



MTAR Member News

January 15, 2018

2017 was a Very Good Year for Middle Tennessee!

As the song goes, “it was a very good year!” Almost every county in our eight-county membership area saw year-over-year improvement in sales units and average sales price for residential housing. Rutherford County had the most sales for 2017 of our area, and a 11.67% increase in average sales price over 2016, with a total of 6340 units sold. Grundy County had the largest average sales price increase with 18.46% over 2016. Almost every county had a sizeable decrease in days on market, with some counties decrease DOM by over 30 days. Here’s hoping that 2018 will continue this strong growth trend in our markets.

YTD December, 2017	CLOSED	Average Sq. Ft.	Average Sales	DAYS ON MARKET	S/L PRICE %
Bedford County	620	1825	\$187,405	59	97.73
Cannon County	154	1788	\$191,373	48	99.14
Coffee County	800	1904	\$163,045	47	97.64
Franklin County	547	1941	\$186,435	78	95.63
Grundy County	77	1843	\$156,335	133	91.42
Marion County	39	1928	\$212,681	142	93.63
Moore County	73	2188	\$238,684	126	95.11
Rutherford County	6340	2090	\$255,475	25	99.83

December, 2017	CLOSED RES. SALES	Last Month Closed	AVE. SQ. FT.	Last Month Sq. Ft.	AVE. SALES PRICE	Last Month Sales Price	DAYS ON MARKET	CLOSED Y-T-D	S/L PRICE % YTD
Bedford County	51	41	1914	1786	\$203,731	\$194,799	52	620	97.73
Cannon County	17	9	1764	1441	\$229,382	\$113,989	41	154	99.14
Coffee County	54	70	1825	1970	\$167,008	\$171,028	39	800	97.64
Franklin County	43	46	1792	2114	\$156,136	\$212,228	69	547	95.63
Grundy County	6	8	1433	1544	\$173,583	\$148,238	89	77	91.42
Marion County	4	no stats	1575	no stats	\$232,325	no stats	130	39	93.63
Moore County	4	3	1494	1791	\$184,375	\$266,333	26	73	95.11
Rutherford County	466	530	2111	2063	\$268,097	\$261,050	22	6340	99.83

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FREE WEBSITES FOR REALTORS®



PLACESTER NATIONAL ASSOCIATION OF REALTORS® REALTOR® Buyer Program

- Mobile-ready design
- IDX listing integration capability*
- Homepage with customizable slideshow images
- Custom domain mapping
- Global listings search filtering
- Editable Listing Search, About, and Testimonial pages
- Mortgage Calculator widget
- Exclusive site design for NAR members, incorporating the REALTOR® trademark and value statement
- NAR designation & certification logos for site footer
- Social media icons with links to Facebook and other accounts

Please join us for this annual celebration and recognition program, include the 2017 REALTOR® of the Year and the 2017 Rookie of the Year, new REALTOR® Emeritus honorees, and the volunteers that made 2017 so spectacular! We are thrilled that a jazz quartet from members of the Murfreesboro Symphony Orchestra will be providing music for the evening! RSVP is required for the seated dinner, by this Friday, January 19th!

MTAR 2018 Installation Dinner

January 23, 2018
6:30-8:30
Stones River Country Club

MTAR Calendar of Events

Monday, January 15
MTAR 2018 Dues
Deadline! We will be
OPEN!

Wed., January 17
2:00-3:30— MTAR
 Government Affairs
 Committee meeting

Monday, January 22
9:00-4:00—TREC
 Core Class at MTAR,
 \$45, 6 CE hours.
5:00-7:00—2018's
 first "6 to \$99" RPAC
 event, Burger Repub-

lic, \$25 minimum invest-
 ment.

Tuesday, January 23
6:30-8:30 pm—2018
 MTAR Installation 7
 Awards Dinner, Stones
 River Country Club,
 RSVP required!

Wed., January 24
7:30-9:00 am— MTAR
 Prayer Breakfast, free
 and open to the busi-
 ness community. RSVP

to [PrayMid-
 dleTN@gmail.com](mailto:PrayMiddleTN@gmail.com) or
 call 615-642-4050

Thurs., January 25
7:00-7:00—Election
 Day for Special Called
 Primary for TN Senate
 Seat, District 14. MTAR
 will be a Voting Precinct
 for those in this district.
 Early Voting continues
 through January 20 at
 two sites in Ruther-
 ford County.

YOUR VOTE
 ALWAYS MATTERS

Jan. 31-Feb. 6—
 Broker Management
 class at MTAR! 30
 required class to sit
 for the TN Brokers
 exam!

Tuesday, Feb. 6
1:00-2:30—Member
 Services Cte meeting,
 MTAR office

Wednesday, Feb. 7
1:00-2:30—RPAC
 Committee meeting,
 MTAR office

Pathway to Professionalism

While the Code of Ethics and Standards of Practice of the National Association establishes objective, enforceable ethical standards governing the professional conduct of REALTORS®, it does not address issues of courtesy or etiquette. Based on input from many sources, the Professional Conduct Working Group of the Professional Standards Committee developed the following list of professional courtesies for use by REALTORS® on a voluntary basis. This list is not all-inclusive, and may be supplemented by local custom and practice.

II. Respect for Property

1. Be responsible for everyone you allow to enter listed property.
2. Never allow buyers to enter listed property unaccompanied.
3. When showing property, keep all members of the group together.
4. Never allow unaccompanied access to property without permission.
5. Enter property only with permission even if you have a lockbox key or combination.
6. When the occupant is absent, leave the property as you found it (lights, heating, cooling, drapes, etc.) If you think something is amiss (e.g. vandalism), contact the listing broker immediately.
7. Be considerate of the seller's property. Do not allow anyone to eat, drink, smoke, dispose of trash, use bathing or sleeping facilities, or bring pets. Leave the house as you found it unless instructed otherwise.
8. Use sidewalks; if weather is bad, take off shoes and boots inside property.
9. Respect sellers' instructions about photographing or videographing their properties' interiors or exteriors.

III. Respect for Peers

1. Identify your REALTOR® and professional status in all contacts with other REALTORS®.
2. Respond to other agents' calls, faxes, and e-mails promptly and courteously.
3. Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.
4. Notify the listing broker if there appears to be inaccurate information on the listing.
5. Share important information about a property, including the presence of pets, security systems, and whether sellers will be present during the showing.
6. Show courtesy, trust, and respect to other real estate professionals.
7. Avoid the inappropriate use of endearments or other denigrating language.
8. Do not prospect at other REALTORS®' open houses or similar events.
9. Return keys promptly.
10. Carefully replace keys in the lockbox after showings.
11. To be successful in the business, mutual respect is essential.
12. Real estate is a reputation business. What you do today may affect your reputation—and business—for years to come.

Training & Educational Choices for MTAR Members!

JANUARY & FEBRUARY CE CLASSES

Jan. 18-19—Appraisal Institute training, contact Freda Dean, fredardean@gmail.com

Jan. 22—TREC Core Class, 9:00-4:00, 6 CE hours, \$45, MTAR office

Jan 31-Feb 6—Broker Management Class, 30 CE hours, \$250 per person, 9:00-4:00 each day (no weekends), MTAR office

Feb. 7 & 8—RealTracs training classes, two classes each day, register online at www.realtracs.net

Feb. 12-16—Cram Week!

Monday—NAR Code of Ethics, 9:00-12 noon, \$25, 3 CE, MTAR office

Tuesday—RealTracs classes, 10:00-12 noon & 12:30-2:30, offsite TBA

Enroll today:
<http://mtar.theceshop.com/>
 Promotion expires January 31, 2018

MTAR EDUCATION CANCELLATION POLICY

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather conditions, classes are cancelled and a make-up date will be announced at a later date, schedule and instructor time permitting. Check the MTAR website and Facebook page for updates and notices/

DIG DEEP, DOWN TO THE CORE!

TREC Core Class

Monday, Jan. 22, 2018
 9 am - 4 pm

MTAR
 311 Butler Drive, Murfreesboro

6 CE - \$45

TREC RULES | ADVERTISING | PROPERTY MGMT
 CONTRACTS | ESCROW | COMMERCIAL | DISCLOSURE

TO SIGN UP ,
[HTTP://WWW.MTAR.ORG/FILES/EDUCATION/FORMS](http://www.mtar.org/files/education/forms)
[/MTAREDUCTIONREGISTRATIONONLINE.HTML](http://mtareducationregistrationonline.html)

TREC OFFICE BROKERAGE MANAGEMENT COURSE

Be your own Broker ~ Run your own firm or team!



TREC requires this 30 hour Brokerage Management course as a portion of the required 120 hours of real estate classroom education prior to completing the application for the Broker exam. Students will evaluate & review components of a business plan. This course will cover law, deeds, agency, management, planning, training, finance & growth analysis. Remember, There is NO CE credit for this class. To be eligible to take this course, candidates must have held an active license that meets at least one of the following criteria:

- Twenty-four (24) months actively licensed, if licensed as an affiliate broker on or before May 12, 1988
- Thirty-six (36) months actively licensed, if licensed as an affiliate broker after May 12, 1988
- Twenty-four (24) months actively licensed, if the candidate has a baccalaureate degree with a major in real estate

All the materials you need are provided, so register today!!!

Dates: Jan. 31—Feb. 6, 2018

Time: 9:00 am to 4:00 pm each day
Place: MTAR office in Murfreesboro, TN

Cost: \$250 members, \$100 to audit class (must bring own book)

Instructor: Robert Morris, ITI, ABR, CRS, CRB

Weather Notice:

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather, classes are cancelled and the office will likely be closed.

ATTENDEE COURSE REGISTRATION INFORMATION

Name: _____
 Firm Name: _____
 License #: _____ Contact #: _____
 Email Address: _____
 Association: _____
PAYMENT OPTIONS: Cash Check MC/VISA/Disc
 Credit Card #: _____
 V-Code: _____ Billing Zip Code: _____ Exp Date: _____
 Number on billing street address: _____
 (Example: If billing address is 311 Butler Drive, you write 311 in blank)
 Signature: _____



Please Make Payment Payable To:
 MTAR
 311 Butler Drive
 Murfreesboro, TN 37127
 (615) 893-2242 / Fax #: (615) 893-2250

Course Provider: Robert Morris Seminars, Inc
 Sponsor #: [RF-1235](#) Course #: [2320](#)

District 14 Special Election Candidate, Shane Reeves Speaks to RPAC



District 14 special election candidate and entrepreneur, Shane Reeves stopped by RPAC last week to discuss why he's running for Sen. Jim Tracy's old seat.

Early voting started January 5th and continues through Jan. 20 for the Jan. 25 party primaries leading to the March 13 special election in the 14th District State Senate race.

District 14 Special Election Voting Locations

RUTHERFORD COUNTY

- **Rutherford County Election Commission**

1 South Public Square, Suite 103

Murfreesboro, TN 37130

Phone: (615) 898-7743

Mon. - Fri. 7:00 am - 7:00 pm

Sat. 8:00 am - Noon

Through Jan. 20

- **Sports Com**

2310 Memorial Blvd.

Murfreesboro, TN 37130

Mon. - Fri. 10:00 am - 6:00 pm Sat. 8:00 am - Noon

MOORE COUNTY

Moore County Election Commission

241 Main Street, Education Building, Suite 201

Phone: (931) 759-4532 Mon. - Fri. 9:00 am - 4:00 pm

Sat. Jan. 6, 13, 20, 9:00 am - Noon Open MLK, Jr. Day

BEDFORD COUNTY

Early voting takes place:

Bedford County Courthouse - Basement

1 Public Square, Ste. 20, Courthouse Basement

Shelbyville, TN 37160

Phone: (931) 684-0531 Mon. - Fri. 8:00 am - 4:00 pm

Sat. 9:00 am - Noon Until Jan. 20, normal precinct locations

on Election Day, Jan. 25.

Closed Jan. 15 for MLK, Jr. Day

Absentee voting by mail is also available for those who meet certain qualifications.

The voter registration deadline for the primary election was Dec. 27. If you are not yet registered to vote in Bedford County, the deadline to register and be eligible for the March

Primary Voting Day January 25th! MTAR will be a voting precinct that day! 7AM-7PM.

NEXT RPAC meeting- Wednesday, February 7th. 1PM-2PM at MTAR.

Questions? Contact Government Affairs Director, Clint Nadeau.

615.893.2242 | clint@mtar.org

REALTRACS Recent Updates



New

- ShowingTime online scheduler integrated for online scheduling from the agent full view
- **CHECK OUT THE NEW CONSUMER SITE!** WWW.REALTRACS.COM

Updates

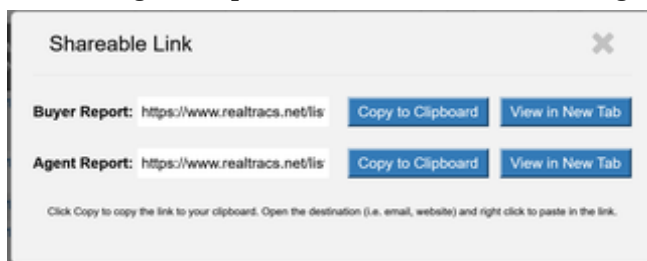
- Active-Not Showing status: Notifications now sent to listing agent 48 hours in advance of "available for showing" date
- Add/Edit: Acreage field now has the option to select less than .25 acres AND acres field is now required. This change gets us on the path to including all listings in a search that includes the acreage field.
- Add/Edit: Print preview is renamed to Preview Full View and is now also available on the listing confirmation page
- Add/Edit: Commercial -All pricing options are now available on step 1 of listing input
 - Agent and Buyer Full Report:
- Rental now displays Rented sign instead of Sold sign
- Commercial now displays Leased sign instead of Sold sign when there is no list price
- "last list" is only displayed where applicable
- Under Contract Showing now has a yellow For Sale sign with a handshake icon
- Agent ID has been added to User Profile

Fixes

Agent full view: listing agent details link now works outside of Realtracs login

Improvements

- Active-Not Showing status: Available date can now be a max of 30 days per edit (this replaces the previous 15 day max)
- List View Results: Type has been added as a Residential option when applying custom column headers
- List View Results: Up and down carats have been added to confirm the sort direction on sorted columns
- User Profile: Office phone is now included on your user profile and RealTracs signature
- Share listings: The process to create and share listing links is more friendly



- Add/Edit Print Preview: Expiration and Withdrawn date have been added

Fixes

- Add/Edit: The manual Geo-coding pin drop issue was fixed with the 11.02 release
- Commercial listing report: Lease per SqFt is no longer rounding the user entered value
- CMA Report: MLS numbers now link back to the full rep

Middle Tennessee
Association of
REALTORS®

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Toll Free: 877-893-2242
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- 15-Jan Angela B. Francis
- 15-Jan Susan Wathen
- 15-Jan Michael Zuccaro
- 15-Jan Pam Pitts
- 16-Jan John Zavisa
- 16-Jan Darin Hasty
- 16-Jan Shawn C. Malugin
- 16-Jan Bo Davis
- 16-Jan Vicky Spellings
- 17-Jan David Carroll
- 18-Jan Jim McDermott
- 18-Jan Beth Lundy
- 18-Jan Bonnie Philpott
- 18-Jan Jennifer Yeatts
- 19-Jan Bettye Cates
- 19-Jan Hope Wilson
- 19-Jan Randy Thompson
- 19-Jan Debra L. Switalski
- 19-Jan Tracy K. Zocco
- 20-Jan Gail Phebus
- 20-Jan David Alcorn
- 20-Jan Blair Braswell
- 20-Jan Curran Scarlata
- 20-Jan Velma Mullins
- 21-Jan Jennifer Simshauser
- 21-Jan Taylore Elassal
- 21-Jan Jessica Warner
- 21-Jan Josh Ezell

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: *January 1-15, 2018*

YOUR ACTION: *Send a Mini Property Report from RPR Mobile*

YOUR REWARD: *Tech Trends 2017: Smart Home Products to Watch Webinar-Download, plus a chance to win an Apple Watch Series 3.*



Go to <http://blog.narrpr.com/rpr-mobile-mvp/>

RPR Mobile™ combines the power of your phone with the strength of RPR. Easily search properties, create and send branded reports, and view local market statistics, anytime, anyplace.

Submit an RPRMini Property Report via your iOS or Android device between January 1, 2018, and January 15, 2018, by clicking on the link above. Then, look for a confirmation email that will include a coupon code with instructions on how to download your booklet.

One randomly selected MVP participant who successfully completes the action by January 15, 2018, will receive an Apple Watch Series 3. Winner will be selected January 22, 2018, and notified via email within 24 hours.

Save the Date

January 24, 2018

7:30 — 9:00 AM

PRAY 2018

Community Prayer Breakfast

We will join together to kick off 2018 with time together over Breakfast, Music, Speaker, and Prayer for the New Year. Please mark your calendars now to come and join us.



Hosted by

Middle Tennessee Association of Realtors
311 Butler Drive | Murfreesboro, Tennessee | 37127

(RSVP — please email PrayMiddleTN@gmail.com or text 615.642.4050)