

MTAR Member News

April 17, 2019



REALTORS® Fair Housing Declaration

I agree to:

Provide equal professional service without regard to the race, color, religion, gender (sex), disability (handicap), familial status, national origin, sexual orientation or gender identity of any prospective client, customer, or of the residents of any community.

Keep informed about fair housing law and practices, improving my clients' and customers' opportunities and my business.

Develop advertising that indicates that everyone is welcome and no one is excluded; expanding my client's and customer's opportunities to see, buy, or lease property.

Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.

Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.

Refuse to tolerate non-compliance.

Learn about those who are different from me, and celebrate those differences.

Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.

Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.

Inside this issue:

MTAR Calendar, Affiliate Spotlight, MTAR Leadership—Karen Pfluge	2
Education Calendar, The CE Shop, May Cram Week classes, ABR and more	3
Next 6 to \$99 event in Shelbyville— Thursday, April 25th, 9:30-11:00!	4
March Sales Statistics, Fair Housing luncheon, Meals on Wheels volunteers	5
iServe Mortgage Derby Party, Bill Carey Golf Scramble June 5	6
RealTracs Days on Market update, proposed rule change on new construction	7
Member Birthdays, NAR MVP Offer, 42nd annual Bill Carey Golf Scramble	8



<https://www.c2ex.realtor/>
Earn this certificate of distinction through online achievements that you have already accomplished in your career! Learn more about your industry & community while confirming your Commitment to Excellence!



To print a
copy of the REALTOR Fair Housing Declaration for your firm or office, go to:

<https://www.nar.realtor/fair-housing/fair-housing-program/fair-housing-declaration>

MTAR Calendar

Administrative Professionals Day! Thank you to all the

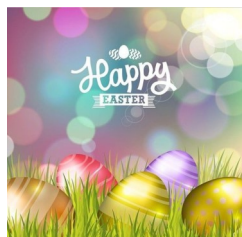
Social in Shelbyville! The Koffee Beanz Café, 300 N. Brittan St., \$25 RPAC investment.

Monday, April 15
9:00-12:00— NAR
Ethics class, 3 CE, \$25, Shelbyville Chamber of Commerce.

Tuesday, April 16
2:00-3:30—MTAR
Scholarship application reviews

Friday, April 19
MTAR closed for Good Friday holiday

Sunday, April 21
Happy Easter !



Tuesday, April 23
1:00-4:00—MTAR
Scholarship Interviews

Wednesday, Apr. 24



talented people that keep their team on track and successful!

Thursday, April 25
9:30-11:00—RPAC

Wed-Fri, May 1-3
8:00-4:00—New Member Orientation, MTAR office

Wed-Thur, May 1-2
10:00-2:30—
RealTracs training classes, register online at www.realtracs.net

Meet Your 2019 Leadership Team!



Karen Pfluge
Chair—Member Services

FIRM: Crye-Leike REALTORS®, Murfreesboro

YEARS IN REAL ESTATE: 5th year

HOW DID YOU GET INTO THE REAL ESTATE BUSINESS:

I realized I wanted to be in a position to finally earn equivalent to the effort I was putting in, Worked another job for the first year to assist in launching my real estate business. One year to the date, I left the other job and haven't looked back!

YOUR VOLUNTEER ROLE AT MTAR? AT OTHER ASSOCIATIONS? OTHER VOLUNTEER PROGRAMS? Member Services 2018 Vice-Chair & 2019 Chair Murfreesboro Young Professionals Board member and past Social Chair CABLE Member & 2017 Athena

WHY DO YOU VOLUNTEER WITH MTAR—

To be more knowledgeable about our industry and learn through our classes. To build relationships with professionals in my industry.

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS.... Participate! Make a point to speak to someone new each time. Grow your network and friendships.



ROSCOE BROWN™
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INSULATION
PLUMBING-DRAINS

Since 1940

For the more than 75 years, the experts at Roscoe Brown have done more than give individuals and businesses the finest in home comfort. We've given them peace of mind.

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Training & Educational Choices for MTAR Members!

MAY CE CLASSES

May 1-3—New Member Orientation, sponsored by Pinnacle Financial Partners, Ascend FCU, and Iberia Bank Mortgage.

May 1-2—RealTracs training classes at MTAR, RT Basic—RT Advanced; Mobile Workshop. Register <https://www.realtracs.net/Help/ClassSchedule>

May 20—TREC Core Class, 9:00-4:00, MTAR office, \$45, sponsored by Guaranty Trust Home Loans

May 21—Leads to Succeed, 1:00-3:00, MTAR office, \$15, sponsored by

Take on the month of April with 20% off CE

Purchase your online real estate education with The CE Shop

promo code: APRIL20

The CE Shop

Enroll today:
<http://mtar.theceshop.com/>
 Promotion expires April 30, 2019

Proud partner in NAR's REALTOR Benefits Program.

Want to significantly increase your earning power? Say ABR[®] ACADABRA.

We can't grant you three wishes, but when you earn the ABR[®] designation, you'll never work for free again.

This two-day course is the first step towards becoming an ABR[®] designee. It will teach you:

- Methods, tools, and techniques to provide the support and services that buyers want.
- How to increase your revenue and referrals and reduce your risk.

With specialized education and exclusive member benefits, ABR[®] designees are equipped to guide buyer-clients through every stage of the home buying process.

Learn more at REBAC.net

Completion of the two-day ABR[®] Designation course is the first step in earning the designation. In order to obtain the ABR[®] designation you must also successfully complete one of the ABR[®] elective courses, submit documentation verifying five completed transactions in which you acted solely as a buyer's representative, and be a member in good standing with the National Association of REALTORS[®].

Take the course:
May 22-23, 2019
 Middle Tennessee Association of REALTORS
 311 Butler Drive Murfreesboro, TN 37127
 615-893-2242

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

\$285 per person Visa/MC/Discover/Amex
 8:00-5:00 daily Sponsored by TN REALTORS
 Hosted by

DIG DEEP. DOWN TO THE CORE!

TREC Core Class

Monday, May 20
 9 am - 4 pm

MTAR Office, Murfreesboro
 Bobby Wood, Instructor

Sponsored by
 Guaranty Trust

6 CE - \$45

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

TO SIGN UP .
[HTTP://MTAR.ORG/EDUCATION-REGISTRATION](http://MTAR.ORG/EDUCATION-REGISTRATION)

Leads to Succeed?

Tuesday, May 21
 1:00-3:00 PM
 2 CE \$15 MTAR

Sponsored by:
 GATEWAY TITLE SERVICES

Christopher Wilson, Instructor

FRIDAY, MAY 24
 9:00-11:00 AM

HOW TO MAKE MONEY USING COURTESY!

2 CE hours MTAR \$20 Pat Lane, Instr.

Sponsored by
 AmeriCare

April is Fair Housing month. The Government Affairs committee is working on getting proclamations from our local and county mayors.

So far we have proclamations from the Mayor of Lavergne, the Mayor of Tullahoma and the Mayor of Rutherford County.

Coffee county and Manchester mayors are scheduled for Wednesday morning April 17, 2019.

We appreciate our members who have attended in support of 51 years of Fair Housing month.



Rutherford County Mayor Bill Ketron



Tullahoma Mayor Lane Curlee



LaVergne Mayor, Jason Cole



EQUAL HOUSING OPPORTUNITY



Equal Housing Lender

Shelbyville "RPAC" SOCIAL EVENT

April 25, 2019
9:30 to 11: 00 am

Location:

Koffee Beanz
300 North Brittain Street
Shelbyville, TN 37160
931-684-2146



For a \$25 RPAC investment, you will get to enjoy:

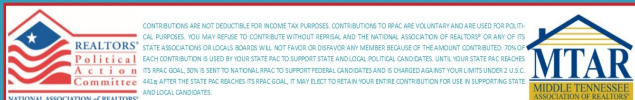
A mid-morning brunch filled with fun and festivity, signature coffees accented by an array of tasty treats, and networking and friendly conversation with fellow REALTORS and affiliates.

THANK YOU TO OUR WONDERFUL SPONSORS!



Your \$25 investment helps RPAC to continue being the strong voice needed for our lawmakers on a local, state, and national level!

RSVP to Rex Brown, rex@mtar.org



6 to \$99

Keep watching here for our next RPAC event. It is sure to be a blast. F & M Bank is one of our sponsor's and we are working on a special venue to be announced soon.



VOTE

ACT

INVEST

REALTORParty.realtor

Middle Tennessee Association of REALTORS®
MONTHLY STATISTICS

2019

JAN FEB **MAR** APR MAY JUN JUL AUG SEPT OCT NOV DEC

MTAR
 (all counties)

753 **\$242.6k**
 CLOSED RESIDENTIAL SALES AVERAGE SALES PRICE

75.25 **95.93%**
 AVERAGE DAYS ON MARKET AVERAGE S/L PRICE % YTD

- 32.57% Increase in residential sales from last month.
- 47.8% Increase in average sales price from last month.
- 2147.25 Average square feet.
- 1,818 closed, year to date, across all counties.

March 2019	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	734	75	74	3
Average Price	\$248,892	\$177,848	\$165,634	\$151,333
Median Price	\$230,000	\$173,606	\$54,900	\$104,500
DOM	39	27	208	13
Total Inventory	2,840	193	1,352	26
Active Inv	1,385	57	1,211	23
Under Contract Inv	1,452	137	142	4
New Listings	1,088	82	229	13
New Under Contract	862	74	95	5

Rutherford County Residential Sales - 518	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	412	549	369	525
Ave Sq Ft	1996	2053	2097	2126
Ave Sales Price	\$266,262	\$275,529	\$264,934	\$275,078
Ave DOM	39	37	32	28
S/L Price %	99.34%	98.98%	99.35.00%	99.37

Bedford County Residential Sales - 88	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	47	50	36	58
Ave Sq Ft	1790	1771	1860	2111
Ave Sales Price	\$196,420	\$205,772	\$216,558	\$190,456
Ave DOM	53	36	50	59
S/L %	96.44%	97.34%	96.75%	97.96%

Cannon County Residential Sales - 90	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	7	12	8	12
Ave Sq Ft	1985	2095	1443	1898
Ave Sales Price	\$168,814	\$201,308	\$171,444	\$85,017
Ave DOM	79	46	35	86
S/L %	98.26%	96.70%	97.74	96.93

Coffee County Residential Sales - 89	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	57	87	55	12
Ave Sq Ft	1732	1884	2166	1898
Ave Sales Price	\$175,791	\$189,249	\$200,948	\$185,017
Ave DOM	62	46	75	86
S/L %	98.11%	97.60%	96.5	96.93

Franklin County Residential Sales - 41	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	36	46	4	5
Ave Sq Ft	1761	1815	1264	2251
Ave Sales Price	\$185,782	\$196,916	104625	262500
Ave DOM	68	76	130	96
S/L %	98.21%	96.80%	95.67	98.31

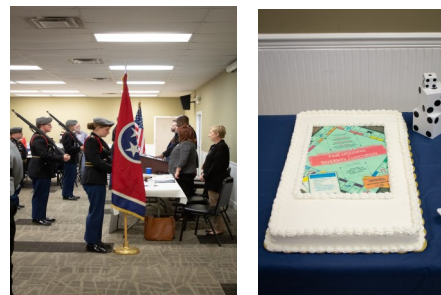
Grundy County Residential Sales - 42	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	No stats	5	4	3
Ave Sq Ft	No stats	1900	1254	1861
Ave Sales Price	No stats	\$125,000	104625	115967
Ave DOM	No stats	79	130	177
S/L %	No stats	94.2	95.67	98.3

Marion County Residential Sales - 43	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	1	3	no stats	5
Ave Sq Ft	1620	2275	no stats	2251
Ave Sales Price	\$138,000	\$376,667	no stats	\$262,500
Ave DOM	206	151	no stats	96
S/L %	93.24%	90.17%	no stats	98.31

Moore County Residential Sales - 87	Feb-19	Mar-19	Feb-18	Mar-18
Total Closed	8	1	7	5
Ave Sq Ft	1785	3385	2922	2194
Ave Sales Price	\$181,800	\$370,000	\$319,515	\$256,680
Ave DOM	42	131	149	22
S/L %	96.23%	92.70%	89.68	95.72

FAIR HOUSING LUNCHEON BIG SUCCESS!

The Member Services Committee presented a fabulous program on Veterans housing & services last week. Thanks to Shane Smith from the MTSU Daniels Family Center, Marshall Sparkman with Franklin Synergy Mortgage, & Rusty Carroll with Operation FINALLY HOME for great information on veteran housing issues.



MEALS ON WHEELS VOLUNTEERS DO GREAT WORK!





**THURSDAY
APRIL
25th
3 - 5 pm
Stones River
Country Club**

DERBY DASH
Contests
Ladies' Best Derby Hat & Men's Best Dressed

Presenting Sponsors



MurfreesboroMortgage.com



Stones River Title Company, LLC



Blake Finney

June 5, 2019

Indian Hills Golf Course

**42nd Annual
BILL CAREY REALTOR® GOLF SCRAMBLE**

SPONSORSHIPS

All sponsorships include Banner Recognition, Clubhouse Recognition, and Signage.

<p>Trophy Sponsors (2) \$500 <small>Logo on trophies!</small></p> <p>Drink Cart Sponsors (2) \$500</p> <p>Putting Green \$500</p> <p>Goody Bag Sponsor \$400 <small>Logo on bags!</small></p>	<p>Golf Towel Sponsor \$400 <small>Logo on towel!</small></p> <p>Lunch Sponsors (2) \$400</p> <p>Hole Watchers (4) \$250 <small>Tent opportunity at Hole!</small></p> <p>After-Party Sponsors (2) \$200</p> <p>Hole Sponsors \$100</p>
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SPONSORSHIP AGREEMENT

Company Name _____

Street Address _____

City, State, Zip Code _____

Contact _____ Phone _____

Email _____ MTAR Contact _____

METHOD OF PAYMENT

Check Attached Invoice (pay by 5/31/19)

Visa/MC/Discover

SPONSORSHIP LEVEL:

Cost \$ _____

Card # _____

Exp. Date _____ V-Code _____

Billing Address Street # _____ Zip Code _____

Signature _____

By completing this sponsorship form, I commit to the event and sponsorship. All fees and payments are due by Friday, May 31, 2019.

SIGNATURE OF SPONSOR REPRESENTATIVE



MIDDLE TENNESSEE ASSOCIATION OF REALTORS®



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UPDATES TO THE “DAYS ON MARKET” CALCULATIONS

Days on Market (DOM) now excludes days when a listing is in “Hold” status, and it excludes days when a listing is under contract and moved back to active. In the latter case, typically the purchase agreement is terminated. DOM now simply (and accurately) reflects the days a listing is being actively marketed by an agent, regardless of status.

Every listing and statistical report in the system has been updated to reflect this change, and additional metrics are being calculated.

While DOM is a metric used by agents in listing presentations and marketing, the metric skews a realistic evaluation of list price when a seller needs to sell a property within a certain time-frame.

In order to meet our Users’ marketing and statistical evaluation need, “List to Contract Days” and “Contract to Closed Days” have been added to the RealTracs system.

- 1) Days on Market = total days active (excluding Coming Soon, Hold, and days under contract and back to active)
- 2) List to Contract Days = total days from listing to contract regardless of status (This will give listing agents a better metric to evaluate suggested list prices for a home to go under contract within certain time frames.)
- 3) Contract to Closed Days = total days from contract to close (This will provide sellers a realistic expectation of how long it will take to close.)
- 4) List to Closed Days = total days from listing to closed (This is the best gauge of the market in a broader perspective - ignoring statuses, seller and buyer readiness, sales tactics, etc.)

PROPOSED RULE CHANGE FOR NEW CONSTRUCTION

Rule 2.9

b) All New Construction properties must be submitted to MLS by Participants. New Construction listings may be entered with a status of Active, Coming Soon/Hold, or Under Contract designated as a “presale.” Participants who have blanket listing agreements with builders must submit each individual “for sale” property prior to the framing stage of constructions. A rendering or photograph of a model home may be used until the façade is complete.

**Middle Tennessee
Association of
REALTORS®**

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



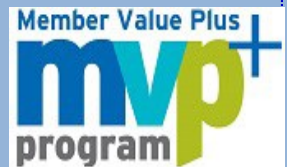
- 14-Apr Lynne Woodard Ross
- 14-Apr Dana Mason
- 14-Apr Nathan Beach
- 14-Apr Cherie Welker
- 14-Apr Sarah Fitch
- 14-Apr Blair Arvidson
- 14-Apr Wayne Belt
- 14-Apr Leanne Davis Johnson
- 15-Apr Michael Cook
- 15-Apr Martha McIntyre
- 15-Apr Seth M Rowley
- 15-Apr Jessica Reynolds
- 15-Apr Debora Scheffler
- 16-Apr Tommy Hord
- 16-Apr Jimmie A. Beasley
- 16-Apr Kelly Grace Anderson
- 16-Apr Robin Seay
- 16-Apr Norma Pfluge
- 17-Apr Dan Alcorn
- 17-Apr Renee Delbridge
- 17-Apr Mikal Foster
- 17-Apr Lois Brown
- 17-Apr Michael Sims
- 18-Apr Trey Lewis
- 18-Apr Gabriel Fancher, MBA, MA
- 18-Apr Jessi White
- 18-Apr Lynsey Hazelip
- 18-Apr Megan Hebel
- 19-Apr Ben A. Merrill
- 19-Apr Daniel E. Gammon
- 19-Apr Erica Turner
- 19-Apr Braden Hunsicker
- 19-Apr Betsy Perry
- 20-Apr Denise Wood
- 20-Apr Babette Winchell
- 20-Apr Sherrill Nelson
- 20-Apr Stephanie Tellez
- 20-Apr Cheryl Fields

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: April 1-15, 2019

YOUR ACTION: Claim your FREE .realtor domain, + \$10 off G Suite, Professional Gmail + tools, for a full year

YOUR REWARD: 2018 Profile of Home Buyers & Sellers, Download valued at \$19.95



Once you claim your .realtor™ domain, did you know you can get G Suite, Professional Gmail + online tools, added to your new domain?

Once you get a domain like www.maria.realtor, you can add an email address like info@maria.realtor that comes with a full inbox, professional Gmail + online tools, known as G Suite from Google Cloud. G Suite is \$50/year/email account with this promotional offer. More about G Suite can be found [here](#).

Your first .realtor™ domain is free for individual members. Use promo code MVP10 to get \$10 off G Suite. This offer is valid on new domain purchases too, .realtor™ or .realestate and G Suite for existing domain customers.

Save the Date

Benefiting MTAR Scholarships
& American Diabetes
Association



**Great Fun ~ Silent Auction ~ Goodies &
Great Causes!**

**June 5, 2018
Indian Hills Golf Club, Murfreesboro**

**Lunch at 11:30am,
Shotgun Start at 1pm**

**Sponsorship Opportunities Available
Contact Candy@mtar.org or
YolandaRuffin-yorrealtor@gmail.com**