Webstats icon of the one-liner
3. View the property activity report for that specific listing (includes Seehouses.com visits, IDX visits, email & showing requests and more. Share this information with your seller. ❖



Address	Area	Listing	Firm	Ph	Edit	Map	PDF	Pho	Open	Share	FB	Open House	Web Stats
Test Listing	99	\$0	SMLS	001	(217) 698-7000								
TEST LISTING	1	\$1	SMLS	001	(217) 698-7000								



### SentiLock Power Paddle

If your lockbox becomes completely unresponsive, the lockbox may require a Power Paddle, which can be borrowed from the CAAR office. In the event that your lockbox becomes unresponsive, make sure that you contact SentiLock first, to confirm that the batteries need to be replaced and the lockbox requires a Power Paddle. **When replacing the batteries in the lockbox, refer to the battery cover for proper battery terminal positions.** For more information regarding the process, please contact SentiLock at 877-736-8745.



## AFFILIATE CORNER



### Affiliate Directory

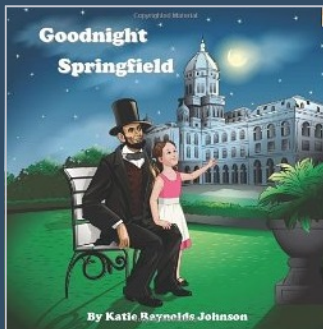
Please note that the 2013 CAAR Directory of Affiliate Services is now available for download from <http://seehouses.com/files/AffiliateDirectory2013.pdf>. This is a pdf directory listing affiliate members by service category and is a very handy reference for you and your clients.

### Sponsor Corner

Welcome to the "Sponsor Corner" which is a new addition to the REALTOR® Review. The purpose of this corner is to help shed a spotlight on our sponsors and their upcoming events. Each CAAR sponsor is entitled to promote one event per year in this space.

This CAAR Sponsor 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](mailto:knichelson@caaronline.com). Please feel free to direct any questions regarding this to my attention or Kathy Nichelson's attention. ❖

## REALTOR® Store



### "Goodnight Springfield"

(Abraham Lincoln takes a little girl on a tour through Springfield, Illinois)

By: Katie Reynolds Johnson

**\$10.00** (Plus tax)

#### About the Author:

Born and raised in Springfield, Illinois, Katie Reynolds Johnson has a special affinity for her hometown and its hero, Abraham Lincoln. Her parents, sisters, brother, aunts, uncles, cousins, and friends are all shining examples of why Springfield means "good people." Katie now lives in the Lincoln Square neighborhood of Chicago, Illinois, with her husband, Jeff, and daughter, Paisley.



## IN THE...



### CAAR Sponsors:

### Advertise your upcoming event here!

"Promotion requests" should be sent to [knichelson@caaronline.com](mailto:knichelson@caaronline.com). Please feel free to direct any questions regarding this to my attention or Kathy Nichelson's attention.

## SPOTLIGHT

## GOVERNMENTAL AFFAIRS

### Governmental Affairs Update

By Neil Malone, Governmental Affairs Director



#### Your best real estate investment – RPAC

This month, I thought I would take a break in my column this month from writing about specific legislative or regulatory proposals and touch upon something else that affects all of us ... the REALTORS® Political Action Committee (or “RPAC”).

As a member of the Illinois Association of REALTORS®, you are among 41,000 colleagues who care deeply about how the real estate industry is regulated. Many of our members make voluntary contributions to the REALTORS® Political Action Committee which promotes the election of pro-REALTOR® candidates. Last year Illinois REALTORS® raised more than \$743,000 to help protect your business and private property rights. These contributions are not members’ dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process.

It has been said that if real estate is your profession, then politics is your business. A well-funded political action committee is vital to supporting and electing candidates who support our efforts on behalf of our industry. It can mean the difference between having elected officials who value the work that you do; and having hostile legislators who see your business as a target for higher taxes, new fees, and additional unnecessary regulation.

If we want our real estate industry to be successful, it is critical that we stay involved in campaigns. Because let’s face it, running for office takes a lot of resources and supporting candidates who share our philosophy is just common sense and true democracy. It is a critical time for our state and we need leaders who will stand with us, and stand up for private property owners.

In the coming weeks, you may be approached by a colleague about making an investment in RPAC. Please consider giving generously – it is your best investment in real estate.



Go to  
<http://illinoisrealtor.org/rpac>  
to learn more  
about what  
RPAC has done  
for you.

## COMMERCIAL REAL ESTATE NETWORK

### CREN Luncheon - July 23<sup>rd</sup>

The next CREN Luncheon will be held on July 23<sup>rd</sup> at CAAR. Special thanks to our sponsor **Bank & Trust Company**. The guest speaker will be Brian Davis of the Sangamon County Highway department. CREN luncheons are limited to members and sponsors. To RSVP email [voldfield@caaronline.com](mailto:voldfield@caaronline.com) or call 217.698.7000. ❖



### CREN Sponsors

 MARINE BANK

 First Bankers  
Trust Company

  
Bank & Trust  
Company

CARROLLTON BANK

 Springfield  
business journal

 Warren-Boynton  
State Bank. Established in 1877

 CHICAGO TITLE

  
WILLIAMSVILLE  
STATE BANK AND TRUST

## 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](http://www.SeeHouses.com)  
[www.SeeBuildings.com](http://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](http://www.illinoisrealtor.org)

#### National Association of REALTORS®

Phone: 312/329-8200  
Fax: 312/329-8576  
Website:  
[www.realtor.org](http://www.realtor.org)

#### Office of Banks and Real Estate:

Phone: 217/782-3414

#### SentriLock:

Phone: 877/736-8745  
[support@sentrilock.com](mailto:support@sentrilock.com)  
<http://lockbox.sentrilock.com/>

#### MarketLinx:

Phone: 800/334-0831

### New Member Orientation

The new member orientation program is scheduled for Wednesday, July 24, 2013 from 1:00-5:00 p.m. and Thursday, July 25, 2013, 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:

#### REALTORS®

Bobbi Chevalier	Snelling-Chevalier Real Estate
Michelle House	The Real Estate Group
Gary Skinner	Craggs REALTORS®

#### Full Affiliates

Matt Heissinger	MDH Radon Services
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#### Local Affiliates

Jennifer Benanti	Springfield Business Journal
Brad Dyer	Town & Country Bank Mortgage Services

#### New Address:

Philip J. Spengler	Stephanie Do
Wanless-Spengler, Ltd.	Do Realty Services
2731 So. MacArthur Blvd. Suite 100	600 S. Sixth Street
Springfield, IL 62704	Springfield, IL 62701

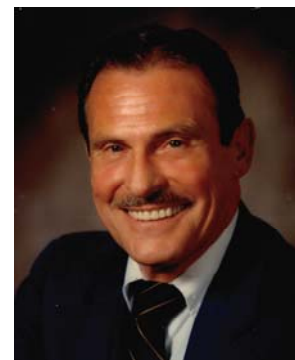
#### John Kilroy

John Kilroy REALTORS®  
829 South 11st Street  
Springfield, IL 62703

### Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is of 1986 Past President Willard Kennedy.

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



*Willard Kennedy  
1986 Past President*

# CALENDAR

## AT A GLANCE

### July

4	Independence Day - Assoc Closed	
9	MIS Breakfast	8:30
11	MIS Committee	9:00
	Finance/Exec Committees	10:30
16	Board of Directors	9:00
23	CREN Luncheon	11:30
24	New Member Orientation	1:00-5:00
25	New Member Orientation	8:30-5:00
26	Break For Hot Topics	9:00
30	InnoVia Training	9:00-11:00

### August

1	2013 Dues Deadline	5:00
8	MIS Committee	9:00
	Finance/Exec Committees	10:30
13	Board of Directors	9:00
27	CREN Luncheon	11:30

### September

24	Labor Day - Assoc Closed	
5	MIS Committee	9:00
	Finance/Exec Committees	10:30
10	Board of Directors	9:00
23	Board Planning Meeting	9:00
	Chair - Vice-chair Orientation	10:30
24	CREN Luncheon	11:30
26	Annual Business Meeting	8:30

## ANNOUNCEMENTS

The Association extends its deepest sympathy to the family of **REALTOR® Paul Williams** who recently passed away.



## CAAR MONTHLY REPORT

### Single Family Residential

Time Period	Jun 12	Jun 13	YTD 12	YTD 13
<b>Listings Processed</b>	495	512	2,752	2,908
<b>Units Sold</b>	379	357	1,674	1,704
<b>Dollar Volume</b>	54,056,877	49,510,125	223,790,758	219,218,902
<b>Ave. Sale Price</b>	142,630	138,684	133,686	128,650

### All Property Classes

Time Period	Jun 12	Jun 13	YTD 12	YTD 13
<b>Listings Processed</b>	589	600	3,170	3,426
<b>Units Sold</b>	409	377	1,862	1,844
<b>Dollar Volume</b>	56,811,341	52,242,515	137,597	234,680,185

*Capital Area  
Association of  
REALTORS®*

*3149 Robbins Rd.  
Springfield, IL  
62704*

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

*www.SeeHouses.com*