



MTAR Member News

October 15, 2018



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715 **\$199.7K**

CLOSED RESIDENTIAL SALES AVERAGE SALES PRICE

61.75 **97.25%**

AVERAGE DAYS ON MARKET AVERAGE S/L PRICE % YTD

- 16.28% Decrease in residential sales from last month.
- 5.81% Decrease in average sales price from last month.
- 1764.25 Average square feet.
- 6,599 closed, year to date, across all counties.

September 2018	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	716	49	58	8
Average Price	\$251,435	\$189,567	\$92,230	\$549,37
Median Price	\$235,000	\$200,018	\$40,950	\$415,00
DOM	31	25	115	22
Total Inventory	3,183	239	1,285	29
Active Inv	1,831	119	1,162	20
Under Contract Inv	1,349	120	123	9
New Listings	1,013	69	133	8
New Under Contract	718	62	72	9

County	Aug-18	Sep-18	Aug-17	Sep-17
Bedford County Residential Sales - 88				
Total Closed	67	53	54	46
Ave Sq Ft	1702	1629	1902	1825
Ave Sales Price	\$188,685	\$222,409	\$183,684	\$205,587
Ave DOM	32	38	44	69
S/L %	97.86%	97.92%	98.96%	96.47%
Cannon County Residential Sales - 90				
Total Closed	13	9	16	11
Ave Sq Ft	1678	1508	1754	1988
Ave Sales Price	\$ 208,787	\$ 133,544	\$ 185,663	\$ 231,127
Ave DOM	54	15	44	77
S/L %	97.2	103.66%	93.73	98.42
Coffee County Residential Sales - 89				
Total Closed	72	93	75	69
Ave Sq Ft	1932	18696	1790	1873
Ave Sales Price	\$196,007	\$183,399	\$153,890	\$163,777
Ave DOM	31	32	39	46
S/L %	98.39	97.99%	97.71	96.82
Franklin County Residential Sales - 41				
Total Closed	55	32	51	56
Ave Sq Ft	2016	1764	2254	1988
Ave Sales Price	\$268,201	\$182,665	\$262,948	\$205,828
Ave DOM	69	52	72	81
S/L %	0.9665	94.75%	96.06	95.99
Grundy County Residential Sales - 42				
Total Closed	5	5	4	5
Ave Sq Ft	1694	1728	1087	2323
Ave Sales Price	\$150,200	\$119,700	\$46,250	\$347,600
Ave DOM	29	55	176	101
S/L %	98.03%	99.70%	72.13	92.42
Marion County Residential Sales - 43				
Total Closed	4	3	5	no stats
Ave Sq Ft	1627	2257	1966	no stats
Ave Sales Price	\$148,325	\$372,200	\$215,948	no stats
Ave DOM	87	257	148	no stats
S/L %	98.11%	96.77%	96.72	no stats
Moore County Residential Sales - 87				
Total Closed	5	3	5	6
Ave Sq Ft	1981	1090	2203	2171
Ave Sales Price	\$ 266,160	\$ 109,567	\$ 230,580	\$ 300,917
Ave DOM	144	18	119	86
S/L %	99.58%	98.41%	93.05	95.59

Rutherford County Residential Sales - 518	Aug-18	Sep-18	Aug-17	Sep-17
Total Closed	633	517	649	591
Ave Sq Ft	2126	2099	2071	2099
Ave Sales Price	\$283,292	\$274,631	\$255,242	\$259,209
Ave DOM	24	27	22	22
S/L Price %	99.97%	99.99%	99.8	99.91



Loans that Fit Your Lifestyle

Life happens. If you need cash to cover unexpected expenses, consolidate debt, pay for home improvements or other items, we can help.

Back to School is just around the corner. To help you get ready, we're offering a Back to School loan. Borrow up to \$5,000 for back to school expenses and lock in a fixed rate as low as 7.99% APR.*

Use your Back to School loan for:

- clothing, shoes and backpacks
- furnishings for the college dorm room
- materials needed for continuing education classes
- tablets, PCs and other supplies for students of all ages

Apply online (use promo code: BACK17)

* APR-Annual Percentage Rate. APR is based on evaluation of credit history, so your rate may differ. APR will range from 7.99% to 18.00% with loan term of up to 24 months. Back to School Loan offer valid 5/15/2017-9/15/2017. Maximum loan amount is \$5,000. When applying online, use promo code: BACK17. Back to School loan payment example: Loan amount of \$5,000 for 24 months at 7.99% APR will have a monthly payment of \$226.88.



Tailgating at MTSU Homecoming Saturday, October 20, 11:00-2:00 in The Grove



REALTY TITLE
www.realtytitle.com



Join your friends at MTAR for our tailgating lunch at the Oct. 20 MTSU Homecoming Game. We have barbeque, chips and drinks and tickets to this grand event. Sponsored by First Community Mortgage—JR Eastman, Frank Becker & Jim Lusciński, Premier Home Inspections & Realty Title, we'll have TV's for all the games that day, fun games, and free game tickets! Don't miss this fun family day this Saturday!

MTAR Calendar

Tuesday, Oct. 16
2:00-3:00— Education Committee mtg., MTAR office

Wednesday, Oct. 17
2:00-3:00—Gov't Affairs Cte. Meeting, MTAR office

Oct. 17-Nov. 1
Early Voting for State & Federal Elections—MTAR will be a Rutherford County precinct

Saturday, Oct 20
11:00-2:00 pm—

MTAR Tailgating at MTSU Homecoming, Free food & drinks, Satellite TV! Join us in The Grove at MTSU!

Tuesday, Oct. 23
1:00-2:00—Member Services Christmas Party meeting, MTAR

Wednesday, Oct. 24
9:00-1:00—"Working with Sellers 101", 4 CE, \$30, MTAR office

Nov. 1- 5—NAR Annual

Convention, Boston, MA

Sunday, Nov. 4— Daylight Savings Time ends—FALL BACK ONE HOUR!

Tuesday, Nov. 6 - **Election Day!**

Wed-Fri, Nov. 7-9
8:00-4:00—New Member Orientation, MTAR



Wed-Thur, Nov 7-8
10:00-2:30— RealTracs training classes, register online at www.realtracs.net

Wednesday, Nov. 7
1:00-2:30—RPAC Committee meeting
Thursday, Nov. 8
2:00-3:30—Community Relations mtg.

Have you received YOUR 2018 Golden Rule(r) yet? **45** 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.



REGIONS®

WWW.REGIONS.COM

(800) 734-4667

Training & Educational Choices for MTAR Members!

OCTOBER & NOVEMBER CE CLASSES

October 24—Working with Sellers 101—9:00-1:00, 4 CE, \$30, MTAR office

November 7-9—New Member Orientation, 8:00-4:00 each day, MTAR office

November 7 & 8—RealTracs training classes at MTAR, register online at www.RealTracs.net

November 13—RealTracs training classes in Manchester, Coffee Co. Adm. Bldg, McArthur Street; register online at www.RealTracs.net

November 16-30—CRAM WEEK! TREC Core Class, RENE Designation class, two classes for NAR Ethics! Sign up now!

Spooky savings are here!
Save 20% all October!

Purchase your online real estate education with The CE Shop

promo code: OCT20

The CE Shop

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

Working with Sellers 101

- 7 Secrets of Prospecting
- Seller Presentation
- Pricing Strategies
- Marketing
- Offers
- Closings & Beyond



Blaine Little,
Instructor

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



Wednesday, Oct. 24
9:00-1:00 4 CE \$30

The FIRST and ONLY negotiation certification recognized by the National Association of REALTORS®.

achieve more WITH YOUR RENE certification

ELEVATE YOUR GAME
2-Day Certification Course

Bonus!
ABR, CRB & SRS Elective

TAKE THE COURSE!

DATES + LOCATION
November 29 & 30, 2018
8:00am - 5:00pm
Middle TN Assoc. of REALTORS®

REGISTRATION INFO
Monica Neubauer, Instructor
\$245 16 CE hours
Phone 615-893-2242
Register online: <http://mtar.org/education-registration>

Inspections

LAWYERS LAND & TITLE SERVICES

WHAT TO EXPECT

- Craft a strategy for negotiation and learn when and how to negotiate
- Adjust your communication style to achieve optimum results with any party in the transaction
- Negotiate effectively face-to-face, on the phone or through e-mail and other media

Visit REBinstitute.com to learn how to earn the RENE certification and for a list of all course offerings!

Improved Communications for Real Estate Professionals



Calling all real estate professionals who need to understand the needs of clients in a fickle market.

October 29th, Murfreesboro DoubleTree

For more informtion, visit: MomentumSeminars.com



Health Care Options Coming!

Choose the benefits that are right for you

September 13, 2018 - December 31, 2018



Tennessee REALTORS® is pleased to have Colonial Life benefit counselors assist with this year's open enrollment.

What is being offered?

Colonial Life Voluntary Benefits Coverage

Dental/Vision Insurance can provide 100% coverage for preventative services such as routine cleanings. Also, this plan can help you pay for fillings, crowns, root canals, and many other dental procedures. The optional Vision benefit can provide coverage for exams, frames and lenses, and contacts once a year.

Accident Insurance helps offset unexpected medical expenses that can result from a covered accidental injury. Covered expenses can include Doctor bills, Ambulance fees, Hospital expenses, and much more.

Critical Illness Insurance can supplement your major medical coverage by providing a lump-sum benefit that you can use to pay costs related to a covered critical illness such as cancer, heart attack, stroke, renal failure, and more. Enrollees with previous medical history may be eligible for guaranteed issue coverage.

Whole Life Insurance/Long Term Care can provide permanent life insurance protection that can build cash value over time. The optional Long Term Care benefit can provide coverage for inpatient and home based care. Enrollees may be eligible for guaranteed issue coverage.

<http://www.visityouville.com/en/TennesseeRealtors>

Coverage is subject to policy exclusions and limitations that may affect benefits payable. See your Colonial Life benefits counselor for complete details. Insurance products are underwritten by Colonial Life & Accident Insurance Company. ©2017 Colonial Life & Accident Insurance Company. All rights reserved. Colonial Life is a registered trademark and marketing brand of Colonial Life & Accident Insurance Company.

- With most of our benefits:
- Benefits are paid directly to you, unless you specify otherwise.
 - You're paid regardless of any insurance you have with other companies.
 - Coverage is available for your spouse and dependent children.

For pricing and enrollment information visit or call:

<http://www.visityouville.com/en/TennesseeRealtors>

877.870.2299



Additional offerings

Wellcard provides discounts on prescription drugs, medical care, hearing and other expenses as well as access to telemedicine providers and medical bill advocacy services. No benefits purchase required to sign up.

KOFE offers financial education and counseling services through phone and web access to financial counselors and includes financial topic webinars and budget calculators. No benefit purchase required to sign up.

NS-15156

Terms and availability of service are subject to change. Services may not be available in all states.

MEALS ON WHEELS DAY—OCTOBER



**Middle Tennessee
Association of**

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



- 14-Oct Steve Jarrell
- 14-Oct Mark S. Wilson
- 14-Oct Georgia Evans
- 14-Oct Thomas N. Graves
- 14-Oct Jessica Zebick
- 14-Oct Alyssa Roland
- 15-Oct Jay Baucom
- 15-Oct Chuck Eldridge
- 16-Oct Billy Philpott
- 16-Oct Wade Flannery
- 16-Oct Tia Green
- 16-Oct Melody King
- 16-Oct Miah Willis
- 17-Oct Jonah Hendricks
- 17-Oct John Stefanski
- 17-Oct Ashley Ford
- 17-Oct Antoinette Jenkins
- 17-Oct Annette Masterson
- 18-Oct Amie Lee Marks
- 18-Oct Kevin Davis
- 18-Oct Mindy Patton
- 18-Oct Lance Howard
- 18-Oct Gene Watson
- 18-Oct Bob Gomia
- 18-Oct Kevin Wimberley
- 18-Oct Antonio Jerrell Hurt, Jr.
- 19-Oct Tammy Kidd
- 19-Oct Joel Neece
- 19-Oct Benny Pulley
- 19-Oct Tabatha Shea
- 20-Oct Hope Pitts
- 20-Oct Scott Abernathy
- 20-Oct Caleb Green

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: October 1-15, 2018

YOUR ACTION: Register for Premier Access Pass to the 2018 REALTORS Conference & Expo

YOUR REWARD: A copy of conference speaker Holly Pasut's book, "A Strategic Path to Freedom: White-Collar Professional Finds Inspiration & Gratitude in Federal Prison," & chance to win \$250 gift card

Value: \$14.00, exclusive of gift card

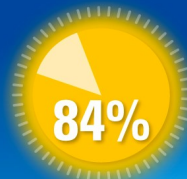


Register for a Premier Access pass to the 2018 REALTORS® Conference & Expo. Provide a valid e-mail address and a valid mailing address during the registration process. You will be mailed a copy of Holly Pasut's book A Strange Path to Freedom by USPS mail. Books will be shipped USPS to U.S. mailing addresses after October 15 once all registrations are confirmed. The drawing for the \$250 gift card will be held by October 19 and the winner will be notified no later than October 19.

Take the 2018 Land Markets Survey
<https://www.surveymonkey.com/r/2018RLISurvey>

REALTORS® LAND INSTITUTE

2017 Housing Pulse Survey



This survey, which measures consumers' attitudes and concerns about housing issues in the nation's 25 largest metropolitan statistical areas on a biennial basis, found that **84 percent** of Americans believe that **purchasing a home is a good financial decision**, the highest since 2007.

Housing Costs

Lack of affordable housing is a growing problem. Nationally, **44 percent** of respondents categorized the lack of available housing that is affordable as a very big or fairly big problem. In the top 25 markets, more than half see the lack of affordable housing as a big problem. This is up **11 points** from the 2015 Housing Pulse survey.

The majority believe needing public assistance for housing is due to difficult circumstances, not poor personal choices.

The lack of affordable housing and the cost of housing is especially troublesome to renters, non-whites, and women. Additionally, housing costs are more of a strain for those under the age of 50 than older Americans.

Most people who need public assistance for housing are struggling because of low wages, high rents and limited job opportunities.

Buying a Home

44%
POCKETBOOK ISSUES
Forty-four percent of respondents stated that affordable health insurance, low wages, and housing costs top list of problems facing Americans.

40%
DOWN PAYMENT
Little more than 40 percent believe that banks and lenders require a down payment of 15 percent or more when buying a home.

51%
BUDGET
When forced to choose, 51 percent picked a neighborhood with better schools and job opportunities even if housing prices are a strain on their budget.

TRUSTED SOURCES
When it comes to buying, most people trust their family or friends as a source of information. A local REALTOR® or real estate agent is a close second.

Visit www.nar.realtor for the full results of the 2017 Housing Pulse Survey.

