

REALTOR® Review

The Voice For Real Estate in the Capital Area

Recruit a New Affiliate and Earn Chance at iPad Mini

For every new Affiliate member recruited to the Association between August 13th and September 26th the referring member will receive one chance to win a new iPad Mini. This opportunity is open to ANY association member. As an incentive, new Affiliate members joining during the campaign will receive a waiver of the remainder of 2013 dues for a full-year of paid dues for 2014. Additionally, ANY new affiliate member recruited during this special drive will be invited to attend the Annual meeting on September 26th for special recognition with the admission fee for the luncheon waived. When you consider the many benefits of Affiliate membership this is a great opportunity. For additional details on this contest see page 3. For additional details on Affiliate benefits refer to the flyer attached to this month's REALTOR® Review.

Chiles to be Installed as IAR President

On October 2, 2013 our very own Phil Chiles (The Real Estate Group) will be installed as the 2014 President of the Illinois Association of REALTORS at an Inaugural Banquet to be held at Pheasant Run Resort in St. Charles, IL. An anticipated 250 people will be in attendance from all around the state. Phil will be the fourth such individual in the history of IAR from the Capital Area to serve in this capacity and the first in approximately twenty-five (25) years. We hope that you will consider attending this enjoyable event to show support for Phil as he accepts this important leadership role. The evening will conclude with live music and dancing. This event is held in conjunction with the IAR Fall Conference (October 1-3) "The Power of R". So, why not plan to come up for the conference as well and take advantage of the trade expo and great educational seminars including continuing education credit. One-day passes are available for a reduced fee. If you would like to take in some fun you might consider coming up on September 30th for the REEF Golf Outing as well. For details go to www.illinoisrealtor.com or feel free to contact conference Chair Dan Sale at 217.816.1759. ❖

August 2013
Volume 19, Edition 224

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the **POWER** of **R**
R FAMILY
R EDUCATION
R PAC
R VOICE

IAR Fall
Conference & Expo
October 1-3, 2013 • St. Charles
www.illinoisrealtor.org/fallconference

ILLINOIS ASSOCIATION OF REALTORS

REALTOR®

EQUAL HOUSING OPPORTUNITY

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

CAAR Embarks on First Affiliate Drive in Memory



Although CAAR has a very strong Affiliate membership it is concentrated primarily in five different service sectors. Recently, a Work Group was formed that is chaired by John Fidler (Heartland Credit Union) and charged with the task of increasing Affiliate membership, with a particular focus on those service sectors where we don't have Affiliate members, through the conduct of an Affiliate member recruitment drive to be held August 13th through September 26th.

As an incentive, new Affiliate members joining during the campaign will receive a waiver of the remainder of 2013 dues or a full-year of paid dues for 2014. Additionally, ANY new affiliate member recruited during this special drive will be invited to attend the Annual meeting on September 26th for special recognition with the admission fee for the luncheon waived. The Work Group is also working to put together a special incentive package of coupons and other items of value for those who join by September 13th.

The Work Group has divided into two different teams and will turn this into a competition. Team Captains include Deb Foster (Leader One Financial) and Misty Buscher (Marine Bank). For each new Affiliate member referred during the campaign the referring person will receive one chance to win an iPad Mini. This chance is not limited to Work Group members and is open to ANY CAAR member who recruits a new Affiliate Member. Additionally, the team that recruits the most new members will be recognized at the Annual Meeting.

Misty Buscher, Captain

Doris Bailey

Kaye Brittin

Don Cave

Gail Chevalier-Zini

Joy Gilliland

Dana Lyons

Ayrin Ramey

Deb Foster, Captain

John Fidler

Kristie DeBrun

Stephni Ferguson

Suzie Fessler

Kathy Garst

Susan Madison

Steve Myers

These teams will go head-to-head by conducting a two-day calling event on September 11 and 12 from 1:00-3:00 p.m. at CAAR.

Planning Commission Unveils Online Planning Application

The Springfield-Sangamon County Regional Planning Commission has three new applications designed to allow developers and other users easier access to property and development information. Available online through the Commission's website located at <http://gismaps.co.sangamon.il.us/gallery/> are a Project Locator to track land development projects reviewed by the commission, a Downtown Inventory Database that identifies and details 681 downtown Springfield properties and a digital zoning map showing every land parcel in unincorporated Sangamon County. ❖



2013 Affiliate Membership Drive

August 13th - September 26th

**Win an
iPad Mini!**

Program Rules:

- Affiliate Membership Drive from August 13th through September 26th
- For every Affiliate member that you refer during the drive you receive one chance.
- Winning ticket receives a new iPad Mini
- Drawing held on September 26th at Scheels during the Annual Business Meeting

Why Become a CAAR Affiliate:

- Remainder of 2013 dues waived
- Speech recognition at Annual Meeting Luncheon
- Networking opportunities
- Inclusion in Affiliate Reference Guide (distributed by REALTORS & Affiliates)
- Direct exposure to over 600 members
- Exposure via www.seehouses.com (300,000 visits annually)
- Many other benefits

Application, fee structure & list of Affiliate benefits can be obtained online at www.seehouses.com or contact Kathy Nichelson at 217.698.7000 or via email at knichelson@caaronline.com.

Drawing to be held on September 26th at Scheels during the 2013 Annual Business Meeting.

News & Notes - (Continued from page 2)

Some Suggest Reigning Chili Champ Might be Vulnerable

After three consecutive titles in the Chili Cook-off you might think that Suzie Fessler will be a lock to claim her fourth straight title. Well, not so fast Sparky! They tell us that last year's first place and runner-up finishers were very close in votes. So, does this point to some vulnerability in the Fessler Dynasty? The only way to find out is to show up and see for yourself! And if you are feeling really lucky you might even want to enter your own chili concoction into the competition? Interested Chili Cook-off participants should sign up to participate in the event to be held in conjunction with the September 18th CAAR Annual Tailgate Party. Contact Cathy Wagner at 217.698.7000 or cwagner@caaronline.com to sign up. What will you win you ask? Bragging rights, of course and a cool trophy. We'll even update the sticker on it that indicates the year of the competition! Isn't that enough? Don't delay . . . call today!



CAAR's 4th Annual Tailgate Party (Sept 18th)

Please join your fellow REALTOR® and Affiliate members for fun, food and fellowship on September 18th (note date change) for CAAR's 4th Annual Tailgate Party. This event will run from 4:30-7:30 p.m. and will be held in the association's front parking lot. As in the past, this year's event is BYOB and will include chili cook-off, bags competition, washer toss and other fun games. Also, back by popular demand is music by Dave Littrell. The event will move inside if we experience inclement weather. Please RSVP for the event by calling 217.698.7000 or email info@caaronline.com.

Thank you to our event sponsors:

Heartland Credit Union
Illinois Real Estate Title Center
Leader One Financial Corp.



Planning Meeting for Officers and Directors (Sept 23rd)

A planning meeting for 2014 Officers and Directors will be held at 9:00 a.m. on September 23rd at the CAAR offices. Please RSVP to info@caaronline.com or 217.698.7000.

Organizational Meeting for Chairs/Vice Chairs (Sept 23rd)

An organizational meeting for 2014 Committee Chairs, Vice Chairs and Officers will be held at 10:30 a.m. on September 23rd at the CAAR offices. Please RSVP to info@caaronline.com or 217.698.7000.

Annual Meeting at Scheels September 26th

Please join us for CAAR's Annual Business meeting on September 26th for a special check presentation to Contact Ministries. Also, President Don Cave will review some of the highlights for the year, recognize his Committee leadership and present some special recognition awards as well. This event will include the election of officers and directors for 2014. The Annual Business Meeting will be held at Scheels (3801 South MacArthur Blvd, Springfield) on September 26th beginning at 11:30 a.m. with lunch. The cost to attend this event is \$10.00. RSVP's are required. Please RSVP to info@caaronline.com or 698-7000 by no later than September 23rd.

Save the Date: 2014 Installation Celebration

Mark your calendars for CAAR's 2014 Installation Celebration! Set for the evening of Tuesday, October 8th, this year's Installation will be held at a very special venue. Additional details will be forthcoming soon. Steve Myers of Myers Commercial Real Estate, will be installed as CAAR's 2014 President. Other officers and incoming members of CAAR's Board of Directors will also be honored at Installation. We hope you will mark your calendars to attend this fun event! ❖



News & Notes - (Continued from page 4)

Advocacy Victory: Fire Marshal Withdraws Sprinkler Mandate Rules

State Fire Marshal Larry Matkaitis, facing stiff opposition from policymakers and state residents, withdrew an effort to get a joint legislative panel to approve rules that would mandate the installation of fire sprinklers in new homes and older high-rise residential buildings. Said Matkaitis in the article:

In the course of this process, it's become clear that any proposed state rule needs additional refinement.

The Life Safety Code changes were filed with the Joint Committee on Administrative Rules (JCAR). While a JCAR hearing date had not been set, the fire marshal had planned his own public hearing in Springfield on Aug. 6. The fire marshal's hearing has now been cancelled. If passed, the change would have:



- Forced all new homes to have the sprinkler systems, a measure that could have added \$10,000 or more to the cost of a home. The change would have been particularly expensive for those in rural areas where water pressure guidelines might have required the drilling of additional wells.
• Required all pre-1975 high-rise residential buildings to be retrofitted with sprinkler systems. The move would have cost millions per building in many cases, and would have forced rents and condo assessments to increase significantly.

IAR fought the sprinkler policy on behalf of its 41,000 members. IAR President Michael D. Oldenettel, GRI was poised to testify at the fire marshal's hearing. The sprinkler mandate was the subject of intense IAR member focus. Thousands of members answered calls to action and lobbied lawmakers, many of whom adamantly opposed the changes. IAR was joined by many other government groups and the state's homebuilders in the effort to stop the bill. The issue had become so heated that town hall meetings called by state lawmakers on the matter were packed with residents opposed to the measure, and state Senate President John Cullerton urged Matkaitis to drop the plan in a strongly-worded letter. (By Jon Broadbooks and reprinted from IARBuzz Blog)

Safety Smart Phone Apps for Real Estate Agents

The following is a list of Safety Smart Phone Apps for Real Estate Agents:

- 1. Real Alert Compatible: iPhone and Droid
2. SafeTREC Compatible: iPhone, Droid, Blackberry and Web
3. The Moby app Compatible: iPhone, Droid, and Blackberry
4. The Predator Alert app Compatible: iPhone ❖



September is REALTOR® Safety Month

Every year, the REALTOR® organization at all levels shares safety tips with our members to help them understand and avoid the risks that they face every time they meet a stranger at an empty property, let a client ride in the car, or sit alone at an open house. As the risks we face seem to be growing more frequent and more complicated, the secrets to avoiding them remain simple. The 3 keys to REALTOR® Safety are: knowing the dangers we face every day, being aware of our surroundings, and empowering ourselves with precautions and preparations so that we can avoid risky situations. Visit the REALTOR® Safety site at www.REALTOR.org/Safety, where you'll find a variety of materials to help you keep a continued focus on safety.



News & Notes - (Continued from page 5)

Homebuyer Counseling Classes Scheduled

September 7, 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



September 14, 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.

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture was taken at CAAR's 44th Annual Golf outing on June 11, 2007 at the Rail Golf Course in Springfield. If you have an old picture or comment about a picture please share with us.

(Left to right: Past President Todd Musso & Nick Musso) ❖



REALTOR® Store

Come check out our SALE table! Many one of a kind signs, coupon books half price, Fall signs and more! All priced as marked!





1ST ANNUAL RUN WALK for DANIELLE

through God ALL things are possible



Danielle is a fun loving, talented young lady who sustained a Traumatic Brain Injury when the jet ski she was a passenger on, collided with another jet ski on Lake Springfield, July 11, 2010. Danielle is home and being cared for 24/7 by her parents & younger sisters. Danielle remains in a semi-conscious state, and is unable to speak, eat or move any part of her body on command or with intention.

Sunday, September 15 (rain or shine), Hope Pavilion, Southwinds Park

11 - noon check-in, Walk begins at noon
Lunch provided & donated by Nelson's Catering.
Paid participants will receive an event bag, t-shirt, food & drinks.

- \$20 per adult (18+)**
- \$10 per kid (17 - 4 years)**
- Free (3 years and under)**

Day of event registration will be an additional \$5 donation per person, shirt & food are not guaranteed.

Can't make the Event, but want to help?
Register as a "There in Spirit" Walker. You will be helping Danielle, and you can choose to receive an "I did it for Danielle" event shirt if you register before Aug. 30th!



Want to be a Sponsor?
go to: www.prayfordanielle.com for details, and information about how donations will be used to provide Danielle care from the same Neurologists, who aided in Gabby Giffords treatments & recovery.

To Register, go to: www.prayfordanielle.com

before Friday, August 30, 2013 to guarantee your shirt and food on the event date.

To follow Danielle's recovery, go to: www.caringbridge.org OR Facebook/Pray for Danielle Loftus

Believe in Miracles.

PROFESSIONAL DEVELOPMENT

CRS Financing Course

September 11-12th

The Illinois CRS Chapter is hosting CRS205 Financing Course September 11-12th at the **Regency Conference Center in O'Fallon, Illinois**. This course will enable you to: Learn different financing and tax strategies and how to make them work for your clients Get creative –and responsible- financing for your clients and broaden their options Explore practical financial applications and tools to save you money and your clients.



You also will receive:

16 Credits towards the CRS Designation

6 Elective CE Units in Illinois

If you would like to learn more about the course, download the flyer attached to this month's REALTOR® Review.

Two FREE Seminars on Online Real Estate Marketing & Syndication

Brokers and Managing Brokers are invited to a special free seminar created exclusively for them. Read on for details.

Exclusively for Brokers

September 17th from 10:30-11:30 a.m. at CAAR

Mr. Steve Anapol, Real Estate Data Analyst and Online Marketing Specialist, will speak on the power of online real estate marketing and listing syndication. At this seminar you will learn how to harness the power of the Internet and the nation's leading real estate marketing websites to get more listings and sell more properties. You will learn how to capture the interest of millions of online consumers, learn which websites are sending you the most sales leads, how to better convert those leads, how to drive more traffic to your website and automatically send your clients detailed seller reports about their listing. For more details download flyer attached to this newsletter or register online at <http://tinyurl.com/12e8g74>.



Exclusively for Managing Brokers

September 17th from 9:00-10:00 a.m.

Mr. Steve Anapol, Real Estate Data Analyst and Online Marketing Specialist, will speak on how your brokerage can more strategically market and sell your listings online, in the U.S. and abroad. At this seminar you will learn how to harness the power of the Internet and the nation's leading real estate marketing websites to get more listings and sell more properties. Discover how to spend your marketing dollars more wisely by learning what the nation's top listing syndication websites are doing for you. For more details download flyer attached to this newsletter or register online at <http://tinyurl.com/12e8g74>. ❖



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/Conference to take advantage of hotel room rates starting at just \$129 a night; hurry these rates won't last long!

AFFILIATE CORNER

CAAR Sponsors

Diamond



Gold



Silver



Bronze



Inland Home Mortgage Joins as Sponsor



CAAR welcomes Inland Home Mortgage to the Capital Area Association of REALTORS® sponsorship program as a new Bronze Sponsor. Also, welcome to Rod Luckhart and Jerry Boster as Affiliate members affiliated with Inland Home Mortgage. Their office is located at 3000 Professional Drive, Springfield, IL 62703 and you can reach them via phone at 217.467.2966 or online at www.inlandbank.com.

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. Please feel free to direct any questions regarding this to my attention or Kathy Nichelson’s attention. ❖



IN THE...

**CAAR Sponsors:
Advertise your upcoming
event here!**

“Promotion requests” should be sent to knichelson@caaronline.com. Please feel free to direct any questions regarding this to my attention or Kathy Nichelson’s attention.

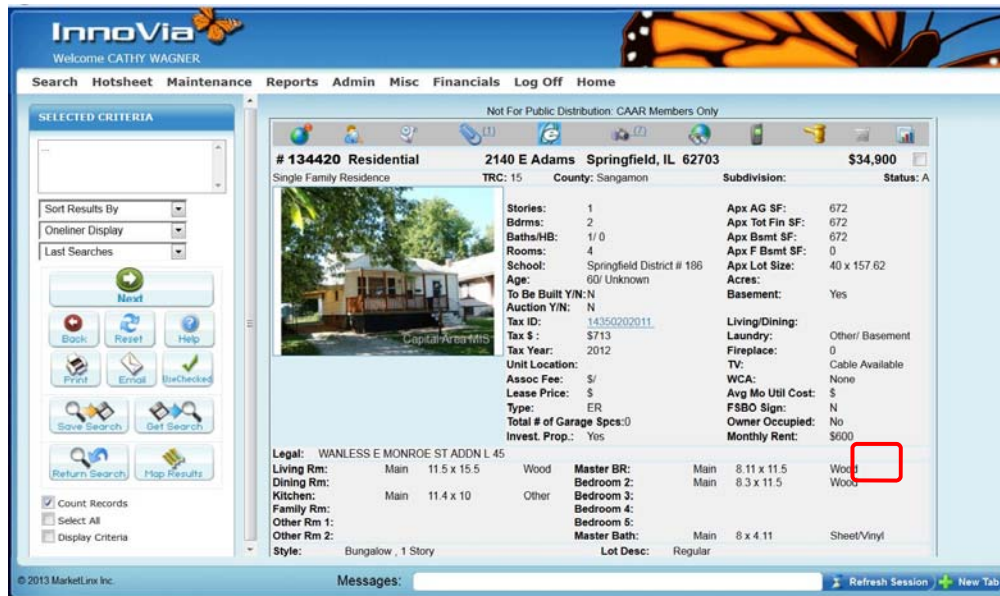
SPOTLIGHT

TECHNOLOGY/MIS CORNER

Data Co-op Link add to Full Displays in InnoVia



Have you checked out the Data Co-op in InnoVia? Our vendor just made it easier to do so by adding a new link on the full displays. The Data Co-op features an intuitive, map-centric interface for searching both CAAR MLS listing data and SIRMLS (Southern Illinois Regional MLS) listing data. The Data Co-op contains data for all listing statuses. The Data Co-op also provides valuable property data and reports such as RealAVM™ valuations, tax records, listing history, nearby schools, neighborhood data, community demographics, real estate trends, foreclosure information, nearby rental information and more—all in a consolidated dashboard view for each listing. Check out the Data-Coop today as shown in the red box below!!!



SentriLock Tip!

Set up Card Expiration notifications

When you enable this setting, you will receive a message the day before your SentiCard® expires. You can choose to receive the message as an email, a text message, or both! Got to <http://www.youtube.com/watch?v=YPAz-UrS3m8> to view our instructional video on setting up this feature. ❖



RPR Rollout

RPR is Coming, What does it mean to you?

Access to over 160 million properties, the largest database of distressed properties in the country, FEMA flood maps, school zoning information, the best reports in the business and much more are available to you all within RPR®, the Realtors Property Resource®. Learn to take advantage of this amazing NAR member benefit, already included in your yearly REALTOR® dues.

How do I get access?

Access is coming soon as we are nearing the end of the implementation process and will be announcing the rollout and training schedule in the next few weeks.

In the meanwhile, to a new video that will provide you with a quick preview on the RPR™ go to <http://www.youtube.com/watch?v=kVZpe2VIXmk>.



GOVERNMENTAL AFFAIRS



Three Lucky Winners to be Chosen

The Government Affairs Committee of CAAR would like to announce their RPAC raffle. Three lucky winners will be chosen to receive: 50" Samsung LED Smart TV (first prize); Margaritaville Frozen Concoction Maker (second prize); and, Schwinn Roadster Trike (third prize).

Tickets are \$25 each or 5 for \$100. To purchase stop by the association or see a member of the Committee. The drawing will take place at the September 26th Annual Meeting to be held at Scheels beginning at 11:30 a.m. Go to <http://illinoisrealtor.org/rpac> to learn more about RPAC. Download raffle flyer at http://www.seehouses.com/temp_RPACraffle.pdf.



Disclosure: The Illinois REALTORS® Political Action Committee (RPAC) collects contributions from members of the National Association of REALTORS® (NAR) for political activities. A portion of each contribution will be used for state political activities; at least 30% will be used for federal campaign purposes. The federal portion will be charged against an individual's federal contribution limits under 2 USC 441a. Contributions are VOLUNTARY and refusal to contribute does not affect membership rights. A member may contribute more or less than the suggested amount. Contributions are not deductible as charitable contributions for federal income tax purposes. A copy of our report is (or will be) on file and available for purchase from the State Board of Elections, Springfield, Illinois.



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

CREN Sponsors



Bank & Trust Company

CARROLLTON BANK



COMMERCIAL REAL ESTATE NETWORK

CREN Luncheon - August 27th

The next CREN Luncheon will be held on August 27th at CAAR.

Special thanks to our sponsor Springfield Business Journal. The guest speaker will be Betsy Urbance the IAR Legal Outline Attorney. CREN luncheons are limited to members and sponsors. To RSVP email info@caaronline.com or call 217.698.7000.



The Title Center Joins as Sponsor

The Commercial Real Estate Network (CREN) would like to welcome back the Illinois Real Estate Title Center as a CREN Sponsor. The Title Center is located at 2055 W. Iles, Ste. B, Springfield, IL 62704 and you can reach Dana Lyons and her staff at 217-787-3330 or online at www.iltitlecenter.com. ❖

MEMBERSHIP NOTES

New Members

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

REALTORS®

Shelly Hawkins	Century 21 Real Estate Associates
Jake Mabus	RE/MAX Professionals
John Mangiaracina	RE/MAX Professionals

Full Affiliates

Jenny Krell	Hickory Point Bank & Trust (CAAR Sponsor)
Brett Lovelace	Fidelis Pest Solutions, LLC
Matt Murphy	Murphy's Home Inspections

Local Affiliates

Deb Foster	Leader One Financial
Patrick Gettleman	Williamsville State Bank and Trust (CAAR Sponsor)
Robert Mizeur	Hickory Point Bank & Trust (CAAR Sponsor)
Jeff Stephenson	B-Safe Home Inspections of IL

Institute Affiliate

Roger Leach	US Bank Farm Management
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DROPS:

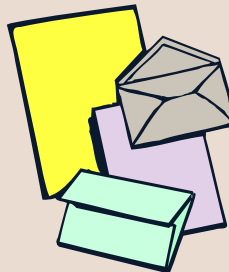
REALTORS®: Shelly Wilcoxson

Newsletter Inserts

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

Inserts

- RPAC Flyer
- Affiliate Benefits
- Affiliate Contest
- Homebuyer Education
- IAR Fall Conference
- Walk/Run for Danielle
- ListHub Seminars



Frequently Used Phone Numbers:

Capital Area Association of REALTORS®:

Phone: 217/698-7000
(centrex) 8000
Fax: 217/698-7009
(centrex) 8006
Websites:
www.SeeHouses.com
www.SeeBuildings.com

Illinois Association of REALTORS®

Phone: 217/529-2600
Fax: 217/529-3904
REALTOR®
Store: 800/529-2696
Member
Line: 800/752-3275
Website:
www.illinoisrealtor.org

National Association of REALTORS®

Phone: 312/329-8200
Fax: 312/329-8576
Website:
www.realtor.org

Office of Banks and Real Estate:

Phone: 217/782-3414

SentriLock:

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

MarketLinx:

Phone: 800/334-0831

CALENDAR

AT A GLANCE

August

- 22 Education Committee 9:30
- 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
- 17 List Hub Presentations:
 - Managing Brokers 9:00-10:00
 - Brokers 10:30-11:30
- 18 Tailgate Party 4:30-7:30
- 23 Board Planning Meeting 9:00
- Chair - Vice-chair Orientation 10:30
- 24 CREN Luncheon 11:30
- 26 Annual Business Meeting 11:30
- 30 - Oct 1 IAR Business Meetings

October

- 1-3 IAR Convention
- 8 CAAR Installation 5:30
- 10 MIS Committee 9:00
- Finance/Exec Committees 10:30
- 15 Board of Directors 9:00
- 17 CREN Reception 5:00-7:30
- 22 Break For Hot Topics 9:00
- CREN Luncheon 11:30
- 23 New Member Orientation 1:00-5:00
- 24 New Member Orientation 8:30-5:00

*Capital Area
Association of
REALTORS®*

*3149 Robbins Rd.
Springfield, IL
62704*

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

www.SeeHouses.com

ANNOUNCEMENTS

Condolences to Family of Former Association Executive

It is with great sadness that the Capital Area Association of REALTORS® acknowledges the passing of former association executive Gordon Snow. Gordon served as the association's executive for about 8 years in the 1990's. Gordon was best known for his love of magic and performed comedy, close-up, stand-up and stage magic throughout the United States. Our thoughts and prayers are with his family at this difficult time.



Gordon Snow

1st Annual Run/Walk for Daniel Loftus

The Run / Walk will take place rain or shine at the Hope Pavilion at Southwinds Park. Check in begins at 11:00, and the Run / Walk will begin at noon. Adults 18+ \$20 each, kids 17 - 4 years \$10 each, 3 and under are free. Paid entrants who register before August 30th will receive a t-shirt, event bag, food and drink. Day of the event registration will be an additional \$5 per person, shirt, event bag, food and drink are not guaranteed. (See page 7 for more details)

Vicki Oldfield to Leave

We regret to inform you that Vicki Oldfield, Receptionist and MLS Secretary, will be leaving us to accept another position. Vicki has served the association extremely well for the past 7 years. She will be missed greatly by staff and member alike. Vicki's last day will be August 28th.

CAAR MONTHLY REPORT

Single Family Residential

Time Period	Jul 12	Jul 13	YTD 12	YTD 13
Listings Processed	496	574	3,248	3,492
Units Sold	354	397	2,028	2,110
Dollar Volume	47,718,905	53,812,103	271,509,663	274,931,905
Ave. Sale Price	134,799	135,547	133,881	130,299

All Property Classes

Time Period	Jul 12	Jul 13	YTD 12	YTD 13
Listings Processed	581	658	3,751	4,102
Units Sold	373	425	2,235	2,278
Dollar Volume	50,773,655	56,373,713	306,979,873	292,954,798