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From: Williamson County Association of REALTORS® <theresa@williamsoncountyrealtors.org>

Subject: WCAR October 2007 Newsletter

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Theresa,

Did you know that you can select any local Realtor® organization in the State of TN as your local association, as long as the Designated Realtor® (Managing Broker) is a member of the local association? We invite you to recruit your colleagues to join WCAR for 2008 as we get ready to launch an incredible year of services for our members.

A Word From President McKinney



As reports have hit the news that the real estate market has slowed down, let's take a moment to look at what has been happening since January of 2007.

The number of closings for residential single family sales has ranged from 245 - 477 homes per month. This past month in the news many reports indicated how much the market has dropped off, and it has compared to 2006. However, compared with other months in 2007; the 307 closings in September is right in line with 2007 performance. Did you know that every month of 2007 has experienced a decreased number of closings compared to the same month in 2006? Last year was a phenomenal performance year in real estate in our County, and 2007 is not performing as strongly, but is still strong.

The median price of a home in Williamson County for 2007 to date is \$380,000. For the first 9 months of 2006, the median home price was \$335,000. This is an increase of just under 14 percent over the past year. NAR indicates that a healthy growth in real estate over a six-year period is approximately 4 percent per year. Williamson County is still experiencing an increase in median pricing year over year. In fact, for the first nine months

of 2005, the median home price in the County was \$284,744; putting the median price of \$380,000 for 2007 at 33 percent higher over a two-year period.

Here are the facts; there are less closings in 2007 than there were in 2006 and 2005 for the first nine months of the year. Real estate is still a good investment and retaining its value. Days on the market have remained consistent throughout 2007; ranging from 61-69 days; a healthy turn around.

As professionals, let's be sure to educate our clients and the public about our local real estate market and put things in the right perspective. Real estate is local, and let's share our local knowledge.

If you have any comments or suggestions, please feel free to email me at anytime: mckinns@crye-leike.com.

It is an honor to serve as your President, Susan McKinney

Recent WCAR Elections



Following the recent WCAR elections in September, a vacancy was created on the Board of Directors for a one-year Director position, when Karen Baker will serve as Secretary/Treasurer leaving her two-year Director term uncompleted. Following the dictates in the Bylaws, the Board of Directors appointed Sean Anderson from Keller Williams Realty's Franklin office to the Board of Directors. Sean graciously agreed to serve and his term will commence on December 1, 2007 with the other Directors and Officers.

The elected Officers are:

- President: Kathie Moore
- President-Elect: Diane Johnson
- Secretary/Treasurer: Karen Baker

Elected Board of Directors:

- Danny Anderson
- Melissa Clough
- Marla Richardson
- Affiliate Director: Wayne Evans

Returning to the Board of Directors:

- Jack Walton, Jr.
- Marty Chiaramonte
- Phylis Newsom
- Past President: Susan McKinney

NAR approved all of the approved Bylaws changes voted on in September.

The new candidates will be installed on Thursday, November 8th at the Installation Brunch at the Franklin Marriott at Cool Springs at 11am. Tickets are \$25 each and the brunch features real estate educator and International speaker, Terry Watson.

Committee Anyone?

Our members are highly encouraged to help make a difference and influence the way the association is governed. Joining one of our various committees is one way that you can make your voice heard. We hope that you will take a moment to consider volunteering your time and expertise to serve your association. You may have much to offer in ways you haven't thought of.

Here is a list of our current standing committees; Bylaws, Budget & Finance, Education, Professional Standards, Grievance, Government Affairs, Member Services, and Scholarship.

This year will also bring an opportunity to serve on smaller Task Forces, groups with an express purpose and shorter time commitment than a standing committee position. If you are interested in working with us on our Golf Outing, Membership Mixers, Membership Lunches, Fundraising for the Scholarships, Fundraising for other social causes, please let us know. If you have a passion for something, please share that with us so that we can invite you to be a part of our mission.

For a brief description of the purpose and functions of each standing committee, visit the [web site](#).

Committee Information

2007 Franklin Elections

WCAR encourages ALL members who live, or own property in Franklin to exercise their constitutional right and vote in the 2007 Franklin elections.

As an Association, we have the potential to significantly impact the outcome of this pivotal contest. WCAR proudly claims over 1,750 members, with almost 700 of those listing Franklin as their home address. With only 3,500 expected voters, REALTORS® have the potential to swing this election, ensuring the industry has a voice among the elected officials of Franklin for the next four years.

Early voting has begun and will continue through October 18. Election Day is October 23. For more information regarding WCAR-supported candidates, click on [2007 Franklin elections](#).

Request from TREC

From the TREC web site....."With the onset of staggering license expiration dates, the Commission is asking all licensees to use information on the TREC web site to review their license status and Errors & Omissions coverage status to insure that licenses are renewed timely and insurance is in effect. This information can be found at <http://licsrch.state.tn.us>

It is suggested that you enter less rather than more information in the blanks available on that site. Your license number alone may be enough."

Source: TREC

SentriLock Tip of the Month: How to Create a 1 Day Code



Note: The 1 Day Codes can be programmed for up to two weeks in advance.

You can use the **SentriLock Card Utility** at your Broker's office to log in to the **REALTOR Lockbox Web Site** by simply putting your card in the cardreader (your NRDS# will automatically be displayed) then enter your password and click **Login** to access the **Main Menu** window. You may also access the [SentriLock Web Site](#). You will need your SentriLock ID (your NRDS #) and

password.

2. From the **Main Menu** click **Add One Day Codes**.
3. The **Add One Day Codes** window will display the Lockbox field. You will be required to select a lockbox, meaning the 1 day code you create will only work with that specific lockbox. If you do not select a lockbox, you will generate a 1 day code that will work on all of an agent's lockboxes. After you select a lockbox, click **OK** and close the window.
4. The **Add 1 Day Codes** window will display the following check boxes: a) Create lockbox specific codes for all lockboxes belonging to the select lockbox's owner, OR b) Create codes only for lockboxes assigned to listings.
5. If you selected a lockbox, you can check the **Create lockbox specific codes....**box to generate 1 day codes for all lockboxes owned by an Agent.
6. Select a date or date range from the **Date(s) Valid** drop-down list. To generate codes for a single day, select the same day for both drop-down lists.
7. You can click **In Printable Format** to generate a list of all your 1 Day Codes with the lockbox serial number and address assigned to the lockboxes. In that case you would have them with you when asked for one. You may also want to give the list to your office showing center or your assistant so that they can issue a code for a showing.
8. Click **Generate Codes** to create your 1 Day Codes. To view the 1 day code(s) you created, click the date in the **Date Valid** field. The **Edit 1 Day Codes** window will be displayed.

NOTE: Before anyone can use the 1 Day Codes you created, you must do one of the following:

- You can enter **FUNC+6+1+ENT** on the keypad of a lockbox to turn on the contractor mode so you can use the contractor codes.
- For **1 Day Codes** make sure the **1 Day Code Always On** box on the **Agent Default Lockbox Settings** window is checked to always allow one day codes. If you do this, your lockboxes will accept the 1 day codes. You will not need to turn on the contractor mode. If you made any changes to the **Agent Default Lockbox Settings** window, you'll need to update your lockbox. To update your lockbox, first renew your **SentriCard**. After you renew your card, insert it into your lockbox(es). This will update your lockbox(es) with the settings you selected from the **Agent Default Lockbox Settings** window.

NOTE: To use a 1 day code, press the **ENT** key on the keypad. Once the keypad lights up, enter the **1 day code** then **ENT** again. If the keypad does not light up when the **ENT** key is pressed, a card (such as any credit card or like card) can be inserted into the box to "wake it up". Once the keypad lights up, you may proceed with the **1 day code**, then **ENT**.

[SentriLock's Web Site](#)

Upcoming WCAR Education Opportunities

Disclosures & Disclaimers

Instructor: Attorney Brian Smith

Monday, November 5th, 9:00 am - 11:00 am

2 hours TREC

\$30

2007/2008 TREC Core Course

Instructor: Marty Calfee

Friday, November 30th, 9:00 am - 1:00 pm

4 mandatory TREC hours

\$40

[For more information and to register..](#)

MySpace - Do You Have Your Space?

The real estate industry went hi-tech several years ago...do you even remember those days of giant MLS books? Well, the latest trends are widgets, blogs, and texting. There are many ways to reach out and find people and build new relationships and communities. Are you out there on

MySpace? Facebook? It's not just for teenagers. There are several Realtors® who use their pages to communicate about their neighborhoods, businesses, etc. If you are seeking ways to reach out to different audiences, MySpace may prove to bring a new group to you. WCAR has created a MySpace page and group. If you haven't been on MySpace, test it out. We created our group with the express purpose of giving you a reason to use a new tool and search for our space. MySpace allows you to write a blog, post photos, and keep in touch with people.

Did you know that Internet Crusade offers all NAR members a free blog? To get started, visit: <http://www.realtown.com/>

WCAR has heard from members that they would like assistance with technology. We are excited to respond to the request with a new series for 2008 called Focus Friday. One Friday per month, we will have a two-hour class focusing on tools that you use or could be using in your business. The first class in January will begin with navigating Microsoft Excel. We will then follow with Microsoft Word, Microsoft Power Point, and then have a session on wireless networks. If you have a topic you would like covered, please let us know.

Happy Surfing!

Reminder - NAR Dues Increase

Dues invoices for 2008 were sent on Monday, October 15th. This year you will be receiving your invoices via regular mail as well as email. We had several requests last year for printed copies for tax purposes. Therefore we have sent printed and electronic copies. Please do not be confused by receiving the same invoice in multiple formats. You can pay your dues online in the member's only section or via regular mail. Of course, we always love to see you and you are welcome to deliver your payment to our office and visit our Board store.

WCAR would like to remind you that the National Association of REALTORS® has increased their dues for 2008 to \$80, a total of a \$16 increase. This new amount is reflected on your dues invoice.

Brokerage Collects Commission from Expired Listing

North Carolina court rules that sellers owed commission from sale to buyer who discussed purchasing the property with sellers during listing period. Please note: The following link is to a member-only area of the site.

[Read the article](#)

Did You Know?

According to the [State of Tennessee website](#), the population of Williamson County as of year end 2006 was 156,905. Projected population in the year 2011 is 180,968.

The state's website can be used to find these demographics and a wealth of useful information such as Voter Registration material, a list of elected Government Officials and how to contact them, a Newcomer's Guide, tools for children to search information regarding Tennessee symbols and state data, state laws, the budget, even sex offender registries for the safety of you and your children.

I encourage you to take a moment to review the web site, you might learn something you didn't know about the great state we live in.

Lavé MD - October Special

lavé md
LASER AND VEIN ESTHETICS

Lavé, a French word meaning cleansed or refreshed, signifies the rejuvenation benefits of our services, while the MD represents the medical expertise of David Vanderpool, M.D. Our services include varicose vein treatment, spider vein treatment, massage therapy, facial photorejuvenation, Botox®, Thermage®, laser

tattoo removal, and laser hair removal.

Exclusive Offer to WCAR Members: Until recently, we've just had to live with those little bumps and lumps that are cellulite. But now, with the TriActive LaserDermology system, you can actually say goodbye to cellulite and hello to smoother, tighter skin.

Book a TriActive consult today and receive a FREE treatment*

*Free treatment can only be used after two treatments are purchased.
(Through October 31st)

For more information or to book a FREE consult, give us a call at 833-3002 or visit our web site.

Contact Lave' MD

Noteworthy Articles

- [Reluctant Home Buyers? Maybe They're Just Confused](#)
- [Inside the Mind of Generation Y](#)
- [What You Can Learn from Other Industries](#)
- [After the Short Sale: Taxing What Isn't There](#)
- [Tech Watch: New Wide-Angle Cameras See the Big Picture](#)

Read on...

We are here for you. Let us know what we can do to best serve your needs!

Wishing you a rewarding October,



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