



Explore exclusive REALTOR® benefits inside!



3644 SW Burlingame Rd.
Topeka, KS 66611



Helping you run a more successful business.



KAR TOOLS AND SERVICES 2018

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



KAR MEMBERSHIP



LOCAL ASSOCIATIONS

2017
By The Numbers



9,612
members



1,391
new members



Congratulations on your 2018 Kansas Association of REALTORS® (KAR) membership!

At KAR, we advocate for property rights and empower REALTORS® to achieve success. On the following pages you'll see highlights of our work in 2017, as well as tools and benefits you can begin using immediately as a member.

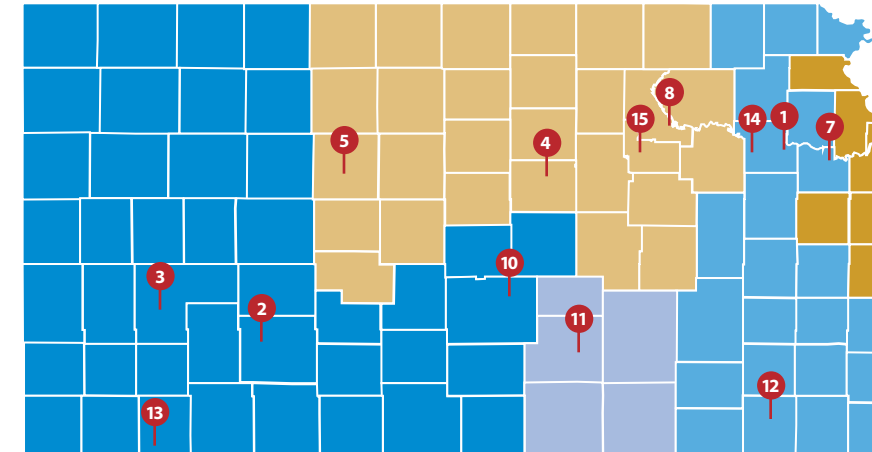
Look to KAR for a broader perspective on what's happening for a better bottom line. Information. Accreditation. Representation. These are the key aspects of our work on your behalf. KAR works to make sure members are informed on the latest real estate trends, topics, and statistics. We provide

accreditation and education opportunities so you're always at the top of your game. KAR supports pro-industry candidates and laws to create the best environment possible for your success.

We are honored to work with you as a member and look forward to serving you in 2018.

Sincerely,
Karen Gehle, CEO

3644 SW Burlingame Rd. | Topeka, KS 66611 | 800-366-0069 | kansasrealtor.com



ZONE 1

ZONE 2

ZONE 3

ZONE 4

ZONE 5

1. Kansas Association of REALTORS® - Topeka
2. Dodge City Board of REALTORS® - Dodge City, Zone 5
3. Garden City Board of REALTORS®, Inc. - Garden City, Zone 5
4. Great Plains Association of REALTORS®, Inc. - Salina, Zone 3
5. Hays Board of REALTORS® - Hays, Zone 3
6. Kansas City Regional Association of REALTORS®, Inc. - Kansas City, Zone 1
7. Lawrence Board of REALTORS® - Lawrence, Zone 2
8. Manhattan Association of REALTORS® - Manhattan, Zone 3*
9. Pittsburg Board of REALTORS® - Pittsburg, Zone 2
10. Prairie Land REALTORS® - Hutchinson, Zone 5
11. REALTORS® of South Central Kansas, Inc. - Wichita, Zone 4
12. Southeast Kansas Association of REALTORS® - Independence, Zone 2
13. Southwest Kansas Board of REALTORS® - Liberal, Zone 5
14. Sunflower Association of REALTORS®, Inc. - Topeka, Zone 2
15. Tall Grass Association of REALTORS® - Junction City, Zone 3*

When you join a REALTOR® association, your membership gives you protection and support at three levels – the local board where you do business, the Kansas Association of REALTORS® and the National Association of REALTORS®. The three-way agreement that governs REALTOR® associations ensures we work together to shape public policy, set standards of ethics, promote the value of the REALTOR® and contribute to the success of your real estate practice.

*The Manhattan Area Association of REALTORS® and the Tall Grass Board of REALTORS® approved a merger in March 2018. At the time of printing, the name change was pending.

INFORMATION
INDUSTRY EVENTS
TOOLS AND TRENDS



KANSASREALTOR.COM
ACCESS MEMBER TOOLS
REGISTER FOR EVENTS



Tech Helpline
866-432-3021

A FREE
member benefit
Spend less time
dealing with
technology and
more time
with clients.

Monday-Friday
8 am-7 pm CT
Saturday
8 am-4 pm CT

KansasRealtor.com

Access all of the tools listed on this page and register for classes and events.

KAR Annual Conference: October 8-10, 2018 | Overland Park
kansasrealtor.com/AnnualConference

NAR Annual Conference: November 2-5, 2018 | Boston
kansasrealtor.com/NARConference



eNews – Thursday's *Smart Moves* gives you legislative and legal updates and market and industry trends. Monday's *The R@eal Deal* focuses on one timely tech tip and current education offerings.

REAL Trends – Stay up to date monthly on industry trends, strategies, analysis, people and news shaping the real estate industry.
kansasrealtor.com/RealTrends

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



Legal Hotline – Live legal help from a real estate attorney. Quick answers to transaction questions Monday - Friday. Subscription based service
available exclusively for brokers.

kansasrealtor.com/LegalHotline

Forms and Contracts – Free online access to legal forms for all types of properties and transactions. zipForm Plus® always gives you the most up-to-date forms.
kansasrealtor.com/ContractandForms

Discounts – As a member you have access to exclusive discounts from hundreds of partners on products and services.
kansasrealtor.com/Member-Discounts | nar.realtor/Realtor-Benefits-Program

RPR – REALTORS® Property Resource gives you customized property reports to build credibility with clients. Search data on 160 million on-and off-market properties for sales, listings, valuations, tax and mortgage history, school info, and demographics. A member benefit through the National Association of REALTORS®.
narrpr.com



693

Tech Helpline calls
20 minutes/call



40,642

homes sold
statewide last year



54,242

new listings

ACCREDITATION HIGHER LEVEL EDUCATION



REPRESENTATION PERSPECTIVE ON POLITICS



2,842

members took a KAR
education course



481

took the
Principles of
Real Estate course

Raise your earning power with education options that build credibility with buyers and sellers and give you an advantage in the business.

Advanced Designations

kansasrealtor.com/Designations

CRS (Certified Residential Specialist) is next-level education for residential REALTORS®.

GRI (Graduate REALTOR® Institute) is the most comprehensive designation.

Continuing Education

kansasrealtor.com/Continuing-Education

Online Video

Keynote is a series of online video-based courses which offer CE, GRI, and CRS credit.

kansasrealtor.com/Keynote

Classroom and Home Study

Continuing Education is available across the state in live classroom and distance-learning formats.

kansasrealtor.com/Classroom | kansasrealtor.com/Homestudy



KAR Capitol Conference: February 4-7, 2019 | Topeka

kansasrealtor.com/CapitolConference



NAR Legislative Meeting: May 13-18, 2019 | Washington, D.C.

kansasrealtor.com/NARLegislative

The Kansas REALTOR® Party advocates for state policies that strengthen the ability of all Kansans to own, buy, and sell property.

kansasrealtor.com/InvestInRPAC

Grassroots Strength

We represent over **9,000 members** involved in agricultural, commercial, and residential real estate.

Economic Engine

We advocate for over **700,000 Kansas homeowners and commercial property owners** to create economic growth, jobs, and stimulate the overall Kansas economy.

Partners In Policy

We work with elected officials to create a **better Kansas** by supporting economic development that provides a high quality of life and affordable housing opportunities while **protecting the rights of private property owners**.



\$298,526

Raised to support
REALTOR® Party
candidates

688

bills reviewed

94

bills tracked

17

testimonies on bills