

nsbar.org REALTOR® News

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Vision

The vision of the North Shore – Barrington Association of REALTORS® is to serve as The Gateway to Education, Information and Technology.

Notice

Under the long established policy of the North Shore – Barrington 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 his or her 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.

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Guest Column

Steve Bochenek, IAR Legal Counsel

Licensing, Agreements, Dual Agency: Key issues for Office Policies and Training

Licensing

It goes without saying that one needs to be licensed as a real estate broker or salesperson to engage in the real estate brokerage business in Illinois. However, in today's world of new business models, Web sites, VOWs and Internet-based businesses, you need to take another look at those licensing requirements and how you are doing business.

Just as in Illinois, most state licensing laws allow for the payment of a referral fee to a broker licensed in another state for the referral of business. There may even be times you try to provide brokerage services in connection with a transaction occurring in another state, even if you have a broker assisting you in that other state.

With the ease of communications in today's world, offering brokerage services across state lines becomes more convenient all the time. The question is whether you, as an Illinois licensee, are actually providing brokerage services in another state without a license. Most states require you to be properly licensed in that state in order to bring a lawsuit in the state for your commission, should that be necessary. Thus, you would not be able to collect your commission through the courts if you performed brokerage services in a state in which you are not licensed.

One might argue that this is why you affiliate with a broker in the state where the transaction will occur. However, if you are performing brokerage services without a license, the broker you affiliated with is probably precluded by their state's license law from paying you a fee for services rendered as you would be engaged in the unlicensed practice of real estate brokerage. In multi-state transactions you are limited to providing brokerage services in those states in which you are licensed by examination or reciprocity. To do otherwise not only jeopardizes your commission but also may subject you to legal action in that other state for unlicensed practice.

Another similar potential problem is the splitting of fees with unlicensed entities. Given the ever-evolving business models, you always need to be mindful of whether that model involves you splitting a commission or fee with a non-licensee. The Illinois Real Estate License Act prohibits payments by licensees to non-licensees for referrals or for the providing of real estate brokerage services. The only fact situation that might be considered an exception to this would be a payment to a party to the transaction which, in essence, constitutes a reduction in your fee or commission.

Written Agreements

In Illinois we see two situations in which written agreements are not always the norm. The first is brokerage agreements with buyers and the second is property management agreements. Licensees are strongly encouraged to have written agreements with buyers, even if it is a non-exclusive agreement or just a document stating the terms and conditions under which your company is providing services to the buyer. IAR has examples of both items on its Web site (Members Only, Legal News at www.illinoisrealtor.org/member/legal/agency.asp) for your review.

It is much better that your company establish the terms of your agreement with the buyer rather than letting the courts establish the terms of such an agreement based on your statutory duties, your oral statements and the understanding of the buyer.

Likewise, licensees acting as property managers need to have written property management agreements with their clients. The property management agreement is for the protection of both parties. If you do not have a written property management agreement specifying how the licensee is to handle rents paid to the licensee, OBRE will take the position that those rents are earnest monies and need to be held in escrow.

Dual Agency

The Real Estate License Act and the Rules contain two provisions of which you need to be mindful. First, the Rules provide that a licensee cannot be a dual agent when they are a party to the transaction. This does not mean that as an owner of real estate you cannot sell your own real estate (subject to any agreement you may have with your brokerage company). Rather, the licensee merely cannot act as an agent of the buyer. Thus, if you are selling your own real estate, you should give prospective buyers, particularly if they are not represented by a licensee, a notice that you are not acting as their agent.

Second, the Real Estate License Act provides a presumption of proper disclosure and consent to a dual agency if you provide disclosure and give the notices required in the Act. If you fail to use the statutory disclosure language or fail to give notice as required by statute, you will lose the benefit of the presumption and you may well end up trying to prove to the Office of Banks and Real Estate or a court that there was informed consent given to the dual agency arrangement by the parties to the transaction.

Keep these items in mind as you update or revise your office policies and train your sponsored licensees and staff.

Source: *Designated REALTOR® Exclusive, June 2004*

Member Benefit Reference Index

Health Insurance

National Assoc. of Self-Employed
Ron Shapero 312-337-7133
Castle Group 559-8100
NAR www.narhealth.com

Investment Counseling

GCG Financial, Inc
Mark Tauber 847-457-3073
mark.tauber@gcgonline.com

Car Purchase

Chrysler/Jeep
www.realtor.org

Car Rental

Alamo Rent-A-Car 800-539-2322
Rate Code BY ID#BY428299

Client Closing Gifts

Chicago Botanic Garden Memberships
Nancy Koberstein
847-835-8215; 847-835-8923 fax

Courier Service

Timely Courier
Michele DiMaio/Fred Cisarik
847-434-1090

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or visit www.nsbar.org

Home Search Now Global Endeavor

By Susan Ashworth
Inman News

Search the Internet for "WorldProperties.com," and you'll be linked to real estate Web sites in New Zealand, online portals in Australia and property search engines in the United Kingdom.

That's how the founders of WorldProperties.com want their Web site to work. WorldProperties.com, the official Web site of the International Consortium of Real Estate Associations, is a network of global real estate Web sites designed to put homes in Auckland, New Zealand, or Buenos Aires, Argentina, in front of more than 8 million home buyers and sellers globally. The Web site is a global collection of more than 3 million real estate listings and 2 million real estate salespeople that spans 26 countries.

"At the outset, ICREA recognized the difficulties facing real estate professionals who wanted to get involved in the huge business of international referrals," said Cormac Meehan, ICREA international co-chair. "We recognized that all business is global and that real estate is no different."

ICREA estimates that more than 2.3 million people older than 50 in the UK will buy a home abroad over the next 10 years.

"Many venture abroad with little information and no reputable point of contact," Meehan said.

That was one major factor facing the Real Estate Industry of Australia. The organization, which is a member of ICREA and helped launch WorldProperties.com last year, did so partly in response to the growing number of Australians who are interested in investing overseas. A report in the Sydney Daily Telegraph found Australian property investors are no longer looking only at home for investment properties, but also are turning to their neighbor New Zealand and countries in Central and South America for such opportunities.

"There is no such thing as a local market anymore, especially in a place like Sydney," the group's president John Hill told the local newspaper. "There are lots of foreigners investing in Sydney and lots of Sydneysiders investing overseas, so we saw there was a real need for something like this."

ICREA was started with the same concept. The organization was established in 2001 and is comprised of 21 national real estate organizations. In addition to linking buyers and sellers in one nation to a real estate professional in another, ICREA found a global organization could best respond to an increasingly global real estate marketplace. The organization cites the growth of the Internet as a dominating factor. Nearly 1 billion people will be online by the end of 2004, with the greatest growth taking place in Asia, Latin America and parts of Europe, by one estimate.

The obstacles to selling real estate internationally, ICREA said, include a dearth of readily available and current information on foreign markets, the absence of international real estate standards, concern over foreign market practices and legal processes and the lack of an international referral network that guarantees payment of fees and commissions. Features offered through ICREA include a set of international standards for professional ethics, and networking and referral tools.

"We are promoting the right to own and transfer real estate right across the globe," Meehan said. The Web site has been successful so far, he said, "because it is designed and established by people at the center of the real estate transaction--the brokers and their associations."

Go to www.inman.com for more real estate news.

Marrelli to Head NAR

Commercial Alliance

The National Association of REALTORS® has named James M. Marrelli, a veteran businessman with 20 years experience in strategic planning, product development and technology, to the position of vice president of commercial real estate. Marrelli will head up NAR's REALTORS® Commercial Alliance, which provides the framework for all commercial real estate groups and commercial services within NAR and its involvement with the commercial real estate industry.

"James's extensive knowledge of business management and the commercial real estate industry is perfect for this position. Commercial real estate professionals will identify with his entrepreneurial spirit and collaborative style. We are very pleased to have him leading the REALTORS® Commercial Alliance team," said Nancy Wilson Smith, NAR senior vice president for leadership programs and planning.

Marrelli served as vice president of Homestore.com, where he was responsible for the analysis and business development of commercial real estate business models and strategic planning for other specialty businesses. Marrelli has an MBA from Harvard and a B.S. degree in finance and marketing from Syracuse University.

IAR Committees

The Illinois Association of REALTORS® is accepting applications for members interested in working on a committee or as part of a working group or issue task force. An application appears in this newsletter. Note: Applications must be received by IAR no later than July 9.

VOW Policy Delayed

At the National Association of REALTORS® board meeting on May 18, the NAR board voted to delay implementation of its Virtual Office Web site (VOW) policy from July 1 to next January 1. NAR does not want to mandate that state and local boards implement the policy while the U.S. Department of Justice is looking into the matter. In a surprise move, Patricia A. Vredevoogd, a REALTOR® from Grand Rapids, Michigan, was elected 2005 first vice president, putting her in line to become president of the million-member trade association in 2007. Read a recap of board action and NAR Midyear highlights at www.realtor.org. (Source: NAR, 5/18/04)

Web Site Lists NAR Courses

Looking for an online source for all education programs developed and offered by NAR and its affiliates, councils and societies? Access NAR's new Education Course Matrix to search for programs by topic, course title, organization, designation/certification and online availability. Access the matrix at <http://www.realtor.org/edmatrix.nsf/CourseTopic?openview>. All of the programs listed are owned by NAR or one of its subsidiaries. Other courses being offered by NSBAR, such as the Luxury Home Marketing course, are not yet sponsored through NAR.

California Firm Has Agents Go Wireless

Realty World of Northern California, Inc. announced in May that it plans to implement an enterprise wireless mobile office solution that will provide its 1,100 agents in more than 400 real estate offices in Northern California and Northern Nevada with the latest technology tools to boost productivity and client service. The Realty World Wireless Office™ will be bundled as part of Realty World Northern California, Inc.'s standard offering to new franchisees beginning in May, and will be available as an option to existing franchisees.

The Realty World Wireless Office™ was developed by Criterion Corporation, a mobile hardware and software solutions innovator specializing in wireless enterprise applications for the real estate industry. The package features Criterion's REDTablet™ Mobile Office Solution, which consists of a Motion Computing M1400 Tablet PC with Intel® Centrino™ mobile technology, 512MB of RAM and a 40GB hard drive. The package also includes Microsoft® Windows® Office XP software, Sprint Sierra 550 Wireless WAN Card, HP deskjet mobile printer and an Executive Portfolio Carrying Case. Agents may select options, including additional hard disk storage and RAM, DVD/CD-ROM External Drive, 12.1" XGA TFT LCD View Anywhere™ Display, Detachable Hardtop Keyboard and Cover, "Flex Dock" Desktop Docking Station, and a digital camera. Source: Realty World, Tracy, CA

Glenview Condo Sued By DOJ

The Justice Department has filed a lawsuit against a Glenview condo association alleging it discriminates against persons who use wheelchairs. The government says the Triumvera Tower Condominium Association requires residents who use wheelchairs to enter the building through its rear service entrance, even though the front entrance is fully accessible to wheelchairs. The complaint was originally filed by the parents of a disabled boy living in the condominium building. The association has agreed to suspend its rules, pending the outcome of the litigation.

Cell Number Portability

Cell number portability extends beyond Chicago as of May 24. Last November, cell users in the largest 100 U.S. cities were able to change wireless carriers without losing their numbers, which is a prize possession for REALTORS®. Since last November, more than 3.5 million cell users have switched carriers. Yesterday, that ability became an option for the rest of the nation. Advice published then remains the same for those wanting to switch: 1) wait until your current contract expires to avoid a hefty cancellation fee, and 2) do your homework about the quality of service and best deals available. Visit the Federal Communications Commission Web site for a fact sheet and FAQs on number portability: <http://www.fcc.gov/cgb/NumberPortability/> (Source: FCC, 5/21/04)

Aug. 16 and 23 • 8:30 AM - 5 PM

Advanced Real Estate Principles

Broker Training Class

3 Hours CORE C.E. Credit

Instructor: Marilyn Glazer, GRI, CRS, CRB

Tuition fee is \$175 for each two-day class in the Broker Training series. Register by call 847-480-7177 or register on-line at www.nsbar.org.

Prefer home study? For course/order info go to www.illinoisrealtor.org

MLSNI

MLSNI on 6-2-04 voted to adopt a rule that if one office in a firm is in MLSNI then all have to belong. Although this rule is part of NAR rules, the issue is the timing of the rule and could have huge antitrust implications.

What Do the Brokers Want?

MLSNI asked Doug Ayers from Coldwell Banker, Chris Eigel of Koenig & Strey GMAC and Steve Baird of Baird & Warner to attend a meeting with the Shareholder representatives and the Board of Directors. The following are the issues these brokers have with MLSNI:

Doug Ayers:

1. Basic technology (Compass)
2. Should be a utility run as a not for profit
3. Brokers want control of their own data

Chris Eigel:

1. Should be run as a utility
2. MLSNI should not have a public web site
3. There should be no profit

Steve Baird:

1. Should serve the agents and no other business
2. Associations should not be in MLS – too many steps
3. MLS should not be in businesses to compete with broker businesses

MLSNI will have meetings with the Shareholder representatives and Board of Directors to address these issues.

What City?

Not sure what city to input a listing into MLS? Of course, you must use the mailing address and you can find that out by going to <http://www.usps.com/zip4> Input the city you think it should be in and it will tell you the "Official Post format".

MLSNI Changes to Commercial Property Types Listing Input Effective Thursday May 27:

- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Geographic Locale (GEO) field - Add M-Far West and N-Out of Area as field selections.
- Multi-Family 5+ Unit (MF), Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Year Build (BLT), required 4 character field.
- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Estimated CAM/SF (EC)
- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Estimated Tax/SF (TXF)
- Office/Tech (OI), Business/Business with Real Estate (BU), Retail/Stores (RS), Mixed Use (CO) - Add Unit Number (UN)
- Modified Property Type 15 description to Mixed Use (Apartment/Office/Store)

Revised Listing Input forms are available at www.mlsni.com in the MLSNI Members Only section under Member Info, View Forms, Listing Input forms.

Messages have been placed on both the Compass and REXplorer Greeting screens.

Typical NSBAR Member

The typical NSBAR member is 53, makes \$50,000 a year, works more 30 hours a week. She has a sales license, attended some college, is from a large firm and checks her email daily.

Are You Missing the Boat?

Those trying to break into the real estate business through the internet are finding that real estate agents are unwilling to work with people who have begun to research buying or selling but are not going to act for six months to a year. If the real estate industry is not willing to service those people, who do you think will? Maybe it is time to rethink your policy.

Number, Please

Where is the best place to find a data base of correct phone numbers? Pizza parlors! Turns out they are the only ones

who have the best list of correct addresses and phone numbers. Can't order a pizza for delivery without your correct phone number.

LEGAL ISSUES

Broker liable for not following escrow agreement. An Illinois court has ruled that a broker who was serving as an escrow agent breached his fiduciary duty to buyers by distributing escrowed earnest money to sellers. Visit The Letter of the Law, NAR's online legal newsletter, to read the complete summary, at <http://www.realtor.org/letterlw.nsf/pages/0504icc>

Updated forms. IAR legal counsel have updated four key forms related to buyer representation: Form 388, Exclusive Buyer Representation with Dual Agency and Consent; Form 338a, Exclusive Buyer Representation without Dual Agency and Consent; Form 339, Non-Exclusive Buyer Representation with Dual Agency and Consent; and Form 339a, Non-Exclusive Buyer Representation without Dual Agency and Consent. These and more than 20 other forms are available to download from the IAR Web site in Members Only, Member Services, or purchase in pad format at the newly revamped REALTOR® Store, both available at www.illinoisrealtor.org.

New study on mold's health impact. New study says mold can affect breathing but little else. A long-awaited mold study conducted by The National Academies addressed the national controversy over mold in its 281-page report issued last week. While mold can induce respiratory problems for people who have asthma, the study "found no proof that mold causes memory loss, fatigue, seizures, inhalation fevers, skin outbreaks or other conditions," as reported in a Chicago Tribune story. From analysis in REAL Trends: "While the report rejects the most sensational mold-related claims, it echoes long-held advice from the National Multi Housing Council and National Apartment Association to property owners to deal promptly and effectively with indoor dampness." Read more about the study at the National Academies Web site. (Chicago Tribune, 5/28/04; REAL Trends, 5/28/04)



We're Looking For a Few Good People . . .

To serve on 2005 IAR Committees

We are looking for members with an interest or expertise in the areas below. As issues arise, we will be ready to activate issue task forces to provide necessary member input. If you're interested in working on a particular issue, committee or working group, please fax your completed form to **Becky Morton** at the IAR office at: **217/529-3904** or return by mail to: **IAR, P.O. Box 19451, Springfield, IL 62794-9451**. You may also visit Members Only at <http://www.illinoisrealtor.org>.



APPLICATIONS MUST BE RECEIVED BY IAR NO LATER THAN JULY 9

Yes, I would like to serve on the following committee(s), working groups or issue task force(s).

Name _____ e-mail address _____

Company _____ Soc. Security or NRDS# _____

Board/Association _____

Please circle the committee(s), working group(s) or issue(s) that you have an interest in:

COMMITTEES:

- Bylaws
- Commercial/Industrial/Investment
- Executive
- Finance
- Issues Mobilization
- Jurisdiction
- Leadership Liaison
- Professional Development
- Professional Standards
- Public Policy & Governmental Affairs
- RPAC Trustees
- Strategic Planning

WORKING GROUPS:

- Broker/Lawyer Liaison
- Convention & Inaugural Banquet
- Education
- Equal Opportunity
- Housing Opportunity
- International
- Major Donor
- Plaza Management
- Political Fundraising
- Prof. Standards Programs and Workshops
- REALTOR Institute
- Spring Conference
- Technology

ISSUES:

- affiliated/ancillary real estate services
- affordable housing
- appraising
- commercial and industrial development
- education funding reform
- environmental issues
- fair housing/human rights
- fire safety
- home building
- home inspectors
- home warranties
- impact fees
- insurance
- land use, zoning and growth
- license law
- local government/local issues
- MLS
- municipal inspections
- personal assistants
- property taxes
- real estate finance
- residential development
- REALTOR image
- rental property/property management
- title insurance
- unauthorized practice of law
- Other: _____

FAX TO IAR, 217/529-3904 or MAIL TO P.O. BOX 19451, SPRINGFIELD, IL 62794-9451.

New Cold-Calling Burden

Real estate practitioners who make cold calls must compare their telephone lists against the Do Not Call Registry once every 31 days starting Jan. 1, 2005, according to a new amendment to the Federal Trade Commission telemarketing rules. NAR has asked the FTC to reconsider this change due to the additional cost and labor burden associated with it. Read the FTC release for more information or contact Lynn King, 202/383-1156, lking@realtors.org. And review IAR's do-not-call FAQs, sample office policy and more resources in Legal News. (NAR, 3/31/04)

CIPS Classes

Essentials of International Real Estate, the first class in the series that leads to the Certified International Property Specialist designation, will be conducted on Sept 30 and Oct 1 at RWSSC, Downers Grove. For more information, contact Margery Shinnars at 630/324-8400 or go to international@RWSSC.com. And visit the IAR International Resources section of the Web site for more on doing real estate business in a global marketplace. (CIPS, 4/15/04)

Tech Tips from Matt Ferrara

Here are the latest tips from the IAR Tech Hotline, a member service provided by Matthew Ferrara Seminars. #1: Visit <http://junkbusters.com/> for valuable information on how to put a stop to annoying unsolicited electronic mail advertisements. There are articles, tips and sample forms for you to use to report unwanted mail, calls and faxes. #2: If you receive an e-mail with multiple attachments in Outlook, you don't have to open each one individually to save. All you have to do is highlight the e-mail, select FILE, SAVE ATTACHMENTS, ALL ATTACHMENTS and a box will open up with the names of the files. Click OK then choose the folder you want to save the file to. #3: Buying a new car? Visit <http://www.carsurvey.org/>, which features reviews from car owners. Sign up for the IAR Tech Hotline, a complimentary member service in Members Only, Tech Corner.

NSBAR COO Terry Penza was pleased to welcome Internet Counselor Saul Klein to Northbrook on May 26, for his presentation on the e-PRO program.



Attending Contracts and Conveyances, the last class in the spring Broker Training series, were (left to right, front row) Ann Lee, Ann Jones, and Barbara Brookshire, and (back row) Ken Branch, Tom Gardella, Judy Pitek and Lisa Kent.



On May 20, Barrington Attorney Irene Clarke David and Merrill Lynch financial planner Abigail Gage spoke to NSBAR members at Lake Barrington Woods.



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Tournament Collection priced from the mid-\$300,000s • Executive Collection priced from the mid-\$400,000s
 Golf Villas Collection priced from the upper \$400,000s • Masters Collection priced from the mid-\$500,000s
 Signature Collection priced from the mid-\$600,000s

Directions: From I-90 take Route 53 North to Lake Cook Road East. Proceed for 1-1/2 miles to Arlington Heights Road and turn left. Proceed 2-1/2 miles on Arlington Heights to IL-83 and turn left. Continue on IL-83 for 3-1/2 miles and turn left onto Gilmer Road. Proceed 4-1/4 miles on Gilmer Road and turn left onto Schwerman Road. Proceed 3/4 of a mile to the Hawthorn Woods Country Club entrance. (847) 550-0400



The Chesapeake model featured at Hawthorn Woods Country Club



The Middleton model featured at The Estates at Inverness Ridge

PALATINE STATION

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 2 & 3 bedrooms from the low \$300,000s

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- 3-level living with 5 rowhome designs available
- Attached garages
- Spectacular rooftop deck option

Directions: From Rt. 53, proceed west on Palatine Rd. and make a right onto Smith St., proceed north 2 blocks to Wilson St., make a left onto Wilson St. and immediately turn right to sales center. (847) 934-4800

THE ESTATES AT **Inverness Ridge**

Pricing from the low \$600,000s to over \$1 million

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- Spacious ranch plans available

Directions: Located at Palatine & Barrington Roads, 3 miles north of I-90. Enter off of Palatine Road, 1/4 mile east of Barrington Road. (847) 277-1800

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Illinois Home Sales Remain Strong

The housing market's momentum continued in April with sales of existing, single-family homes up 9% to 10,908 compared to 10,005 sales posted during the month in 2003. April 2004 results are the highest April sales reported on record, since the Association began reporting statistics in 1990. The median existing single-family home price increased from \$168,700 in April 2003 to \$178,500 in April 2004.

"REALTORS® continued their busy streak with home-buying and selling showing no signs of waning and resales posting the highest numbers on record for April," according to John C. Kmiecik, CRB, president of the Illinois Association of REALTORS®. "Mortgage interest rates were below 6% for most of the month and that certainly motivated people to enter the housing market. But that's not the only factor at work here. Housing's underlying strength is tied to Illinois' improving economic picture and newcomers to the market including immigrant first-time homebuyers and baby boomers who are ready to downsize, trade-up or purchase a second home."

Robust sales in March helped lift home sales to positive gains in the first quarter despite slower sales in January and February. Statewide, sales of existing single-family homes were up 3.3% compared to last year at this time, according to the latest report from IAR. A total of 22,407 existing single-family homes were sold across the state, up 3.3% from 21,691 sales in the first quarter of 2003. Statewide, the existing single-family median home sale price rose 2.9% in the first quarter of 2004 to \$165,000, compared to \$160,300 in the same period of 2003.

How USA Patriot Act Affects Real Estate Professionals

NAR has received a number of questions from real estate professionals about why financial institutions are asking their clients for additional personal information as well as from commercial property owners who have concerns about their responsibilities under the USA Patriot Act, which was signed into law on October 26, 2001, as an anti-terrorism measure.

Most of the law's provisions enhance law enforcement powers and provide funding for various anti-terrorism programs, but do not directly affect the real estate industry. The anti-money laundering provisions, however, modify laws relating to "financial institution," which specifically include "persons involved in real estate closing and settlements."

NAR reviewed existing regulations and found that real estate professionals engaged in brokerage or property management and their real estate companies are not financial institutions and do not need to implement a Customer Identification Program (CIP) but NAR recommends that commercial property managers periodically check the U.S. Treasury's list of Specially Designated Nationals and Blocked Persons (SDN) to ensure that current and prospective tenants are not on the list.

There are businesses targeting commercial property owners offering to implement a CIP program to ensure "compliance with the Patriot Act" and thus questions have been raised regarding a commercial property managers' responsibility under the Act. Also, financial institutions, as a matter of course, must implement a customer identification program and may ask members' clients for personal information to complete a financial transaction.

Specifically, financial institutions must collect identifying information about customer's opening an account; verify that the customers are who they say they are; maintain records used to verify their identity and determine whether the customer appears on any list of suspected terrorists or terrorist organizations. IAR also suggests that if you are involved in a cash transaction, that you check the SDN list prior to closing.

Further information regarding the USA Patriot Act and access to the SDN list can be found at the U.S. Treasury Web site at www.treasury.gov and the Financial Crimes Enforcement Network at www.ficen.gov. Source: Designated REALTOR® Exclusive, June 2004

Lake Barrington Woods Offers Agent Incentive and Meeting Space to NSBAR

We are pleased to announce that Lake Barrington Woods, A Senior Lifestyle Corporation Community, in Lake Barrington, Illinois, has donated their meeting space for several NSBAR events this spring, and next winter's CE season. Attendees are welcome to take a brief tour of the beautiful senior community while on site, and as an added bonus, REALTORS® who refer someone who moves in will receive a \$500.00 referral fee. For more information, please contact Elaine Griffin, Director of Community Outreach at 847-842-8900 ext 1028.

Welcome New Members

Angelo Gournis, 1st United Realty, Northbrook
Romelia Placencia, 1st United Realty, Northbrook
Christine O'Malley, Baird & Warner, Barrington
Melinda Swin, Baird & Warner, Winnetka
Kathleen Buffington, Baird & Warner, Evanston
Daniela Johnston, Baird & Warner, Evanston
Maria Pike, Baird & Warner, Evanston
Moon Lee, Best Choice Real Estate, Inc., Arlington Heights
William T. Daniels, Blue Horizons Realty, Inc., Evanston
David E. Nobbe, Century 21 American Sketchbook, Lake Zurich
Jan Jacher, Century 21 EAG Capital, Northbrook
Raymond Horne, Century 21 Marino, Inc, Morton Grove
Elizabeth Suh, Champions Realty Group, Inc, Skokie
Jacalyn E. Edwards, Coldwell Banker, Barrington
Julianna Prince, Coldwell Banker, Barrington
Fran Broude, Coldwell Banker, Des Plaines
Steve Glasberg, Coldwell Banker, Glencoe
Susan McAuliff, Coldwell Banker, Glencoe
Carol Celarek, Coldwell Banker, Lake Forest
Ameet Chopra, Coldwell Banker, Lake Forest
Anthony Mehrabian, Coldwell Banker, Northbrook
Vicki Nelson, Coldwell Banker, Winnetka
Christian Ononiwu, Coldwell Banker, Evanston
Jon Kain, Coldwell Banker, Evanston
Yuliya Lyubkina, Estate Properties, Northbrook
Albert P. Fosha, Foshay & Associates, Lake Barrington
Nicole Chevalier, G & A Realty Inc, Glenview
Maren Olson, G & A Realty Inc, Glenview
Emmanuel Brillakis, HomeDirect Realty, Niles
Ronald Levin, HomeDirect Realty, Niles
Sam Akmakjian, House-Best Realty, Inc, Wheeling

Alexander Dralyuk, House-Best Realty, Inc, Wheeling
Glen Sunahara, HRP Realty, Inc, Chicago
John T. Van Scheltema, John T Van Scheltema, Glencoe
Charles A. Jacobs, Keller Williams Success Realty, Barrington
Pam Jacobs, Keller Williams Success Realty, Barrington
David Sommers, Keller Williams Success Realty, Barrington
Steve Sewall, Koenig & Strey GMAC, Glenview
Elizabeth Jakaitis, Koenig & Strey GMAC, Lake Forest
Patrice H. Oster, National Realty Network, Northfield
Lawrence Jutovsky, North Shore Realty Partners, L, Northbrook
Nir S. Muller, Prestige Realty Group Inc, Glenview
Boris Guberman, Prime Realty Group, Inc, Niles
Tamara Ogurtsova, Prime Realty Group, Inc, Niles
Denis Tim, Prime Realty Group, Inc, Niles
Kip Webster, Prudential Preferred Property, Northbrook
Morry Steinbach, Prudential Preferred Property, Winnetka
Anthony Attanasio, Prudential Preferred Property, Evanston
Sarah Attanasio, Prudential Preferred Property, Evanston
Ahuva Samber, Prudential Preferred Property, Evanston
Lisa Imber, Rainier Realty, Northbrook
Lisa J. Sevcik, RE/MAX Countryside, Hoffman Estates
Patrick Elbrecht, RE/MAX of Barrington, Barrington
Maxim Voronin, RE/MAX United, Wheeling
Robert C. Baurhyte, RE/MAX Unlimited Northwest, Lake Zurich
Aldo N. Zinelli, RE/MAX Unlimited Northwest, Lake Zurich
Nataliya Aronova, Richter Realty Group Inc, Wheeling
Robert D. Spriggs, Robert D. Spriggs, Wilmette
Joan Steffen, Schermerhorn & Co, Evanston
George Fedyna, Starck & Company, REALTORS®, Barrington
Peter Wall, Xchange Properties, Winnetka



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Office Changes - May

Brian Coleman & Associates, Inc is now at 633 Skokie Blvd, Suite 230, Northbrook.
Joan C. Grodecki, Joan C Grodecki, 1206 Tower Road, Winnetka (new office only)
Mora K. Sacks, Mora K. Sacks, 2208 Drury Lane, Northfield (new office only)
Capital Realty, Inc, formerly on 1766 Hintz Road, Wheeling is now
Century 21 EAG Capital, located at 3100 Dundee Rd, Ste 107, Northbrook.
Unique Realty, 1110 Lake Cook Road, #167, Buffalo Grove has closed.

Reinstatements - May

Richard Gustin, Richard L Gustin RE Appraisals, 5235 N Ravenswood, Unit 16, Chicago
Enid Williams Kiser, Century 21 Shoreline REALTORS®, 4020 Golf, Skokie
Laura Kramer, Baird & Warner, 1920 Sheridan Road, Highland Park
Irine Klintsowa, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette
Joanne Shields, ACT Appraisal, Inc, 5N447 West Lakeview Circle, St. Charles
Victoria K. Ivezic, RMC Realty Co, 5227 Touhy Avenue, Skokie
David S Hwang, Champions Realty Group, Inc, 4908 Dempster Street, Skokie

Terminations - May

Mark A. Pasquesi, Pasquesi Realty, 221 Bloom Street, Highland Park (office too)
Douglas M. Wurtzel, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview
Kim Gordon, RE/MAX North, 3100 Dundee Road - 915-916, Northbrook
Marge Steineke, Baird & Warner, 207 E Westminster, Lake Forest
John S. Sweetman, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove
Neisan Rouhani, Coldwell Banker, 2929 Central Street, Evanston
Patricia C. Stanley, Baird & Warner, 1900 Waukegan Rd, Glenview
Amer K. Asteefan, Coldwell Banker, 1508 Sherman Avenue, Evanston
Charles B. Barenbrugge, Prudential Preferred Property, 1600 Orrington, Evanston
Farrokh Allen, Prairie Shore Properties, 2110 Central Street, Evanston

Transfers - May

Barbara Wessberg, from Coldwell Banker, 303 E. Main St. #101, Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
Kseniya Dudko, from New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette to RE/MAX United, 81-B S. Milwaukee, Wheeling
Victor Bolotnikov, from G & A Realty Inc, 2847 Pflingsten, Glenview to Certified Real Estate Services, 23748 N Valley Road, Lake Zurich
Sandra Gerstman, from Prudential Preferred Property, 850 Green Bay Rd, Winnetka to Koenig & Strey GMAC, 538 Chestnut Street, Winnetka
Mary Anne Perrine, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to Baird & Warner, 714 Elm St, Winnetka
Garry K. Illig, from Coldwell Banker, 1330 Shermer Road, Northbrook to Prudential Preferred Property, 3115 Dundee Road, Northbrook
Janet Thomas, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Cynthia C. Whybrow, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Paige Dooley, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Julie Miller, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Kristine A. Olson, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Mary Bradbury, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Roxanne Quigley, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Patricia E. Skirving, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to The Hudson Company, 903 Green Bay Rd, Winnetka
Bonnie Smith, from RE/MAX North, 3100 Dundee Road - 915-916, Northbrook to Coldwell Banker, 740 Waukegan, Deerfield
Marcia O Bennett, from Koenig & Strey GMAC, 825 S Waukegan Road, Lake Forest to Coldwell Banker, 1025 W Everett Road, Lake Forest
Neil Benjamin, from Koenig & Strey GMAC, 1009 Waukegan Road, Glenview to Prestige Realty Group Inc, 2025 Johns Drive, Ste F-1, Glenview
Larry S. Katz, from RE/MAX Villager, 1245 Waukegan Road, Glenview to Prestige Realty Group Inc, 2025 Johns Drive, Ste F-1, Glenview
Marla Marcus, from Koenig & Strey GMAC, 800 Waukegan Road, Deerfield to Koenig & Strey GMAC, 800 Waukegan Road, Deerfield
Laura Prokofieva, from Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles to Coldwell Banker, 1508 Sherman Avenue, Evanston
Debra L. Powless, from Prudential Preferred Property, 1890 First Street, Highland Park to Koenig & Strey GMAC, 2630 Valor Drive, Glenview
Ekaterina Popow, from RE/MAX United, 81-B S. Milwaukee, Wheeling to Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
Irina Maxim, from Coldwell Banker M&M, 4632 Church Street, Skokie to The Preferred Realty Group Inc, 3924 W Devon, Suite 100, Lincolnwood
Cyndee Keiser, from Coldwell Banker, 1893 Sheridan Road, Highland Park to Coldwell Banker, 640 Vernon Avenue, Glencoe
Irina Baron, from Veracity Realty, 1040 S Milwaukee, Wheeling to Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
Eva Mellul, from The Preferred Realty Group Inc, 3924 W Devon, Suite 100, Lincolnwood to Coldwell Banker M&M, 4632 Church Street, Skokie
Marina Bekker, from Unique Realty, 1110 Lake Cook Road, #167, Buffalo Grove to Prime Realty Group Inc., 1766 Hintz Road, Wheeling
Diana Berman, from Coldwell Banker, 1893 Sheridan Road, Highland Park to Coldwell Banker, 1420 Waukegan Road, Glenview
Kenneth Yoshida, from Coldwell Banker M&M, 4632 Church Street, Skokie to HRP Realty, Inc, 1635 W. Montrose Avenue, Chicago
Bonnie Smith, from RE/MAX North, 3100 Dundee Road - 915-916, Northbrook to Coldwell Banker, 740 Waukegan, Deerfield=20
Leonid Gelfand, from Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles to Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles

Education Update

Summer/Fall Ethics Video Schedule

Mon, July 12, 1-4PM	Fri, Sept 10, 9AM-12PM
Fri, July 23, 9AM-12PM	Mon, Sept 20, 1-4PM
Mon, Aug 16, 1-4PM	Mon, Oct 11, 1-4PM
Fri, Aug 20, 9AM-12PM	Fri, Oct 22, 9AM-12PM

There is no charge to attend the free Ethics Video program, which is offered in both Northbrook and Barrington. The program fulfills the NAR Ethics requirement. Call 847-480-7177 to reserve your place, as seating is limited at both locations. Note: If you took a class from another education provider, we have no record of your attendance until you mail or fax us a copy of your course completion certificate. Fax number is 847-480-7362.

Two-Day Ethics Fair Oct 28, 29

Oct 28 and 29, Bill Schiller will be the featured presenter at a two-day Ethics Fair at locations in both Barrington and Northbrook. Classes morning, afternoon and evening will be Fair highlights. All of the classes fulfill the NAR Ethics requirement, and can also be taken for three elective hours of continuing education credit by either brokers or salespeople. Cost for each class with C.E. credit is \$39; cost without C.E. credit is \$29. Bill will teach **May the Code of Ethics Be With You**, the popular course written by NSBAR COO Terry Penza, at the following times:

Thurs, **Oct 28, 1-4PM**, Barrington
Thurs, **Oct 28, 6-9PM**, Northbrook
Fri, **Oct 29, 9AM-12PM**, Northbrook
Fri, **Oct 29, 1-4PM**, Northbrook

Star Track June 7

Thirty-four new members attended the **May 3 Star Track Orientation** and were welcomed to the Board by Education Director Martha Williams. "Meet the Pro" speaker was Julie McWilliams and MLS training was conducted by NSBAR Director of Information Systems Steve Volkodav. NSBAR COO Terry Penza also spoke to the new members. Lunch sponsor was Brian Jessen of Harris Bank.

Wisconsin Courses Just Got Easier

Do you want to take the Wisconsin Reciprocity Pre-License Video Course, but have scheduling challenges? Now you can order the Wisconsin Reciprocity Video Course directly from the Wisconsin REALTORS® Association and take the course at your own pace. WRA offers the Pre-Licensing Video Course to Illinois licensed salespeople for \$173 plus tax and shipping, which includes the video tapes and textbooks. If you are an Illinois licensed broker, and want to take the Wisconsin broker's exam, you will pay \$80 more plus s/h for an extra video and text that cover the broker's exam material. To order either the salesperson's or broker's course, call WRA at 800-279-1972. Once you've completed the course(s), you'll sit for the exam(s) by registering at www.promissor.com and paying a \$69 administrative fee to Promissor.

NSBAR still offers the courses to those who would prefer to watch the video at our office with other students. The cost is \$169 for salespeople and \$199 for brokers, including textbooks. The textbooks are yours to keep but the videos must stay in the NSBAR office, although they are available for review purposes in the office by appointment. The next two-day course will be offered on Thursday and Friday, Nov 18 and 19. Registrations must be received by Nov 11. To register, contact Becky Shapleigh at 847-480-7177 or becky@nsbar.org.

ABR/CRS Class Update

Lynn Madison will teach the one-day ABR elective class, **Effective Negotiating for Real Estate Professionals, Aug 20, 8:30AM-4PM**. Cost is \$155 for registration by Aug 13; \$185 after that.

CRS 206: Technologies to Advance Your Business will be taught by Pat Zaby **Oct 14 and 15, 8:30AM-5PM**. Cost is \$345 for registration by Oct 1, and \$395 for late registration.

The two-day **Accredited Buyer Representative** class will be taught by Lori Cox on **March 31 and April 1, 2005, 8:30 AM to 5 PM**. Cost is \$325 for registration by March 24; \$375 late registration.

For information or to register for any class, call 847-480-7177. All ABR classes are sponsored for continuing education credit by the Illinois Association of REALTORS®.

Florida Offers Online Sales Associate Pre-License Course

The state of Florida offers a 63 hour pre-license sales associate online course via the internet. You can skip the transportation costs, and take the real estate exam in 48 states. The online pre-license course is offered by Florida Real Estate School at www.FloridaRealEstateSchool.com. To sell property in Florida, sales associates must be associated with someone with a Florida broker's license.

NSBAR.ORG

Want to find out what tech products to buy? Go to <http://nsbar.org> and click on "Technology" located on the left of the screen. Once in the Technology section click on "What equipment should I buy today?...". Here I have listed different products with links and a brief description. You will be able to find information on Handhelds w/ Palm OS, Handhelds w/ Win CE, Handheld/Phone, Desktops, Notebooks and Tablet PC's.

MSLNI Tips

Effective Thursday May 27

- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Geographic Locale (GEO) field - Add M-Far West and N-Out of Area as field selections.
- Multi-Family 5+ Unit (MF), Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Year Build (BLT), required 4 character field.
- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Estimated CAM/SF (EC)
- Office/Tech (OI), Retail/Stores (RS), Mixed Use (CO), Institutional &/or To Develop (OT) & Industrial (IN): Add Estimated Tax/SF (TXF)
- Office/Tech (OI), Business/Business with Real Estate (BU), Retail/Stores (RS), Mixed Use (CO) - Add Unit Number (UN)
- Modified Property Type 15 description to Mixed Use (Apartment/Office/Store)

Revised Listing Input forms are available at www.mlsni.com MSLNI Members only under Member Info, View Forms, Listing Input forms
Messages have been placed on both the Compass and REXplorer Greeting screens.

MAP Tips

Due to the lengthy material covered in the Advanced class MAP will now be offering the advanced class in two parts.

ADVANCED TEMPO I: Prospecting - This class thoroughly covers the Prospecting module from setting up prospecting and client website defaults to manual and automatic notification of new and modified listings as well as reverse prospecting. Also covers saving Quick Searches, creating Custom Searches for prospecting, and creating Custom Reports for specific tasks.

ADVANCED TEMPO II: CMA/Tax - Learn to use the CMA Wizard module and add subject property photos and adjusting prices per property. The Tax portion covers the search functions in public records and emphasizes how to find missing records in the tax database, how to use the public records for target marketing, and how to retrieve labels.

MAP introduces a new function called the Sidebar. The Sidebar is like the top drawer on your desk: most of the time it's closed while you work, but when you need something you keep there, just slide it open it and it's at your fingertips. The Tempo Sidebar - like your top desk drawer - is closed by default, visible only as a thin gray bar on the left-hand side of every screen in Tempo. Just click anywhere on the bar and voila! it slides open. Just click on the bar again to snap it shut. There are currently 4 different features you can choose from to include in your Sidebar:



1. **MLS Links** - a categorized list of links to other websites that MLS members will find beneficial. This list is provided and managed by MAPMLS staff, so please alert them if you know of any sites they forget to include.
2. **My Links** - your personalized list of web links. Use the Preferences button in this feature to easily add, edit and organize your links.
3. **Prospect Watch** - a list of all your prospects that have received listing updates in the past day, or since the last time you logged into Tempo if it has been more than a day. Each prospect listed displays the number of listings that were emailed and links to the Agent Full report for those listings.
4. **Inventory Watch** - a count of your current listings, grouped by listing status. The count for each status links to the Inventory screen for that status. Each feature has its own section in the Sidebar, with only one section visible at a time. Use the Preferences button on the Sidebar to select which features you want available, and to specify any options available for each of them.

Cool Sites

<http://www.statelocalgov.net/index.cfm>

The State and Local Government on the Net Directory provides convenient one-stop access to the websites of thousands of state agencies and city and county governments. Only pages that are controlled and managed by state and local government agencies are included.

<http://www.microsoft.com/security/protect/>

Protect your PC: Microsoft has provided information on how you can help protect your PC at this site.

<http://www.dealofday.com>

DealofDay.com is one of the oldest "Bargain-hunter" sites online. Thousands of smart shoppers visit the site daily to find coupons for their favorite products and merchants.

July Birthdays

1

Anthony Attanasio
Laura L. Balistreri
Nina Belline
Tom Choi
Beverly J. Ebert
Byong Park
Jory Rozner Shure
Sargon E. Sapper
John O. Shammas
Barbara Tapley

2

Patricia A. Ancona
Candace Corr
Amy Davidson
Ko Soo Kim
Ann O'Hara Barnard
Ashok D. Shah
Theresa M. Szmurlo

3

Mimi Bass
Michael Brody
Debbie Domick
Don C. Martin
Mirela Mecollari
Sherry Molitor
Sue Rowan
Margot Shayne
Carol Westerman
Arthur Wilson

4

Sandra L. Berkson
Robert S Brooks
Donna Goodman-Waitz
Virginia Morgan
Timothy Rosinski

5

Mary Debes
Marina Jacobson
Laura L. Sapperstein
Rick L Schnitzer
Julia Si
Bruce M. Skeggs
Tanya Taraday
Irwin L. Weinberg

6

Spero P. Adamis

Robert E. Appel

Brian J. Barrett

Joie DeGraff

Don Dietz

Gennadiy Elikman

GINNY GRINSTEAD

Virginia S. Holbert

Nadine C. Pomilia

Michael Schier

Diwan C. Soni

7

Mary Ayaleanos

Kenneth S. Barber

Rose Bartlebaugh

Raymond W. Busch

O. Allen Fridman

Jeffrey A. Gertie

William C. Golden

Liz M. Luby

Kathy Miller

Sarah Rowland

Charles Skwarski

Vasilios Xentaras

8

William L. Goldberg

Robert B Green

Donald Marcus

Faye Saberian

Barry Taylor

9

Marila Beatty

Jennifer Conrad

Igor Fedulov

Helen L. Matt

Roger Owen

Alain Placide

Sam Tousi

Dee Wilson

10

Susan Beanblossom

Barbara Brookshire

Betsy Fox Burke

Marilyn Glazer

Barbara Greenberg

Keith Hancock

Tom Herrick

Kristen M. Jasinski

Steven A. Kailes

Debra Ann Kruger

Lowell J Martin

Marty Max

Merissa Newton

GINNY ROSEN

Dimitry Spector

11

Fred Burgbacher

Ronald J. Damholt

Catherine Freedman

Ray Gallo

Alan L. Kooperman

Martha L. Kushner

Anna Lapson

Radoslaw Marzol

Linda Rosenbloom

12

Elizabeth Cherny

Karrie A. Frangos

Constantine D George

Michael Manley

Michael Monaghan

13

Akvile Baran

Harold Beerli

Delores Borowitz

Okhee Choi

Augustino Fontanetta

Martha R. Kuehn

Mary L. Spinner

14

Lynn Baehr

Arlene Colen

Sarah Hillman

Fonda Lewis

Carol Matthews

William D. Norwood

Chris B. Smith

Cheryl L. Waldstein

Linda Yedor

Constantinos Zarifopoulos

15

Susie E. Banas

Mette Bowen

Jasclyn Glynn

Annette Kalcheim

Janet Leverenz

Paul Rothschild

Patricia Szweczyk

C Page Weston

16

Natalya Alyoshkina

Mark Brenner

Mary Gambacorta

Howard S. Hartenstein

Christopher T. Mundy

Kenneth A. Napolitano

Carolyn Schwartz

17

Sunnie Donas

Anne V. Dubray

Mary Tierney Gibson

Laura Levin

Lynne S. McGrath

Genevieve Plamondon

Elizabeth J Smith

Tracy L. Wurster

18

Stuart Diamond

Gregory Hotca

Jennifer Manning

Anita Neumann

Kristina Nikiel

Edgar K. Pedraza

Arlene Skolnick

Gari Grimaldi Zott

19

Nancy C. Adelman

Elaine Kaplan

Andrew Kieffer

Mike Spigelman

20

Kamila Eva Babiuch

Chris Bryan

Maureen Dunn

Muffy Hendershot

John P. Stevens

Lisa Trace

21

Rene Brodacz

Philip DeRosa

Joanna Doliner

Kevin Hughes

Thomas F. Jelinek

Joseph A. Licari

Peggy O'Halloran

Scott R. Ruswick

James Scardino

Michael W. Shawver

Anthony Stavros

Angie Szyda

22

Mickey Bozic

Lameece Erwin

Faith Gleeson

Judith Harper

Julie Malmed

23

Susan Ani

Jane S. Bentham

Mariana Crisan

Linda Hoffmann

Tina Kayne

Paul R. King

Gary McWilliams

Ellen Parmacek

Lisa J. Sevcik

Wendy L. Stricker

Marina Vernon

Theron J Wright, Jr.

24

Thomas E. Concialdi

Daryl C. Fiene

Joseph Friedman

Gary Joyce

Sang Y. Kim

Michael Madden

Karrie McCarthy

Stephanie Orsi

25

Jennifer Gleason

Mary Govostis

Roberta Lieberman

Christine Puszyński

William R. Zarnow Jr.

26

Gayle Alexander

George M. Baker, Jr.

Anne Donnelly

Charles Foster

Patricia Gordon

Milena Haralampieva

Patricia J. Johns

Dee Kahnweiler

Mohammad Kargahi

Edward S. Kent, Jr

Andrew Klein

Nicholas Marino

Michael Thomas

Daniel Wolf

Sunny Woo

27

Albert P. Fosha

Elizabeth Lindsay

Michael J. Sims

Todd Trawinski

Linda Waldman

Retta Wilson-Grier

Jon K. Zieff

28

Amy Ackley

Steven W. Barrick

Svetlana Berdyshev

Beth Duffy

Joan Forrest

Joni Lucarelli

Fred A. Matsumoto

Igor Naginsky

Tina Paras

Wendy Shelleny

29

Marlene Bass

Joseph Hedrick

Alex Loyfman

Julie Miller

Rosemary Moss

Jeanie Moysey

Rick A. Oschmann

Maureen Rosenston

Wendy Thomas

Victoria F. Wheary

30

Jennifer Adler Newman

Antonia E. Berarducci

Rick Hiton

Daniel Macahon

Christina Marino

Dan Murray

WCR North Shore Chapter

On Thursday, July 8, the North Shore Chapter of the Women's Council of REALTORS® will meet at Michigan Shore Country Club, Evanston. Networking begins at 11:30AM, with lunch and meeting at noon. A program on "Credit Scoring and Identity Theft" will be presented at the Michigan Shores Country Club, Evanston. Reservations at \$25/member and \$30/guest should be sent to Patricia Ortseifen at 847-940-2753 or Patricia@Ortseifen.com, no later than Friday, July 2. Sponsor will be Brian Jessen of Harris Bank.

Remember: WCR is not just for women—it's for all members who appreciate the value of networking and information exchange! Interested in joining WCR? Just print and complete the application form that appears at www.nsbars.org and send it with your dues payment to Sharon Kessel, VP Membership, at the address provided on the form.

NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS®

450 Skokie Blvd., Bldg. 1200
Northbrook, IL 60062-7920
Phone: 847-480-7177
Fax: 847-480-7362
Mail To: terry@nsbar.org



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www.nsbars.org and
www.nsbarsstore.com

NSBAR Honors . . .

Our newest Accredited Buyer Representative
is Sarah Langridge, ABR.



REALTOR® News

July 2004

Nominations

The following are the slate of officers for the upcoming year. Only Designated REALTORS® vote. Each DR will have one vote for each REALTOR® member in good standing within the company (only one DR per company). The vote may be voted in total or proportionate. Voting can be electronic, proxy or the DR may attend the meeting August 19, 1:00 at the Northbrook office. An email will be sent to each DR for voting electronically.

Any member may submit additional names by presenting a petition with 320 names. Deadline for nominations submitted to the Secretary is July 26.

Officers and Directors for 2004-2005

Officers

Lisa Hathaway, Renaissance Realty Partners,
Lake Forest, Chair of the Board

Katharine C. Pinkus, RE/MAX of Barrington,
Barrington, Chair-Elect

Dawn McAnaney, Baird & Warner
Winnetka, Secretary-Treasurer

Directors for a two year term:

Keith Hancock, RE/MAX Villager, Glenview

Gary Jensen, Koenig & Strey GMAC, Northbrook

James R. Roth, Prudential Preferred Property, Highland Park

Emery Moorehead, Koenig & Strey GMAC, Deerfield

Mary Summerville, Prairie Shore Properties, Evanston

Directors for a one year term:

John Ancona, Keller Williams Success Realty, Barrington

Elizabeth C. Galfer, Starck & Company, REALTORS®, Barrington

Eugene Kim Best Choice Real Estate, Inc. Arlington Heights

Georgia S. Pierini, Baird & Warner, Glenview

Dan Schermerhorn, Evanston

Leslie Stein, Coldwell Banker, Northbrook

North Shore - Barrington Association of REALTORS® Northbrook and Barrington, IL

Guest Column 1

Steve Bochenek, IAR Legal Counsel
Licensing, Agreements, Dual Agency:
Key issues for Office Policies and Training
Home Search Now Global Endeavor 2
By Susan Ashworth

Inman News

REALTOR® News 2

Marrelli to Head NAR
IAR Committees
VOW Policy Delayed
Web Site Lists NAR Courses
California Firm Has Agents Go Wireless
Glenview Condo Sued By DOJ
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COO Teresa (Terry) Penza, CAE, RCE, e-Pro
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Director of Information Systems
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Education/Event Update

<u>Class</u>	<u>Date</u>	<u>Start/End</u>	<u>Speaker</u>	<u>Location</u>
Foundations for Success	July 8, 9, 15, 16	8:30AM-5PM	Lynn Madison/Lori Cox	Northbrook Classrm
Star Track New Member Orientation*	July 12	8:30AM-4PM		Northbrook Classrm
Star Track New Member Orientation*	Aug 2	8:30AM-4PM		Northbrook Classrm
Broker Training: Adv. R.E. Princ.	Aug 16,23	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
ABR Elective: Negotiating	Aug 20	8:30AM-4PM	Lynn Madison	Northbrook Classrm
Star Track New Member Orientation*	Sept 13	8:30AM-4PM	Penza/Volkodav	Northbrook Classrm
CE: Mortgage Basics (6 hrs)	Sept 17	9AM-4:30PM	Lynn Koscher	Northbrook Classrm
Broker Training: Finance	Sept 20,27	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
NSBAR Awards Lunch	Sept 22	1:00-3:30PM		Chevy Chase C.C.
Star Track New Member Orientation*	Oct 4	8:30AM-4PM		Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Oct 8*	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Real Estate Investing 101	Oct 8	1-4PM	Marilyn Glazer	Northbrook Classrm
Broker Training: Sales & Brokerage	Oct 11,18	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
CRS 206: Technologies to Advance Your Business	Oct 14,15		Pat Zaby	Northbrook Classrm

ETHICS FAIR

CE: May the Code of Ethics Be With You	Oct 28*	1-4PM	Bill Schiller	Barrington TBA
CE: May the Code of Ethics Be With You	Oct 28*	6-9PM	Bill Schiller	Northbrook Classrm
CE: May the Code of Ethics Be With You	Oct 29*	9AM-12PM	Bill Schiller	Northbrook Classrm
CE: May the Code of Ethics Be With You	Oct 29*	1-4PM	Bill Schiller	Northbrook Classrm
Star Track New Member Orientation*	Nov 1	8:30AM-4PM		Northbrook Classrm
Broker Training: Brokerage Admin.	Nov 8,15	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Nov 12	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Nov 12	1-4PM	Marilyn Glazer	Northbrook Classrm
Wisconsin Reciprocity Licensing Class	Nov 18 & 19	8AM-5PM	WRA Videotapes	Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Nov 19*	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Real Estate Investing 101	Nov 19	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Dec 2*	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Creative Residential Financing	Dec 2	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Dec 3	1-4PM	Marilyn Glazer	Northbrook Classrm
Star Track New Member Orientation*	Dec 6	8:30AM-4PM		Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 10	9:30AM-12:30PM	Marilyn Glazer	Barrington TBA
CE: CORE B Agency/Fair Housing	Dec 10	1:30-4:30PM	Marilyn Glazer	Barrington TBA
Broker Training: Contracts & Convey.	Dec 13,20	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm

2005

Foundations for Success	Jan 6, 7, 13, 14	8:30AM-5PM	Lynn Madison/Lori Cox	Northbrook Classrm
Star Track New Member Orientation	Jan 10	8:30AM-4PM		Northbrook Classrm
CE: Mold--What Agents and Consumers Need to Know	Jan 21	9AM-12PM	Larry Schwartz	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 27	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Jan 27	1-4PM	Kerry Kidwell	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 28	9:30AM-12:30PM	Kerry Kidwell	Barrington TBA
CE: CORE B Agency/Fair Housing	Jan 28	1:30-4:30PM	Kerry Kidwell	Barrington TBA
CE: Creative Residential Financing	Feb 3	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Feb 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Feb 4	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Feb 4	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Real Estate Investing 101	Feb 19	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Feb 19	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Using Technology to Better Serve Consumers	Feb 24	9:30AM-12:30PM	Bill Schiller	Barrington TBA
CE: Consumer-Centric Real Estate Web Sites	Feb 24	1:30-4:30PM	Bill Schiller	Barrington TBA
CE: Using Technology to Better Serve Consumers	Feb 25	9AM-12PM	Bill Schiller	Northbrook Classrm
CE: Consumer-Centric Real Estate Web Sites	Feb 25	1-4PM	Bill Schiller	Northbrook Classrm

*Fulfills the NAR Ethics Requirement for 2001-2004.

OBRE license renewal requirements include CORE A, CORE B and six elective hours.
An updated list of continuing education classes currently scheduled through 2004 is available at www.nsbar.org. All C.E. courses are open to both brokers and salespeople.
Price per 3-hr C.E. class is \$39 members/\$54 non-member REALTORS®/\$69 non-REALTORS®.
Register online at www.nsbar.org or call the Automated Registration Desk at 847-714-0292.

• nsbar.org

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