



# MTAR Member News

June 11, 2018

## 41st Annual Bill Carey REALTORS® Golf Scramble EVERYBODY'S A WINNER!

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**BENEFIT**  
from  
**YOUR MEMBER BENEFITS**

**NATIONAL ASSOCIATION OF REALTORS®**  
REALTOR Benefits® Program



**GET A \$500 CASH ALLOWANCE  
ON SELECT VEHICLES**

**2-YEAR NO-EXTRA-CHARGE  
LUBE-OIL-FILTER FOR MEMBERS**



See more photos on our Facebook page—Middle Tennessee Association of REALTORS

## MTAR Calendar of Events

### Wednesday, June 13

**9:00-10:30**—MTAR Board of Directors mtg., MTAR office  
**1:00-2:30**—RPAC Cte. Mtg., MTAR office

### Thurs/Fri, June 14-15

**8:30-4:30**—SRS—Sellers Representative Specialist Designation, class, MTAR, \$245, 16 CE hours, Monica Neubauer, Instr.

### Monday, June 18

**9:00-12 noon**—NAR Code of Ethics class, First Comm. Bank, Shelbyville, 3 CE, \$25

### Tuesday, June 19

**8:30-12 noon**—Synovus training class on Freddie Mac, MTAR, free, no CE.

**2:00-3:30**—Education Cte. Mtg., MTAR office

### Wed., June 20

**2:00-3:30**—Govern-

ment Affairs Cte. Mtg.

### Thursday, June 21

**11:30-1:00**—Affiliate Appreciation Luncheon, MTAR, RSVP to evite for proper headcount

### Tuesday, June 26

**5:00-7:00 pm**—Candidate Meet & Greet, Local Elections, MTAR office

### Tuesday, July 3

**1:00-2:30**—Member Services Cte. Mtg.

### Wednesday, July 4



**Happy 4th of July!**  
**MTAR will be closed for the holiday!**

### Tuesday, July 10

**5:00-7:00**—Candidate Meet & Greet, location TBA

## 2018 GOLF SCRAMBLE WINNERS

First Place, Championship Flight— Highlands Residential Mortgage (54)  
 Eric Heath, Trevor Cobb, Jason Cole, Mark Boggess

Second Place, Championship Flight— Gateway Tire & Service (54)  
 Josh Chalfont, Gary Glapa, Jim O'Fallen, Jay Powell

Third Place, Championship Flight— CMG Financial Two (55)  
 Rusty Howard, Derek Trainer, Brett Craig, Zack Primm

First Place, Second Flight—First Community Mortgage (63)  
 Scott Matuk, Frank Becker, Jonathan Forren, Jim Lucinski

Second Place, Second Flight— Tri-Star Title & Escrow (63)  
 David Phillips, Jeff Benson, Make Garcia, Brian Clark

Third Place, Second Flight— Regal Title (64)  
 Brock East, Bill Wilson, Meredith Thomas, Kyle Thomas





# Training & Educational Choices for MTAR Members!

## JUNE & JULY CE CLASSES

June 14-15—”Sellers Representative Specialist”, 16 CE hours; 8:30-4:30 each day, MTAR, Monica Neubauer, Instructor, \$245

June 18—NAR Ethics Training, MTAR, 9:00-12:00 noon, 3 CE, \$25, Bobby Wood, Instructor

July 11 & 12—RealTracs Training, two classes, 2 CE each, MTAR training center. Register online at [www.realtracs.net](http://www.realtracs.net)


July 16—TREC Core Class, First Comm. Bank, Shelbyville, 9:00-4:00, 6 CE, \$45

July 30-31—Learning Centered Instructor training, 8:30-5:00 each day, 16 CE hrs., \$245, Steve Champion, Instructor



**Enroll today:**  
<http://mtar.theceshop.com/>  
Promotion expires June 30, 2018

Earn your Seller Representative Specialist (SRS) Designation. Now recognized by the National Association of REALTORS®.



# achieve more WITH YOUR SRS

The SRS designation is the *premier* credential in seller representation. It is designed to elevate professional standards and enhance personal performance.

**TAKE THE COURSE!**

Come learn tips and tools that will equip you to list in today's marketplace!

**DATES + LOCATION**  
June 14 & 15, 2018  
8:30-4:30 each day  
Middle TN Assoc. of REALTORS


**REGISTRATION INFO**  
Monica Neubauer, Instr.  
\$245  
615-893-2242  
Register online:  
[Mtar.org/education-registration](http://Mtar.org/education-registration)  
16 CE hours

**WHAT TO EXPECT**


- ↑ Increase your listings and grow your business
- 💎 Demonstrate and communicate your value package
- ⚖️ Understand and apply the Code of Ethics & Standards of Practice
- 📄 Understand and comply with your state license laws
- 🔧 Learn tools and techniques to provide services that sellers want and need

**WHY CHOOSE SRS?**

*New agents and top producers from all over the US and Canada say this course exceeded expectations and provided them with cutting edge tools that leave their competition in the dust.*



# REACH YOUR PEAK



**NAR ETHICS TRAINING**  
**MONDAY, JUNE 18**  
**9:00-12 NOON      3 CE - \$25**  
**MTAR - 311 BUTLER DRIVE**  
**BOBBY WOOD, INSTRUCTOR**  
**2018 IS THE END OF THE 2-YR CYCLE!**  
Register Now! <http://mtar.org/education-registration>

**RPAC'S '6 TO \$99' SOCIAL  
MONDAY, JULY 16. 5PM-7PM**

**HOPPY'S HARBOR GRILL**

3157 Weakly Lane  
Smyrna, TN. 37167



RPAC'S fourth social series of 2018 continues at Hoppy's Harbor Grill in Smyrna on Monday, July 16th. 5PM-7PM. For a \$25 RPAC investment you'll get two adult beverage drink tickets and Hoppy's delicious Shrimp Tacos, Chicken Nachos, and Chips & Salsa! Your \$25 investment helps RPAC continue to be the strong voice needed with our lawmakers at a local, state, and national level. An RPAC investment is truly REALTOR job insurance!  
RSVP to Clint Nadeau, Government Affairs Director-clint@mtar.org.



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.

**What's Up with Flood Insurance?**

Congress has been passing shorter extensions because, while there is broad agreement that the 50-year-old NFIP needs a major overhaul, there is not yet agreement in the Senate over how to do that.

For example, independent actuaries have shown that the private market could offer better coverage at lower cost than the NFIP for many property owners. However, some Senators are concerned that, if allowed to choose between private plans and overpriced NFIP policies, some policyholders could leave, taking revenue that NFIP could use to pay the claims of the policyholders who remain. While Florida Citizens has tested and proven this argument to be unfounded, in the Senate, it takes at least 60 votes to move legislation and so it is taking some time for both sides to find a way forward.

What NAR members can do in the meantime is keep reminding Congress:

- Don't let the NFIP lapse. Each lapse costs 40,000 property sales per month.
- Without reauthorization, NFIP cannot issue or renew policies in 22,000 communities where flood insurance is required for a mortgage.
- The House Flood Reform Bill (H.R. 2874) would fully reauthorize the program for five years.
- The Senate should take up and amend the House bill to strengthen the flood mapping and mitigation provisions but retain the private-market and NFIP-rate reforms.

Shortly, NAR will be rolling out a comprehensive action plan to follow up with targeted advocacy, grassroots, communications, and media heading into the 4<sup>th</sup> of July recess.



# Keys to Homeownership

A Real Estate Professional's Guide



**Topics include:**

- current purchase market conditions
- available affordable products & programs
- Dispelling myths
- Local market support & resources

**Tuesday, June 19**  
8:00 am Registration  
8:30 am – 12:00 pm

**Middle Tennessee Association of Realtors**  
311 Butler Drive  
Murfreesboro, TN 37127

Refreshments served

**For more information:**  
615-893-2242  
Arabelle Pollick, arabelle@mtar.org  
Candy Joyce, candy@mtar.org

## PROPERTY RE-ASSESSMENT—What it means to you and your clients

Every four years State law mandates we equalize property values and bring them to market value. That can mean an increase in real property values, or in some cases, a decrease in real property values. What it does mean is your values are most likely going to change. I cannot stress strongly enough the necessity for you to be vigilant and proactive.

The housing market in Middle Tennessee has recovered from the decline of 2008 -2012. Middle Tennessee is the hottest market for sales in the state and Rutherford county is the most affordable county in the Davidson County metro market. Home prices are going up. What does this mean to the average homeowner?

First, it means they have an increase in homeowner equity. That is a good thing. Second it means that depending on if the legislative body adopts a “revenue neutral certified tax rate” they may not pay more in actual property tax. The important thing to remember is how much your property changed in relationship to other properties in the county. If your property increased at a rate greater than most, you may pay a bit more. If your property increased at a rate less than most properties, you may pay less.

Whatever the result is for your property in 2018 we want you to be aware of the changes. Check our website at <http://rutherfordcountyttn.gov/propertyassessor> and check your 2014 property value. ( 2014 was the last year we set values) and compare your value to the current market value estimate from your local realtor. Please help us make the 2018 revaluation successful. We want to hear from you. Our goal is to get the most accurate values possible on every property in Rutherford County.

**Rob Mitchell, Assessor of Property**

**Rutherford County Tennessee 615-898-7750**

You're Invited



PLEASE RSVP BY JUNE 15TH. CONTACT ALONZO STANLEY, MORTGAGE LOAN OFFICER NMLS#628412 @615-975-2355

Synovus Mortgage Corp., NMLS 179119, is a subsidiary of Synovus Bank, Member FDIC. Loan subject to approval, including credit approval.

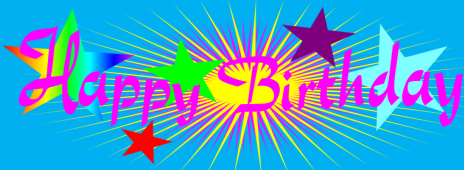
<https://www.eventbrite.com/e/keys-to-homeownership-featuring-freddie-mac-tickets-46628508123>

# MAY, 2018 Sales Summary

May, 2018	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	62	34	1852	1820	\$206,072	\$185,412	52	233	98.68
Cannon County	14	13	2014	1387	\$197,657	\$134,808	77	55	97.45
Coffee County	70	60	1935	1797	\$187,189	\$162,268	48	308	96.87
Franklin County	43	53	1935	1932	\$234,184	\$190,842	46	238	99.38
Grundy County	2	5	4207	1150	\$224,900	\$45,680	55	18	95.93
Marion County	no stats	1	no stats	1992	no stats	\$327,900	no stats	10	95.72
Moore County	6	3	3387	2415	\$314,983	\$203,167	122	24	93.12
Rutherford County	592	544	2093	2148	\$274,884	\$276,209	26	2355	99.68

**Middle Tennessee  
Association of**

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



- 10-Jun Richard Atkinson
- 10-Jun Stephanie Rodela
- 10-Jun Stephanie Stoner
- 10-Jun Jamie Knight
- 10-Jun Billy Reid
- 10-Jun Brad Hardy
- 10-Jun Michel Ann Maroney
- 10-Jun Brent Liston
- 10-Jun Lucy Rebecca Girt
- 11-Jun Cindy Barnes
- 11-Jun Steven Dotson
- 12-Jun David Jordan
- 12-Jun Diana L. Sullivan
- 12-Jun Marie Parks
- 12-Jun Leon Hogg
- 12-Jun Tabitha Carter
- 13-Jun Joe Lester
- 13-Jun Jamey Curtis
- 14-Jun Ann H. Hoke
- 14-Jun Mark Taylor
- 14-Jun Nick Humble
- 15-Jun Rex Creviston
- 15-Jun Eric Fruehauf
- 15-Jun Randy A. Morris
- 15-Jun Bonnie Robert
- 15-Jun Lindsay Gordon
- 15-Jun Jeff Davis
- 15-Jun Jessica Bellingeri
- 16-Jun Dan A. Petty
- 16-Jun Orson Steward
- 16-Jun Holly Orr

## MTAR MEMBER BULLETIN BOARD

**YOUR OFFER DATES: June 1 –15 2018**

**YOUR ACTION: Download FREE eBooks or audiobooks through the NAR Library**

**YOUR REWARD: 2017-2018 Best Apps for your Business Webinar Download Value—\$29.95 for Webinar**



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3. Borrow up to five titles at a time. Download your selections and enjoy! Titles will automatically be returned at the end of the lending period.



### MTAR Affiliate Partners Are ROCK STARS!

*Dude! And, we want to celebrate the smooth they add to our groove! Please come hang with us, chow down on some Radical rations from the Excellent 80's, and be Amped to share their Bodacious bounty of services, and get the 411! If you really want to be Righteous, Dude, dress for the mess! OMG, Psych!!*

*RSVP for your whole Posse, so we can be Bangin' and have a Fantabulous time. Don't be Lame!*