

KANSAS ASSOCIATION OF REALTORS®  
**YOUR INDUSTRY  
PERSPECTIVE**

Your business is **local**. But the economics, market trends and politics that impact your business **are not**.

Look to KAR for a broader perspective on what's happening beyond your backyard – for a better bottom line.

**KAR Tools and Services 2017**



# KAR 2016

## By the Numbers

**8,976**  
members

**14**  
local associations

**1,237**  
new members

**\$280,769**

raised to elect pro-industry candidates through RPAC

**34**

industry laws impacted by KAR's governmental affairs team

**780**

calls to the Tech Helpline

**39,757**

homes sold statewide

**53,512**

new listings

**334**

participated in a KAR committee or task force

**190**

future leaders graduated "Right Track" leadership program\*

**2,583**

students took education courses



# Local Associations & Industry Events



## KAR Local Associations

1. Sunflower Association of REALTORS®
2. REALTORS® of South Central Kansas
3. Prairie Land REALTORS®
4. Manhattan Area Assoc. of REALTORS®
5. Lawrence Board of REALTORS®
6. Kansas City Regional Assoc. of REALTORS®
7. Southeast Kansas Assoc. of REALTORS®
8. Great Plains Assoc. of REALTORS®
9. Hays Board of REALTORS®
10. Garden City Board of REALTORS®
11. Dodge City Board of REALTORS®
12. Pittsburg Board of REALTORS®
13. Junction City Board of REALTORS®
14. Southwest Kansas Assoc. of REALTORS®

### KAR Capitol Conference

[bit.ly/kar-capitolconf2018](http://bit.ly/kar-capitolconf2018)  
February 5-8, 2018 | Topeka

### KAR Annual Conference

[bit.ly/kar-annualconf2017](http://bit.ly/kar-annualconf2017)  
October 11-13, 2017 | Topeka

### NAR Annual Conference

[bit.ly/kar-narannual2017](http://bit.ly/kar-narannual2017)  
November 3-6, 2017 | Chicago

# Information

## Industry information, tools and trends



### **REALTrends Publication**

**[bit.ly/kar-realtrends](https://bit.ly/kar-realtrends)**

Stay up to date monthly on industry trends, strategies, analysis, people and news shaping the real estate industry.



### **Statewide Market Data**

**[bit.ly/kar-marketstats](https://bit.ly/kar-marketstats)**

A statewide perspective on the housing market. Our partners at Wichita State University's Real Estate Center watch the market closely, offering two statewide updates per year and a monthly view of key statistics at-a-glance.



### **Answers to Transaction Questions through KAR's Legal Hotline**

**[bit.ly/kar-legalhotline](https://bit.ly/kar-legalhotline)**

Live legal help from a real estate attorney. Quick answers to transaction questions M-F with subscription. If additional research is required, questions are answered within 24-hours.



### **Forms and Contracts from online forms library**

**[Kansasrealtor.com/contractandforms](https://Kansasrealtor.com/contractandforms)**

Free online access to legally-vetted and approved forms for all types of properties and transactions. zipForms Plus® always gives you the most up-to-date forms.







## Tech Helpline

866-432-3021

Less time at your computer; more time with clients with **KAR tech support**. Get advice to be more productive or to get you through a crisis.

*Monday - Friday 8am - 7pm and Saturday 8am to 4pm CST. Available to all members.*

**866-432-3021**  
**Technology Helpline**  
**Kansas Association of REALTORS®**



## Property Data and Reports through RPR

**narrpr.com**

**Customized property and community reports** will build credibility with your clients. Search data on 160 million on- and off-market properties for sales, listings, valuations, tax and mortgage history, school info and demographics. Brand and customize reports. A Member Benefit through the National Association of REALTORS®.



## Kansasrealtor.com

Access all of the tools listed on this page and register for classes and events at [Kansasrealtor.com](http://Kansasrealtor.com).



## Business Discounts

**Money-saving discounts** on industry products and services at [realtor.org/member-benefits](http://realtor.org/member-benefits).

# Representation

## Perspective on Kansas Politics

### #KSRealtorParty



#### Capitol Conference Testimonial

"My first KAR Capitol Conference gave me an up close view on state and national issues that affect my business. I then gave input on those issues to my state legislator during the legislative reception."

Gabe Grant  
Salina, KS  
REALTOR® since 2013



**With the power of 9,000 REALTORS® across Kansas, KAR:**

- Stays on top of important legislation specific to the Kansas real estate industry.
- Fights for favorable laws such as property tax and mortgage interest deductions.
- Spends time at the Capitol to keep our representatives informed about industry issues.

#### REALTORS® Political Action Committee

KAR's RPAC committee supports political candidates who will advance issues impacting real estate. Members meet with our REALTOR®-friendly legislators periodically to keep our industry agenda in front of them. RPAC is an investment in our industry

**Contribute here: [bit.ly/kar-investrpac](https://bit.ly/kar-investrpac)**

# Accreditation

## Re-think Real Estate Education & Your Credentials

There are many ways to set yourself apart in the industry. Advanced designations show your commitment to professionalism.



### **GRI Testimonial**

“Being a graduate of the real estate institute (GRI) shows not only a dedication to growth but also professionalism. I appreciate that this distinct designation is relevant on both a local level and nationally.”

*Sunni Goentzel  
Belle Plaine, KS  
REALTOR® Since 2013*







Kansas Association of REALTORS®  
3644 SW Burlingame Rd.  
Topeka, KS 66611

**YOU CAN'T GET THESE  
TOOLS ANYWHERE ELSE!**  
**OPEN NOW!**

