

MTAR Member News

September 16, 2019



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Have you received YOUR 2019 Golden Rule(r) yet? **47** 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.

2020 Officers & Directors Election Announcement

MIDDLE TENNESSEE ASSOCIATION OF REALTORS® NOMINATION OF 2020 OFFICERS AND DIRECTORS

MEMBERSHIP NOTIFICATION SEPTEMBER 16, 2019

The Nominations Committee has presented a slate of Officers and Directors to the MTAR Board of Directors for approval for 2020. The proposed slate listed here has been approved by the Board and is presented to our members for election. Officer and Director nominees, upon election, shall serve on the Board of Directors beginning January 1, 2020.

2020 PRESIDENT-ELECT – CHRISTOPHER WILSON

EXIT Realty Bob Lamb & Associates

2019 TREASURER – SHELIA LUNSFORD

Team George Weeks Realty

2019 SECRETARY – SHARON SWAFFORD

Swafford's Property Shop

DIRECTORS FOR 2020-2022

David Balfour – RE/MAX Elite, Murfreesboro

Joe Chittaphong, PARKS, Smyrna

Larry Gilliland, Wayfast Realty, Murfreesboro

Blaine Little, Reliant Realty ERA Powered, Murfreesboro

Returning Directors:

Felita Smotherman – Intero Real Estate Services, Murfreesboro

Janet Nettles – Middle Tennessee Properties, Manchester

Bill Jakes – Bill Jakes Realty

Mindy Patton, Reliant Realty ERA Powered

2020 President – ROBERT MORRIS, PARKS, Smyrna

Past President – GREG MYERS, Ann Hoke & Associates Keller Williams

In accordance with the MTAR Bylaws, additional candidates qualified for the offices to be filled may be submitted for vote by petition of 20% of the MTAR REALTOR® Members eligible to vote (requiring 397 signatures) prior to the election. The petition must be filed with the Secretary at least two weeks prior to the vote, deadline of October 2nd, 2019. The Annual Membership Meeting is set for October 16, 11:30-1:00 at MTAR. For more information, call MTAR at 893-2242.

Electronic voting by eligible REALTOR® members will be available online at www.mtar.org beginning Thursday, October 3rd, 2019. Each REALTOR® member shall be entitled to cast one (1) vote. Proxies are prohibited. If there are no additional qualified petition candidates presented for election, the slate of Officers and Directors can be approved by acclamation at the Annual Meeting on October 16, 2019.

MTAR Calendar

Monday, Sept. 16
9:00-4:00—TREC
Core Class, MTAR,
6 CE, \$45

Sept. 17-20
TN REALTORS® Con-
vention, Sandestin,
FL

Wed., Sept. 18
2:00-3:30—Gov't
Affairs Cte. Mtg.

Monday, Sept. 23
10:00-11:00—

Grievance Cte. Mtg.,
MTAR office
5:00-7:00—RPAC 6
to \$99 at Hoppy's
Harbor Grille, Smyrna

Wed., Sept. 25
9:00-12 noon—NAR
Safety Course, 3 CE,
\$25, MTAR office

Thursday, Sept. 26
11:30-6:00—14th
annual REALTORS
Charity Golf Scram-
ble, Manchester, Wil-

lowbrook Golf Course

Friday, Sept. 27
2:00-3:00—
Community Relations
Cte. Mtg., MTAR of-
fice

Sept. 30-Oct-3
8:00-5:00—Ninja
Selling course, 32 CE
hrs., \$750, register
at
[www.ninjaregistratio
n.com](http://www.ninjaregistratio
n.com)

Wednesday, Oct. 2
8:30-4:30—2020

Strategic Planning
session, Courtyard
by Marriott.
10:00-3:00—
Realtracs training at
MTAR. Register on
RealTracs site.
1:00-2:30—RPAC
Cte. Meeting, MTAR

Thursday, Oct. 3
10:00-3:00—
RealTracs training at
MTAR

From the producers of HGTV's hit show MY LOTTERY
DREAM HOME comes an exciting new TV show...

NOW CASTING

Calling All Realtors: A Fun TV Opportunity!

Do you have a client who's buying a house as a gift to a loved one to say "THANK YOU"? It can be for a parent, grandparent, sibling, mentor, friend, coach, pastor, etc. (But it has to be a surprise!) With a celeb host & fun, feel-good vibes, this show will serve as a time capsule of a special moment and be something your client can relive over & over again.



If you have a lead, please reach out TODAY:
castingcallinbox@gmail.com OR (310) 237-6279



<https://www.c2ex.realtor/>



Beyond The Call.

RESIDENTIAL & COMMERCIAL

Call to Schedule Service Today

(888) 835-7061

www.arrowexterminators.com

Training & Educational Choices for MTAR Members!

SEPTEMBER & OCTOBER Education Classes

September 16—TREC Core Class, 9:00-4:00, MTAR, 6 CE, \$45

September 25—NAR Safety Training, 9:00-12 noon, MTAR, \$25, 3 CE

September 30-October 3—NINJA Selling, 32 CE hrs., \$750, MTAR, register at www.ninjaselling.com

October 21—NAR Ethics class, 3 CE, \$25. Franklin County Chamber office, Winchester



The CE Shop
Autumn Savings
SAVE 25%
on your real estate education
promo code
SEPT25

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



Working in real estate means working with many people in a variety of locations and online. While focusing on finding the best real estate opportunities for your clients, you need to keep an eye on the risks of doing business.

Real Estate Safety Matters: Safe Business = Smart Business, is a three-hour course brought to you by the National Association of REALTORS® and the REALTOR® Safety Program. Learn how you can easily keep business risks low while increasing opportunities for growth by:

- Realizing your exposure to risk.
- Following safety best practices when showing property, conducting an open house, working in the office, and driving alone or with clients or customers.
- Learn how to quickly assess a potentially dangerous situation and take appropriate action.
- Safeguard your own and your clients' personal data, as well as practice prudent use of social media and mobile phone technology.
- Encourage all agents and employees to follow safety best practices and company safety policies.

Middle Tennessee Association Of REALTORS®

Wednesday, Sept. 25
9:00-12 noon
3 CE hours \$25
Chris Garrett, Instructor

Register at www.mtar.org/education-registration
Class Sponsored by



Pricing Strategy Advisor

Thursday, Nov. 14, MTAR
7 CE hours— 8:30-4:30
\$100



Military Relocation Professional

Friday, Nov. 22, MTAR
8 CE hours— 8:00-5:00
\$125

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



NATIONAL
ASSOCIATION of
REALTORS®



RPAC'S "6 TO \$99" SOCIAL EVENT

HOPPY'S HARBOR GRILL

September 23, 2019 at 5 to 7 pm.

Fate Sander's Boat Dock
5137 Weakley Road
Smyrna, TN

Please join us for a terrific evening of fun

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

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

Food, Fun, Festivity and Friends in a relaxing atmosphere on Percy Priest lake. Networking and friendly conversation with fellow REALTORS and affiliates as you relax with appetizers and beverages at Hoppy's Bar and Grill. All in support of RPAC and our advocacy of individual property rights and home ownership.

THANK YOU TO OUR WONDERFUL SPONSORS!



RSVP to Rex Brown, 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.



Sign up for CFA Mobile Alerts Text 30644

One of the ways REALTORS® can make our voices heard in the halls of power is by responding to Calls For Action (CFA). If you have not done so, please **text "30644"** to sign up for mobile alerts. You'll be notified when a CFA is issued and can respond quickly and easily. *Messages will be sent sparingly, and you will NOT receive ANY other texts.*



Murfreesboro Councilmember, Ronnie Martin will be joining us at the September 18th Government Affairs meeting. If you are interested in attending, please rsvp to rex@mtar.org to make sure we have ample space.

August, 2019 Closed Sales Summary

August, 2019	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	73	95	1765	1795	\$225,216	\$219,526	45	504	98.24%
Cannon County	20	16	1540	1648	\$177,130	\$212,178	22	91	98.98%
Coffee County	86	114	1846	1778	\$184,347	\$182,287	25	641	98.29%
Franklin County	55	69	2056	1990	\$237,186	\$234,959	38	367	97.01%
Grundy County	3	10	1860	1879	\$158,000	\$179,350	33	43	94.59%
Marion County	1	3	2200	2308	\$190,700	\$405,677	518	21	93.00%
Moore County	3	8	1603	2429	\$154,667	\$312,783	14	36	96.89%
Rutherford County	716	728	2101	2116	\$291,224	\$291,767	24	4786	99.49%

14th Annual REALTORS Charity Golf Scramble at Willowbrook Golf Club in Manchester, Tennessee

Presented by: **AmeriCare** Termite, Pest Control & Moisture Specialists | **human mortgage** by First Community Mortgage | Hole in One Prize Sponsor **Stan McNabb** MIDDLE TENNESSEE ASSOCIATION OF REALTORS

Benefitting: **Fill the Fire Truck Christmas from Laidly & Levi** | **SUMMER CAMP** | **MTAR MIDDLE TENNESSEE ASSOCIATION OF REALTORS Scholarship Fund**

Thursday, September 26, 2019 Lunch 11:30, Shotgun start 1:00

Registration includes lunch, cart, game, liquid refreshments on the course, team photos and surprises for everyone!

The Silent Auction of sports memorabilia and celebrity autographed items will be open throughout the afternoon. Bring your credit cards and check books!

Player Registration

Teams- \$300.00 Individual Players \$75.00

Team Name: _____ Total: \$ _____ Check #: _____
 Players: _____ Visa/MC _____
 Name: _____ # _____
 Name: _____ Exp. date _____ V-Code _____
 Name: _____ Billing address: Street # _____ Zip Code _____
 Name: _____ Signature: _____
 Contact Person: _____
 Email: _____ Phone: _____

Payment for the 14th Annual MTAR Charity Golf Scramble must accompany registration, or payment for entire team received at check-in table prior to playing.

Email registration to rex@mtar.org or fax (877) 893-2250.
 For more information, call (615) 893-2242.
 Mail to MTAR · 311 Butler Drive Murfreesboro, TN 37127

Photo by Chuck Negas



Susan Gatlin
Realtor/Broker
License: 311675

Office: 931-433-4070
Cell: (256) 424-5378
susangatlin1@outlook.com

LEADING EDGE TEAM GATLIN

1423 Huntsville Hwy
Fayetteville, 37334

Broker Open House

Thursday

September 19, 2019

11am - 2pm

1411 Highway 130 East
Shelbyville, TN 37160
Listed at \$399,000




Lunch provided by:
First Community Mortgage



human mortgage
by First Community Mortgage

Tracy Sims - Loan Originator
NMLS ID 793784 | Cell: 931.580.1016
Office: 931.685.1005
tracy.sims@fcmhomeloans.com
605 Del Ray St. Shelbyville, TN 37160
www.humanmortgage.com

FOR SALE: Offered at **\$205,900**
 3845 Old Alto Hwy, Decherd, TN 37324

Brand New Remodel




Single Family Residence	
Bedrooms:	3
Total Baths:	2
Living Area:	1,784 sq ft
Lot Size:	1.69 acres
Garage:	2 car
Year Built:	1955
Subdivision:	None
School District:	Franklin County
MLS #:	2078934

Listing Courtesy of: Exit Realty Partners

Description

Welcome to 3845 Old Alto Hwy. A fabulously renovated home located less than two miles from Nissan, convenient to Winchester, and minutes to Tim's Ford Lake! This home boasts hardwood and tile flooring, fresh paint and new fixtures throughout. A wonderful kitchen with white cabinets, granite counter tops, and stainless steel appliances is sure to please! Outside features include almost two acres, barn, and covered carport with shop. No city taxes. Call to see this home today!



Presented by
Ryan Barker REALTOR®

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Agent: exitbryanmar.com

EXIT Realty Partners
861 McArthur Street
Manchester, TN 37355

WHAT WOULD HAPPEN IF YOU COULD

INCREASE YOUR INCOME PER HOUR & HAVE A LIFE?

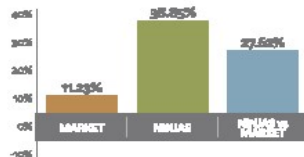


Ninja Selling is a user-friendly selling system designed to transform your business and your life. The Ninja Installation will give you the tools to achieve predictable results. Be an on-purpose REALTOR® instead of an on-accident REALTOR®.



"This is the best sales training I have ever taken. I have been through the Cisco Professional designation, the Polycorn Certified Sales Expert, Microsoft Solution Selling, and more. This is by far the best breakdown of the sales process I have been involved in."

JIM MERRION, Coldwell Banker, Boulder, CO



Benefits - Composite results for Ninjas in U.S. and Canada completing in their day 90 (median) in one year or less.
 Market - Average change in dollar volume for those areas in U.S. and Canada where Ninja Installation guidelines are available.
 Ninja - Change in Gross Commission Income (GCI).

LEARN THESE SKILLS

- The ability to run your brain and your belief system
- The 16-Step Seller Process
- The 10-Step Buyer Process
- Flow System that generates a continuous stream of customers
- The Negotiation System

When: September 30 - October 3
 Where: MTAR
 311 Butler Drive, Murfreesboro
 Invest: \$750
 Register: www.ninjaregistration.com
 Contact: Brenda Hines
brenda@parksathome.com

NINJA INSTALLATION
 FOCUS. SKILLS. ACTION. RESULTS.

**Middle Tennessee
Association of
REALTORS®**

311 Butler Drive
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Toll Free: 877-893-2242
Fax: 615-893-2250
Toll Free Fax: 877-893-2250

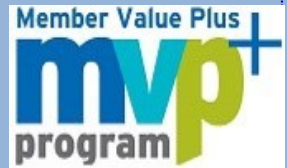
THAT'S WHO WE R REALTOR



- 15-Sep Gary Jernigan
- 15-Sep CJ Stone
- 15-Sep Jean M. Cline
- 15-Sep Nancy McGrath
- 16-Sep Christina Elam
- 16-Sep Shae Taylor
- 16-Sep David Gilliam
- 17-Sep Libby McKnight Raymond
- 17-Sep Maurice Johnson
- 17-Sep Frank Throneberry
- 17-Sep Rob Thomas
- 18-Sep Hannah Monilaw
- 18-Sep Chad Hewitt
- 18-Sep Priscilla Souza
- 18-Sep Ed Andrews
- 19-Sep Dave Bartley
- 19-Sep Tracy Michello
- 19-Sep Charles Brandon
- 19-Sep Chris L. Canary
- 20-Sep Felita Smotherman
- 20-Sep Chad Smotherman
- 20-Sep Steven Taylor
- 20-Sep Fernard Hennings
- 20-Sep Teresa Smith
- 20-Sep Tammy Jean Paxson
- 20-Sep Beth Fricke
- 20-Sep Kaysone Pboui Phongsouvanh
- 20-Sep Angela Perrien
- 20-Sep Bounsouk Billy Sivongsa
- 20-Sep Dim Ngaih Khawl
- 20-Sep Lori Harbour
- 20-Sep Larry Gilliland
- 20-Sep Angela M. Kidd
- 20-Sep Stan Hunter
- 21-Sep Talina Vezina
- 21-Sep Jeff Haynes
- 21-Sep Linn Guss
- 21-Sep Detrick Nelson
- 21-Sep Zain Sheikh
- 21-Sep Lora Rodgers

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: *September 1-15, 2019*
YOUR ACTION: *Join the REACH Insight Panel & Complete one Demo of a REACH 2019 Company*
YOUR REWARD: *Receive exclusive discounts & offers from each of the 8 REACH 2019 companies*



The REACH Insight Panel was created for real estate professionals like you to help improve your business and the real estate industry. Test out new products and provide feedback so that the tools and services are customized for YOU! After demoing one or more products and completing a brief survey, you will receive exclusive offers from the companies.

National Association of Realtors® created REACH to build a bridge between Realtors® and today's top new technology companies. If you are looking to take your business to the next level, the REACH companies can help you get there.

We know how hard it is to sort through the thousands of technology companies out there to find the ones that can truly help you save time and earn more in your business. The REACH companies represent this year's top technology companies and have been identified and selected to participate in the program because we feel they have the potential to add tremendous value to you as members and the industry as a whole.



Tennessee Fair Housing Survey

Open to ALL Tennesseans
Please Respond by October 4, 2019

Fair and affordable housing matters to everyone.
The Tennessee Housing Development Agency (THDA) and partners are conducting a study of fair housing in Tennessee and are seeking your experiences.

Please scan the QR code or visit the links below by October 4, 2019.
The survey is also posted at www.THDA.org.



English: <https://www.surveymonkey.com/r/FairHousingTN>

Para Español: https://www.surveymonkey.com/r/FairHousingTN?lang=es_US

Please contact Research@THDA.org for questions and accommodations.

