



# MTAR Member News

June 24, 2019

## May, 2019—HOT Markets!

### MONTHLY STATISTICS

2019

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

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**MTAR**  
(all counties)

**929**      **\$277.1k**

CLOSED RESIDENTIAL SALES      AVERAGE SALES PRICE

**52.63**      **96.59%**

AVERAGE DAYS ON MARKET      AVERAGE S/L PRICE % YTD

- 15.4% Increase in residential sales from last month.
- 18.5% Increase in average sales price from last month.
- 1788.5 Average square feet.
- 3,602 closed, year to date, across all counties.

May 2019	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	663	71	111	5
Average Price	\$275,342	\$187,421	\$66,405	\$391,280
Median Price	\$260,658	\$180,788	\$43,533	\$287,530
DOM	38	35	183	13
Total Inventory	3,095	184	1,306	31
Active Inv	1,596	58	1,198	24
Under Contract Inv	1,494	124	140	7
New Listings	1,371	68	182	10
New Under Contract	693	68	87	4

Bedford County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	54	63	54	53
Ave Sq Ft	2030	2088	2146	2082
Ave Sales Price	\$277,964	\$288,308	\$276,525	\$274,964
Ave DOM	32	25	37	26
S/L Price %	98.61%	98.61%	98.64%	98.68%

Bedford County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	64	73	54	63
Ave Sq Ft	1691	1715	1823	1853
Ave Sales Price	\$208,300	\$224,500	\$185,412	\$208,073
Ave DOM	42	42	44	52
S/L %	98.90%	98.91%	98.89%	98.43%

Clanton County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	8	11	12	14
Ave Sq Ft	1382	1745	1327	2014
Ave Sales Price	\$208,263	\$215,732	\$191,487	\$97,657
Ave DOM	22	34	32	77
S/L %	94.90%	99.01%	98.78%	98.57%

Coffee County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	73	95	55	70
Ave Sq Ft	1930	1960	1797	1925
Ave Sales Price	\$194,604	\$198,650	\$182,223	\$187,189
Ave DOM	68	43	35	48
S/L %	97.70%	99.10%	98.37%	98.12%

Franklin County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	45	48	53	43
Ave Sq Ft	1628	2102	1832	1925
Ave Sales Price	\$228,601	\$257,572	\$180,642	\$202,367
Ave DOM	54	52	67	48
S/L %	98.30%	98.00%	95.92%	98.94%

Grundy County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	6	7	5	2
Ave Sq Ft	1523	1574	1150	4267
Ave Sales Price	\$212,625	\$158,000	\$43,600	\$224,900
Ave DOM	130	80	44	55
S/L %	87.0%	99.73%	95.46%	98.7%

Marion County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	3	4	1	no state
Ave Sq Ft	1282	1552	1662	no state
Ave Sales Price	\$143,867	\$173,000	\$227,900	no state
Ave DOM	38	142	322	no state
S/L %	94.34%	93.00%	93.86%	no state

Moore County Residential Sales	Apr-19	May-19	Apr-18	May-18
Total Closed	7	9	3	6
Ave Sq Ft	1763	2709	2415	3267
Ave Sales Price	\$187,542	\$207,000	\$201,187	\$ 314,800
Ave DOM	41	91	184	122
S/L %	97.40%	97.15%	93.56%	98.70%

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

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

Members  
**Health Insurance**  
Exchange

MEMBERS  
**TeleHealth**™

REALTORS®  
**insurance marketplace**

Members  
**Supplemental Health Plans**

# MTAR Calendar of Events

**Wed., June 26**  
**12:00-1:30**—MTAR Past Presidents Luncheon, The View at Fountains

**Tuesday, July 2**  
**1:00-2:00**—Member Services Cte mtg., MTAR office

**Wednesday, July 3**  
**1:00-2:30**—RPAC Cte. Meeting, MTAR office

**Thursday, July 4**  
**MTAR Closed for Independence Day holiday!**



**Wednesday, July 10**  
**9:00-10:30**—MTAR Board of Directors mtg.

**Wed-Fri, July 10-12**  
**8:00-4:00**—New Member Orientation, MTAR

**Wed-Thu, July 10-11**  
**10:00-2:30**—RealTracs training, register at [www.realtracs.net/help/classSchedule](http://www.realtracs.net/help/classSchedule)

**Monday, July 15**  
**9:00-4:00**—TREC Core Class, 6 CE, \$45, Coffee County Admin, Manchester

**Thursday, July 18**  
**10:00-12:00**—Smyrna Meals on Wheels Day  
**2:00-3:00**—Community Relations mtg., MTAR

**Monday, July 22**  
**5:00-7:00 pm**—RPAC "6 to \$99" event at Nick Newton's & Spinelli's, W. Main St., \$25 RPAC investment for drinks & pizza. RSVP to [Rex@mtar.org](mailto:Rex@mtar.org)

**Tuesday, July 23**  
**2:00-3:30**—Family tour of Stones River Battlefield, RSVP to Candy

## Meet Your 2019 Leadership Team



**Greg Myers**  
2019 President

FIRM: Ann Hoke & Associates

YEARS IN REAL ESTATE: 16 years

HOW DID YOU GET INTO THE REAL ESTATE/MORTGAGE BUSINESS:

I was flipping homes and was encouraged to get my real estate license. I really enjoyed helping folks and the daily interaction.

YOUR VOLUNTEER ROLE AT MTAR? AT OTHER ASSOCIATIONS? OTHER VOLUNTEER PROGRAMS?

2019 President of MTAR      Past Education Committee Chair      North Rutherford YMCA Board Pursuit Church

WHY DO YOU VOLUNTEER WITH MTAR –

When I got involved with several committee, I was amazed at what happened behind the scenes. I wanted to get involved and give back. We have the best Association in Tennessee!

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS.... Please get involved! Your ideas and opinions matter. You will network with other Agents, Affiliates and Leaders in our industry. You are either in the game, or on the sidelines!



[WWW.AMERICARESERVICES.COM](http://WWW.AMERICARESERVICES.COM)

(615) 823-8224

## Training & Educational Choices for MTAR Members!

### JULY Education Classes

July 10 & 11—RealTracs training at MTAR, 10:00-2:30, Basic & Advanced RealTracs, RT Mobile

July 10-12—New Member Orientation, 8:15-4:00 each day, 11 CE hours

July 15—TREC Core Class, 9:00-4:00, 6 CE hrs., \$45, Coffee Co. Adm. Bldg., 1327 McArthur St., Manchester

July 24—TREC Broker Core Class, 8:30-4:40, 8 CE hours, MTAR live stream

July 25—THDA Great Choice Program, 9:00-1:00, 4 CE, MTAR

**The CE Shop**  
Summer is here  
**20% off**  
all CE courses  
the month of June  
promo code  
**JUNE20**

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

DIG DEEP. DOWN TO THE CORE!

# TREC Core Class

Monday, July 15  
9 am - 4 pm

Coffee County Admin. Bldg.,  
1327 McArthur St., Manchester  
Robert Morris, Instructor

Sponsored by  
 Six River Title Company, LLC

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)

**MTAR**  
MIDDLE TENNESSEE ASSOCIATION OF REALTORS

LIVE STREAMING FROM TN REALTORS ON LOCATION AT MTAR

# TREC Broker Core Class

**Meets TREC License Requirements**

- 8 CE HOURS OF CLASS
- AGENT SUPERVISION TIPS
- RISK REDUCTION PROCESS
- WRITTEN FOR THE PRINCIPAL BROKER/BROKER LICENSEE!

**Wednesday, July 24**  
8:30-4:40 at MTAR  
\$30 for 8 CE hours!  
FREE for Brokers of Record!  
Live Streaming by TN REALTORS

615-893-2242  
<http://www.mtar.org/education-registration>

Sponsored by HERITAGE BANK MORTGAGE

### THDA GREAT CHOICE MORTGAGE PROGRAMS

Tennessee Housing Development Agency  
THDA GREAT CHOICE MORTGAGE PROGRAMS  
THURSDAY, JULY 25, 2019 9:00-1:00  
4 CE HOURS \$40  
Contact Debbie Mann to register directly!  
MTAR OFFICE

REGISTER NOW! [HTTP://MTAR.ORG/EDUCATION-REGISTRATION](http://MTAR.ORG/EDUCATION-REGISTRATION)

## THDA Great Choice Mortgage Programs

TN RRC Chapter is offering this class to CRS designees as a Re-certification option, and they are covering the cost! If you are a CRS active designee, contact Debbie Mann to register. All other attendees register at

[www.mtar.org/education-registrations](http://www.mtar.org/education-registrations)

# RPAC 6 to \$99 SOCIAL EVENT

July 22, 2019  
5:00-7:00 pm

## Nick Newton's and Spinelli's

211 W Main St  
Murfreesboro, TN 37130



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

Networking with fellow REALTORS and affiliates in a relaxed atmosphere. There will be a variety of appetizers and drinks available as you visit with old friends, new acquaintances and continue to make your investment in support RPAC .

**THANK YOU TO OUR WONDERFUL SPONSORS!**



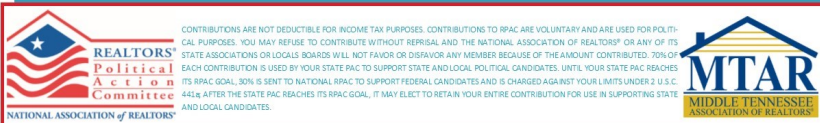
Dave Gober



Jason Mathis

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](mailto:rex@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 LOCALS 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. 4414. AFTER THE STATE PAC REACHES ITS RPAC GOAL, IT MAY ELECT TO RETAIN YOUR ENTIRE CONTRIBUTION FOR USE IN SUPPORTING STATE AND LOCAL CANDIDATES.

Major Investor Event Under construction:

What is a Major Investor? Investment of **\$1000.00** or more constitutes a Major Investor to NAR.

**Sterling R** requires an investment of **\$1000 to \$2499.**

**Crystal R** requires an investment of **\$2500 to \$4999.**

**Golden R** requires an investment of **\$5000 to \$9999.**

**Platinum R** requires an investment of **\$10000** or more.

**President's Circle** requires an individual contribution to an approved candidate of \$2000 in addition to the initial major investment.

We will be honoring our Major Investors from last year along with the designees for the coming year with an event in the planning stages. If you have not made your investment for 2019, there is still time to be included in this very special event. Contact [rex@mtar.org](mailto:rex@mtar.org) for more information.



## COMING SOON

Save the Date **AUGUST 1, 2019.**

An inaugural Event in Tullahoma.

**GLO-GOLF** and **ESCAPE ROOM.**

This is an RPAC fundraising event.

Come enjoy food, fun, and fellowship with fellow REALTORS from all over our membership area.



## Rules for Virtually Staged MLS Photos

RealTracs has recently updated its Rules and Regulations to address the approved usage of virtually staged photos. Check out the revised Rule 2.7 below to learn the do's and don'ts to successfully using virtually staged photos within the MLS.

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**2.7 Listing Media Requirements.** The primary purpose of photographs, sketches, diagrams, and other media submitted to RealTracs, Inc. is to convey a visual representation of the property listed to other Participants and their clients and customers. The primary subject matter, therefore, must be the listed property.

a) Submitting images for company or agent advertising is prohibited. "For sale" signs incidental to the listing are acceptable.

b) Digitally altering images to include overlays of other images, text, photos, or logos is prohibited.

c) Digitally altering images that change the accuracy of the actual listing's depiction or representation is prohibited. The use of "virtually staged photos" is permitted so long as the images are not deceptive to potential buyers.

1. A "virtually staged photo" means an image that has been altered with editing software to create a conceptual rendering of what a room and/or the property might look like if it were physically staged or lived in.
2. All virtually staged images must be designated as such in the media remarks.
3. Except for To-Be-Built and Under Construction listings, an image of the existing room or property in its current state must be included immediately before or immediately after the virtually staged image. In other words, "before" and "after" images must be included and disclosed.
4. Virtually staged photos may include personal property items not conveyed with the real property. Examples include, but are not limited to:
  - Applying digital photos edits of furniture, mirrors, artwork, rugs, plants, etc., into a photo of an empty room.
  - Removing an existing non-fixed home element or furnishing from an image and replacing it with a digital representation of one similar. Examples: furniture, mirrors, artwork, rugs, plants, etc.
1.
  - Virtually staged photos may include landscaping improvements that could realistically be made to improve the property's exterior appearance.
    - Virtually staged photos may not include deceptive elements including, but not limited to the following:
      - Furniture or personal property that will not fit within a room's dimensions.
      - Views from the property that do not exist, such as lakes, rivers, fields, skylines, and landmarks.
      - Fixed features that do not exist, such as a fireplace or property addition.
      -
    - Virtually staged images cannot remove elements outside the property owner's control, such as buildings on adjacent properties, power lines, utility poles, water towers, retaining walls and highways.





**Come Enjoy an Evening of laughter & libations!**

**Women's Council of Realtors after Hours unplugged networking event! Tuesday June 25 from 4 - 7 pm**

**Provided by: Century Builders  
Location: Davenport Station  
4004 Shelbyville Hwy, Murfreesboro, TN**

**Catering by: Tasty Table  
Live music by: John Salaway**

**music • door prizes • hors d'oeu**



<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!**

**UPDATE:**

**900+ Completed!**



**Sept. 18-20— Hilton Sandestin Beach & Golf Resort**

**Early Bird Registration-Deadline July 24**

**Middle Tennessee  
Association of  
REALTORS®**

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



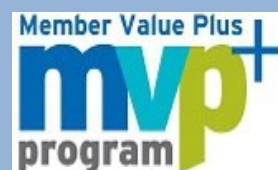
- 23-Jun Linda Hawkersmith
- 23-Jun Elizabeth Padgett
- 23-Jun Glenn Chapman
- 23-Jun Jason Gulley
- 23-Jun Pand Schmiede
- 23-Jun Jessica White
- 23-Jun Becky Hinson
- 24-Jun Von M. Dotson
- 24-Jun Melinda Morrissey
- 24-Jun Keith Layne
- 24-Jun Celia Snodgrass
- 24-Jun Mike Vaught
- 24-Jun Ron Johnson
- 24-Jun Beth Frame
- 24-Jun Jennifer Wieland
- 24-Jun Amanda Farrar
- 24-Jun Tony Crabtree
- 24-Jun Jay Cullom
- 25-Jun Henry Miller
- 25-Jun Paula Thomas
- 25-Jun Steve Zavisa
- 25-Jun Nicole Finch
- 25-Jun Kemberley Jefferson
- 25-Jun Richard Meeks
- 25-Jun Kenneth Parker
- 25-Jun Tony Luna
- 25-Jun Charles Jeter
- 26-Jun Mark Sesler
- 26-Jun Mike Kidd
- 26-Jun Michelle Atkinson
- 26-Jun Terry Cline
- 26-Jun Beth Woodard
- 26-Jun JoeDeSarla
- 26-Jun Daryl Phillips
- 26-Jun Jose "Puchó" Martinez
- 26-Jun Gregg Brown
- 26-Jun Carla Rogers
- 26-Jun Moronke Victoria Olubola
- 26-Jun Tim Callahan
- 27-Jun Bobby Smith
- 27-Jun Kelly Gafford
- 27-Jun David Huffman
- 27-Jun Cheryl Kilburn
- 27-Jun Brandon Russell
- 27-Jun Pamela Scheffer
- 27-Jun Rodney Davis
- 28-Jun Jason Loftis
- 28-Jun Kris Thomson
- 28-Jun Jimmy Pitts
- 28-Jun Dana Talley
- 29-Jun Damon Price
- 29-Jun Celeste Favors
- 29-Jun Christopher Wilson
- 29-Jun Debbie Marsteiner

**MTAR MEMBER BULLETIN BOARD**

**YOUR OFFER DATES:** June 16-30, 2019

**YOUR ACTION:** *Share Homeownership Matters Month with your clients*

**YOUR REWARD:** *"Social Media for REALTORS®; 101+ Do's & Don'ts" download. Digital download value: \$9.95*



June is National Homeownership Month, join us in celebrating! The Consumer Advocacy Outreach Program, Homeownership Matters needs your help to promote homeownership in your community and inspire current and future homeowners to advocate for policies that protect homeownership.

It is easy – share one of the social posts provided along with the images using on the form using #HomeownerHero. In addition to helping protect homeownership now and into the future, you will also receive a digital download of *Social Media for REALTORS: 101+ Do's and Don'ts – Download.*

**2020 Easy Payment Plans Started May 15th!**

Your MTAR leadership is pleased to once again offer the 2020 Payment Plan option starting May 15th.

What is the payment plan? The payment plan allows our current members to begin budgeting their funds for 2020...now!

Members can set themselves up on payment plans that include 2020 dues, SentiLock and voluntary RPAC. Your MTAR staff runs a fixed manageable payment each month.

YOU tell US the date; YOU tell us the amount.

And when January 15, 2020 (or sooner) rolls around, there is no last minute scrambling. Your payment has been completed.

Obviously, the sooner you start, the less the monthly payment can be. Let's reference the chart below. You budget for 2020 dues starting May 15th. Just dues, and nothing but dues. On May 15th, the MTAR staff would run your payment of \$65.00. On June 15th, \$65.00, July 15th \$65.00 and so on. 8 payments of \$65.00, with a final payment of \$55.00 (no later than January 15th). If you wait until June to begin, each monthly payment is \$75.00, with a final payment of \$50.00.

In addition to dues, you can include 2020 voluntary RPAC and/or SentiLock as well. Again, the below chart shows you all the possible combinations, and the total dollar amount you are bundling, and making monthly payment plans.

Visit the website [www.mtar.org](http://www.mtar.org) to find the Processing form and the agreement, as well as the payment plan guide. Read the agreement; print the processing form, agreement, complete with help from the payment plan guide and email back to Wayman. Please note the plan is not for CURRENT If you have any questions, contact Wayman at [wayman@mtar.org](mailto:wayman@mtar.org).

2020 Payment Plans  
Monthly Payment Guide

Possible Combinations	Dues	RPAC	SL FEE	FEE	Total
Dues Only	555.00			20.00	575.00
Dues & RPAC Only	555.00	25.00		20.00	600.00
Dues & SentiLock Only	555.00		131.70	20.00	706.70
Dues, RPAC & SentiLock	555.00	25.00	131.70	20.00	731.70

Dues Only If Started in	Monthly Payment	# Monthly Payments	Final Payment	Total Payments	Total
May	65.00	8	55.00	9	575.00
June	75.00	7	50.00	8	575.00
July	85.00	6	65.00	7	575.00
August	100.00	5	75.00	6	575.00
September	115.00	4	115.00	5	575.00
October	145.00	3	140.00	4	575.00