



MTAR Member News

June 18, 2018

**Affiliate Appreciation Luncheon this Thursday!
RSVP now for a Happening Party!**

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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!

RSVP to Arabelle by noon Tuesday for your spot with the Rock Stars! Time to say Thanks A Million for our professional Partners!

CALL FOR ACTION TODAY ON FLOOD INSURANCE!



Take Action on Flood Insurance

Tell Congress to renew the National Flood Insurance Program before July 31st.

https://realtorparty.realtor/member-consumer/calls-for-action/take-action.html?vvsrc=%2fcampaigns%2f59553%2frespond%3futm_source%3drorg%26utm_medium%3dwebsite%26utm_campaign%3dflood2018%26TrackingID%3dflood2018-rorg-website

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

FCA | **NATIONAL ASSOCIATION of REALTORS®**

Official Automobile Manufacturer of the National Association of REALTORS®

CHRYSLER | DODGE | JEEP | RAM

MTAR Calendar of Events

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—Government Affairs Cte. Mtg.

Thursday, June 21

11:30-1:00—Affiliate Appreciation Luncheon, MTAR, RSVP to evite

for proper headcount

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

9:00-10:00—

Candidate Meet & Greet, MTAR, co-sponsored with RCHBA

Wednesday, July 11

9:00-10:30—MTAR

Board of Directors mtg.

10:00-2:30—

RealTracs training, MTAR Computer lab
1:00-2:00—RPAC Cte. Mtg., MTAR

Thursday, July 12

10:00-1:30—

RealTracs training, MTAR Computer lab
2:00-3:00—Community Relations Cte. Mtg., MTAR

Friday, July 13

9:00-10:30—

Candidate Meet & Greet, The Fly Art Center, Shelbyville

July 13-28—

Early Voting Precinct at MTAR for August Elections— City, County, State & Federal Prim.

Contracts from your Lender's Point of View

In this market where every minute counts, here's a word of advice from a lender to improve your mortgage transaction. In a perfect world, your pre-qualified clients who have already turned in all their needed loan documents would sit and discuss contract terms over a leisurely lunch deciding on the best offer and terms. Anyone remember those days? Now, everything is so rushed, it is easier than ever to skip a step to save a second. Those seconds saved may turn into many frustrating minutes for your lender. To avoid any delays or confusion, here are some best practice tips when writing your contract.

Thinking of the many components of a contract, you're basically filling in the Who, What, Where, When, and How, but all too often on the lending side, we see the "Who" as blank.

Who are the buyers? Be sure the clients' name is their legal name on the contract so it will match on their loan documents. If they are not on the loan as a borrower, they should not be on the contract as a buyer. They can still be on the Deed to the property; that is separate of the mortgage.

Who is the title company? It's fine to leave this section TBD as you write the contract but once bound, your lender needs to know to whom they will be sending a title request. The more information the better to avoid any confusion; a contact name, phone number and email are all extremely helpful to ensure your client is with your preferred title company.

Who are the agents? Fill in as completely as possible all agents' information including office name, license number, ALL phone numbers and the best contact email for everyone. Remember the lender will need a point of contact to order the appraisal, so ensure that information is readily available to avoid any scheduling delays.

Is it bound correctly? It will have to be for your lender, so be sure the "i's" are dotted and the "t's" are crossed. Are there addendums needed such as VA/FHA or additional disclosures needed? Have conditions in the contract been met? Be sure to get all parts of the contract to your lender.

Be specific with your closing costs and try to avoid a percentage amount but get an accurate number from your lender for your specific property and taxes. Also, be very clear in regard to which party is paying the title cost; if the seller is responsible, is that included in their closing cost contribution?

Avoid putting personal property in the contract; this can get tricky for certain loan programs. It's best to keep personal property on a separate agreement.

Submit those offers as quickly as possible to listing agents, but when you're ready to submit it to your lender, reviewing for completeness will help avoid delays in closing.

Submitted by Amber Simms, Education Committee Member

Training & Educational Choices for MTAR Members!

JULY & AUGUST CE CLASSES

July 11 & 12—RealTracs Training, two classes, 2 CE each, MTAR training center.

Register online at 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

August 1 & 2—RealTracs Training, two classes, 2 CE each, MTAR training center.

Register online at www.realtracs.net

August 13-17—CRAM WEEK, Ethics, legal updates, CRS Luxury Market, Building Reputation—total of 23 CE hours available in one week!



Save 20%
on your real estate education today!
Just enter promo code
June20
at checkout.

The CE Shop

Enroll today:

[http://
mtar.theceshop.com/](http://mtar.theceshop.com/)
Promotion expires June 30,
2018



Succeeding in the Luxury Home Market

Thursday, August 16 - 8:00-5:00
8 CE hours - \$125 - Gee Dunsten, Instr.

MTAR - 311 Butler Drive, Murfreesboro, TN
Register now - <http://mtar.org/education-registration>

RESIDENTIAL REAL ESTATE COMETS



REACH THE SUMMIT
'18 FALL CONVENTION

SEPTEMBER 12-14* - KNOXVILLE
* EVENT ENDS LATE FRIDAY NIGHT

TENNESSEE REALTORS

Early Bird Registration Discount through July 24—\$225 for members;
Hotel accommodations at the Holiday Inn Downtown-Knoxville
<https://tarportal.ramcoams.net/Meetings/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 4th of July recess.

Keys to Homeownership

A Real Estate Professional's Guide





We make home possible®

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

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>

DIG DEEP. DOWN TO THE CORE!

TREC Core Class

Monday, July 16, 2018

9 am - 4 pm

First Community Bank, Shelbyville

Sponsored by



6 CE - \$45

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

TO SIGN UP ,

[HTTP://WWW.MTAR.ORG/FILES/EDUCATION/FORMS/MTAREDCATIONREGISTRATIONONLINE.HTM](http://www.mtar.org/files/education/forms/mtareducationregistrationonline.htm)

MAY, 2018 Sales Summary

	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
May, 2018									
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



- 17-Jun Kelisha Marshall
- 17-Jun Rebecca Perry
- 17-Jun Wanda Luneack
- 17-Jun Don Cleveland
- 18-Jun Jennifer Young
- 18-Jun Jennifer Jackson
- 18-Jun J. Renee Curtis
- 18-Jun Lenese Holder Higbee
- 18-Jun Paul Smith
- 18-Jun Chance Paschall
- 18-Jun Kathy Collins
- 18-Jun Daryl Welch
- 18-Jun Margaret Donohue Orr
- 19-Jun Amberly Pryor
- 19-Jun Era J. Jackson
- 19-Jun Alexis Postell
- 19-Jun Tim Page
- 19-Jun Jamie Vaught
- 19-Jun G. Dianne Arnold
- 19-Jun Angie Morris
- 20-Jun Amy LaLance
- 20-Jun Valencia J. Phillips
- 20-Jun Amber L. Simms
- 20-Jun Erin Kosko
- 20-Jun Julie May
- 20-Jun Ryan Bizarri
- 20-Jun Stephen Wilson
- 20-Jun Claudia Houston
- 20-Jun Kajeen Irwin
- 21-Jun Chuck Gunn
- 21-Jun Tonya Mooningham
- 22-Jun Debbie Rooker
- 22-Jun Cindy Speer
- 23-Jun Linda Hawkersmith
- 23-Jun Elizabeth Padgett
- 23-Jun Glenn Chapman
- 23-Jun Jason Gulley
- 23-Jun Pand Schmiede
- 23-Jun Jessica White
- 23-Jun Becky Hinson
- 23-Jun Amanda Mills
- 23-Jun Bradley Becker

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: *June 16 –30 2018*
YOUR ACTION: *Purchase a single or bundled
online CIPS course*

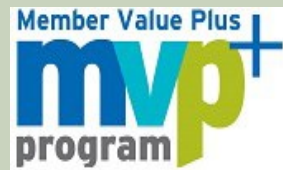
YOUR REWARD: *“The Little Purple Book: Inter-
national Rules to Live By for REALTORS®,”
download*

Value—\$9.95 for book download

International real estate opportunities are everywhere. New people move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in your current market invest in property overseas. No matter which international audience you cater to, the Certified International Property Specialist (CIPS) designation will provide you with the knowledge, research, network and tools to globalize your business.

Eligible courses include:

- [CIPS - Global Real Estate: Local Markets](#)
- [CIPS - Global Real Estate: Transaction Tools Course](#)
- [CIPS - Asia/Pacific and International Real Estate](#)
- [CIPS - Europe and International Real Estate](#)
- [CIPS - The Americas and International Real Estate](#)
- [CIPS - The Business of U.S. Real Estate](#)



<https://registration.experientevent.com/ShowNAR182/>

The REALTORS® Conference & Expo is the largest annual event for the most successful real estate professionals. The event takes place every November across a four-day weekend, Friday through Monday. This year's event is **November 2-5 at the Boston Convention & Exhibition Center (BCEC) in Boston, Massachusetts**. We encourage you to extend your stay ahead of the event to take advantage of [Pre-Conference Courses](#), or just to explore the city via NAR's [tour and attraction offerings](#).

Why Attend?

The conference experience is about education, networking, motivation and fun! Choose from [100 education sessions](#) to learn about strategies and solutions that meet your clients' needs. Then, browse the industry's largest [trade show](#), with over 400 exhibitors, to find products and services that will help you conduct business more efficiently. Make time to attend [special events](#), as they provide a fun way to network with peers in a casual atmosphere. You will return home with the knowledge, tools and contacts to be successful in this competitive business.



Have you received YOUR 2018 Golden Rule(r) yet? 20 of your friends have! 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.