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KAR Membership, Your Way 2016

A guide to the value of your REALTOR® association membership





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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

# 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.



## 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 Plainss 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 Assocaition 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**



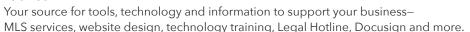
866-432-3021 (TOLL FREE) A KAR Member Benefit Tech support & advice to be more productive or to get you through a crisis. Monday - Friday 8am - 7pm and Saturday 8am to 4pm CST

### **Forms**

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

### **REBR**





### 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 - 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



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!

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



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



Stay ahead of the pack with Real Estate Business Resources **Tips and Tech trends** at rebr.com



**Customized reports** will build credibility with your clients. Access them on your Smartphone, iPad, Android Tablet or desktop at narrpr.com



**Money-saving discounts** on industry products and services with REALTOR®-only benefits can be found at 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 encouragment, 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

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

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

KANSAS HOUSING MARKET STATISTICS March 2016 3.137 11,318 5.608 Active listings 4.0% 18.6% \$181,138 97.2% Average percent of list price Average D.O.M Kansas Association of REALTORS® delivers Industry information and trends, knowledge and tools to our members and the Kansas real estate market.



# **REALTrends Newsletter**

bit.ly/kar-realtrends

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

# TRENDS - ...AND THE CLASSROOM



### **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
Online CE
Video Series
oit.ly/kar-keynote



Live Classroom
Education
Courses
bit.ly/
kar-liveclassroom



Home

Study Courses Kar-homestudy



Graduate, REALTOR® Institute (GRI) designation from KAR



REALTOR®
University
(Masters in RE program)
realtoru.com/
masters-real-estate/

KAR
Annual
Conference
Get all 12

required
CE credits
Brokers & Agents
bit.ly/
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-- Sheila Schwalm Hiawatha, Kansas REALTOR® Since 1999





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> Have a Question? Connect with Us!

