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North Shore - Barrington
Association of REALTORS®



Day at the Races Coming!

Set aside Thursday, August 28 for an exciting Day at the Races sponsored by the North Shore - Barrington Association of REALTORS®. Details will be announced in the next newsletter, and [on the website](#). What a great way to end the summer! Plan to join us at Arlington Pub for a memorable event.

Brown Bag Lunch July 9

Licensed Illinois home inspector Frank Johnson of The BrickKicker Home Inspections, will talk about what happens during a home inspection. Bring your questions about the inspection process, and your lunch, and we will provide the coffee and soft drinks. There is no charge, but reservations should be made with Adrienne at 847-480-7177, or adrienne@nsbar.org.

NSBAR Convention Jan 15

NSBAR will host an array of dynamic and informative speakers and exhibitors January 15, 2004, at the Renaissance Hotel, Northbrook. Details will be posted in future newsletters and at www.nsbar.org.

Your Association in Action

At the May 7 Brown Bag lunch, Jack Schermerhorn conducted a fascinating presentation on the history of North Shore communities. The map on the screen shows Glencoe.



NSBAR Congratulates . . .

Newest Accredited Buyer Representative designees are Barbara Chasin, ABR, Lora Drobetsky, ABR, and Sandra L. Pierce Lynch, ABR. Congratulations to all on your perseverance and dedication to your clients!

Fraud Is Never Acceptable!

I received the following message: "There have been stories about an agent who will occasionally ask another agent in the office to write a bogus offer on a property in an effort to falsely stage a multiple offer. How can you ensure your client is protected in that circumstance?"

It was hard to concentrate on the question because I was horrified—appalled at the scenario! I'm not sure how you protect yourself from people who commit fraud. After a couple of sleepless nights, I have this recommendation: All parties should contact their respective attorneys, then contact the Office of Banks and Real Estate, and then file a complaint with NSBAR. If this is happening, it is very serious!

Remember this standard of practice to Article 16 of the Code of Ethics. It took effect January 1, 2003:


Standard of Practice 16-13. All dealings concerning property exclusively listed, or with buyer/tenants who are subject to an exclusive agreement shall be carried on with the client's agent or broker, and not with the client, except with the consent of the client's agent or broker or except where such dealings are initiated by the client.

Before providing substantive services (such as writing a purchase offer or presenting a CMA) to prospective purchasers, sellers, tenants or landlords ("prospects"), REALTORS® shall ask prospects whether they are a party to any exclusive representation agreement. Realtors® shall not knowingly provide substantive services concerning a prospective transaction to prospects who are parties to exclusive representation agreements, except with the consent of the prospects' exclusive representatives or at the direction of prospects.

License Rules:

Unprofessional Conduct

Section 1450.220: OBRE may suspend, revoke, or take other disciplinary action based upon its finding that the licensee or applicant has engaged in dishonorable, unethical, or unprofessional conduct of a character likely to deceive, defraud, or harm the public. The following descriptions are illustrative of the types of conduct which would constitute "dishonorable, unethical, or unprofessional conduct of a character likely to deceive, defraud, or harm the public."

- 
- a) Failure to act in the best interests of a client.
 - b) Deliberately misleading a client as to the market value of the property.
 - c) Failing to advertise the property as obligated by the listing agreement.
 - d) Deliberately misrepresenting to prospective purchasers or their agents the condition of the property or the availability of access to show the property.
 - e) Purchasing or transferring of the property through an intermediary in order to conceal the purchase by the licensee.
 - f) Inducing a seller to list the property through false representations.
 - g) Inducing a seller through false representations or false promises to transfer the property to the licensee.
 - h) Taking unfair advantage of a client's or customer's age, disability, or lack of understanding of the English language.
 - i) Engaging in conduct with the public or other real estate licensees in the practice of real estate in a manner that is abusive, harassing, or lewd.
 - j) Representing oneself as a sponsoring broker or managing broker without providing the actual supervision and management of the real estate business.
 - k) Failing to reasonably safeguard confidential information or improperly using confidential information.
 - l) Obstructing an inspection, audit, investigation or a disciplinary proceeding by falsifying or wilfully destroying a document which is required to be kept.
 - m) Any violation of Section 1450.175, Special Accounts, shall be deemed unprofessional conduct.
 - n) Assisting or inducing a licensee to violate the Act or this Part.

Amnesty Deadline Extended

The deadline has been extended to Dec 31, 2003, for submitting a signed Amnesty Agreement form to the State Treasurer's Office. The forms help business owners who may be holding unclaimed property to come into compliance with the Unclaimed Property Act without payment of any fees or penalties. Read more in *Designated REALTOR® Exclusive* and download the form online in Members Only at www.illinoisrealtor.org.

In Memoriam

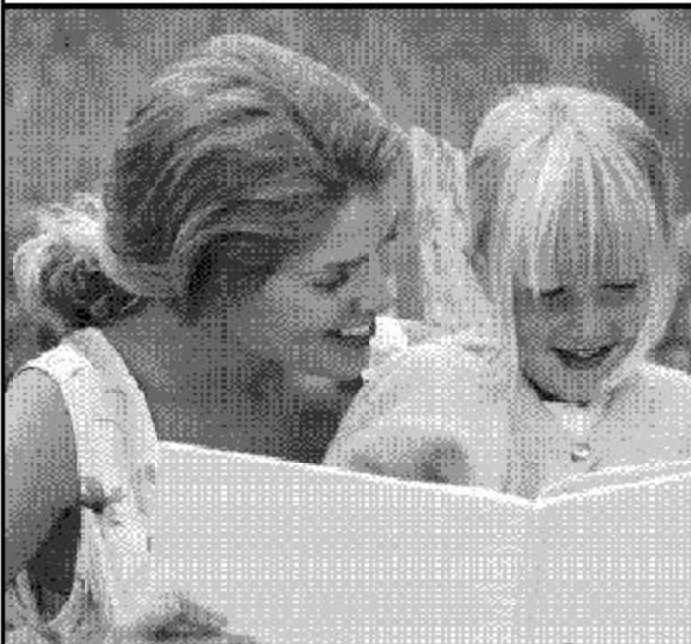
We were saddened to learn of the passing of Samuel J. O'Connell, Jr. Sam O'Connell served as Chair of the Evanston - North Shore Board of REALTORS® in 1965.

Here's our story.

We believe that relationships are
the building blocks of community.

At Clybourn Financial Services,
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2000 Census Information

A visit to www.census.gov uncovers interesting information about the demographics of the North Shore market area. In the North Shore, for instance, the median age of residents is 40.5 years, while the median age for the US population as a whole is 36.1 years. The population of the North Shore is 79.2% white, 10.3% Asian, 6 % Hispanic, and 5.9% African American.

Average household income in the North Shore is \$130,768, while for the US it is less than half that amount—\$63,207. Also, 78.1% of the population of the North Shore is 16 and over, 61.9% are employed civilians, and 35.9% are not in the labor force. Of the employed, 23% are in management, business and financial operations, as opposed to 13.6% in the US as a whole. 30.9% are in professional and related occupations compared to 20.2% nationally; 8.6% are in service industries, compared to 14.8% nationally; and 27.7% are in sales and office positions compared to 26.7% nationally.

North Shore residents are much better educated than the average U.S. citizen. In the North Shore, 25.6% of residents have a masters or higher degree and another 30.7% have a bachelor's degree, while the statistics nationally are 8.9% and 15.6%, respectively.

The Census also includes information on property. The majority of the housing stock in the North Shore communities was built from 1950 to 1959, while the peak building period for the nation as a whole was 1970 to 1979.

Illinois Prices Continue Rise

Median price of an existing single-family home in Illinois rose in April by 5.4% while sales increased 2.3% compared to last year. Statewide median price of existing homes rose to \$167,902. Market time rose slightly from 30 days in April 2002 to 35 days in April 2003.

WCR Lunch

Lunch Meeting. The Women's Council will meet **July 10** at the Crab Tree Farm, Lake Bluff, the only remaining working farm on Lake Michigan in Illinois. Be at the site by 10:15 AM for the tour. Directions and info are posted at www.nsbar.org. Carpooling advised as parking is minimal. Tour and lunch are \$30, **due in advance by July 3**. Send checks to Pat Ortseifen, Coldwell Banker, 740 Waukegan Rd, Deerfield, IL 60015.

IAR Convention

Register for the Oct 1-3 IAR Convention and Expo, "Winning Strategies for a Changing World," Regency O'Hare Rosemont, at www.illinoisrealtor.org.

Curb Allure Contest

Rust-Oleum Corporation of Vernon Hills is giving a \$10,000 home makeover to the person whose home has the worst curb appeal in the country. A contestant must write a 100-word essay on why their home should be picked and include a photo of the front of the house. Go to www.curballure.com for more contest info.

Asbestos Warning

The EPA is warning homeowners, real estate agents, appraisers, inspectors, and others who might have occasion to crawl around in an attic, to be careful not to disturb or inhale vermiculate insulation. Vermiculite insulation has been found to contain low levels of microscopic asbestos. Asbestos is a known carcinogen and also causes a variety of respiratory illnesses. More information can be found at www.epa.gov/asbestos.

Owners/Managers

Are you sure all your agents properly renewed their license? Check license status and also whether or not C.E. requirements have been met at www.obre.state.il.us.

New OBRE Head Named

D. Lorenzo Padron, chair of Chicago's Latin American Chamber of Commerce, has been appointed by Governor Blagojevich as commissioner of the Office of Banks and Real Estate. OBRE has authority over real estate brokers and agents, appraisers, home inspectors, state-chartered banks and thrifts, corporate fiduciaries, appraisers, and mortgage bankers and brokers.

Barrington Update

Attention Barrington members: Information on the Barrington loan program and [Joint Economic Revitalization Program](#) can be found on the NSBAR web site in the Library under Information and Statistics.

Big Surprise?

A study reported on June 1 in the *Chicago Tribune* has concluded that an "unlikely factor" in the relatively high murder rate in Chicago may be the lack of quality, affordable housing. The study by the Harry Frank Guggenheim Foundation was authored by John M. Hagedorn, associate professor of criminal justice at the U of I - Chicago and senior research fellow at the Great Cities Institute.

July 10 and 11
8:30 AM - 5 PM

Real Estate Professional Assistant (REPA) Certification Class

Instructor:
Kerry Kidwell, DREI

Tuition fee is \$250
for the two-day class
and the REPA Certificate.

Register by calling 847-
480-7177 or register on-
line at www.nsbar.org.

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.

2002-2003 Officers

Georgia Pierini, GRI, CRS, ABR Chairman of the Board	724-1855
Gary D. Jensen Chairman Elect	272-0330
Ellie Sipple Secretary-Treasurer	381-0500

Directors

Jay Chandran, GRI, CRS	673-2000
Diana Efstathiou	724-1855
Lisa Hathaway	234-0050
Allyson Hoffman, GRI, CRS, e-PRO, CRP	272-7070
Harvey Hoffman, GRI, CRS	295-8400
Scott Lackie, GRI	234-0816
Michael A. Mazzei	729-0330
Dawn McAnaney	266-7625
Kathy Pinkus	381-8800
Daniel Schermerhorn, CPM	869-4200
Margaret Semrad, GRI, CRB, CIPS	382-3600
Michael Stern	256-7400

Northbrook Office

450 Skokie Blvd, Building 1200
Northbrook, IL 60062
847-480-7177 Fax 847-480-7362
Reservations www.nsbar.org

President/Chief Operating Officer

Terese (Terry) Penza, RCE, CAE, e-PRO
MailTo:terry@nsbar.org

Director of Education

Martha R. Williams, e-PRO

Education Administrator, Adrienne Bairstow

Director of Information Systems

Steve Volkodav, e-PRO

Marketing and Technical Support, Jin Li

Receptionist, Rachel Struchen

Technical Support, Mike Gazdzik

Barrington Office

324 North Hough Street
Barrington, IL 60010-3027
847-381-7827 Fax 847-381-7899

Accounting, Kimberley Davis

Technical Advisor, Alice Roth, GRI, CRB, e-PRO

Welcome New Members

New Members

RoxAnne Abbamonte, RE/MAX
Unlimited Northwest, 1 First Bank Plaza
Ste 103, Lake Zurich

Donald B Ahlborn, Koenig & Strey
Inc, 601 Green Bay Rd, Wilmette

Brian L Bickerton, Koenig & Strey
Inc, 825 S Waukegan Rd, Lake Forest

Marcia Boutilier, Century 21 Care Real
Estate, 141A S Northwest Hwy,
Barrington

Anna Chen, Coldwell Banker,
1420 Waukegan Rd, Glenview

John H Chrisopulos, Coldwell Banker
REI Realty, 325 N Rand Rd Ste B, Lake
Zurich

Curtis Cotton II, Gaskin, Realtors,
817 Main St, Evanston

Ellen Eberle, Coldwell Banker,
2929 Central St, Evanston

Patrick Elliott, Great Lakes Realty,
4909 W Estes, Skokie

Kristen Esplin, Coldwell Banker,
280 Deerpath, Lake Forest

Luba Fayngersh, Coldwell Banker,
1893 Sheridan Rd, Highland Park

Chris Foss, Coldwell Banker,
280 Deerpath, Lake Forest

Monica Garcia, Coldwell Banker,
1508 Sherman Ave, Evanston

Kevin Hedberg, G & A Realty Inc,
2847 Pfingsten, Glenview

Brian Hickey, Exchange Properties,
55 Ogden Ave, Clarendon Hills

Jack P Horbal, Baird & Warner,
1900 Waukegan Rd, Glenview

Richard H Jason, Baird & Warner,
1920 Sheridan Rd, Highland Park

Peter C Johnson, Koenig & Strey Inc,
1009 Waukegan Rd, Glenview

Kirby Kaden, Baird & Warner,
714 Elm St, Winnetka

Nancy M. Karas, Coldwell Banker
REI Realty, 325 N Rand Rd, Ste B, Lake
Zurich

Sharon Kashkouli, Prudential Pre-
ferred Property, 3115 Dundee Rd,
Northbrook

Kathleen Kasner, Century 21 Shoreline
Realtors, 4020 Golf, Skokie

Steve M Katz, Baird & Warner,
714 Elm St, Winnetka

Pat Kazek, Koenig & Strey Inc,
800 Waukegan Rd, Deerfield

Debbie Kepler, Coldwell Banker,
740 Waukegan Rd, Deerfield

Debra L Koller, Koenig & Strey Inc,
800 Waukegan Rd, Deerfield

Andrew J Korn, HomePage Realty,
1215 Washington #204, Wilmette

Kathy Krzykala, Coldwell Banker
M&M, 8610 Golf Rd, Niles

Nada Kuzmanovic, Richter Realty
Group, 830 S Buffalo Grove Rd Ste
105, Buffalo Grove

Judy LeJeune, Baird & Warner, 207 E
Westminster Rd, Lake Forest

Alan J Lurie, Coldwell Banker, 1025 W
Everett, Lake Forest

Daniel Macahon, RE/MAX Advisors,
20530 N Rand Rd, Deer Park

Anne K Macknin, Coldwell Banker,
640 Vernon Ave, Glencoe

Maggie M Marcol, Keller Williams
Success Realty, 301 W Main, Barrington

Robert Medica, Baird & Warner,
207 E Westminster Rd, Lake Forest

Jack G Mikolay, RE/MAX North,
3100 Dundee Rd 915-916, Northbrook

George Moser, Stonegate Realty, 2500
W Higgins Ste 400, Hoffman Estates

Nancy K Moss, Koenig & Strey Inc,
600 N Western Ave, Lake Forest

Sandra M O'Dwyer, Coldwell Banker
REI Realty, 325 N Rand Rd Ste B, Lake
Zurich

Erica L Page, Baird & Warner,
2926 Central St, Evanston

Rebecca L Pantazis, Prudential Pre-
ferred Property, 1600 Orrington,
Evanston

Charmaine Parziale, Coldwell Banker,
303 E Main St #101, Barrington

Gregory Pasman, M-G-M Realty Inc,
4023 Church St, Skokie

Bernardo Portu, Koenig & Strey, Inc,
1009 Waukegan Rd, Glenview

Carmen Prendergast, Coldwell Banker,
303 E Main St #101, Barrington

Linda S Pressling, Coldwell Banker,
1330 Shermer Rd, Northbrook

Maria Primbas, RMC Realty Co,
5227 Touhy Ave, Skokie

Stacey Rashman, Baird & Warner, 754
W Northwest Hwy, Barrington

Ronald Reda, Coldwell Banker,
303 E Main St #101, Barrington

James Redden, Coldwell Banker REI
Realty, 325 N Rand Ste B, Lake Zurich

Dwayne A Richardson, Baird &
Warner, 1900 Waukegan Rd, Glenview

Ron Roberti, Coldwell Banker REI
Realty, 325 N Rand Ste B, Lake Zurich

More Member News

Reebie Ryan, Lakeshore Partners, 2006 Central St, Evanston
Emily Saba, RE/MAX North, 3100 Dundee Rd 915-916, Northbrook

Mary Sauer, Coldwell Banker, 350 Linden, Wilmette

Yuri Shevelev, American Real Estate Services, 20594 N Milwaukee, Deerfield

Henny Sidan II, Century 21 Marino Inc, 5800 Dempster St, Morton Grove

Arnie Silberman, Coldwell Banker, 740 Waukegan, Deerfield

Ken W. Snedegar, Coldwell Banker, 2929 Central Street, Evanston

Diane N. Teng, Century 21 Marino Inc, 5800 Dempster St, Morton Grove

Catherine Thart, Baird & Warner, 714 Elm St, Winnetka

George Thomas, Century 21 Marino Inc, 5800 Dempster St, Morton Grove

Cecelia L. Tossi, Century 21 American Northwest, 500 W. Main St, Lake Zurich

Ancilla Valentine, Coldwell Banker, 1420 Waukegan Rd, Glenview

Lorna Widdes, Prudential Preferred Property, 850 Green Bay Rd, Winnetka

Diana Yu, Coldwell Banker, 303 E Main St #101, Barrington

Hue Yum, RE/MAX United, 81-B S Milwaukee, Wheeling

Joanne Zagone, ERA Countrywood Realty, Inc, 39 S Barrington Rd, Barrington

Eugene Zaslavsky, Visionary Real Estate Inc, 7344 N Lawndale, Skokie

Sasha Zdravkovic, RE/MAX Alliance, 3321 Dempster, Skokie, IL

Reinstatements

Terry Chess, Prudential Preferred Property, 1600 Orrington, Evanston

Meg E. Dhamer, Coldwell Banker, 1025 W Everett, Lake Forest

Richard E. Drewry, Richard E. Drewry, 21236 Grove Dr, Kildeer

Stephen Forgette, Blacksmith Properties, 2131 Larkdale Dr, Glenview

Sarah Anne Gaiser, Koenig & Strey Inc, 819 Waukegan Rd, Northbrook

John Y. Park, RE/MAX United, 81-B S Milwaukee, Wheeling

Elaine Rosenfeld, Koenig & Strey Inc, 601 Green Bay Rd, Wilmette

Suzanne Shapiro, Baird & Warner, 1900 Waukegan Rd, Glenview

Transfers

Joan Dailey from RE/MAX Unlimited Northwest, 1 First Bank Plaza Ste 103, Lake Zurich to RE/MAX Advisors, 20530 N Rand Rd, Deer Park

Joanna Doliner from MarketMax Realty Inc, 1255 W Dundee Rd, Buffalo Grove to American Real Estate Services, 20594 N Milwaukee Ave, Deerfield

Karen Elliott from Coldwell Banker, 2929 Central St, Evanston to Coldwell Banker, 1420 Waukegan Rd, Glenview

William L. Goldberg from Koenig & Strey Inc, 2528 Green Bay Rd, Evanston to RMC Realty Co, 5227 Touhy Ave, Skokie

Heidi B Goldblatt from Prudential Preferred Property, 1890 First St, Highland Park to Coldwell Banker, 740 Waukegan, Deerfield

Thomas F Jelinek from Starck & Company, REALTORS, 222 E Main St, Barrington to Century 21 Sketch Book, 20 Northwest Hwy, Cary

Patti S Johnson from Prudential Preferred Property, 3115 Dundee Rd, Northbrook to Koenig & Strey Inc, 819 Waukegan Rd, Northbrook

Joseph H Pawlish from Koenig & Strey Inc, 825 S Waukegan Rd, Lake Forest to Coldwell Banker, 1025 W Everett, Lake Forest

Judy Pitek from Baird & Warner, 1900 Waukegan Rd, Glenview to Baird & Warner, 714 Elm St, Winnetka

Mike Quach from Koenig & Strey Inc, 2528 Green Bay Rd, Evanston to 3A Realty Inc, 1006 W Argyle, Chicago

Malvina Roytman from Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles to RE/MAX United, 81-B S Milwaukee, Wheeling

Jane Ruschli from Kenilworth Realty Company, 410 Green Bay Rd, Kenilworth to G & A Realty Inc, 2847 Pflugsten, Glenview

Jerry Sacks from Coldwell Banker, 640 Vernon Ave, Glencoe to Exchange Properties, 55 Ogden Ave, Clarendon Hills

JoAnn Snell, from Starck & Co, REALTORS, 222 E Main St, Barrington to RE/MAX of Barrington, 306 W Northwest Hwy, Barrington

Lawrence C. Widmayer from Prudential Preferred Property, 1600 Orrington, Evanston to Koenig & Strey GMAC, 3201 Old Glenview Rd 100, Wilmette

Marion M. Wulff from Baird & Warner, 754 W Northwest Hwy, Barrington to RE/MAX of Barrington, 306 W Northwest Hwy, Barrington

New Offices

Caba Realty Services, 1330 Braewood Dr, Algonquin
Elite Group Realty & Investment, 5334 N Kedzie, Chicago

Other Changes

Colleen Fleming is new broker of Prudential Preferred Property, 3115 Dundee Rd, Northbrook

Member Benefit Reference Index

Health Insurance

National Association of Self-Empl.

Ron Shapero 312-337-7133

Castle Group 559-8100

NAR www.narhealth.com

Investment Counselors

Charles Schwab & Co., Inc., Northbrook

Mark Babula or Ken Luschinski

847-564-2033

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Need Information?

Call Northbrook at 847-480-7177 or

Barrington at 847-381-7827

or visit www.nsbar.org

More Member News

Terminations

Amer K. Asteefan, Tina Miritello, Century 21 Marino Inc, 5800 Dempster St, Morton Grove

Lydia Citron, Prudential Preferred Property, 1890 First St, Highland Park

Jill Dema, Cherylanda Schwartz-Glotzer,

Robert Wingader, Baird & Warner, 2926 Central St, Evanston

Linda L. Freeman, Koenig & Strey Inc, 825 S Waukegan Rd, Lake Forest

Walter A. Jensen, Starck & Company, REALTORS®, 222 E Main St, Barrington

Alexander Kostetsky, G & A Realty Inc, 2847 Pfingsten, Glenview

Linda Kramer, Koenig & Strey Inc, 819 Waukegan Road, Northbrook

Russ Kreuzscher, G & A Realty Inc, 2847 Pfingsten, Glenview

Maria Krull, Coldwell Banker, 303 E Main St #101, Barrington

Tony Lio, Baird & Warner, 1920 Sheridan Rd, Highland Park

Ruth Ann Moore, Bill Wronski, Coldwell Banker, 2929 Central St, Evanston

Jennifer Muskat, Koenig & Strey Inc, 600 N Western Ave, Lake Forest

Genta Pendavinji, Koenig & Strey Inc, 1009 Waukegan Rd, Glenview

Lance Robinson, Coldwell Banker M&M, 4632 Church St, Skokie

Marcin Rozowicz, Koenig & Strey Inc, 1009 Waukegan Rd, Glenview

Frances Schaffer, Baird & Warner, 1920 Sheridan Rd, Highland Park

Mimi Shapkarov, Coldwell Banker, 740 Waukegan, Deerfield

Sophia J. Tolczyk, Century 21 American Northwest, 500 W Main St, Lake Zurich

Carolyn Willison, Prudential Preferred Property, 3115 Dundee Rd, Northbrook

Robin Wright, RE/MAX Villager, 1245 Waukegan Rd, Glenview

Kwang Ho Zyung, Midway Enterprise Realty, 6419 N Cicero Ave, Lincolnwood

OBRE Disciplinary Actions

The following disciplinary actions were taken by the Office of Banks and Real Estate on May 30,

Addison. The real estate salesperson was assessed a fine of \$4,000 for engaging in the practice of real estate for approximately 40 months while his license was expired.

Bloomingtondale. The real estate broker was assessed a fine of \$4,000 for aiding and abetting the unlicensed practice of one of his sponsored licensees whose license was expired for approximately 40 months.

Glenview. The real estate salesperson's license was revoked for failing to market properties for which he entered into exclusive listing agreements, for abandoning his clients, and for failing to act in the best interests of his clients.

Lyons. A real estate broker was reprimanded for failing to have a written employment agreement with a sponsored licensee. The broker was also required to establish written office policies and procedures addressing fair housing, training, escrow money and commission splits.

Norridge. A real estate broker's license was permanently revoked for performing appraisals

under the guise of a falsified appraisal license, and then in response to an investigation by OBRE, for tendering a letter of explanation in which he defended his actions by expressly claiming that he acted as a "Real Estate Broker, licensed in the State of Illinois."

Oak Park. The real estate salesperson's license was eligible to be restored, subject to a reprimand and a \$300 fine, for rectifying an NSF check that had been previously issued to the agency.

NAR Membership Record

The National Association of REALTORS®, which has been the largest trade and professional organization in the United States since the 1970s, is nearing one million members. In June, NAR announced that there are 907,738 REALTORS®. *Source: REALTOR® Magazine Online*

Lake Forest Regulations Change

On February 20, the City Council of Lake Forest approved an ordinance requiring a home inspection and final payment of water bills before a water billing can be transferred from a seller to a buyer. The requirement applies to single-family residences and duplexes. The inspection by a City inspector is to identify and correct any unauthorized connections to the sanitary sewer. Fee for the inspection is \$150.



We Provide Computer Services!

Many members of the North Shore-Barrington Association of REALTORS® do not realize that the Board offers many types of computer services. We not only can help you with your PC Access and Lightning needs, we also install, upgrade, repair and perform many other computer services. Here is a partial list of the services we provide:

- installing and creating wireless networks
- upgrading memory
- installing new hard drives
- removing viruses from previously infected computers
- installing a variety of software

One of the benefits of having the Board work on your system is that we are not obliged to use a specific retailer or manufacturer to purchase products. We look for the best price for our membership. In some cases, this could mean as much as 70% off the best price that CompUSA or Best Buy can offer.

A typical example: CompUSA was selling Windows XP Home Edition for \$199, but we purchased it for \$89.95, shipping and handling included. We passed this savings of 55% on to our member, and were able to save him over \$110 because we are not tied to one retailer. We do charge for labor—\$60 per hour if we visit your office or home and \$50 per hour if you bring your computer to the Northbrook office. Usually, we do not charge for problems we cannot fix. One reason this is mentioned in the newsletter is that many members do not realize we offer these and many other services.

Inconsiderate REALTORS®

A member notified us that she has recently listed several homes that have been owned by the same families for over 30 years. The properties are “dated” but not run down.

Unfortunately, some REALTORS® showing the properties feel that it is OK to pick at the old wallpaper or pull up carpeting to see what’s underneath, despite the fact that the listing info states that the walls are plaster and the floors are oak. Some agents have even picked at the tape wrapped around pipes in the basement (to stop condensation from dripping), or pushed at plaster on basement ceilings because it looked bubbled (and consequently had the plaster fall down from the pressure).

If you would like to make an appointment, you can contact me at 847-480-7177 or via email to Steve@nsbar.org.

XP Tip

The primary problem with the Quick Launch Toolbar is the use of wordy icons. If you click and drag the Windows 2003 icon down to the Quick Launch Toolbar, when you hover your mouse over that button, the screen tip says (I’m not making this up):

Microsoft Office Word 2003 / Create and edit text and graphics in letters, reports, Web pages, or e-mail messages by using Microsoft Word.

Personally, I’d rather have it say “Word.” Or nothing at all. If you want to change the screen tip on a QLT icon:

- Right-click on the icon
- Choose Properties

Windows forms the screen tip by combining the text at the top of the General tab with the text in the Comment box at the bottom of the Shortcut tab. Look at it and you’ll see how it works.

- Click on the text at the top of the General tab and type something short and sweet. (“Word” works fine for the Word icon.)
- Then click in the Comments box at the bottom of the Shortcut tab and delete all the text. Click OK.

Your screen tips will suddenly be worth reading.

Agents and prospective buyers do not own the house that is being shown. Each person who does some poking and picking is only making the property look worse than it was before they entered. Property that was merely dated begins to look shabby in the eyes of the sellers, who get angry that people are making their house look worse than it is. The result is that the sellers in the cases mentioned have requested that the listing agent accompany all showings. The listing agent shouldn’t be a watchdog. Make sure that you and your clients and customers respect the property you are showing.

Note: After some showings or open houses, it is obvious that someone has been opening drawers and medicine cabinets and moving pill bottles, etc. Advise homeowners not to leave prescription drugs, guns or other valuable or dangerous items in unlocked cabinets. Jewelry boxes should be removed.

July Birthdays

1 Beverly J. Ebert Laura L. Balistreri Sargon E. Sapper Tom Choi	8 Donald Marcus Robert B Green William L. Goldberg	14 Arlene Colen Chris B. Smith Constantinos Zarifopoulos Fonda Lewis June Podolak Linda Yedor Lynn Baehr William D. Norwood	20 Chris Bryan Elizabeth Trace John P. Stevens Kamila Eva Babiuch Maureen Dunn-Woytowicz Muffy Hendershot	Mohammad Kargahi Nicholas Marino Patricia Gordon Richard Fabits Sunny Woo
2 Amy Davidson Ann O'Hara Barnard Ashok D. Shah Candace Corr Ko Soo Kim	9 Helen L. Matt Jennifer Conrad Marila Beatty Roger Owen	15 Annette Kalcheim Janet Leverenz Jasclyn Glynn Mette Bowen Paul Rothschild Susie E. Banas	21 James Scardino Joseph A. Licari Kevin Hughes Michael W. Shawver Peggy O'Halloran Philip DeRosa Richard C. Williams Scott R. Ruswick Thomas F. Jelinek	27 Elizabeth Lindsay Linda Waldman Louann Smith
3 Arthur Wilson Carol Westerman Debbie Domick Michael Brody Mimi Bass Mirela Mecollari Sherry Molitor Sue Rowan	10 Betsy Fox Burke Brenda Streicher Ginny Rosen Keith Hancock Kristen M. Jasinski Lowell J Martin Marilyn Glazer Marty Max Steven A. Kailes Susan Beanblossom	16 Bruce A. Teichner Carolyn Schwartz Howard S. Hartenstein Kenneth A. Napolitano Leslie A. Weigel Mary Gambacorta Natalya Alyoshkina	22 Galina K. Naydenova Judith Harper Julie Malmed	28 Beth Duffy Betty C Rosalini Fred A. Matsumoto Joan Forrest Maryanne S. Delisi Svetlana Berdyshev Tina Paraskevopoulos Wendy Shelleny
4 Donna Goodman-Waitz Robert S Brooks Timothy Rosinski Virginia Morgan	11 Alan L. Kooperman Ann Eubank Catherine Freedman Fred Burgbacher Linda Rosenbloom Ronald J. Damholt	17 Anne V. Dubray Elizabeth J Smith Genevieve Plamondon Laura Levin Lynne S. McGrath Mary Tierney Gibson Tracy L. Wurster	23 Ellen Parmacek Linda Hoffmann Marina Vernon Theron J Wright, Jr. Wendy L. Stricker	29 Alex Loyfman Jeanie Moysey Joseph Hedrick Marlene Bass Maureen Rosenston Rosemary Moss Victoria F. Wheary Wendy Thomas
5 Irwin L. Weinberg Laura L. Sapperstein Mary Debes Rick L Schnitzer Tanya Taraday	12 Constantine D George Dee Todd Elizabeth Cherny Elizabeth Olszewski Michael Manley Michael Monaghan	18 Anita Neumann Arlene Skolnick Edgar K. Pedraza Eun J. Shin Gari Grimaldi Zott Stuart Diamond	24 Daryl C. Fiene Gary Joyce Sang Y. Kim Stephanie Absler-Orsi Thomas E. Concialdi	30 Antonia E. Berarducci Dan Murray Josephine Vorda Laura Werner Nedeljko Mrdakovic Omar A. Zayyad Rick Hiton
6 Brian J. Barrett Diwan C. Soni Don Dietz Ginny Grinstead Julia Bechtold Michael Schier Spero P. Adamis Virginia S. Holbert	13 Delores Borowitz Harold Beerli Martha R. Kuehn Mary L. Spinner Okhee Choi	19 Andrew Kieffer Elaine Kaplan Mike Spigelman Nancy C. Adelman	25 Christine Puszynski Jennifer Gleason Mary Govostis William R. Zarnow Jr.	31 Anne G. Dahl Bill Vernon Carolyn Eigel Ethel Sostrin Joanne Tertipis Katherine Week Liz Bulf Rhoda Lee Susan Bernstein
7 Jeffrey A. Gertie Kathy Miller Rose Bartlebaugh Sarah Rowland Vasilios Xentaras William C. Golden			26 Andrew Klein Anne Donnelly Charles Foster Dee Kahnweiler Gayle Alexander George M. Baker, Jr. Michael Thomas	

July Meetings

(Meeting updates? MailTo:adrienne@nsbar.org)

WCR BOD Meeting	July 9	No WCR Board Meeting in July	
Brown Bag Lunch	July 10	1-2:30 PM	Classroom, Northbrook
WCR Lunch	July 15	11:30AM-2 PM	Farm, Lake Bluff
Political Affairs Committee	July 17	9-10:30 AM	Classroom, Northbrook
Computer Club	July 30	9-10:30 AM	Classroom, Northbrook
NSBAR BOD Meeting	Aug 28	12:30-3:30 PM	Classroom, Northbrook
Day at the Races		Save this date!	

Education/Event Update

Class	Date	Start/End	Speaker	Location
Brown Bag Lunch	July 9	1-2:30PM	Frank Johnson	Northbrook Classrm
Real Estate Professional Assistant Class	July 10, 11	8:30AM-5PM	Kerry Kidwell	Northbrook Classrm
Star Track New Member Orientation	July 14	8:30AM-4PM		Northbrook Classrm
Ethics Video Program	July 14	1-4PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	July 25	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Star Track New Member Orientation	Aug 4	8:30AM-4PM	Marti Kuehn	Northbrook Classrm
Broker Training: Adv. Principles	Aug 11, 25	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
Ethics Video Program	Aug 11	1-4PM	Oliver Frasca	Northbrook Board Rm
Wonderful Wisconsin Weekend	Aug 15, 18	8:30 AM-5PM	WRA Video Course	Northbrook Classrm
ABR Relocation Class	Aug 22	8:30AM-4PM	Lynn Madison	Northbrook Classrm
Ethics Video Program	Aug 22	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Day at the Races	Aug 28			
Ethics Video Program	Sept 5	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Star Track New Member Orientation	Sept 8	8:30AM-4PM		Northbrook Classrm
Broker Training: Finance	Sept 15, 22	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
Ethics Video Program	Sept 15	1-4PM	Oliver Frasca	Northbrook Board Rm
CRS 202: Effective Buyer Sales Strategies	Sept 18, 19	8:30AM-5PM	Gee Dunsten	Northbrook Classrm
Annual Installation/Awards Lunch	Sept 24	1:30-4PM		Chevy Chase C.C.
IAR Annual Meeting	Oct 1-3		Hyatt Regency O'Hare,	Rosemont, IL
Star Track New Member Orientation	Oct 6	8:30AM-4PM		Northbrook Classrm
ABR Accredited Buyer Representative	Oct 9, 10	8:30AM-5PM	Marcie Roggow	Northbrook Classrm
ABR-M ABR Manager's Course	Oct 11	8:30AM-5PM	Marcie Roggow	Northbrook Classrm
Broker Training: Sales & Brokerage	Oct 13, 20	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
C-CREC: Consumer-Certified Real Estate Consultant	Oct 16, 17	8:30AM-5PM	Julie Garton-Good	Northbrook Classrm
Senior Real Estate Specialist	Oct 23, 24	8:30AM-5PM	Terry Watson	Northbrook Classrm
Ethics Video Program	Oct 27	1-4PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Oct 31	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Star Track New Member Orientation	Nov 3	8:30AM-4PM		Northbrook Classrm
NAR Annual Conference	Nov 5-11			San Francisco, CA
Wonderful Wisconsin Weekend	Nov 7, 10	8:30 AM-5PM	WRA Video Course	Northbrook Classrm
Ethics Video Program	Nov 14	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Nov 17	1-4PM	Oliver Frasca	Northbrook Board Rm
Broker Training: Brokerage Adminis.	Nov 17, 24	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Nov 21	8:30-11:30AM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Nov 21	12:30-3:30pm	Marilyn Glazer	Northbrook Classrm
NSBAR Education Cruise	Nov 30-Dec 7		Millennium, Celebrity	Cruise Line
Star Track New Member Orientation	Dec 1	8:30AM-4PM		Northbrook Classrm
Broker Training: Contracts	Dec 8, 15	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
Ethics Video Program	Dec 8	1-4PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Dec 12	9AM-12PM	Oliver Frasca	Northbrook Board Rm
CE: CORE A License Law/Escrow	Dec 12	9:30AM-12:30PM	Marilyn Glazer	Barrington TBA
CE: CORE B Agency/Fair Housing	Dec 12	1:30-4:30PM	Marilyn Glazer	Barrington TBA
CE: Elective TBA	Dec 19	8:30-11:30AM		Northbrook Classrm
CE: Elective TBA	Dec 19	12:30-3:30PM		Northbrook Classrm
NSBAR Convention	Jan 15	8:30AM-4PM		Renaissance Hotel

Register online at www.nsbar.org or call Adrienne at 847-480-7177.

July Survey and Prize Drawing

One lucky person who replies to the survey by July 11 will receive a free three-hour C.E. class. Make sure your name appears on the page, then fax it to 847-480-7362.

How long have you been practicing real estate? Less than 2 years 2-5 years 5-10 years Over 10 years

Do you use contact management software, such as Outlook or Top Producer? Yes No

If so, which one(s)? _____

Do you always purchase and install product updates? Yes No

If so, which one(s)? _____

What are the most important features of the software you are using? _____

What additional features would you like to have? _____

Thanks for taking the time to respond to this survey!

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