



MTAR Member News

October 14, 2019

September, 2019 Sales Report

Middle Tennessee Association of REALTORS®

MONTHLY STATISTICS

2019

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

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(all counties)

816

CLOSED RESIDENTIAL SALES

\$192.9k

AVERAGE SALES PRICE

35.75

AVERAGE DAYS ON MARKET

97.10%

AVERAGE S/L PRICE % YTD

- 14.7% Decrease in residential sales from last month.
- 4.67% Decrease in average sales price from last month.
- 1,679.50 Average square feet.
- 7,312 closed, year to date, across all counties.

September 2019	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	759	70	67	3
Average Price	\$272,775	\$212,218	\$158,995	\$221,667
Median Price	\$260,500	\$202,250	\$70,000	\$230,000
DOM	27	25	133	20
Total Inventory	3,324	168	1,313	27
Active Inv	1,877	69	1,161	16
Under Contract Inv	1,449	100	151	11
New Listings	1,123	72	119	6
New Under Contract	825	63	80	7

Rutherford County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	716	592	633	517
Ave Sq Ft	2101	2109	2126	2069
Ave Sales Price	\$291,224	\$293,636	\$283,292	\$274,531
Ave DOM	24	24	24	27
S/L Price %	99.69%	100.00%	99.97%	99.99%

Bedford County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	73	52	67	53
Ave Sq Ft	1765	1806	1702	1829
Ave Sales Price	\$225,216	\$221,836	\$188,685	\$222,409
Ave DOM	45	32	32	38
S/L %	99.52%	98.84%	97.86	97.92%

Cannon County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	20	14	13	9
Ave Sq Ft	1540	1738	1678	1508
Ave Sales Price	\$177,130	\$211,214	\$ 208,787	\$ 133,544
Ave DOM	22	41	54	15
S/L %	97.47%	98.93%	97.2%	103.66%

Coffee County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	86	84	72	93
Ave Sq Ft	1846	1875	1932	18696
Ave Sales Price	\$184,347	\$188,289	\$196,007	\$183,399
Ave DOM	25	21	31	32
S/L %	98.43%	97.66%	98.39%	0.9799%

Franklin County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	55	57	55	32
Ave Sq Ft	2056	1723	2016	1764
Ave Sales Price	\$237,186	\$190,589	\$268,201	\$182,665
Ave DOM	38	46	69	52
S/L %	96.63%	96.37%	0.9665%	94.75%

Grundy County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	3	9	5	5
Ave Sq Ft	1860	2441	1694	1728
Ave Sales Price	158000	209436	150200	\$119,700
Ave DOM	33	87	29	55
S/L %	97.75%	94.6%	0.9803%	0.997%

Marion County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	1	no sales	4	3
Ave Sq Ft	2200	no sales	1627	2257
Ave Sales Price	\$190,700	no sales	\$146,325	\$372,200
Ave DOM	518	no sales	87	257
S/L %	79.11%	no sales	0.9811%	96.77%

Moore County Residential Sales	Aug-19	Sep-19	Aug-18	Sep-18
Total Closed	3	8	5	3
Ave Sq Ft	1603	1744	1981	1090
Ave Sales Price	\$154,667	\$217,886	\$266,160	\$109,567
Ave DOM	14	34	144	18
S/L %	97.72%	100.11%	0.9956%	98.41%



Have you received YOUR 2019 Golden Rule(r) yet? **53** 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.

MTAR Calendar

Wed., October 16

9:00-10:30—MTAR

Board of Directors

11:30-1:00—Annual Meeting & Election Luncheon

2:00-3:00—Gov't Affairs Cte. Mtg., MTAR

Thursday, Oct. 17

9:30-10:30—Education Cte. Mtg.,

2:00-3:00—Community Relations Cte. Mtg., MTAR office,

stuff Senior Care Bags

Friday, Oct. 18

10:00-12:00—Meals on Wheels volunteer project, Murfreesboro area

Monday, Oct. 21

9:00-12:00—NAR Ethics training, Franklin County Chamber of Commerce, Decherd, 3 CE, \$25

Sunday, Nov. 3
Daylight Savings Time Ends!



Tuesday, Nov. 5
1:00-2:00—Member Services Cte. Mtg.

November 6-11
NAR Convention, San Francisco, CA

Wed-Fri, Nov. 6-8
8:00-4:00—New Member Orientation, MTAR, 11 CE hours

Wed-Thu, Nov. 6-7
RealTracs training classes, register online at RealTracs

Wed. Nov. 6
1:00-2:00—RPAC Cte mtg., MTAR

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



The National Association of REALTORS® created the Commitment to Excellence program to encourage the professional development of REALTORS® by utilizing a multifaceted approach aimed at offering opportunities for continuing education and professional growth. A member's Commitment to Excellence is a continual practice, and a lifelong commitment to superior professionalism and providing first-rate customer service.

The Commitment to Excellence Program is defined by eleven competencies which indicate a REALTOR®'s commitment to ethics, advocacy, technology, data privacy, outstanding customer service, and much more. Each competency is tied to tasks and learning modules which are preceded by a Skills Assessment. These assessments offer each REALTOR® the opportunity to receive a comprehensive identification of skills that measure a REALTOR®'s proficiency in the related C2EX competency.

RITERUG FLOORING

LaVergne, TN **615-752-7571** www.riterug.com

Training & Educational Choices for MTAR Members!

OCTOBER & NOVEMBER Education Classes

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

November 6-8—New Member Orientation, 8:15-4:00, MTAR office

November 6-7—RealTracs training, register online at <https://www.realtracs.net/Help/ClassSchedule>

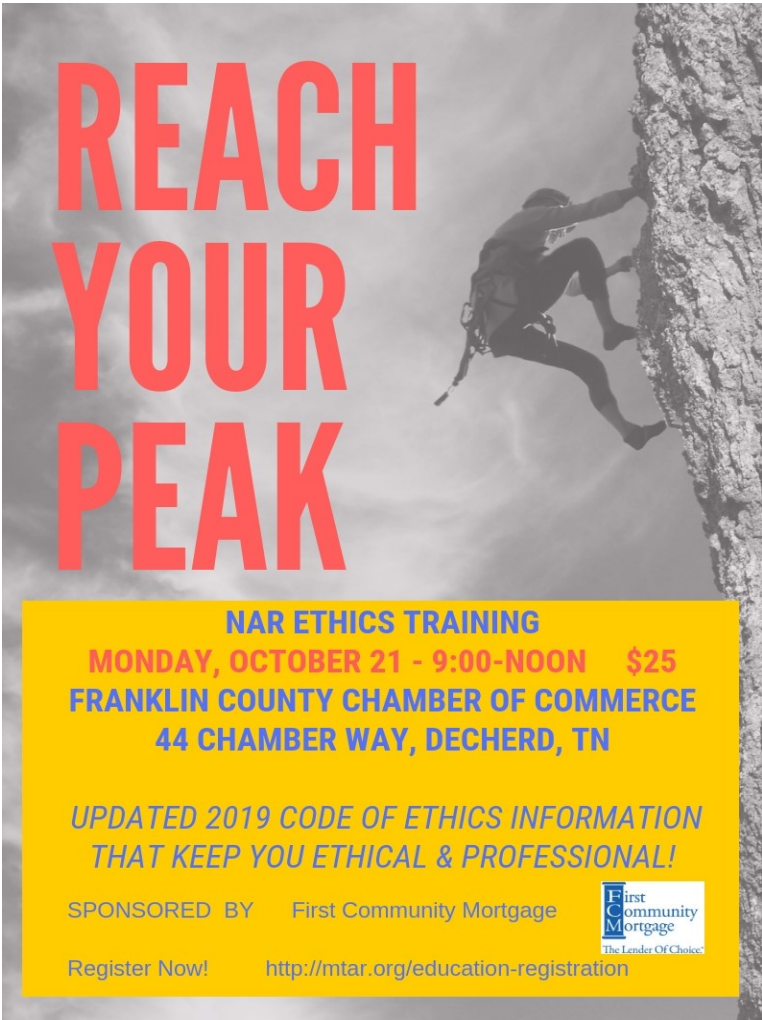
November 12—RealTracs training, 10:00-3:00, Coffee County Adm. Bldg., register online at <https://realtracs.net/Help/ClassSchedule>

November 14—Pricing Strategy Advisor certification, MTAR, 8:30-4:30, 7 CE, \$100



The CE Shop
Harvest the Savings
SAVE 25%
on your real estate education
promo code
OCT25


Enroll today:
<http://mtar.theceshop.com/>
Promotion expires Oct. 31, 2019

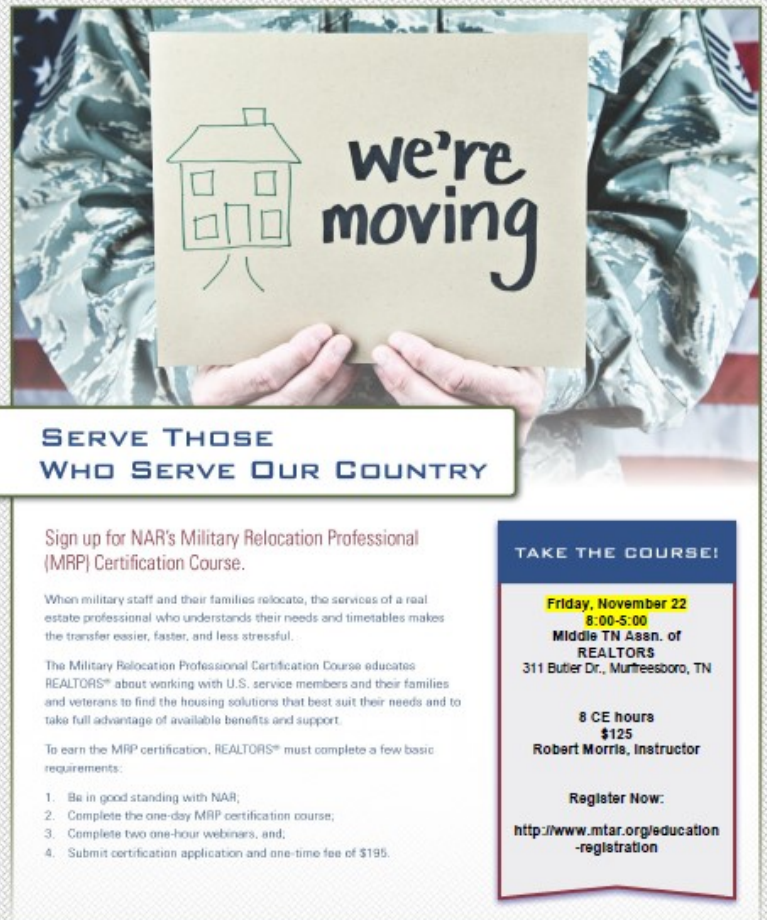


REACH YOUR PEAK

NAR ETHICS TRAINING
MONDAY, OCTOBER 21 - 9:00-NOON \$25
FRANKLIN COUNTY CHAMBER OF COMMERCE
44 CHAMBER WAY, DECHERD, TN

UPDATED 2019 CODE OF ETHICS INFORMATION THAT KEEP YOU ETHICAL & PROFESSIONAL!

SPONSORED BY First Community Mortgage 
Register Now! <http://mtar.org/education-registration>



SERVE THOSE WHO SERVE OUR COUNTRY

Sign up for NAR's Military Relocation Professional (MRP) Certification Course.

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful.

The Military Relocation Professional Certification Course educates REALTORS® about working with U.S. service members and their families and veterans to find the housing solutions that best suit their needs and to take full advantage of available benefits and support.

To earn the MRP certification, REALTORS® must complete a few basic requirements:

1. Be in good standing with NAR;
2. Complete the one-day MRP certification course;
3. Complete two one-hour webinars, and;
4. Submit certification application and one-time fee of \$195.

TAKE THE COURSE!

Friday, November 22
8:00-5:00
Middle TN Assn. of REALTORS
311 Butler Dr., Murfreesboro, TN

8 CE hours
\$125
Robert Morris, Instructor

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

LEARN MORE AT
WWW.MILITARYRELOCATIONPRO.ORG



FINAL NAR ETHICS & TREC CORE CLASSES FOR 2019!

Mark your calendar now!

- | | |
|------------------------------------|--|
| October 21—NAR Ethics | Franklin Co. Chamber, Winchester |
| November 18—TREC Core Class | D.W. Wilson Comm. Center, Tullahoma |
| December 9—NAR Ethics | MTAR office |
| December 16—TREC Core Class | MTAR office |

Save the Date: RPAC Major Investor Reception

The RPAC Major Investor Reception will be held on Saturday, November 9 from 7:00 to 10:00 p.m. aboard the U.S.S. Hornet. The U.S.S. Hornet offers spectacular views of the San Francisco skyline and Bay Bridge, and its exhibits include vintage aircraft as well as Apollo moon artifacts. We hope to see you and your fellow 2019 Major Investors there! For more information, contact [Beth Brittingham](mailto:Beth.Brittingham@mtar.org) at 202-383-1209.

Our Final 6 to \$99 event is in the planning stages for November 18. We need a sponsor and a venue. If there is some where you would like to try, get your suggestions to rex@mtar.org.

If you do business with an affiliate who would like one more opportunity to get in front of some of our most influential REALTORS, this is it. Contact rex@mtar.org



We would like to recognize our
 MTAR Major Investors so far in 2019.

Golden R President's Circle

*Debra Beagle Janice Carlton
 Chris Garrett*

Sterling R

Debbie Mann Greg Myers Janet Nettles

Bob Sorey Sharon Swafford

Stan Vaught Katrina Waldrip

Christopher Wilson Leshaye Sawyer

Bronze R

Sandra Blunkall Jay Cash

Matt Sargent Chuck Shaw

Stephanie Tellez Candy Joyce

There is still time to make **your** major investment in

RPAC *The voice of the REALTOR Party*

The regular scheduled meeting of the MTAR Government Affairs Committee will be on October 16 at 2:00 pm.

There is still time to become a 2019 RPAC **Major Investor**. Your investment matters. Time is running out.

Contact rex@mtar.org for information.



Just a friendly reminder that the RPAC transmittal deadline is quickly approaching! In order for you and your members to be recognized as RPAC Major Investors in time for the 2019 REALTORS® Conference & Expo in San Francisco, RPAC investments must be submitted to the NAR Finance Office no later than **Wednesday, October 16, 2019**. For more information reach out to the NAR RPAC staff with any questions.

 Liz Demorest
 RPAC Fundraising Manager |
 Advocacy Group
 NATIONAL ASSOCIATION OF
 REALTORS®
 500 New Jersey Ave., NW |
 Washington, DC
 Email: ldemorest@realtors.org |
 Office: 202.383.1061

You may also contact rex@mtar.org.

Condo Rule Opens Door to Homeownership for Middle Income Americans

As many may already know, the Department of Housing and Urban Development last week announced the long-awaited arrival of new Federal Housing Administration condominium loan policies.

Many of the changes secured in the rule are policies for which NAR has advocated for over a decade, and indeed we believe the final product will yield thousands of new homeownership opportunities and help alleviate affordability and inventory problems plaguing markets across the country.

Specifically, the new guidance extends certifications from two years to three, allows for single-unit mortgage approvals, provides more flexibility with owner/occupancy ratios, and increases the allowable number of FHA loans in a single project. The rule will go into effect in mid-October.

Committee assignments will be coming soon. If you are interested in volunteering for the RPAC or the Government Affairs Committee, contact rex@mtar.org.

Start Pricing Homes with Confidence.



Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs). In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

Visit PricingStrategyAdvisor.org to learn how to earn the PSA certification.



**Thursday, November 14
8:00-5:00**

**Middle TN Assn. of REALTORS
311 Butler Dr., Murfreesboro, TN**



**8 CE hours
\$125**

Robert Morris, Instructor

Register Now!

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

The Benefits of Membership

Who We Are

With more than \$2 billion in assets, Ascend is the largest credit union in Middle Tennessee and one of the largest federally chartered credit unions in the United States.

Ascend is a not-for-profit full-service financial organization owned and operated by its members for the benefit of all who belong. We have a volunteer, unpaid Board of Directors, and our brand promise is to educate and help our members become effective financial stewards.

Membership Benefits

The More You Bank, the More You Could Earn

Last year Ascend shared \$6.3 million with our members. Use our calculator at ascend.org to estimate how much you could have earned.

Flexible Terms and Low Rates

Because we service most of the loans we make, we have the power to design loans with flexible terms and low rates to fit your needs.

Ascend Amphitheater

Ascend members get perks such as early access to tickets for select events.

Free Budgeting Tool

Ascend's free online Money Management tool helps with budgeting, debt management, investment tracking and more.

Financial Education and Calculators

Our free interactive online financial education center covers a full range of topics, from banking basics to investing.

Services

Mobile Banking

With Ascend's mobile app, you can use your smartphone to deposit checks, transfer funds, check your balance, and much more.

Online Banking

Online banking is the fast, free and convenient service that lets you access your accounts online to complete most transactions.

Phone Banking

Bank from any phone with our STAR system. Or bank from your mobile phone with our text/SMS service.

Access

Use your Ascend debit or ATM card for surcharge-free transactions at more than 55,000 ATMs worldwide. With a growing number of branches open 7 a.m. to 7 p.m. Monday through Saturday, come see us if you're in the Middle Tennessee area. Visit ascend.org or download our mobile app for a complete list of branch and ATM locations.

To learn more about Ascend, visit your nearest financial center or contact us at:

ascend.org // 800-342-3086

Join Ascend today!

In Person: Visit your nearest branch to open an account. Be sure to mention your organization's member code listed below as your membership eligibility.

Online: Open your account at ascend.org. From the eligibility page, choose Select Employee Group and search for your organization in the dropdown list.

Member Code: **MTAR** _____



Federally insured by NCUA.
M000 0719

CAN YOUR OFFICE HELP FILL SENIOR CARE BAGS?

Once again, MTAR is providing senior care bags for our Meals on Wheels project! We will be filling 100 bags with the items listed below, so we need 100 of each item. If you would like to add some of these items to the care bags (doesn't have to be all 100), please **drop it off at MTAR by Oct. 16th.**

- ◆ Hand sanitizer
- ◆ Hand wipes
- ◆ Kleenex

(travel size)

- ◆ Baby Powder (travel size)
- ◆ Lip balm
- ◆ Deodorant
- ◆ Toothbrush
- ◆ Q-tips (travel size)
- ◆ Mouthwash (travel size)
- ◆ Note pad & pen
- ◆ Hand Soap (pump bottle)
- ◆ Vicks Vapo-rub
- ◆ Toothpaste
- ◆ Eye glass cleaner (packets)
- ◆ Mints (sugar-free)
- ◆ Card games

or Puzzle books

- ◆ Hand warmers
- ◆ Socks (shoe top/no show)
- ◆ Anything YOU think they might like



SHELTON SQUARE

Join Us for Our

Oktoberfest

Ribbon Cutting/Grand Opening!

LUNCH and TOUR OF HOMES

T
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22

11 AM—2 PM



FUN & PRIZES

Live Polka Band, Giveaways & Office with the Most Realtors in Attendance to win \$500 to the Charity of Your Choice

GPS Address:
2928 BLACKMAN RD.
Murfreesboro, TN

Early RSVP by October 18 for a chance to win a \$100 Nordstrom Gift Card to underwoodmarketngandevents@gmail.com



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

THAT'S WHO WE 



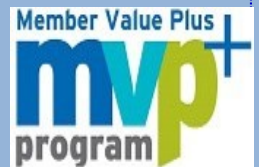
13-Oct Andrea Farless
13-Oct Sara Clarke Boccarossa
13-Oct Trenton Zorn
13-Oct Owen Turner
13-Oct Lynne White
13-Oct James Yates
13-Oct Rick Murr
14-Oct Steve Jarrell
14-Oct Mark S. Wilson
14-Oct Jessica London
14-Oct Christi Richey
14-Oct Georgia Evans
14-Oct Thomas N. Graves
15-Oct Jay Baucom
15-Oct Ashley Obersteadt
16-Oct Billy Philpott
16-Oct Wade Flannery
16-Oct Laurie Capper
16-Oct Melody King
16-Oct Miah Willis
16-Oct Mary Jo Maharidge
16-Oct Christopher Waters
16-Oct Carla Burton
17-Oct Jonah Hendricks
17-Oct John Stefanski
17-Oct Ashley Ford
17-Oct Annette Masterson
18-Oct Amie Lee Marks
18-Oct KevinDavis
18-Oct Mindy Patton
18-Oct Lance Howard
18-Oct Gene Watson
18-Oct Bob Gomia
18-Oct KevinWimberley
18-Oct Anna Corum
19-Oct Tammy Kidd
19-Oct Joel Neece
19-Oct Benny Pulley
19-Oct Tabatha Shea

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: *October 1-15, 2019*

YOUR ACTION: *Sign up for NAR's REALTOR Benefits Program Emails*

YOUR REWARD: *"The Little Black Book: Relationship Rules to Live By for REALTORS®, & drawing for \$100 Realtor Team Store gift card*




The Little Black Book: Relationship Rules to Live By for REALTORS® features hundreds of tips for building relationships with clients, networking dos and don'ts, and recommended tools and resources for maintaining lasting connections.

The guide is broken down into nine sections:

- Relationship Philosophies -14
- #1 Thing You Wish You Knew -11
- Key Do's and Don'ts-16
- Building and Maintaining Relationships-14
- Best Advice You Ever Received-17
- Tricks of the Trade-22
- Using Technology to Support Relationships-9
- Networking-21
- Essentials for Success-15

This guide was created with support from the NAR Marketing group and includes input from hundreds of NAR members.



You are invited to our

Annual Membership Meeting & Election Luncheon

Special Guest:
Dr. Philip Seagraves
Finance & Real Estate
Jones College of Business, MTSU

RSVP by noon Oct. 15th
Wednesday, October 16, 2019
11:30-1:00 MTAR