



**Greater
Gateway
Association of
REALTORS®, Inc.**

OUTLOOK

Remember WALL:

- Walk
- Around
- Lights off
- Lock doors

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August

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- 17 Proficiency Course/Exam
- 18 CE Course
- 20 Pre-License Course
- 24 Proficiency Exam Only
- 27 Pre-License Course



Make Your Vote Count!

Annual Meeting and Election
Tuesday, August 16, 2011
N.O. Nelson Center, LeClaire Room
 600 Troy Road, Edwardsville (parking in rear)

\$15 per person

Registration – 10:30 a.m. | Lunch – 11:45 a.m.
 Special presentation – 11 a.m.

Catering by Bella Milano: Milano salad, Chicken Parmigiano, roasted pork tenderloin, loaded mashed potatoes, vegetable medley, and dessert

Don't miss the chance to hear renowned speaker Kim Daugherty present "Flip the Switch." Learn how to have more FUN each day, net more money, and live a life that's NOT 100% real estate driven.

All attendees will receive a CD of the presentation.

*****Voting for the 2011-2012 Board of Directors will be available from 10:30 a.m. until the conclusion of the event.*****

Guest speaker Kim Daugherty started his first profitable business at the age of 15. Since then he has been involved in numerous successful ventures, including 30 years in the real estate industry. Kim has been a speaker, trainer, and instructor for 20 years.

**RSVP to GGAR by JULY 29 to jleitschuh@gatewayrealtors.com
*No reservations will be accepted after this date.
 Reservations canceled after July 29 will be charged in full.***

Officers:

Chairman of the Board Jenni Beck, e-PRO, GRI, Beck Group Realty, Inc.,
 Chairman-Elect Joy Wofford, CRS, e-PRO, GRI, RE/MAX Realty Centre
 Vice Chairman Sandy Michel, Real Living Vandalia Real Estate, Inc.
 Past Chairman of the Board Rick Edwards, Century 21 Seniker-Edwards

SIR/MLS Governors:

David Cisler 635-2244
 Norma Kasten, ABR, CRS, e-PRO, GRI 655-1188
 Ed Kleber 654-5575
 Rick Lauschke 465-1637

Directors:

Marna Asbury, Scott Credit Union
 Kevin Botterbush, Botterbush & Associates
 Jill Cummings, ABR, CRS, RE/MAX Preferred Partners
 Dave Erutti, Bev George & Associates, Town & Country
 Tammie Fleming, Prudential One Realty Centre, Edwardsville
 Rosetta Heavner, GRI, Landmark Realty, Bethalto
 Tammy Owens, CRE, RE/MAX Alliance
 Linda Wheaton, e-PRO, Landmark Realty

Committee Chairpersons:

Affiliates	Michelle Blom	377-7755
Awards	Richard Rolfingsmeyer, CRB	655-1188
Budget and Finance	David Lauschke	465-2966
Bylaws	Norma Kasten, ABR, CRS, e-PRO, GRI	655-1188
Comm. Involvement	Debbie Conreaux	656-8616
	Pat Walker	655-4100
Education	Bev George, ABR, CRB, CRS, e-PRO, GRI	656-1188
Golf Outing	Justin Huneke	656-0057
	Chris Seniker	372-4535
Grievance	Roger Reeves, ABR, e-PRO, GRI	346-7000
Legislative	Julie Lading, GRI	655-4100
Membership	Jill Cummings, ABR	655-1188
MLS	Doug Hartmann, CPM, CRB, CRS, GRI	344-7900
Nominating	Chris Seniker	372-4535
Prof. Standards	Sharon Jones, ABR, GRI	288-7100
RPAC	Dave Erutti	288-0000
	Jen Teske	288-0000

GGAR Staff:

Al Suguitan, CAE, GRI, RCE, President and Chief Operating Officer
 Doris Stephens, Director of Administrative Services
 Lori Eder, e-PRO, Marketing and Communications Manager
 Jeanie Leitschuh, Membership Coordinator
 Kyle Anderson, Government Affairs Director

Newsletter Staff:

Al Suguitan, CAE, GRI, RCE, Publisher
 Lori Eder, e-PRO, Editor

LEGISLATIVE UPDATE

By Congressman Jerry Costello



For the last several weeks, the main issue before Congress has been raising the country's statutory debt limit. The debt limit, currently set at \$14.3 trillion, is the legal limit on borrowing by the federal government. Since it was first established by Congress in 1917, the debt limit has been raised nearly 100 times, 72 times since 1960, with 50 of those 72 under a Republican president.

It is important to note that the debt limit is raised to pay for spending that has already taken place, such as the Iraq War. While I did not vote to authorize the war and other expensive items such as the Bush tax cuts, it is essential that we do not default on our obligations for the first time in the history of our country.

A default could be catastrophic for our still-recovering economy. President Obama, U.S. Treasury Secretary Timothy Geithner and leading economists have cautioned that unless Congress raises the debt limit, the federal government would have to stop, limit or delay a number of its payments - which could affect military salaries and veterans benefits, Social Security and Medicare payments, and unemployment benefits and tax refunds.

The effect on our housing market would be severe. All nonessential federal activities could cease, including lending by the Federal Housing Administration and mortgage facilitation services by the Internal Revenue Service.

Suspending both the FHA's ability to finance mortgages and the IRS's ability to process the

required tax forms would delay the mortgage approval process and prevent potential homebuyers from either closing on the purchase of new homes or receiving the preapproval that allows them to shop for homes. This would remove a large number of potential homebuyers from the market, hurting demand and in turn, housing prices.

The housing market has been a key factor in the economic downturn and is critical to our economic recovery. A default would be a shock to the system that we do not need to incur.

As you read this newsletter, I hope that we have reached a way forward on addressing our deficit and a debt limit increase. I will continue to work to pass a balanced plan to bolster our economic recovery.



Clock Is Ticking: Programs Critical to REALTORS® to Expire on September 30

Without Congressional action, two programs of vital importance to the real estate business will sunset on September 30, 2011. The end of the current extension of the National Flood Insurance Program (NFIP) and the lowering of FHA and GSE loan limits could create a significant disruption in a housing market struggling toward recovery. It is imperative that REALTORS® remind their members of Congress how important these issues are for the fragile housing market.

The National Association of REALTORS® (NAR) has launched two Calls for Action on RealtorActionCenter.com encouraging REALTORS® to contact their members of Congress urging them to pass a five year NFIP extension and to keep the FHA and GSE loan limits at the current levels. Additionally, NAR brought Federal Political Coordinators from across the nation to Washington, D.C. to participate in direct talks with key senators and representatives.

Reauthorizing the NFIP

Nationally, this program is the only source of flood-damage protection for 5.6 million home and business owners. Since September 2008, Congress has approved nine NFIP extensions and allowed five lapses. During the most recent lapse in June 2010, 47,000 home sales were delayed or cancelled. Real estate markets require certainty to make the long-term investments that are vital to the U.S. economic recovery. NAR is urging Congress to reauthorize the NFIP long-term to ensure access to affordable flood insurance and end the uncertainty of extensions and shutdowns which hurt the housing market.

Due to REALTORS'® participation in the call for action and fly-in, on July 12 the U.S. House of Representatives passed a five-year reauthorization of NFIP by a vote of 406-22. While the Senate still needs to take action, this is a major step forward. REALTORS® now need to focus on getting their senators to pass this critical piece of legislation.

FHA and GSE Loan Limits

Unless Congress acts, on October 1 the mortgage loan limit formula and cap will fall. This could cause a significant drop in housing prices in more than 669 counties in 42 states and the territories.

NAR estimates the average decline to be more than \$68,000. Changing the formula for the loan limits (from 125 percent to 115 percent of median home price) and lowering the cap means that some 5 million homes — roughly 27 percent of all owner-occupied homes in the United States — will become ineligible for mortgage financing since there is little to no private mortgage financing available. NAR is urging Congress to support an extension of the FHA and GSE loan limits and oppose any vote to reduce these limits.

The housing markets remain fragile, and any further disruption to the market will stall our economic recovery. Make your voice heard and participate in the NFIP reauthorization, as well as the FHA and GSE loan limit Calls for Action at RealtorActionCenter.com. To learn more about the impact these two issues have on the economic recovery, please visit Realtor.org/government_affairs.

Government Affairs Update

By Kyle Anderson, Government Affairs Director



Have you heard the one about the city, the inspection ordinance, and the ad hoc committee?

The City of Greenville is currently discussing the implementation of an ordinance requiring the inspection of property at the change of occupancy and a landlord registration. The city has conducted four public hearings to discuss the impact and implementation of this ordinance.

GGAR REALTORS® were well represented with many members attending in addition to your local Government Affairs Director. The proposal was very vague and did not include much in the form of details such as the fee for the inspection, what was included in the inspection punch list, or how much the landlord registration would cost.

As a result, REALTORS® requested that an ad hoc committee be established by the city to discuss

the how or if these ordinances should be implemented as well as the potential impacts.

We were able to get the city to commit to the creation of a committee and include REALTORS® as a major player on this committee. The Legislative Committee will closely monitor this proposal moving forward and keep you updated on its progress.

As always, I am here to serve you and stand up for your rights as a REALTOR® and for the rights of property owners. I cannot do it without your help in letting me know what is going on out there. If you know or hear of any ordinance at the city or county level that could possibly impact our local real estate industry, please contact me at 618-660-6826 or kanderson@iar.org.

Thanks for all your help!

FLOOD INSURANCE Reform Bill Passes House

By Congressman John Shimkus

Our Metro-East region has been discussing flood insurance, FEMA maps, and levee repairs for several years now. Three recent events, one local and two in Washington, D.C., impact this issue.

First, the Southwestern Illinois Flood Prevention District Council Board of Directors adopted a \$151 million Project Implementation Plan on July 20. The plan is the district's guide to repairing local levees in order to be fully certified and accredited by 2015.

On July 12, the U.S. House of Representatives adopted language to delay mandatory insurance purchase requirements in newly mapped areas. The language was added via an amendment during debate on the Flood Insurance Reform Act of 2011.

I worked with Congressmen Jerry Costello and Aaron Schock on the amendment to increase the

delay from three years to five years. The bill also phases in flood insurance rates over an additional five years.

The mandatory purchase delay provisions allow time to fix the levees without either the higher cost of flood insurance premiums or properties that previously did not require insurance to buy it.

Finally, on July 27 a meeting with the Army Corps of Engineers was held in Washington, D.C. on the issue of expediting the permitting process for the levee repairs. Senators Kirk and Durbin, Congressman Costello, and I all participated. We hope to have an answer back soon on allowing the St. Louis District Office of the Corps to issue a 408 permit instead of it having to work its way up the bureaucratic chain all the way to D.C. This would inevitably save time and money.



SIR/MLS SCOOP

SIR/MLS, Inc. has added the ability for the public to search your website link by street name. If you have IDX on your website and you use a link to provide the search ability, you will see the new feature located under the Junior High School selection on the search page. If you would like to order an IDX link for your website, contact SIR/MLS, Inc. at 618-343-3030.



Our next Affiliates Committee meeting will be held on Tuesday, August 9 at 8:30 a.m. at the association office. Any affiliate member may join the Affiliates Committee. If you are interested in serving on this committee, please contact GGAR at 618-692-8300.

The Affiliates Committee did not meet in July, but the next meeting will be held on August 9 at 8:30 a.m. at GGAR.

Among other items, we'll be discussing the annual Chili Cook-Off. The theme this year will be TV Land Classics. We will also get the nominations underway for new Board members. Please join us and show your support for the Affiliates Committee.

The Affiliates Committee meeting schedule for 2011 is: August, October, and December on the 2nd Tuesday of each month at 8:30 a.m. at GGAR. It's a great opportunity to meet other affiliate members and get involved with projects that have great potential for networking.

The Affiliates Committees is composed of lenders, appraisers, housing inspectors, home improvement companies, title companies, community and government offices, local newspapers, and construction services. Our goal is to enhance vendor relationships with REALTORS®.

Michelle Blom, Community Title & Escrow, Chairman
Donna Thornton, Southern Illinois Real Estate Title Center, Vice Chairman
Maureen Donaho, Chicago Title Insurance Company, Secretary
Marna Asbury, Scott Credit Union, Board Representative

Member News

The Board of Directors will act on new applicants subject to completion of the required New Member Orientation class and notice to members. If any member knows of any reason why these applications should not be accepted, please write a letter to Chairman of the Board Jenni Beck, 10 Ginger Creek Parkway, Glen Carbon, Illinois 62034.

New REALTOR® Members:

Regina Hollars, Coldwell Banker Brown REALTORS®, Edwardsville
Santos Velazquez, Home Owners Realty Inc.
Antione Williams, Wooff REALTORS®, Alton
Michael Williams, Nextage Arch Realty

Returning REALTOR® Members:

Donna Dempsey, Coldwell Banker Brown REALTORS®, Edwardsville
Terri Hoedebeck, Terri Hoedebeck Realty
Jeanette Holder, Prudential One Realty Centre, Granite City

Transfers:

Sandy Boda, RE/MAX Integrity Realty Centre
Richard Brooks, Coldwell Banker Brown REALTORS®, Edwardsville
Jennifer Chatham, Fayette County Real Estate
Judy Holloway, RE/MAX Alliance
Cyndi Kirk, Nextage Arch Realty

Drops:

Marlene Maedge, Landmark Realty, Edwardsville
Suzanne Rayho, RE/MAX Preferred Partners
David Schneidewind, Coldwell Banker Brown REALTORS®, Troy
Angela Steinman, Coldwell Banker Brown REALTORS®, Edwardsville
Laura Thornton, RE/MAX Alliance

New REALTOR® Offices:

Home Owners Realty Inc.
Terri Hoedebeck Realty

New Affiliate Members:

Anderson Roofing

REALTOR® Office Name Change:

Appraisals by Brian Lucas to Brian Lucas Real Estate

Affiliate Office Name Change:

Madison County Journals to Suburban Journals



The 30-Hour Salesperson to Broker Transition Course is now available. Visit Gatewayrealtors.com for complete details and a registration form.

**Don't forget to update your member record on the GGAR Members Only page at www.gatewayrealtors.com.

Contact GGAR at 618-692-8300 for assistance.



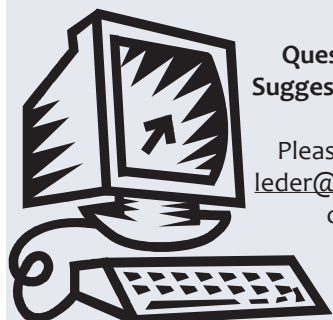
August 2011

Mission Statement

The Greater Gateway Association of REALTORS® is dedicated to promoting and maintaining high standards of conduct and ethics in the real estate profession.

We're on the Web!

www.gatewayrealtors.com



Questions? Comments?
Suggestions? E-mail change?

Please contact Lori Eder:
leder@gatewayrealtors.com
or 618-692-8300

Housing's Economic Impact



For every home purchased, direct and indirect ripple effects can be seen in state and local economies. There is more to the buyer's and seller's expenditures than the mortgage payment and closing costs - think remodeling, new household items and furniture, and

moving expenses. None of these expenditures would occur if it were not for the sale and purchase of a home.

The Illinois Association of REALTORS® (IAR) took a close look at the effect the average Illinois home sale has on the economy by

commissioning a study to examine the expenses buyers and sellers incurred in conjunction with the purchase of an average-priced home in Illinois in 2010.

“\$7.9 billion accounted for total direct and indirect expenditures from Illinois home sales in a year.”

Data shows that the expenditures made by buyers and sellers in a residential property transaction equal \$28,581 per sale, \$7.9 billion across the Illinois economy.

Direct expenditures include home staging, repairs, and improvements by the seller and the purchase of new furnishings and remodeling by the buyer. Both parties in the transaction may hire professional service providers such as attorneys and REALTORS® in addition to incurring fees from home inspectors, appraisers, and title companies. They must also pay taxes to local, county, and state government agencies.

In certain instances, money spent in one industry goes to other industries that in turn are spent in various other industries, and so forth. In other words, if there are fewer home sales in a given year, there will be an impact across many related industries and the economy.

Simply put, buying and selling homes has never been more important in the continuing effort to boost the economy.

To view the complete IAR study, visit IllinoisRealtor.org/EconomicImpact.



GGAR Snapshot

As of July 18, 2011

Affiliate Offices/Members	92
Full Member Appraiser Offices	80
Full Member REALTOR® Offices	140
TOTAL FULL MEMBER OFFICES	220
Full Member Appraiser Members	85
Full Member REALTOR® Members	878
TOTAL FULL MEMBERS	963
Total GGAR Offices	312
Total GGAR Members	1,055