



# APRIL LBOR LUNCHEON



Plan now to attend to learn about the recent  
 Call for Action on Tax Reform at the State Level!  
 And to hear an update on the Kansas Legislature.

**Patrick Vogelsberg**  
 Vice-President of Governmental Affairs  
 Kansas Association of REALTORS

**Tuesday, April 17th**  
**11:45 am @ Maceli's**

**RESERVATIONS ARE REQUIRED**  
 by 3pm on Friday, April 13th.

Please call 785-842-1843, or visit  
<https://www.LawrenceRealtor.com/April2018Luncheon>

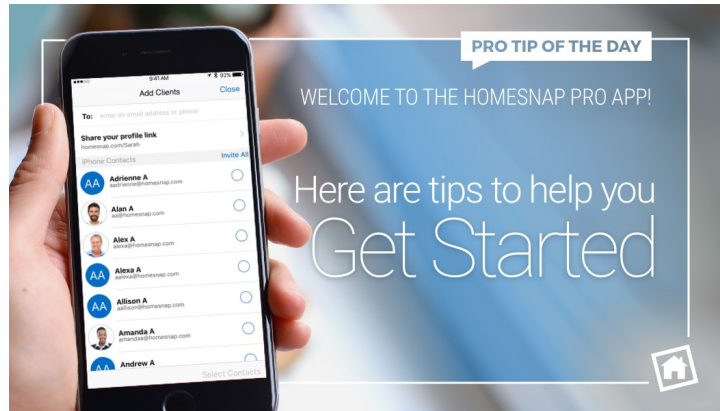
## WELCOME TO YOUR MLS ON THE GO!

You now have access to all of your agent-only MLS data and more, right at your fingertips.

### HOMESNAP PRO

You get agent-exclusivity as soon as you invite someone to join you in Homesnap, as long as another agent hasn't already invited that person. Then you'll be the only agent they see when they use Homesnap! We'll also help keep you top of mind by emailing your clients a weekly market report that features your name and Homesnap headshot.

INSTALL [HOMESNAP PRO TODAY](#)



### MARKET UPDATE...Includes residential sales data in the MLS for Lawrence & Douglas County only

#### SALES JAN 1-MAR 31, 2018



LIST PRICE:  
 SOLD PRICE:  
 DOM:

HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	CLOSED SALES
\$1,299,000	\$30,000	\$248,855	\$200,000	\$64.7 million	260 - 0.7 % Units + 15.5 % Volume
\$1,000,000	\$30,000	\$243,189	\$200,000	\$63.2 million	
677	0	58	21	97.6% of List	

#### SALES JAN 1- MAR 31, 2017

LIST PRICE:  
 SOLD PRICE:  
 DOM:

HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	CLOSED SALES
\$599,900	\$25,000	\$212,858	\$186,249	\$55.7 million	262
\$555,000	\$25,000	\$208,976	\$180,000	\$54.7 million	
431	0	60	24	97.8% of List	



## ALL 12 HOURS of CE HERE IN LAWRENCE Quick Study Approach to CE

April 12—Three Classes at 8am, 10am, & 1pm.  
ALL 12 HOURS IN JUST 1 DAY for \$72!



8am—10am Required Salesperson & Broker Core  
10am—12pm Required Broker Core/4M Brokers/4E Salespeople  
1pm—3pm Legal Environment of the Real Estate Professional / 4E, or Code of Ethics

Kansas Real Estate Commission Requirements: M—(Mandatory) / E—(Elective)  
**REGISTER AND VIEW COURSE DETAIL THROUGH KAR**

Early Enrollment (7 days of more in advance) = \$24  
Regular Enrollment (6 days or less in advance) = \$29  
On-Site enrollment is Not Available (must enroll at least 2 days prior to class)

### Personal Safety Tips for Real Estate Pros

This video, published by NAR's REALTOR® Safety Program, highlights safety protocols that all REALTORS® should implement into their daily routine and follow with every client, every day, every time. Watch the video and be sure to share it with your fellow REALTORS®.



#### COMMITTEE MEETINGS ARE SHOWN BELOW IN RED

- April 11 —**  
Board of Directors Meeting, 8:45am, LBOR
- April 11 —**  
Community Relations Committee Meeting, 11am, LBOR Office
- April 12 —**  
QUICK STUDY—All 12 Hours of CE in One Day! 8am, 10am, and 1pm, LBOR Office
- April 13 —**  
**Media Relations** Committee Meeting, 10am, LBOR Office
- April 17 —**  
LBOR Luncheon, 11:45am, Maceli's, \$7
- April 19 —**  
**Education** Committee Meeting, 1:30pm, LBOR Office
- April 20 —**  
**MLS & Rules** Committee Meeting, 9:00am, LBOR Office
- May 9 —**  
Board of Directors Meeting, 8:45am, LBOR Office
- May 10 —**  
**Education** Committee Meeting, 1:30pm, LBOR Office
- April 25 & 26 —**  
CRS Designation Class, 8:30am to 5:00pm both days. LBOR Office



### ASK the STAFF

Board Staff answers Member questions...

- Q. Is branding allowed in virtual or visual tours?
- A. *Yes. A listing's virtual tour in Paragon MAY display the Listing Agent/Broker branding. However, property photos and public remarks MUST NOT contain any branding.*

Have a burning question you've been dying to ask Board Staff? Here's your chance! Submit any/all questions to [Admin@LawrenceRealtor.com](mailto:Admin@LawrenceRealtor.com).