

REALTOR® Review

The Voice For Real Estate in the Capital Area

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 along with bylaws changes. The nominating report is attached to this month's REALTOR® Review along with proposed bylaw changes. Additionally, CAAR will recognize new Affiliate members brought in during the membership drive. Finally, the drawing will be held for the RPAC raffle. 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 5:00 p.m. September 23rd.



CAAR Makes History

Installation of Officers & Directors October 8th

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 - the



Old State Capitol. Steve Myers, 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. Heavy appetizers will be provided by Conn's Catering along with a hosted bar. Invitations have been mailed or delivered. RSVP by no later than October 3rd. ❖

September 2013
Volume 19, Edition 225

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MISSION

*The Capital Area
Association of
REALTORS® helps its
members maintain the
highest standards of
professionalism and
achieve the highest
levels of success.*

NOTICE

Under the long established policy of the Capital Area Association of REALTORS®, IAR and NAR:

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

2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

OFFICERS

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

Comprehensive Bylaws Changes Proposed



This is to advise you of changes to the Association's bylaws that have been approved by the Board of Directors and recommended for adoption by the general membership at the Annual Business Meeting scheduled for September 26, 2013 at 11:30 a.m. at Scheels (3801 S. MacArthur Blvd., Springfield, IL 62711). There is a \$10 charge for the lunch and RSVP's are required. If you are simply there for the proposed bylaws change and do not wish to participate in the lunch there is no charge, however, RSVP's are still required. Those changes being proposed are comprehensive in nature and, in part, spurred by changes to the Illinois Not-for-Profit Corporation Act. A summary of the changes appears below and the full text of these proposed changes may be downloaded from <http://www.seehouses.com/bylawschanges.com>.

- Mirrors recent changes to the Illinois Not-for-Profit Act.
- Makes the President of the Illinois Association of REALTORS® a secondary member of the Association.
- Broadens and codifies REALTOR® Emeriti qualifications to match association policy.
- Changes the name "Multiple Information Service" to "Multiple Listing Service".
- Limits nomination of officers to someone having served on the board of directors within the previous seven years. Authorizes board of directors to adopt an online voting system. Allows for absentee ballot and proxy voting.
- States that three consecutive absences by a Director, CREN Committee member or MIS Committee member shall be deemed to be a resignation by said member.
- Sets for criteria for calling for special meetings of the general membership and board of directors.
- Alters the quorum requirements for a general membership meeting from a minimum of ten (10) percent of members to a minimum of 30 members.
- More fully explains what constitutes the electronic transaction of business.
- Adds the Executive Committee and Finance Committee to the list of standing committees and spells out the make-up of those committees.
- Enhances the indemnification of officers, directors, agents and employees language.

If you should have any questions regarding this proposed change please feel free to contact Dan Sale at 217.698.7000.

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. ❖

News & Notes - (Continued from page 2)

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. *(For more details see page 4)*

Thank you to our event sponsors:

Heartland Credit Union
Illini Bank
Illinois Real Estate Title Center
LeaderOne Financial Corp.
David G. Miller & Associates
Phillips Appraisal, Inc.
Virtual Impressions



Still Time to Register for the Chili Cook-off!

Interested participants can still 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!

Blast from the Past

We hope you enjoy this month's picture from our association's archives. This month's featured picture is from the tour of Springfield Schools in 2005. If you have an old picture or comment about a picture please share with us.



*(Left to right:
Past President
Peter Steward &
Past President
Cheryl
Dambacher)*

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 call 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 call 217.698.7000.





CAAR's 4th Annual Tailgate Party!

September 18, 2013

4:30-7:30 p.m.

BYOB

*Wear your favorite
team jersey!*

Chili Cook-off
Wings

Live Music by:
Dave Littrel

Hot Dogs
Bags Tournament

There is no cost to attend this event but RSVP's appreciated. To RSVP please call 217.698.7000, email info@caaronline.com or login at: <https://mdweb.marketlinx.com/caar/>

If you would like to be a sponsor of this event for \$50 or would like to enter the chili cook-off please contact Cathy Wagner at 217.698.7000 or email her at cwagner@caaronline.com.

Sponsored by:

Heartland Credit Union

Illini Bank

Illinois Real Estate Title Center

LeaderOne Financial Corp.

David G. Miller & Associates

Phillips Appraisal, Inc.

Virtual Impressions

PROFESSIONAL DEVELOPMENT

Fall Continuing Education Calendar Available

We are pleased to report that our Fall Continuing Education Calendar has been finalized and available for download at http://seehouses.com/education/edu_contedu.php.



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 or how to register directly with ListHub download flyer attached to this newsletter.



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 or how to register directly with ListHub download flyer attached to this newsletter.

CREN Sponsors



Bank & Trust
Company

CARROLLTON BANK



COMMERCIAL REAL ESTATE NETWORK

CREN Luncheon - September 24th

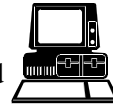
The next CREN Luncheon will be held on September 24th at CAAR. Special thanks to our sponsor Williamsville State Bank. A special webinar will be presented by Emily Line with the REALTORS® Property Resource (RPR) of the National Association of REALTORS®. CREN luncheons are limited to members and sponsors. To RSVP email info@caaronline.com or call 217.698.7000. ❖



TECHNOLOGY/MIS CORNER

CIBR Cancels MLS Reciprocal with CAAR

The Association recently received notice from the Central Illinois Board of REALTORS® (CIBR) that effective immediately it was cancelling its MLS Reciprocal Listing Agreement with CAAR. Unfortunately, the notice was abrupt, without warning and lacked any sort of explanation. CAAR has responded to CIBR informing them of the 60-day notice provision in our agreement and urges them to honor this notice provision so as to allow our Managing Brokers to advise their clients.



RPR is now integrated with Capital Area MLS Information

How do I get access?

1. Go to the login page: www.NARRPR.com
2. Click "Create" and enter Last Name & NRDS #
(Contact the CAAR Office if you need your NRDS #)
3. On the MY PROFILE page:
 - Fill in as many details as you can – Especially your contact info which will appear on the reports.
 - Upload your photo and logo
 - Set your Home Area(You'll need to know your MLS and your Agent ID #)



Live Training Classes @ CAAR will be announced soon! RPR Customer Support 877-977-7576. Online Training blog.narrpr.com/training

Authentisign – Now iPad & Tablet Compatible

Authentisign for the tablet is here! This new version of Authentisign (Authentisign2GO) allows users to create signings on their tablets. Users will now be able to fill out forms, prep them for signing and have the documents signed on their tablet, right then and there.



This is not an app, so there is nothing to download. Authentisign is "tablet aware" so that this tablet version of Authentisign version will automatically be displayed to users when they access Authentisign.

Two New Authentisign Participant Types – In Person and Private Participants

An **In-Person Participant** is someone who is with the signing creator (e.g., the agent) and will sign the document while with the signing creator. The In-Person signer allows the signer to register and sign without having to receive an email. The **Private Participant** allows a user to create a signing and add a signer without knowing the participants email addresses. The email address can later be added by another participant (signer or reviewer) later in the process. The most

(Continued on page 7)



Proposed MIS Rule Changes to be Voted on September 23rd

This is to advise you of proposed changes to the Capital Area Association of REALTORS® Multiple Information Service rules. These proposed changes will be voted on September 23, 2013 at 8:45 a.m. at the Capital Area Association of REALTORS® (3149 Robbins Road, Springfield). A summary as well as the full text of these changes can be downloaded from the following web address: http://www.seehouses.com/mis_rulechangehistory.php. Both the MIS Committee and the Board of Directors have reviewed these proposed changes and recommend approval. Voting is limited to the MIS participant in each office. RSVPs are required to assist in planning. To RSVP email info@caaronline.com or call 217/698-7000.



Technology/MIS Corner - (Continued from page 6)

CAAR Sponsors

Diamond



Gold



Silver



Bronze



Authentisign – (Continued on from page 6)

common example would be to have the selling agent set-up a signing and then have the listing agent add the sellers' email addresses before sending to the sellers for signing.



Authentisign Print driver

The Authentisign Print Driver allows PC users to 'print' documents into an electronic signing. The print driver is installed just like a regular printer but virtually prints documents into Authentisign. Unfortunately, there are no Print Drivers available for Mac users due to Apple's proprietary nature.

Link Authentisign Documents to Document Placeholders

Users can link documents in a signing to document placeholders in a transaction. Once the documents are signed, they will be automatically routed into the associated transaction and placed in the associated placeholder. This will be a great enhancement for brokerages who have implemented the Broker File Manager.

Separate Authentisign Documents

Currently all, documents in a signing are merged into one signed document. This option allows users to keep Authentisign documents separate and the signed documents will be routed into an associated transaction as separate documents for easier transaction file management.

New, Easier Email Upload Options

Documents can easily be emailed into signings using a unique email address for that transaction, which is automatically created for each signing. The email address can be downloaded and saved as a contact on your computer, tablet or smartphone.

SentriLock Reminder

When you need a lockbox for your listing, please contact your office. Lockbox lease agreements are between CAAR and the Managing Broker. CAAR provides each office with lockboxes based on each firm's individual listing inventory counts. ❖



GOVERNMENTAL AFFAIRS

We Will Pick Three Lucky Winners

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.



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.



Governmental Affairs Update

By Neil Malone, Governmental Affairs Director

CAAR Awarded Grant

Recently, the Capital Area Association of REALTORS® was awarded a \$5,000 grant through the National Association of REALTORS® Housing Opportunity Grant Program. The grant program provides funds to support worthy endeavors undertaken by state and local associations targeted toward increasing access and availability of housing in local communities.

CAAR will use the grant money to partner with other interested groups through the Quantum Growth Partnership (Q5 initiative) to enlist the services of a consultant to provide a comprehensive analysis of the housing market in the traditional downtown urban core of the City of Springfield.

This study will provide an assessment of the overall downtown housing market. It will provide a sort of “barometer” of owner occupied housing demand across numerous sectors, including: single-family, multi-family, lofts / condos, as well as demand in the rental market. It will provide data with respect to housing demand across the demographic and income spectrum, as well as identifying unmet demand. Finally, it will recommend strategies to satisfy current and future downtown housing needs, with emphasis on specific areas that could be most efficiently utilized.

Many thanks to the members and staff at CAAR, IAR, and NAR who helped make this possible. ❖



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



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 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. When you consider the many benefits of Affiliate membership this is a great opportunity. For additional details on Affiliate benefits refer to the flyer attached to this month's REALTOR® Review.



Sponsor Corner

Welcome to the "Sponsor Corner". 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

Judging a Book by Its Reviews

Say what you will about online shopping behemoth Amazon.com. In my humble opinion, the best thing about the whole site is the reviews. Sometimes they actually help me decide whether or not to purchase a product that I can't see with my own eyes. Other times, they are less educational and more absurdist.

(Continued on page 10)

Affiliate Corner - (Continued from page 9)

Judging a Book by Its Reviews - (Continued from page 9)

It's easy to laugh at the amount of time and extreme passion people pour into reviewing some ultimately meaningless products. But then again, I could spend hours reading what these same people have to say, so who's the real chump here?

Some reviews (both joke memes and serious-though-hilarious) have made it big in social media. If you don't know what I'm talking about, stop reading this now and read just a couple of the thousands of reviews for the infamous Hutzler-571 Banana Slicer. Or check in on the ongoing debate over whether or not employees of the Transportation Security Administration deserve to be children's role models.

All jokes aside, the power of crowdsourcing a purchase is not lost on anyone these days. Often here on the Book Scan Blog, we'll check in to see what real estate books are popular according to Amazon's unknowable algorithms. But what about the top-reviewed real estate business books?

Well here are the top five, along with some review excerpts that I found helpful.

(7L) The Seven Levels of Communication: Go From Relationships to Referrals by Michael J. Maher (Oct 13, 2010)



"Michael provides an easy to follow, step by step system to create long lasting relationships with our clients and vendors that result in an endless supply of referrals." —Roman Pavlik

"This book was just what I was looking for. Simple, do-able and personal." —Jo and Darin Bloomington IL

Also, check out this interview with the author published on Book Scan.

The Art of Selling Real Estate by Patricia Cliff (Dec 12, 2012)



"Patricia Cliff's book explains in detail how the well informed, seasoned agent is the indispensable component to every deal." — Barbara Corcoran

"Not only is it filled with valuable tips and real-life experience, it is very witty and entertaining." —Annette Akers

Sell with Soul: Creating an Extraordinary Career in Real Estate without Losing Your Friends, Your Principles or Your Self-Respect by Jennifer Allan (Jul 11, 2008)



"If... you want to have fun selling real estate – and make a good amount of money doing it – without alienating your nearest and dearest, then I humbly suggest you forgo the free shipping and go straight to priority overnight. It's time for you to meet Jennifer Allan and get down to business." —J. Mathis

"I could not put the book down! It resonated deeply with me and since then I have noticed a huge change in my business." —P. Belcastro

Zero Risk Real Estate: Creating Wealth Through Tax Liens and Tax Deeds by Chip Cummings (Oct 12, 2012)



"I am not kidding, this book is worth more than 1,000 times the cost because it will teach you how to make money for the rest of your life." —Paul Zdunek

"It's thorough and to the point. Great read for anyone wanting to know more about investing in tax liens and tax deeds!" —Elizabeth Turner

What Every Real Estate Investor Needs to Know About Cash Flow... And 36 Other Key Financial Measures by Frank Gallinelli (Sep 8, 2008)



"No get-rich-quick schemes or buying with no money down strategies. This book simply tells you how successful investors evaluate properties. If you follow Mr. Gallinelli's strategies, you will not make a mistake purchasing a property, even in a boom market." —Daniel

"Overall, a great book for anyone looking to get his/her foot in the door with a real estate venture. It is entry level yet has enough detail to get you up to speed with the big boys." —ATBnu

(Author Meg White. Reprinted from August 20, 2013 REALTOR® Magazine Online) ❖

MEMBERSHIP NOTES

New Members

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

Designated REALTORS®

Scott Whittington Land Guys, LLC

REALTORS®

Daniel Gibler RE/MAX Professionals
Julie Sires RE/MAX Professionals
Vito Stallone Charles E. Robbins Real Estate, Inc.
Stacie Turner Advantage Realty

Full Affiliates

Rod Luckhart Inland Home Mortgage (CAAR Sponsor)
Zachary A. Richards Midland & Associates Home Inspections, LLC

Local Affiliates

Jerry Boster Inland Home Mortgage (CAAR Sponsor)
Kris Krones West Central Bank (CAAR Sponsor)
Cori Stuart West Central Bank (CAAR Sponsor)

TRANSFERS:

Charles E. Robbins Real Estate, Inc.
Chad Richardson (*from RE/MAX Professionals*)

DROP:

REALTORS®: Jeff Canterbury, Wes Gabehart, Michelle Lynn, Sara Matherly, Mary Ellen Taylor

Affiliates: Joseph Gill, Matthew Zachary

MIS User: Robert Heitbrink

Name Change:

Charles E. Robbins Real Estate, Inc.
(*From Charles E. Robbins, REALTORS®*)

Don't Miss CAAR's Chili Cook-Off! September 18th - Annual Tailgate Party

Whether you're enter your chili or just tasting and voting you won't want to miss it. Contact Cathy Wagner at 217.698.7000 or cwagner@caaronline.com to enter your chili or to let us know you're coming!



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

September

- 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 MLS Fees Due
- 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
- 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
- 25 MIS Breakfast

November

- 1 Break For Hot Topics 9:00
- 6-11 NAR Convention
- 11 Veterans Day - Assoc Office Closed
- 14 MIS Committee 9:00
 - Finance/Exec Committees 10:30

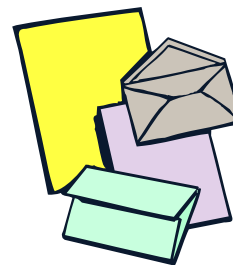


Newsletter Inserts

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

Inserts

- Affiliate Benefits
- Affiliate Contest
- Annual Meeting
- Fall CE Schedule
- IAR Fall Conference
- ListHub Seminars
- Nominating Report
- RPAC Flyer
- Walk/Run for Danielle



*Capital Area
Association of
REALTORS®*

*3149 Robbins Rd.
Springfield, IL
62704*

*217/698-7000
Fax: 217/698-7009
www.SeeHouses.com*

CAAR MONTHLY REPORT

Single Family Residential

Time Period	Aug 12	Aug 13	YTD 12	YTD 13
Listings Processed	502	539	3,750	4,042
Units Sold	353	414	2,381	2,526
Dollar Volume	49,066,546	53,997,109	320,576,209	329,188,914
Ave. Sale Price	138,999	130,428	134,639	130,320

All Property Classes

Time Period	Aug 12	Aug 13	YTD 12	YTD 13
Listings Processed	567	618	4,318	4,731
Units Sold	373	440	2,608	2,720
Dollar Volume	51,417,266	57,352,984	358,397,139	350,567,682