

# REALTOR® Review

The Voice For Real Estate in the Capital Area

## 2013 Awards Program Wrap-up

At its Annual Awards Program on March 21, 2012, held at the Inn at 835, the Capital Area Association of REALTORS® (CAAR) honored certain individuals for their contributions to the real estate industry and community. The theme for this event was "Believe it or Not". Award recipients included **Susan Madison** (RE/MAX Professionals) who was named 2012 REALTOR® of the Year, **Kathy Garst** (The Real Estate Group) received the Rising Star Award, **John Klemm** (Sangamon Realty) and **Kaye Brittin** (RE/MAX Professionals) both received the Community Service Award, Maurice "Tip" Tippet (Charles Robbins, REALTORS®) and **Nancy Long** (The Real Estate Group) both received the Hall of Fame Award and **Dana Lyons** (Illinois Real Estate Title Center) received the Affiliate of the Year Award. Approximately 140 individuals attended the event.



*Susan Madison*  
2013 REALTOR® of the Year

## Pirates of the CAARibbean Trivia Night

Dig out the eye patch and gather up your smartest friends and sharpen your trivia skills for CAAR's upcoming Trivia Night "Pirates of the CAARibbean" to be held on Thursday, May 2nd at the KC Hall (2200 Meadowbrook Rd, Springfield). Join the CAAR Community Service Committee for this fun event which includes FREE spirits (draft beer, wine and soda), prizes for best costume, best decorated table, concessions,

live and silent auction treasures including the "Wall of Spirits". The cost to participate is \$20 per person (10 max. per table). At the door is \$25.00. All proceeds from this event will be donated to Contact Ministries which is CAAR's 2013 charity of choice. For more information or donate to the event contact Kathy Nichelson at [knichelson@caaronline.com](mailto:knichelson@caaronline.com) or 217.698.7000. ❖



April 2013  
Volume 18, Edition 221

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NEWS & NOTES

**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

**CAAR to Raise Money for Contact Ministries**

Aside from the many services that CAAR provides to its members one of CAAR's interests is to enhance our community. Over the past eight years, primarily through the fundraising efforts of its Community Service Committee, CAAR has donated over \$100,000 to various area causes including Land of Lincoln Honor Flight, M.E.R.C.Y. Communities, Boys and Girls Clubs of Cental Illinois, Central Illinois Foodbank, Salvation Army, the Hoogland Center for the Arts, Southwind Park, Helping Hands of Springfield, "Relay-for-Life", American Red Cross and the Iles House Foundation, to name a few. This year, the Capital Area Association of REALTORS® (CAAR) has chosen Contact Ministries as the recipient of its charitable fundraising activities for 2013.



**CAAR Recognizes 2013 Leadership Academy Graduates**

The mission of CAAR Leadership Academy is to identify, educate and inspire future leaders in a professional, supportive environment while advancing the principles of the Capital Area Association of REALTORS®. The rigorous program is designed to identify emerging REALTOR® leaders who want to get involved, make a difference, grow their businesses and expand their leadership skills. Whether your aspirations are directed toward leading a committee, a REALTOR® association, or a community, the CAAR Leadership Academy is intended to empower participants to maximize their leadership potential. Participants are immersed in a classroom setting, group sessions, team-building exercises, networking techniques and communication skills.

The Leadership Program, which began in December 0f 2012 and concluded in March of 2013 consisted of five half-day modules covering topic areas such as: Governmental Affairs & Advocacy; Public Speaking & Communications; Leadership Development; and, Association Governance & Management. The below individuals were recognized at the CAAR Annual Awards program receiving a certificate of completion and a "Leadership Academy" pin from President Cave and Work Group Chairman Linda Nelson. Congratulations to all of the graduates.



**2013 Leadership Academy Graduates:**

- |   |   |
|---|---|
| Melissa Betty, Coldwell Banker Honig-Bell | Christine Lust, Heartland Credit Union        |
| Ed Bowen, RE/MAX Professionals            | Dana Lyons, Illinois Real Estate Title Center |
| Mitzi Brandenburg, The Real Estate Group  | Angie Miller, The Real Estate Group           |
| Anthony Buscher, The Real Estate Group    | Marcia Perkins, Leader One Financial          |
| Sandy Hamilton, RE/MAX Professionals      | Stephanie Verardi, Town and Country Bank      |
| Kevin Jarvis, C21 Real Estate Associates  |   |

If you are interested in enhancing your leadership skills we encourage you to become a candidate to participate in the 2014 CAAR Leadership Academy please contact Susan Madison, Dan Sale or any of the Work Group members listed on page 3 for more information. ❖



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

### Celebrate Fair Housing

This April marks the 46th Anniversary of the 1968 Fair Housing Act and kicks off a year long commitment to equal opportunity in housing in Illinois. The Fair Housing Act prohibits discrimination based on race, color, religion, sex, national origin, disability, or familial status of those seeking housing. Fair housing laws were established to provide and protect the rights of homeowners through the purchase, sale, rental, lease, financing, insuring, and advertising of housing. The Capital Area Association of REALTORS® pledges to uphold the spirit and letter of the law through programs, activities, and training designed to promote and further equal opportunity for all. The Illinois Association of REALTORS® has developed a public website ([www.thehousinginfo.org](http://www.thehousinginfo.org)) where consumers can find state and federal laws, regulations and other fair housing resources in one place. For additional information, resources, and ways you can celebrate Fair Housing Month, visit [www.REALTOR.org](http://www.REALTOR.org).

### Thank you to 2013 Leadership Academy Work Group Members

In addition to recognizing our Leadership Academy Graduates we would also like to take a moment to recognize and thank the Work Group members that put this great program together. They are: Mike Buscher, Kristie DeBrun, Kim Elliott, Lisa Ernst, Stepheni Furguson, Susan Madison, Todd Musso, Steve Myers, Linda Nelson, Ayrin Ramey, Dan Sale and Deb Sarsany.

### 2013 Nationwide Open House

Join REALTORS® across the country in the nation's largest open house campaign Saturday and Sunday, April 20-21, 2013. For one weekend in April REALTORS® will hold open houses in neighborhoods from coast to coast, bringing value to both buyers and sellers. The event also provides a tremendous opportunity to promote the benefits of homeownership and continue an open dialogue with consumers about the housing issues that matter most to them. Remember to add your open house information in InnoVia so that it will appear on [SeeHouses.com](http://SeeHouses.com).



#### What Can You Do as an Individual REALTOR®?

- Host an open house or multiple open houses for your listings April 20-21
- Promote the open houses using event logo
- Pre-promote the event via mailings, email, word of mouth
- Use social media to create buzz before and during your event

For additional information regarding Nationwide Open House Weekend go to: <http://www.illinoisrealtor.org/openhouse>. ❖



### 2013 IAR Spring Conference & Expo

Don't forget to register for the IAR Spring Conference May 8-9 2013 at the Gateway Center in Collinsville. This year's program "IAR Casino Lucky 13" will feature Dr. Tom Hill and Doug Devitre along with other well-known speakers such as Lynn Madison, Steve Bochenek and Jill Johnson. Take advantage of this great networking opportunity, earn 6 hours of continuing education and visit with the over 60 exhibitors. As of press time there were and impressive 33 CAAR member signed up to attend this event! For more information go to <http://www.seehouses.com/newsletter.php>.



# THE CODE HITS 100




The NAR Code of Ethics is known as the "golden thread" of the real estate profession.

## 1913

THE YEAR 2013 MARKS THE CENTENNIAL OF THE CODE OF ETHICS.

## 1916

The National Association of Real Estate Exchanges

**Realtor**

The National Association of Real Estate Exchanges

## 1913-2013

The Code of Ethics' preamble was added in 1924.

## 1924

"THE REALTOR IS THE INSTRUMENTALITY THROUGH WHICH THE LAND RESOURCES OF THE COUNTRY ARE DEVELOPED AND THROUGH WHICH THE LAND OWNERSHIP ATTAINS ITS WIDEST AND MOST BENEFICIAL USE."

## 1947

Code of Ethics and Arbitration Manual



Chairman: Harold C. ... From left to right: Walter ...

## 1974

Article 10 was adopted to provide equal professional services to all persons.



National Convention of Real Estate Exchanges

REALTORS®  
CODE OF ETHICS  
CENTENNIAL:  
A CENTURY OF  
PRIDE AND  
PROFESSIONALISM  
COMPETENCY,  
FAIRNESS,  
AND HIGH  
INTEGRITY

## 1954

I AM A REALTOR

I Pledge Myself

To protect the individual rights of and serve honestly and impartially the interests of all clients.

## 2010

Article 10 provides for equal services regardless of race, color, religion, sex, handicap, familial status, national origin, or sexual orientation.

At the National Association's annual convention in 1913, the Code of Ethics was adopted by the Board. It was divided into two sections, "The Duty of Real Estate Men Towards Their Clients" and "The Duty of Real Estate Men Towards Other Real Estate Men."

## 1926

ETHICS

THE REAL ESTATE PROFESSION

The classical-style drawing first appeared in 1926 as part of a Code of Ethics "window display."

## 1946

In 1946, NAR's Professional Standards Committee was formed.

## CODE OF ETHICS CENTENNIAL

# 100 YEARS

1913 - 2013  
NATIONAL ASSOCIATION OF REALTORS®

UNDER ALL LAND

The Preamble can be seen today etched in glass at NAR's Washington, D.C., building.



## 2013



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

### CAAR Names 2013 Award Recipients

At its Annual Awards Program held March 21<sup>st</sup> the Capital Area Association of REALTORS® (CAAR) honored certain individuals for their contributions to the real estate industry and community.

**Susan Madison, ABR, CRS, GRI, SRES** was selected by her peers as the 2013 **REALTOR® OF THE YEAR**. This cherished award is presented annually to a REALTOR® who is faithful to the principles of organized real estate, real estate laws and regulations of the Association; sets an example of sound real estate practices; promotes cooperation among fellow REALTORS®; and has an outstanding interest in civic and community affairs. Ms. Madison joined the association in 1985, holds the ABR, CRS, GRI and SRES designations and is currently affiliated with RE/MAX Professionals. Madison has chaired and served on numerous CAAR Committees including the Board of Directors.

The **RISING STAR AWARD** was presented to **Kathy Garst**. Ms. Garst is affiliated with the Real Estate Group and has been a member of the association since April of 2011. During this time she has built a very successful business and has played an active role in the association through its Marketing & Member Services Committee.

The **REALTOR® COMMUNITY SERVICE AWARD** is given to honor an individual who has made outstanding service contributions to the community. This award was presented to **Kaye Brittin, ABR, GRI** and **John Klemm**. Ms. Brittin has been a member of CAAR since 1998 and is currently affiliated with RE/MAX Professionals and serves on CAAR's Board of Directors. Mr. Klemm has been a member of CAAR since 1977, serves as the Vice Chair of the association's REALTOR® and Developer Committee and is currently affiliated with Sangamon Realty.

The coveted **HALL OF FAME AWARD** is given only to REALTORS® with a history of community service, moral and social integrity, high professional standards and a minimum of 20 years exemplary service to the Capital Area Association of REALTORS®. This year the award was presented to Maurice "Tip" Tippet and Nancy Long.

**Maurice "Tip" Tippet, GRI** has been a member of CAAR since 1987, holds the GRI Designation and is affiliated with Charles E. Robbins, REALTORS®. Mr. Tippet has previously served on the Multiple Information Service and REALTOR® & Developer Committees. **Nancy Long, ABR, GRI, CRS** has been a member of CAAR since 1986, holds the ABR, GRI, CRS designations and is affiliated with The Real Estate Group. Ms. Long has served the local and state associations in various leadership capacities and served as CAAR's president in 2009. ❖



*Kathy Garst  
2013 Rising Star*



*Kaye Brittin  
2013 Community  
Service Award*



*John Klemm  
2013 Community  
Service Award*



*Tip Tippet  
2013 Hall of Fame*



*Nancy Long  
2013 Hall of Fame*

### CAAR Broker Outreach Scheduled for June 14<sup>th</sup>

Managing Brokers are asked to keep open June 14th for CAAR's next Broker Outreach meeting. The meeting will be held from approximately 8:45 a.m. 10:45 p.m. and will include a continental breakfast. The purpose of the meeting will be to provide an update to CAAR broker-owners and managers on various association initiatives that are under way and to provide a forum for discussion. Broker-owners and managers who are interested in attending are asked to RSVP by June 10<sup>nd</sup> by calling Vicki Oldfield at 217/698-7000 or voldfield@caaronline.com.



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

### CAAR Names 2013 Award Recipients - (Continued from page 5)

The **AFFILIATE OF THE YEAR AWARD** was presented to **Dana Lyons**. Lyons has been an Affiliate member of the association since 2003 and is has served on a variety of committees including the Marketing & Member Services, Strategic Planning, REALTOR® & Affiliate and Social Committees. Ms. Lyons is employed by Illinois Real Estate Title Center.



*Dana Lyons  
2013 Affiliate of  
the Year*

Also, **Ralph Hurwitz** (Hurwitz Enterprises), **Domer Huffman** (Huffman Real Estate), **Ronald D. Ladley** (Charles E. Robbins, REALTORS®) and **Randy Reynolds** (Coldwell Banker Honig-Bell) were all recognized as having achieved the 40-year REALTOR® Emeritus status.

At the evening's celebration a special presentation was made to the wife of **Charles Robbins**. Joan Robbins and many REALTORS® from the firm were present for the unveiling of a plaque to be used in the rededication of the Charles E. Robbins, Conference Room.

Also, special guests retired **State Senator Larry Bomke** and his wife Sally Jo were present to receive CAAR's recognition and appreciation for the Senator's many years of public service.

(See pictures from this event on page 7)

#### GRI Course 1

Michael Ayers  
Kim Boente  
Richard Bowen  
William Bredemeyer  
Phoebe Burgess  
Julie Graves  
Donald King  
Michelle Lynn  
Landon Page  
Elizabeth Powers  
Tony Smarjesse  
Rachelle Smith  
Paul Williams

#### GRI Course 2

Mitzi Brandenburg  
Lisa Ernst  
Denise Holman  
Kassie Kern  
John Kerstein  
Lori Luster  
Ki McCurley  
M.T. Vann  
Caron Yates

#### GRI Designation

Doris Bailey  
Melissa Betty  
Lorri Conn  
Stepheni Ferguson  
Katheryn Park  
Chuck Sattler



#### GRI Grad Course Certificate

Sudi Blood  
Nicholas Campo  
Philip Chiles  
Bernard Curvey  
Joseph Curvey  
Kristie DeBrun  
Gary Farley  
Jane Hay  
Galen Johnson  
Jack Skaggs

#### Senior Real Estate Specialist (SRES)

Kevin Jarvis



## 20, 25 & 30 & 40 Year Members Recognized

### 20 Year Member

Cathy Camille  
Ted Curtis  
Vicky Greenan  
Sherry Kepperling  
Jerry Lemmon  
Linda Mahan  
Marc Musso  
Nick Musso  
Jim Peters  
James Skeeters  
Jeffrey Stelle  
Norman Taylor  
Betty Webb  
Shelley Wilcoxson  
Loy Wrightsman

### 25 Year Member

Gary Farley  
Barbara Krueger  
Fritz Pfister  
Maurice Tippet

### 30 Year Member

Steve Contri  
James Gvazdinkas  
Lisa Metzger

### 40 Year Member

Domer Huffman  
Ralph Hurwitz  
Ronald Ladley  
Randall Reynolds

# REALTOR® Review

## CAAR's 2013 Awards Program CAAR's Believe It or Not



## News & Notes - (Continued from page 6)

### Past-president's Luncheon June 27th

As part of the Member Appreciation Week festivities, on Thursday, June 27<sup>th</sup>, CAAR will be holding its Third Annual Past-President's Luncheon in honor of CAAR's past-president's.



### Flexible Dues Pre-Payment Plan

Now is the time to jump onboard with CAAR's Flexible Dues Pre-Payment Plan, you have the option of making payments toward your 2014 membership dues anytime throughout July of 2013 when it's most convenient for you. Download additional information from the attachments page or contact Diane Ahem at 217.698.7000 or [dahem@caaronline.com](mailto:dahem@caaronline.com) for more information.



### CAAR Palooza

#### Member Appreciation Week (June 25 & 26)

The Marketing & Member Services Committee of CAAR extends an invitation to all CAAR Members to join them at the association office for Member Appreciation Week June 25<sup>th</sup> & 26<sup>th</sup> between 11:00 -1:30 p.m. Additional details will be forthcoming.



### CAAR 50<sup>th</sup> Annual Summer Outing



The Social Committee will be hosting CAAR's 50<sup>th</sup> Annual Golf Outing on June 10<sup>th</sup> at Edgewood Golf Course in Auburn again this year. The theme for this year's event is "CAAR's 50 Years of Golf". If you are interested in participating in the golf and/or dinner that evening be sure to return the registration form as soon as possible. Go to [http://www.seehouses.com/temp\\_summerouting.pdf](http://www.seehouses.com/temp_summerouting.pdf) to download the registration form. Questions regarding sponsorship opportunities can be directed to Kathy Nichelson at 217.698.7000 or [knichelson@caaronline.com](mailto:knichelson@caaronline.com). Please note that the Association office will close at noon on this day.

### Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from CAAR's 75<sup>th</sup> Anniversary celebration at the newly opened Crowne Plaza on October 26, 1996. If you have an old picture or comment about a picture please share with us. ❖



(Left to Right: Pete Steward, Patty Steward, Charles Wabner, Rita Victor, Bonnie Wabner & Barbra Steward)



## TECHNOLOGY/MIS CORNER

### New Real Estate Technology Schedule Released

Take advantage of our FREE technology training. There is no cost to attend but RSVP's are required.



#### Newly scheduled dates:

##### InnoVia Overview

April 30, 9:00 - 11:00 a.m.

June 4, 9:00 - 11:00 a.m.

##### CMA 2.0

May 30, 9:00 - 10:00 a.m.

##### Prospecting Manager & Buyer Match

May 23, 9:00 - 10:00 a.m.

June 18, 9:00 - 10:00 a.m.

##### Authentisign

May 14, 9:00 - 10:00 a.m.

June 20, 9:00 - 10:00 a.m.

##### TransactionDesk Pro

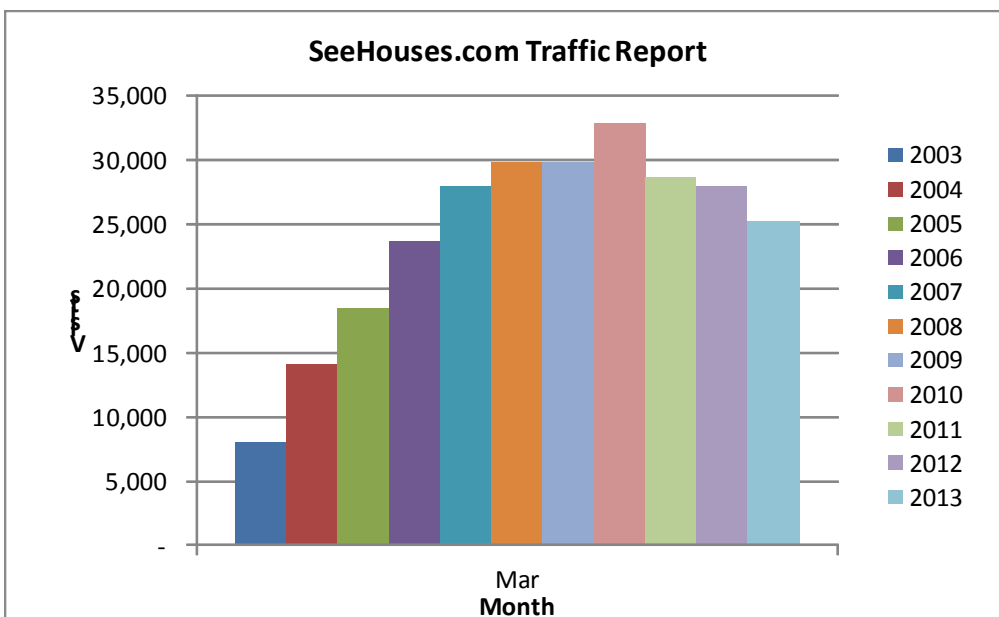
May 7, 9:00 - 10:30 a.m.

June 13, 9:00 - 10:30 a.m.

Please see go to <http://www.seehouses.com/newsletter.php> to download the newly released schedule of technology classes.

### SeeHouses.com Traffic Down 9.6 Percent in March

During the month of March 2013 there were 25,283 visitors to [www.SeeHouses.com](http://www.SeeHouses.com), reflecting a decrease of 9.6 percent from the same period in 2012 when there were 27,982 visitors. YTD through March 2012 there have been 74,460 visits to the site, reflecting a 2.7 decline from the 76,543 visits during the same time in 2012. Unique visits during March of 2013 amounted to 8,444, reflecting a decrease of 3.2 percent over the 8,721 unique visits in March of 2012. YTD through March 2013 unique visits to the site have been 24,921, reflecting a decrease of 20.1 percent from 20,604 unique visits during the same time in 2012. ❖



### REALTORS® Property Resource Presentation

#### *April 25<sup>th</sup> MIS Breakfast*

Please join the Capital Area Association of REALTORS® for a presentation on the exciting new tool known as REALTORS® Property Resource (RPR) presented by Laurie Ganz, Market Manager for RPR. Come and learn about the various tools available to agents, brokers, commercial practitioners and appraisers through RPR. Additionally, the integration of CAAR MLS information will be completed in the near future which will further enhance the benefit of this new tool to our members. Special thanks to CEFCU for sponsoring this event. For more information go to [www.narrpr.com](http://www.narrpr.com). Download event flyer from: [http://www.seehouses.com/temp\\_misbreakfast.pdf](http://www.seehouses.com/temp_misbreakfast.pdf).



## Technology/MIS Corner - (Continued from page 9)

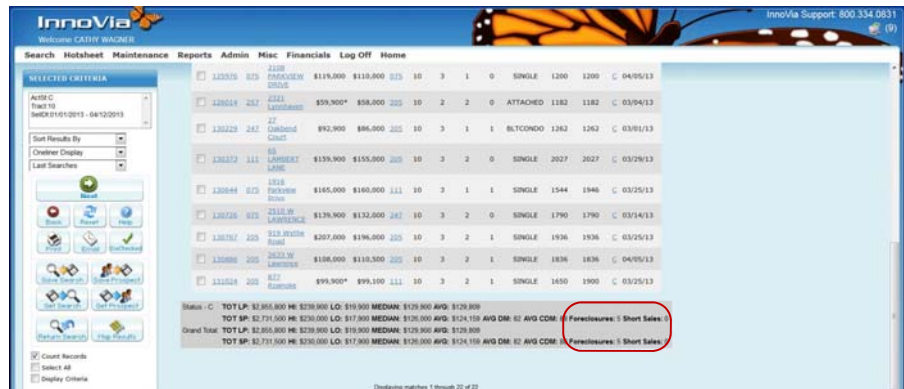
### SentriLock® Low Battery Notifications

Please note the SentriLock® “Low Battery Notification” has been turned on. If your lockbox has been accessed by you or another agent and the batteries are low, the SentiLock® system will send you an email notification that the battery is low.



### Number of Foreclosures & Short Sales Now Included in Statistical Information Located at the Bottom of One-Liners

We have recently added the total number of foreclosures and short sales to the statistical information located at the bottom of the one-liner display. This information was added to easily identifying the total number of foreclosed properties and short sale properties contained in a search. ❖



# REALTOR® Store

Featured Item for November

Corrugated Star Riders

- 24" x 12" x 1/4"
- Pre-Scored Universal Hole Pattern
- Available in Red or Blue

**\$4.99**



## COMMERCIAL REAL ESTATE NETWORK

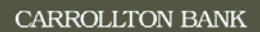
### CREN Sponsors 7<sup>th</sup> Straight State of the City Luncheon



For the seventh straight year on May 2<sup>nd</sup> the Commercial Real Estate Network was the proud sponsor of The Annual State of the City Luncheon, featuring Mayor J. Michael Houston. Mayor Houston's remarks focused on the trends and challenges in the City of Springfield's government with an emphasis on the city's serious infrastructure needs.



### CREN Sponsors



## AFFILIATE CORNER

### Critical Appraisal Issues

*April 19th Panel Discussion*

Join our panel of appraiser experts who will share with you information about the ever changing landscape of appraisal regulations and how they might impact your clients. Additionally, it seems that we continue to hear about short appraisals. Attend this Break-for-Hot-Topic forum to ask questions and share your thoughts and concerns regarding this issue. Our expert panel includes Jerry Skilbeck, Appraiser (Wrightsmann-Musso, Ltd.), Mike Call (Michael J. Call Appraisal Services) and John Williams (Williams Appraisal Service). Special thanks to our sponsor PNC Mortgage. Please RSVP to [voldfield@caaronline.com](mailto:voldfield@caaronline.com) or 217.698.7000. Download event flyer from [www.seehouses.com/newsletter.php](http://www.seehouses.com/newsletter.php).



### Now Available on CAARewind

*Mining that Mortgage Gold (Feb 26<sup>th</sup> Hot Topic)*

In case you couldn't join us for the Feb 26<sup>th</sup> Hot Topic program titled "Mining that Mortgage Gold" we videotaped the program and have it archived it on the web. 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. ❖

### Newsletter Inserts

Flyers referenced in this newsletter and listed below may be downloaded at <http://www.seehouses.com/memb/newsletters.php>



#### Inserts

- Spring Conference
- Appraiser Panel
- MIS Breakfast
- Technology Schedule



## PROFESSIONAL DEVELOPMENT



### CAAR Sponsors

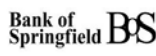
#### Diamond



#### Gold



#### Silver



#### Bronze



### Home Study CE Options Still Available

CAAR, in conjunction with the IAR, offers a host of home study continuing education courses. Review the material at your leisure then schedule an appointment with CAAR to come in and take the exam . . . It's that easy! For more information go to [www.seehouses.com](http://www.seehouses.com) and click on the education tab.

### Looking for a Winter Escape in January?

Tropical breezes and warm water - join other REALTORS® for a 7 night Caribbean Cruise on one of Celebrity's newer most luxurious ships The Silhouette sailing January 19, 2014 from Fort Lauderdale, FL. Join your fellow sun worshipers onboard and take advantage of two continuing education classes (one core and one elective) while exploring San Juan, Puerto Rico, St. Kitts, and St. Maarten. The continuing education is co-sponsored by the Real Estate Group IAR Branch School in conjunction with CAAR and IAR. Barb Krueger will teach these courses. For more information contact Barb Krueger at 725-2272 or Mary Jo Welch at 652-1042.



### Dave Ramsey Workshop

#### Dave Ramsey's Financial Peace University-Cash Flow Planning Lesson

Event ID 2991

Learn the nuts and bolts of budgeting and how to create a budget that works.

Healthy Habits that Save

Capital Area Association of Realtors

3149 Robbins Road, Springfield, IL

Monday, April 22, 2013

8:30 -10:30 am

#### Dave Ramsey's Financial Peace University-Dumping Debt

Event ID 2992

Learn how to "break the chains of debt" through Dave's instructional DVD and class discussion.

Capital Area Association of Realtors

3149 Robbins Road, Springfield, IL

Wednesday, April 24, 2013

8:30 -10:30 am

For more information or to register for these events please contact Katie Reeves at (217) 522-7985 ext. 114, or email [kreeves@iltech.org](mailto:kreeves@iltech.org). ❖

## MEMBERSHIP NOTES

### New Members

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

#### REALTORS®

Thomas Carter	The Real Estate Group
Rick Fornwalt	Kennedy Real Estate
Julie Lilly	Curvey Real Estate
Tayler Meyer	Kennedy Real Estate
Anthony Moore	The Real Estate Group
Mary Stephens	Curvey Real Estate

#### Local Affiliates

Travis Helkenkamp	Bank of Springfield
Darren Jones	West Central Bank
Michael Mathiot	Bank of Springfield
Jonathan Sturgeon	Bank of Springfield
Kelly Walsh	West Central Bank
Timothy Welch	Bank of Springfield

#### TRANSFERS

##### Century 21 Real Estate Associates

Lisa Bisch Jacobs (*from RE/MAX Professionals*)

##### The Real Estate Group

Mary Burgos (*from Grady REALTORS®, Inc.*)

#### DROP:

**REALTORS®:** Nancy Elwell, Joshua Pfister, Nathan Rogers

**Affiliates:** Nancy Sutzer

**Jacksonville MIS User:** Steve Floyd



### 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

Save the Date and Join Us for the Third Annual

## Dream BUILDERS BALL

Habitat for Humanity of Sangamon County

Friday, April 26, 2013 - 6:00 p.m.  
Erin's Pavilion at Southwind Park - 4965 S. Second Street, Springfield

Dinner, Live Entertainment & Silent Auction

Watch your mailbox for your invitations!

For more information contact Brittany Elder at 217.523.2710 or [admin@habitsangamon.com](mailto:admin@habitsangamon.com)

Tickets \$50 per person

Habitat for Humanity of Sangamon County  
Photography & Design courtesy Terry Farmer Photography

## CALENDAR

### AT A GLANCE

#### April

17-18	IAR Business Meetings	
19	Break For Hot Topics	9:00
22	Community Service Comm	1:00
23	CREN Luncheon	11:30
	Social Committee	1:00
24	Marketing & Member Serv	1:00
25	MIS Breakfast	9:00

#### May

2	2013 Trivia Fundraiser	5:30
8-9	IAR Spring Conference	
10	MIS Committee	9:00
	Finance/Exec Committees	10:30
14-17	NAR Meetings	
21	Board of Directors	9:00
	CREN Luncheon	11:30
27	Memorial Day - Assoc Closed	

#### June

6	MIS Committee	9:00
	Finance/Exec Committees	10:30
10	Golf Outing	11:30
11	Board of Directors	9:00
14	Broker Outreach	9:00-10:30
18	CREN Luncheon	11:30

TRIVIA NIGHT  
PIRATES OF THE CAAR RIBBEAN  
MAY 2, 2013

Capital Area  
Association of  
REALTORS®

3149 Robbins Rd.  
Springfield, IL  
62704

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

www.SeeHouses.com

## ANNOUNCEMENTS

The association extends its condolences to **REALTOR®** Denny Pryor on the recent passing of his father.

The officers, directors and staff of the association extends its heartfelt sympathy to **REALTOR®** Peter Steward and the entire Steward family on the recent passing of Peter's mother REALTOR® Emeritus Barbra Steward. Barbra was one of the longest serving members of CAAR having joined the association in 1966. Barbra will be missed by all who knew her including her fellow REALTORS®, clients, friends and staff at the association.

The association extends its heartfelt sympathy to **REALTOR®** Tracy Lowis on the recent passing of her brother.

Capital Area Association of REALTORS®

50<sup>th</sup> Annual Summer Outing

"CAAR's 50 Golden Years of Golf!"

~ Play like it's 1963! ~

Don't miss out - register early!!

Questions regarding sponsorship opportunities can be directed to Kathy Nichelson at 217.698.7000 or knichelson@caaronline.com.



## CAAR MONTHLY REPORT

### Single Family Residential

Time Period	Mar 12	Mar 13	YTD 12	YTD 13
<b>Listings Processed</b>	531	495	1,225	1,280
<b>Units Sold</b>	262	261	622	689
<b>Dollar Volume</b>	35,191,652	26,638,552	81,337,232	82,211,542
<b>Ave. Sale Price</b>	134,319	109,726	130,250	119,320

### All Property Classes

Time Period	Mar 12	Mar 13	YTD 12	YTD 13
<b>Listings Processed</b>	599	577	1,419	1,533
<b>Units Sold</b>	299	286	702	752
<b>Dollar Volume</b>	41,597,740	30,782,415	97,630,090	86,405,655