



MTAR Member News

March 5, 2018

Tax Cuts & Jobs Act—What It Means for Us

The final bill includes some big successes. NAR efforts helped save the exclusion for capital gains on the sale of a home and preserved the like-kind exchange for real property. Many agents and brokers who earn income as independent contractors or from pass-through businesses will see a significant deduction on that business income.

As a result of the changes made throughout the legislative process, NAR is now projecting slower growth in home prices of 1-3% in 2018 as low inventories continue to spur price gains. However, some local markets, particularly in high cost, higher tax areas, will likely see price declines as a result of the legislation's new restrictions on mortgage interest and state and local taxes.

The following is a summary of provisions of interest to NAR and its members. NAR will be providing ongoing updates and guidance to members in the coming weeks, as well as working with Congress and the Administration to address additional concerns through future legislation and rulemaking. Lawmakers have already signaled a desire to fine tune elements of The Tax Cuts and Jobs Act as well as address additional tax provisions not included in this legislation in 2018, and REALTORS® will need to continue to be engaged in the process.

Tax Rate Reductions

- The new law provides generally lower tax rates for all individual tax filers. While this does not mean that every American will pay lower taxes under these changes, many will. The total size of the tax cut from the rate reductions equals more than \$1.2 trillion over ten years.
- The tax rate schedule retains seven brackets with slightly lower marginal rates of 10%, 12%, 22%, 24%, 32%, 35%, and 37%.

The final bill retains the current-law maximum rates on net capital gains (generally, 15% maximum rate but 20% for those in the highest tax bracket; 25% rate on “recapture” of depreciation from real property).

Exclusion of Gain on Sale of a Principal Residence

- The final bill retains current law. A significant victory in the final bill that NAR achieved.

The Senate-passed bill would have changed the amount of time a homeowner must live in their home to qualify for the capital gains exclusion from 2 out of the past 5 years to 5 out of the past 8 years. The House bill would have made this same change as well as phased out the exclusion for taxpayers with incomes above \$250,000 single/\$500,000 married.



Have you received YOUR 2018 Golden Rule(r) yet? In just five weeks, eight MTAR members and affiliates got a great big Thank You for a job well done., one –twice! Send one; get one ~ share the GOOD news about professionalism & great service! Go to the MTAR website, click on the box on the front page, and send it in. We will get them out to the brokers or Affiliate leader for presentation.

Inside this issue:

MTAR Calendar, 2018 Code of Ethics Articles 1-9	2
Education Calendar, The CE Shop, TREC Core Class, Working With Buyers class	3
RPAC “^ to \$99” event at Party Fowl, Monday March 12	4
Meals on Wheels sign-up for April 20; St. Baldrich’s Challenge at RHS, Symphony Ball	
Member Birthdays, NAR MVP Offer, MTAR RPAC Bowling in March—Practice & Play!	5

MTAR Calendar of Events

Through March 8

Early Voting for Special Called Election for TN Senate Dist. 14

Tuesday, March 6

1:00-2:30—Member Services Committee meeting, MTAR

Wednesday, March 7

1:00-2:30—RPAC Committee meeting, MTAR

Thursday, March 8

2:00-3:30—Community Relations Committee meeting, MTAR

Monday, March 12

9:00-4:00—TREC Core Class, Tullahoma, D.W. Wilson Community Center, \$45, 6 CE

Tuesday, March 13

7:00am-7:00pm—Election Day of Special Called Election, Senate

race, District 14, to fill Sen. Tracy's seat. GO VOTE!

Wed-Fri, Mar. 14-16

8:15-4:00—New Member Orientation, MTAR office, 11 CE hours

Wednesday, Mar. 14

9:00-10:30—MTAR Board of Directors meeting, MTAR office

Wed-Thu, Mar. 14-15

10:00-2:30—RealTracs training clas-

ses, MTAR office

Wednesday, Mar. 14

9:00-12 noon—RPAC Bowling, Murfreesboro and Tullahoma. Register today, co-ed team required.

Mon-Tue, Mar 19-20

TN REALTORS Spring Conference, Cool Springs Marriott Hotel, register online for classes and meetings.

Code of Ethics—What's In it?

Duties to Clients and Customers

Article 1

REALTORS® protect and promote their clients' interests while treating all parties honestly.

Article 2

REALTORS® refrain from exaggeration, misrepresentation, or concealment of pertinent facts related to property or transactions.

Article 3

REALTORS® cooperate with other real estate professionals to advance their clients' best interests.

Article 4

When buying or selling on their own account or for their families or firms, REALTORS® make their true position or interest known.

Article 5

REALTORS® do not provide professional services where they have any present or contemplated interest in property without disclosing that interest to all affected parties.

Article 6

REALTORS® disclose any fee or financial benefit they may receive from recommending related real estate products or services.

Article 7

REALTORS® accept compensation from only one party, except where they make full disclosure to all parties and receive informed consent from their client.

Article 8

REALTORS® keep the funds of clients and customers in a separate escrow account.

Article 9

REALTORS® make sure that details of agreements are spelled out in writing whenever possible and that parties receive copies.

Training & Educational Choices for MTAR Members!

MARCH CE CLASSES

- March 7 & 8—RealTracs training, register online at RealTracs.com
- March 12—TREC Core Class, 9:00-4:00, 6 CE, D.W. Wilson Community Center, Tullahoma, \$45
- March 14-16—New Member Orientation classes, MTAR. Sponsors include Nitro Home Inspections, Old Republic Home Warranty, & 1st National Mortgage Services
- March 19 & 20—TN REALTORS Spring Conference, Cool Springs Marriott, register at TNREALTORS.com
- March 22—"Working with Home Buyers 101", MTAR office, 1:00-4:00 pm, 3 CE—\$25, sponsored by Lawyers Land & Title Services.



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

DIG DEEP. DOWN TO THE CORE!

TREC Core Class

Monday, Mar. 12, 2018
 9 am - 4 pm

D. W. Wilson Community Center
 501 N. Collins Street, Tullahoma

6 CE - \$45

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

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



Tuesday, March 22
 1:00-4:00
 MTAR office
 3 CE - \$25

Register now at
<http://mtar.org/education-registration>

Working With Buyers 101

*Buyer Representation/Agency
 Prospecting
 Buyer Consultation
 Field Work
 Offers
 Closings*




Time is Running Out!

Monday, March 12, is the final deadline to register for our **2018 Spring Conference: Onward & Upward, March 19-20** at the Franklin Marriott Cool Springs, featuring top CE, networking, TREC insights, an RPAC celebration, committee/biz meetings, and more.

RPAC's "6 to \$99" Social Series



**March 12,
2018.
5PM-7PM**

**127 SE Broad St,
Murfreesboro, TN**

RPAC'S second "6 to \$99 social series continues at the newly opened Party Fowl on Monday, March 12, 2018. For a \$25 RPAC investment you'll get to enjoy the best hot chicken in the 'Boro and wash it down with mouth watering adult beverages. Your \$25 investment helps RPAC to continue being the strong voice needed with our lawmakers on a local, state, and national level. An RPAC investment is truly realtor job insurance!

RSVP to Government Affairs Director, Clint Nadeau-
clint@mtar.org | 615.615.893.2242



Home ownership isn't a special interest, it's a common interest.

DEBBIE HOWARD
CMG FINANCIAL
BRANCH MANAGER RETAIL LENDING
NML S # 244696
BRANCH NML S # 1490081

PHONE: (615) 202-7789
EMAIL: dhoward@cmgfi.com

1103 NW BROAD STREET, SUITE E
MURFREESBORO, TN 37129



Angela Brooks
Liberty Mutual insurance
Sales Representative

Cell: [615-584-1175](tel:615-584-1175)
EMAIL:

ANGELA.BROOKS@LibertyMutual.com

2615 Medical Center Parkway,
Suite 680
Murfreesboro, TN 37129

Thank you to our WONDERFUL sponsors!

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

Want to “Brave the Shave” to fight Childhood Cancer?



2014—over \$4,000
2015—over \$11,000
2016—over \$20,000
2017—over \$32,000
2018—???



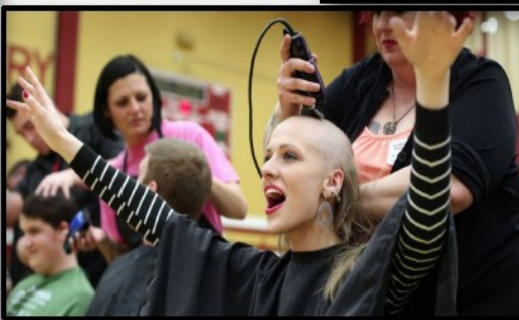
The success of this year's St. Baldrick's "Brave the Shave" event will depend on **YOU!** Our past triumphs have only been possible due to the loyal support of the Riverdale Community. Please consider making a tax deductible donation to help chop out childhood cancer, or feel free to join us on Friday, March 16th at 1:15pm for our 5th Annual "Brave the Shave" event!



Click here to donate and help find a cure!
<https://www.stbaldricks.org/events/WarriorsBattle2018>



[WarriorsBattle2018](https://www.stbaldricks.org/events/WarriorsBattle2018)



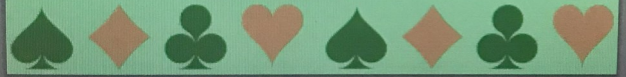
St. Patrick's Day & Murfreesboro Symphony Casino Night!

THE GREEN TIE AFFAIR & CASINO NIGHT



Enjoy St. Patrick's Day With Us

March 17th, 2018 7PM - 11PM
Stones River Country Club
1830 NW Broad Street | Murfreesboro
Tickets \$45, Call 615-898-1862 or Visit us Online
www.murfreesborosymphony.com



Meals-On-Wheels

MTAR Volunteer Day

Friday, April 20, 10am-12:30pm

To volunteer please email Candy@mtar.org.

You must pre-register to carry meals.

**Middle Tennessee
Association of**

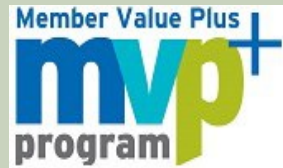
311 Butler Drive
Murfreesboro, TN 37127
Phone: 615-893-2242
Toll Free: 877-893-2242
Fax: 615-893-2250



- 5-Mar Paul Myers
- 5-Mar Leslie Pruitt
- 5-Mar Derek Hicks
- 5-Mar Barry Hardy
- 5-Mar Bryce Robinette
- 5-Mar John Watkins
- 6-Mar Mike Dugan
- 6-Mar Corinne Covalt
- 6-Mar Lara Ramsay
- 6-Mar Sam Johns
- 6-Mar Gary Cantrell
- 6-Mar Marian Galbraith
- 6-Mar Violet Annette Oakley
- 6-Mar Bill Anderton
- 7-Mar William "Trey" Sugg
- 7-Mar Josh Fulmer
- 7-Mar Angie Boothe
- 7-Mar Michelle Brown
- 8-Mar Katie Schmeltzer
- 8-Mar Mark Nicgorski
- 8-Mar Jim Tate
- 9-Mar Tammy Russom
- 9-Mar George Weeks
- 9-Mar Amber Davis
- 9-Mar Anthony "Tony" Griffis
- 9-Mar Josh Cook
- 10-Mar Jessica Gross
- 11-Mar Anthony Stephenson
- 11-Mar Kendall Gray

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: March 1-15, 2018
YOUR ACTION: Share new HouseLogic Articles
with Your Customers
YOUR REWARD: Seven Streams to Lead Gen Suc-
cess-Webinar Value—\$29.95



This March, HouseLogic is adding new, free home buying articles to the REALTOR® Content Resource that you can share with your clients. These articles, geared towards first-time home buyers, cover the entire home buying journey - choosing a loan, getting the most out of open houses, making an offer, knowing what to expect at the inspection, and closing the deal.

The REALTOR® Content Resource makes it easy to share HouseLogic articles in all your consumer communications: Download them as handouts, add them to your site or blog, share them via email, or post article links to your Facebook and Twitter accounts. In addition, you'll be added to our REALTOR® Content Resource email list. Monthly, you'll receive great articles to share with clients and prospects.

The 8th Annual RPAC Bowling Tournament

9:00am, March 14th & 21st, 2018

(Regionals 3.14 in Murfreesboro & Tullahoma, Finals 3.21 in Murfreesboro)

Join MTAR for the return of our popular RPAC Fundraising event, the 8th Annual RPAC Bowling Tournament! We're bringing the fun to you by having the first round in two separate locations across our membership area: Murfreesboro & Tullahoma, with finals being a week later just down the street from MTAR! It's a great way to have some fun & raise money for RPAC (your career partner on Capitol Hill) at the same time! Be the team that takes home 2018's RPAC bowling trophy by signing up today!

Team Members

- All players must be a current REALTOR® member or a full-time employee of a current MTAR Affiliate business.
- All teams must be co-ed.
- Registration is \$20 per player

Player 1 _____

Player 2 _____

Player 3 _____

Player 4 _____

Please specify your first-round location:

- Murfreesboro (at "Lanes, Trains, & Automobiles", 450 Butler Dr)
- Tullahoma (at Tullahoma Lanes, 900 S Anderson St)



Due to federal rules governing events such as this, **each player's registration fee must be paid separately; one person CAN'T pay for all players.** Registration forms may be returned without payment if the players intend to pay on the day of the event. Otherwise, please send cash or four separate personal (not business) checks payable to RPAC along with this form.

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

**RPAC BOWLING—FUN WAY TO INVEST
IN YOUR CAREER!**
Send registration to **Clint@mtar.org**