



# MTAR Member News

December 9, 2019

## December Events—Mark Your Calendar

### Inside this issue:

MTAR Calendar, Affiliate Spotlight, C2EX Professionalism program	2
Education Calendar, The CE Shop, TREC Core classes in December, Brokerage Management class, 2020 classes	3
2019 Major Investors Appreciation Event at Opryland	4
Women's Council of REALTORS Christmas Party and Installation, Save the Date for MTAR Installation	5
Member Birthdays, NAR MVP Offer, November Sales statistics	6



**KEEP CALM AND PAY YOUR DUES ONLINE**

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Payment for your 2020 Renewing Membership may be made online at [www.nar.realtor](http://www.nar.realtor). This is the preferred method.

To do this, you must first have registered at NAR's website. This site is 100% secure and offers you the payment option of Visa, MasterCard, Discover, American Express, or Electronic Check. You will receive a receipt of your payment from the site (MTAR will also receive the receipt after you pay and the information will be entered into your records).

### Rookie & Realtor® of the Year

Nominations are open!

Visit <http://mtar.org/rookie-of-the-year-nomination-form> for Rookie of the Year  
 Visit <http://mtar.org/realtor-of-the-year-nomination-form> for Realtor® of the Year

## MTAR Calendar

**Wed., Dec. 11**  
**9:00-11:00**—MTAR Board of Directors meeting, Mimi's Café, Medical Ctr. Pkwy., at The Avenues.

**Thursday, Dec. 12**  
**9:30-10:30**—Education Committee meeting, MTAR  
**11:30-1:30**—WCR Christmas Luncheon and Installation, MTAR office

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

**Tuesday, Dec. 17**  
**4:00-5:00**—Community Relations meeting, Jonathan's, The Avenues

**Wed., Dec. 18**  
**2:00-3:00**—Gov't Affairs Meeting, MTAR office

**Tues-Wed, Dec. 24-25**  
**MTAR Office closed for Christmas holiday!**



**Wednesday, Jan. 1**  
**MTAR closed for New Year's Day!**  
**Happy New Year!**



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

**36,163 REALTORS currently in process**  
**3,658 Certifications completed**  
**40,000 REALTORS to be C2EX certified by May, 2020—GOAL**

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.



*Stones  
 River  
 Title  
 Company, LLC*

# Training & Educational Choices for MTAR Members!

## DECEMBER & JANUARY Education Classes

**December 16**—TREC Core Course, 9:00-4:00 at MTAR, 6 CE, \$45

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

**January 8-9**—RealTracs Training @ MTAR, 10:00-3:00 each day, register online at <https://www.realtracs.net/Help/ClassSchedule>

**January 8-10**—New Member Orientation, 8:00-4:00 daily, 11 CE hours.

**January 13**—TREC Core Class, 6 CE hours, \$60, MTAR office—9:00-4:00

**January 14**—2020 Contracts Update, MTAR office, 1:00-4:00, \$30, 3 CE hrs.



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

DIG DEEP. DOWN TO THE CORE!

# TREC Core Class

Monday, December 16  
9 am - 4 pm

MTAR office, 311 Butler Drive  
Randa Dawson, Instructor

Sponsored by  


6 CE - \$45

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

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

## TREC OFFICE BROKERAGE MANAGEMENT COURSE

*Be your own Broker ~ Run your own firm or team!*



TREC requires this 30 hour Brokerage Management course as a portion of the required 120 hours of real estate classroom education prior to completing the application for the Broker exam. Students will evaluate & review components of a business plan. This course will cover law, deeds, agency, management, planning, training, finance & growth analysis. Remember, There is NO CE credit for this class. To be eligible to take this course, candidates must have held an active license that meets at least one of the following criteria:

- Twenty-four (24) months actively licensed, if licensed as an affiliate broker on or before May 12, 1988
- Thirty-six (36) months actively licensed, if licensed as an affiliate broker after May 12, 1988
- Twenty-four (24) months actively licensed, if the candidate has a baccalaureate degree with a major in real estate

All the materials you need are provided, so register today!!!

**Dates:** Jan. 23, 24, 27-29, 2020

**Time:** 9:00 am to 4:00 pm each day  
**Place:** MTAR office in Murfreesboro  
**Cost:** \$300 members, \$100 to audit class (must bring own book)

**Instructor:** Robert Morris, ITI, ABR, CRS, CRB

### Weather Notice:

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather, classes are cancelled and the office will likely be closed. Check our website and Facebook page for details and confirmation of changes.

### ATTENDEE COURSE REGISTRATION INFORMATION

Name: \_\_\_\_\_

Firm Name: \_\_\_\_\_

License #: \_\_\_\_\_ Contact #: \_\_\_\_\_

Email Address: \_\_\_\_\_

Association: \_\_\_\_\_

**PAYMENT OPTIONS:** Cash  Check  MC/VISA/Disc.

Credit Card #: \_\_\_\_\_

V-Code: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Number on billing street address: \_\_\_\_\_  
(Example: If billing address is 311 Butler Drive, you write 311 in blank)

Signature: \_\_\_\_\_



**Please Make Payment Payable To:**  
MTAR  
311 Butler Drive  
Murfreesboro, TN 37127  
(615) 893-2242 / Fax #: (615) 893-2250

Course Provider: Robert Morris Seminars, Inc  
Sponsor #: 1235 Course #: 2320

## WATCH FOR THESE CLASSES IN 2020!

**TN REALTORS Contracts Update 2020—January 14, 2020**

**Broker Office Management Course—January 23-29, 2020**

**TREC Broker Core Class—March 26, 2020**

**SRS-Sellers Representation Specialist—May 21-22 ...and more!**





hosted by

**Women's Council of REALTORS®**  
Middle Tennessee

*Christmas Celebration*  
&  
*2020 Officer Installation*

Thursday, December 12th  
11:30am - 1:30pm

Middle TN Assoc. of Realtors  
311 Butler Dr, Murfreesboro

**FREE**  
*Luncheon with Giveaways*

SAVE THE DATE

**2020  
INSTALLATION  
&  
AWARDS DINNER**

JANUARY 14, 2020  
EMBASSY SUITES HOTEL  
6 PM

**2020 TNEX SUMMIT**

*New dates & location!*  
February 3-5, 2020  
Hilton Nashville Downtown

Tennessee Excel Summit (TNEX)\*

**TENNESSEE REALTORS®**  
\*formerly Spring Conference

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 



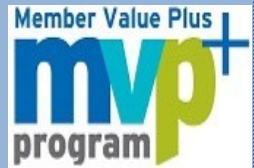
- 8-Dec Tonya Biter
- 8-Dec Lori Cummins
- 8-Dec Diane Carrick
- 8-Dec Megan Beard
- 8-Dec Monte Mohr
- 9-Dec Martha McDermott
- 9-Dec Richard Lewis
- 9-Dec Joy Green-Hadden
- 9-Dec Patrick Rhodes
- 10-Dec Jimmy Davis
- 10-Dec Millie VanHook
- 10-Dec Tiffany Thomas
- 10-Dec Stacy Aaron
- 10-Dec Barbara Bull
- 11-Dec Patty Marschel
- 11-Dec Mark Samuelson
- 11-Dec Kristen Mackens
- 11-Dec Misty Lindsey
- 11-Dec Rhonda Nelson
- 11-Dec Eric Blum
- 12-Dec Suzanne Slayton
- 12-Dec Cheryl A. Farthing
- 12-Dec Marsia Miller
- 12-Dec Leslie White
- 13-Dec Brian Franks
- 13-Dec Julie Burrough
- 13-Dec Greg Adams
- 13-Dec Phillip Kennedy
- 13-Dec Debra Beard
- 13-Dec Dwayne Toombs
- 14-Dec Allen Jones III
- 14-Dec Jason Kleve
- 14-Dec Laura Caffey
- 14-Dec Briana Lopez-Perez
- 14-Dec Courtney Cole
- 14-Dec Travis C. Venable

# MTAR MEMBER BULLETIN BOARD

**YOUR OFFER DATES:** December 1-15 2019

**YOUR ACTION:** Sign up for 30-day trial of DocuSign eSignature

**YOUR REWARD:** Free download of DocuSign's Agent Bundle, PLUS NAR's Social Media for REALTORS: Your Website—download.



Take DocuSign for a test drive with a 30-day free trial! Eliminate the hassle of paperwork and go digital with DocuSign eSignatures. It's secure, mobile and always available whenever you need it. With DocuSign, you provide buyers and sellers the convenient, digital, on-demand experiences they've come to expect.

Middle Tennessee Association of REALTORS®  
**MONTHLY STATISTICS**

2019

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

**MTAR**  
(all counties)

**732**      **\$227.4k**

CLOSED RESIDENTIAL SALES      AVERAGE SALES PRICE

**42.63**      **97.28%**

AVERAGE DAYS ON MARKET      AVERAGE S/L PRICE % YTD

- 10.4% Decrease in residential sales from last month.
- 0.75% Decrease in average sales price from last month.
- 1,900.5 Average square feet.
- 8,847 closed, year to date, across all counties.

November 2019				
	Residential	Condo	Land, Lots & Farms	Multi-Family
Closings	656	35	51	11
Average Price	\$279,458	\$211,014	\$138,363	\$230,264
Median Price	\$265,000	\$209,150	\$80,000	\$179,500
DOM	31	32	208	12
Total Inventory	3,305	158	1,257	25
Active Inv	1,856	65	1,108	13
Under Contract Inv	1,447	93	152	12
New Listings	967	70	95	3
New Under Contract	755	56	72	9

Rutherford County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	613	544	512	472
Ave Sq Ft	2031	2090	2103	2113
Ave Sales Price	\$280,274	\$296,866	\$280,604	\$280,347
Ave DOM	25	28	27	25
S/L Price %	99.64%	99.58%	99.23%	100.28%

Bedford County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	59	47	48	49
Ave Sq Ft	1672	1780	1806	1889
Ave Sales Price	\$204,281	\$229,550	\$194,867	\$218,003
Ave DOM	33	44	61	58
S/L %	97.77%	97.67%	0.9576	97.32%
Cannon County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	18	16	14	18
Ave Sq Ft	1869	1624	1864	1637
Ave Sales Price	\$250,361	\$236,638	\$196,136	\$176,643
Ave DOM	16	29	29	28
S/L %	98.41%	98.69%	0.9603	97.17%
Coffee County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	67	70	71	77
Ave Sq Ft	1924	2072	1825	1873
Ave Sales Price	\$191,863	\$217,710	\$174,013	\$183,782
Ave DOM	35	40	34	52
S/L %	98.17%	97.34%	0.9758	97.43%
Franklin County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	48	38	53	27
Ave Sq Ft	2197	1783	2121	2158
Ave Sales Price	\$245,271	\$196,863	\$227,362	\$228,030
Ave DOM	54	37	52	88
S/L %	96.43%	95.00%	0.9588	96.00%
Grundy County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	7	8	7	7
Ave Sq Ft	1797	1756	1384	1740
Ave Sales Price	\$207,714	\$119,400	\$151,700	\$147,071
Ave DOM	105	136	81	137
S/L %	93.95%	94.51%	0.9306%	93.79%
Marion County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	1	3	1	2
Ave Sq Ft	1260	2063	2762	1298
Ave Sales Price	\$290,000	\$333,333	\$309,014	\$168,688
Ave DOM	52	75	26	292
S/L %	9698.00%	100.26%	91.54%	95.13%
Moore County Residential Sales	Oct-19	Nov-19	Oct-18	Nov-18
Total Closed	4	6	5	4
Ave Sq Ft	1765	2036	2702	1895
Ave Sales Price	\$188,600	\$192,700	\$261,200	\$178,699
Ave DOM	18	72	48	24
S/L %	99.82%	99.10%	0.9379%	98.00%