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Dear Theresa,

### A Word From President McKinney



In the most recent U.S. Market Risk Index report, by PMI Mortgage insurance company, the only two Tennessee markets included in their study -- the Nashville and Memphis SMSAs -- were among the LOWEST risk real estate markets (for home price declines) in the country.

Of the 50 largest Standard Metropolitan Statistical Areas (SMSAa) studied, nineteen (19) markets face greater than a 50 percent chance that home prices will decline within the next two years. These 19 markets include: 8 in California, 3 in Massachusetts, 4 in New York/New Jersey, 2 in Florida, 1 in the DC area, and 1 in Nevada. [SOURCE: PMI Mortgage as reported by TAR]

Williamson County is a major force in the positive Nashville Metropolitan area calculations. Williamson County continues to grow and expand and our members are on the forefront of educating the public about competitive real estate values. Recent news articles in our local papers have been suspect as to whether our market reflects the California real estate market. This PMI report suggests otherwise.

In 2006 home prices increased by an average of \$63,412, which translates to 22 percent. The national average rate of return is closer to 4-5% according to the National Association of REALTORS®. This positions our area as a great investment and the attraction continues to draw investors, relocations, and renters to purchase homes.

Each month WCAR releases sales information for the county. This is a member service to you and is sent via MemberTalk. This is one of the many ways that we are creating relevant services to help you in your real estate profession.

We hope that you will help us as we search for a new home. Our lease at Crescent Centre Drive will be coming to an end and we are evaluating several options, but need your input. Please join us during one of our open member sessions to discuss options, locations, and desires for our potential new accommodations.

- Thursday, February 15 from 2pm-4pm
- Friday, February 16 from 9am-11am

Be a continued part of our growth and help us find our home that meets the needs of our growing REALTOR® membership.

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

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

### **Meth is Death**

This topic presented by Kim Helper, Assistant District Attorney for the 21st district in Tennessee was very informative for our members in attendance at the February Luncheon. Ms. Helper showed an informative video about the lives of some affected by the use of crystal meth.

Ms. Helper indicated that there was an arrest made for crystal meth in Williamson County. She also indicated that as REALTORS® if you suspect a property or location as a potential site for manufacturing meth you can call the drug task force and they will investigate. Indicators include a very strong odor resembling cat urine.

WCAR member, Joey Kimble, is the Director of the 21st District Drug Task Force and invites you to apply for the Drug Academy. This is a free program located in Franklin in the spring and again in the fall.

The goal of the Drug Task Force is to educate the citizens in the district about drug use, drug abuse and the dangers associated with drugs that face both the communities and law enforcement. During the 9 week academy, participants will have an opportunity to ask questions about drugs, drug enforcement, identification of drugs and drug paraphernalia and symptoms associated with drug use.

Registration forms are available on their web site at [www.drugtaskforce.net](http://www.drugtaskforce.net). Complete the form and return it by fax or mail to the 21st Drug Task Force if you are interested in attending the Citizen's Drug Academy. The class is limited to 30 participants; and it is suggested that you return the form as soon as possible. If you are selected for the academy, you will be notified by phone or e-mail.

Additional resources can be found at the Meth Free TN web site: [www.MethFreeTN.org](http://www.MethFreeTN.org)

### **Leadership WCAR - We Want You**

WCAR is proud to announce the launch of WCAR. This 4-session program will enhance your personal leadership skills and provide you with a comprehensive set of personal and business resources and contacts to enable growth in broadening your sphere of influence in Williamson County.

The program will begin with a leadership module, followed by a government affairs and community

modules. Participants are also strongly encouraged to attend TAR's Spring Conference (March 12-14th).

- Tuesday, March 6th; 2-8pm: Leadership Day
- Wednesday, March 7th: 9am-2pm: Leadership Day
- Tuesday, April 17th: 7am-3pm: Government Day
- Wednesday, May 9th: 8am-6pm: Community Day and Graduation Reception

Applications and more information are available on the home page of our web site. The class is limited to 12 students and the cost is \$100. Class materials and meals will be provided. Applications are due to WCAR's office by February 12th.

### Education This Month

Our TAR Forms Class was snowed-out; which means you have another opportunity to register. The TAR Forms class will be held on Thursday, February 15th from 9am - noon. Buzz Steele, from the Tennessee Association of REALTORS® will be on site to educate you on the electronic forms, new features, and new language for 2007.

ABR ABR -- Yes, Terry Watson is back with the Accredited Buyers Representative designation primer course on February 26 and 27th. This course discusses representation, negotiation, needs assessment and practical skills needed to best represent buyers. This is always a great course and very very popular among our members.

Harnessing the Power - the PMN designation course will be offered on February 28th. This course discussing ways to ignite your business and become more effective. This is an elective course for the ABR designation.

### 2007 Education Offerings

### Seeking Scholarly Soon-to-be-Grads

The Williamson County Association of REALTORS® invites seniors from Williamson County's public high schools to apply for WCAR's college scholarships. Each year the Association awards one senior from each of the public high schools within Williamson County with a scholarship to assist students with their education goals.

WCAR is proud to announce that this year the awards have increased to \$2000 per student, from the \$1000 per student amount in years past. Scholarship awards are sent to the recipients' selected place of higher education and the student in tandem; so that the funds can be applied directly to the student's account.

Applications are due to WCAR by March 9, 2007 and can be obtained from the guidance counselors at the schools or WCAR's web site. Recipients are selected and announced by May.

### Scholarship Information

### Congratulations!



The following individuals received their ABR Designation:

- Amy Meyer, Keller Williams
- Shane Powell, Crye-Leike
- Spencer M. Lewis, Shirley Zeitlin

[Learn more about designations...](#)

### Sentrilock Tip of the Month

If you are using a day code and have to wake up a sleepy box, press the "enter" button to wake it up. Alternatively you can stick a regular credit card into the Sentricard slot to wake it up.

To generate day codes, visit the [www.sentrilock.com](http://www.sentrilock.com) web site and log in. On the left hand navigation there will be a tab for "day codes". Follow the on-screen prompts from there.

### TAR Spring Conference

The Tennessee Association of REALTORS will be hosting their spring conference on March 12, 13, and 14th at the Cool Springs Marriott. Registration is only available on TAR's web site; [www.tarnet.com](http://www.tarnet.com)

TAR's Day on the Hill will be on Wednesday, March 14th. We have made appointments with Jack Johnson, Charles Sargent, Glen Casada, and Philip Johnson. If you are interested in attending, please contact Kurt Disch ([kurt@williamsoncountyrealtors.org](mailto:kurt@williamsoncountyrealtors.org)) to reserve your spot and to find out further details about locations and times.

**TAR's Web Site**

### March Member Mixer



Join us on Thursday, March 8th from 4:30 - 7:00pm at the Tin Roof on Carothers Blvd. in Cool Springs for our first Member Mixer of the year. Meet WCAR's new staff members; Kathy Allen and Kurt

Disch.

Thank you to our Sponsor, Home Warranty of America. They will be providing a great appetizer bar and some great door prizes. Diana Giles is your contact at HWA; <http://www.hwahomewarranty.com>.

**Contact Diana**

### WCAR's Looking for a Home...

And we want your feedback! WCAR's lease is expiring in just a year and we are beginning to plan for the future. The Physical Plant Needs Assessment Task Force has been put together to evaluate the needs and goals of the Association. The task force wants to hear your opinions.

Two open meetings are scheduled for Thursday, February 15th from 2pm-4pm and Friday, February 16th from 9am-11am in WCAR's training room. Members will be asked to share their thoughts about our needs. If you have suggestions, ideas, or a listing that may be a good fit, please be in attendance.

### Noteworthy Articles

- [How to Get a Great Domain Name](#)
- [Commission Scripts](#)
- [Quiz: Listing Presentations](#)
- [12 Simple Ways to Stay in Touch](#)

Thank you for choosing WCAR as your Board of Choice. We look forward to helping you have a rewarding real estate career!

Best regards,

Theresa Wilson  
Williamson County Association of REALTORS®

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