

# KAR Membership, Your Way 2016

A guide to the value of  
your REALTOR® association  
membership

**Business  
Connections**  
Page 3

**Technology  
Tools**  
Page 4

**Key Member  
Benefits**

**Productivity  
Ideas**  
Page 5

**Trends**  
Page 6

**Political  
Advocacy**  
Page 6

**Education**  
Page 7

**Your KAR  
Contacts**  
Page 8



# 2015 KAR BY THE NUMBERS

**8,638** members

**14** local associations

**1,225** new members

**2,324**  
students who took  
KAR Education courses

Technology  
and Productivity  
**Tools**

**756**  
calls to the  
Technology Helpline

**\$247,253**  
raised for RPAC by  
over 3,000 members

**36,870**  
closings state wide

Market **Trends**,  
Legislation and  
Regulations

**53,306**  
new listings in 2015

**31%**  
participation in  
Calls to Action

**176**  
Graduates of KAR's  
Right Track  
Leadership Program

**Knowledge**  
from other  
Kansas  
REALTORS®

**406**  
members participated  
in a KAR committee  
or task force in 2015

KAR offers TOOLS, TRENDS and KNOWLEDGE to 8000+ REALTORS® across Kansas. We know that each of you look for different information from KAR, your local and national associations. KAR's unique services are available to use as you need them. It's Your Membership, Your Way!

# MAKING CONNECTIONS

KAR's community is all about helping you make connections. Ways to connect with other KANSAS REALTORS® are all around you. Find **YOUR** way.

  
Facebook.com/  
KansasRealtors®

  
Twitter.com/  
KansasRealtors®

## Events & Activities

Build Your Network and  
Connect to Knowledge

## NAR Annual Conference

*bit.ly/kar-narannual*  
November 4-7, 2016  
Orlando

**KAR Capitol  
Conference**  
*bit.ly/kar-capitolconf*  
January 31 -  
February 2, 2017  
Topeka

**KAR Fall  
Conference**  
*bit.ly/kar-annualconf*  
October 10-12, 2016  
Wichita

### Find an Association Near You!

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

# TECHNOLOGY AND PRODUCTIVITY TOOLS

## Technology Helpline



866-432-3021 (TOLL FREE) A KAR Member Benefit  
Tech support & advice to be more productive or to get you through a crisis. Monday - Friday 8am - 7pm and Saturday 8am to 4pm CST

## Forms

[kansasrealtor.com/contract-forms](http://kansasrealtor.com/contract-forms) - A KAR Member Benefit  
Free online access to legally-vetted and approved forms for all types of properties and transactions.

## REBR



[rebr.com](http://rebr.com)

Your source for tools, technology and information to support your business—  
MLS services, website design, technology training, Legal Hotline, DocuSign and more.

## Kansasrealtor.com

Designed with you in mind to deliver what you need to know 24/7.  
Login for access to member-only information, benefits, events, and class registration.



## RPR



[narrpr.com](http://narrpr.com) - A Member Benefit through the National Association of REALTORS®  
A powerful data source and marketing tool! 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 for print, email or text. Mobile app for anytime/anywhere access.

## zipLogix



[ziplogix.com](http://ziplogix.com)

zipForm® Plus and zipTMS™ are provided by the National Association of REALTORS® at no cost to all members.

## A MEMBER'S PERSPECTIVE

"Being self-employed, KAR is a valuable lifeline keeping me abreast of important industry challenges and changes to help keep me afloat!

-- Nicholas Lerner  
Lawrence, Kansas  
REALTOR® Since 2006



# TOP REALTORS® ACROSS KANSAS WILL BE MORE PRODUCTIVE THIS YEAR BECAUSE:



Less time at your computer; more time with clients with **KAR tech support:** 866-432-3021



Reduced liability from smart decisions based on advice from **KAR's Legal Hotline:** [rebr.com/legal-hotline](http://rebr.com/legal-hotline)



Less risk with legally-vetted documents, easily accessible from one easy-to-use **online forms library:** [kansasrealtor.com/contract-forms](http://kansasrealtor.com/contract-forms)



Stay ahead of the pack with Real Estate Business Resources **Tips and Tech trends** at [rebr.com](http://rebr.com)



**Customized reports** will build credibility with your clients. Access them on your Smartphone, iPad, Android Tablet or desktop at [narrpr.com](http://narrpr.com)



**Money-saving discounts** on industry products and services with REALTOR®-only benefits can be found at [realtor.org/member-benefits](http://realtor.org/member-benefits)

## A MEMBER'S PERSPECTIVE

Being a member of KAR means more than just having an association looking out for my best interests; it also means I have encouragement, support, and knowledge backing me up every day of the year!

-- Sydney West  
Olathe, Kansas  
REALTOR® Since 1995



# TRENDS - FROM THE MARKET, THE CAPITOL, THE COURTROOM...

1

## Fresh Market Data

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

Use data to set realistic expectations with your clients and be the market expert.

*Reports include data on new listings, pending sales, closed sales, days on market, average sales price, % of price received, months' supply of inventory and more.*

2

## Invest in RPAC

[bit.ly/kar-investrpac](http://bit.ly/kar-investrpac)

Learn about the issues impacting your business and actions you can take to contribute to change. Join a committee, vote for the REALTOR® party, invest in RPAC.

3

## Answers to Your Transaction Questions

Live legal help from a real estate attorney

Quick answers to transaction questions M-F with subscription. If additional research is required, questions answered within 24 hours. Subscribe at [rebr.com/legal-hotline](http://rebr.com/legal-hotline)

4

## REALTrends Newsletter

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

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

## KANSAS HOUSING MARKET STATISTICS March 2016



# TRENDS - ...AND THE CLASSROOM

5

## Education to Suit Your Needs

Once you get your license, choose an option that suits you to fulfill Continuing Education or earn an advanced designation.

Keynote

**Keynote  
Online CE  
Video Series**  
[bit.ly/kar-keynote](http://bit.ly/kar-keynote)



**Live Classroom  
Education  
Courses**  
[bit.ly/  
kar-liveclassroom](http://bit.ly/kar-liveclassroom)



**Home  
Study  
Courses**  
[bit.ly/kar-homestudy](http://bit.ly/kar-homestudy)



**Graduate,  
REALTOR®  
Institute (GRI)  
designation  
from KAR**



**REALTOR®  
University  
(Masters in RE program)**  
[realtoru.com/  
masters-real-estate/](http://realtoru.com/masters-real-estate/)

**KAR  
Annual  
Conference**  
Get all 12  
required  
CE credits  
Brokers & Agents  
[bit.ly/  
kar-annualconf](http://bit.ly/kar-annualconf)

## ABOUT KEYNOTE

Keynote rates way above any other online class I've taken. In the past, I've always dreaded having to take a course online - read a book, take a test type of class. They are boring and I don't take away much.

Keynote is nothing like those other classes. The delivery is innovative and memorable.

-- Sheila Schwalm  
Hiawatha, Kansas  
REALTOR® Since 1999





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Number?  
[bit.ly/kar-nrds](http://bit.ly/kar-nrds)



Find Another  
REALTOR®  
[bit.ly/kar-realtor](http://bit.ly/kar-realtor)



KAR Staff Anytime!  
[bit.ly/karcontacts](http://bit.ly/karcontacts)



We're here to help  
**[kansasrealtor.com](http://kansasrealtor.com)**



Search for Kansas  
Association of  
Realtors®

**3644 SW Burlingame Rd.  
Topeka, KS 66611  
800-366-0069**

**Have a Question?  
Connect with Us!**



**KANSAS ASSOCIATION  
OF REALTORS®**