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Quick Links

WCAR's Web site

Theresa,

Next month brings some great education and the election of WCAR 2010 officers. The slate will be announced shortly. Check your email on August 18th for your personalized electronic voting ballot and be sure to vote! Join us at the Vendor Fair on September 1st to hear the results.

A word from Diane Johnson



If you missed our July luncheon, the presentation was excellent. Spring Hill Mayor, Michael Dinwiddie and the Chariman of the UAW Local 1853, Mike Herron were our speakers and they shared with us information about the GM Spring Hill Plant.

Demographics were shared about how many employees worked at the plant and how those employees are scattered about the greater Spring Hill, TN area. Although the plant is located in Spring Hill, the

thousands of workers who work at the plant everyday do not all reside in Spring Hill.

The plant is a valuable asset to General Motors and the hope and intent is to find another vehicle that is best suited for production to be made at the facility. Mike Herron shared how the bidding process for vehicle manufacturing occurs and the steps needed for the plant to win the right to produce a vehicle. He also shared that the plant will be open and will be used for training durin the idle period.

There is a website where you can be kept informed and up to date on the future of the Spring Hill plant: www.saveourplant.com

We will also keep you informed on updates concerning the future of the plant.

If you have suggestions, concerns, a great idea, or anything that you would like to share with me, please contact me at dianejohnson@kw.com.

I am honored to serve you,

Diane

Having Trouble Understanding the Tax Credit?

The Homebuyer Tax Credit is one of 10 key provisions of the American Recovery and Reinvestment Act signed by President Obama into law on Feb. 17, 2009. The bill provides for a \$8,000 tax credit that would be available to first-time home buyers for the purchase of a principal residence on or after January 1, 2009 and **before** December 1, 2009. The credit does not require repayment. Most of the mechanics of the credit will be the same as under the 2008 rules: the credit will be claimed on a tax return to reduce the purchaser's income tax liability. If any credit amount remains unused, then the unused amount will be refunded as a check to the purchaser.

If you're having trouble understanding the complexities of the tax credit, you might click on the following link: [Tax Credit FAQ's](#)

Mark Your Calendars!!



Tuesday, September 1, 2009 is the Fourth WCAR Annual Meeting and Vendor Fair at Franklin Marriott at Cool Springs with exhibit hours, 10am - 1pm. WCAR members will also have the opportunity to participate in the annual elections for the Board of Directors and Officers of the Association. [Contact Christy Watkins](#) for more information or to reserve your booth.

Before the Vendor Fair at 9am is a FREE (2 hrs. TREC) legal seminar, Multiple Offers in Short Sales, that will be taught by Brian Smith of Smith Sholar Associates, PLLC.

[Register for the \(FREE to members only\) seminar.](#)

Immediately following the Vendor Fair is an opportunity to take the TREC Core Course from 1:15pm - 5:15pm. This is the 4-hour course that is required by the Tennessee Real Estate Commission for license renewal. **NOTE: Space is limited in this class, you are not registered until payment is received.** [Register for the Core Course.](#)

Hurry and reserve your booth, this event will sell out!!

Sentrilock Announces Good News for Mac Users

From RealTracs: Sentrilock announces the public BETA release of their Mac Card reader utility. This will enable our members (with an Intel-based Mac) to update their SentiCards® and also to retrieve forgotten passwords. For more information, our members can go to the dedicated webpage located at www.sentrilock.com/mac. This is exciting news for the Mac users.

WCAR New Members

WCAR is proud to announce our new members for July 2009

Paula Nash ~ BenchMark Realty
Brittany Inman ~ Inman Realty Group
Ray Baird ~ RCI Services
Renee Brandow ~ Woodward Properties
Betty Flinkow ~ West Main Realty
Kurt Steckel ~ Keller Williams
Gene Hastings ~ The Realty Association
Martha Carpenter ~ Keller Williams
Will Whitney ~ The Oxford Co of MD TN
David Weathersby ~ Pride Homes Realty

FREE Guide to TN Agency Law

From TAR Digest: At the end of June, we announced the availability of a new resource. As a FREE service to our members, a complete Guide to Tennessee's Agency Law has been produced by TAR, in cooperation with the Tennessee Real Estate Educational Foundation (TREEF). As noted recently, agency topped the list of problems nationally in NAR's 2009 Legal Scan!

This Guide to Tennessee's Agency Law is written for our REALTOR members, their brokers, and instructors. It can be downloaded in PDF format for [FREE HERE](#).

New Home Sales in U.S. Rise 11%!!

[From Nashville Business Journal](#): There's another positive sign that the housing market is starting to recover.

New home sales nationwide rose 11 percent in June to a seasonally adjusted rate of 384,000, according to the U.S. [Department of Commerce](#).

Lower home prices and a drop in mortgage rates are fueling sales.

RealTracs Tip of the Month

The Williamson county Assessor's office moved to a new software system to store and manage their data in December of 2008. Since then, they have not been able to extract data out of their system to provide to CRS or any other data collection company. What this means is CRS users will not find newly created parcels/subdivisions, updated appraisal values, and updated building information in the CRS Williamson county data. However, CRS is still updating the new owners/sales data and mortgage history, this information comes from the Register of Deeds office, not the assessor's office. You can go directly to the Williamson County Assessor via <http://www.williamson-tn.org/assessor/>. *CRS continues to communicate with the assessor's office twice per month to receive updates on this process.

The Education Station



You can logon to the [TREC website](#) at any time to check the status of your continuing education hours.

TAR Forms 101

Monday, August 3, 2009 · 9:00am - 1:00pm
Instructor: Susan Barnett, ABR, CRS, e-Pro, GRI, ITI
3 hours TREC, \$40 members / \$50 non-members

TREC Core Course 2009 / 2010

Thursday, August 13, 2009 · 9:00am - 1:00pm
Instructor: Randa Dawson, Broker, ABR, CRS, GRI
4 mandatory hours TREC, \$40 members / \$50 non- members

Focus Friday: Transaction Desk: Basics

Friday, August 14, 2009 · 9:00am - 1:00pm
Instructor: Randa Dawson, Broker, ABR, CRS, GRI
4 mandatory hours TREC, \$40 members / \$50 non- members

Auction as an Option

Tuesday, August 18, 2009 · 9:00am - 12:00pm
Instructor: Dick Casada, Realtor/Actioneer
\$40 members / \$50 non-members

Building Science, Building Sense

Wednesday, August 19, 2009 · 9:00am - 11:00am
Instructor: Barry Westbrook, Specialist with DocAir
2 hours TREC, \$30 members / \$40 non-members

Pre-Foreclosure Niche Tools

Tuesday, August 25, 2009 · 9:00am - 1pm

Instructor: Thom Scott, Specialist with Fusion Real Estate Consultants

2 hours TREC, \$30 members / \$40 non-members

Multiple Offers in Short Sales ~ held at the Franklin Marriott Cool Springs

Tuesday, September 1, 2009 · 9:00am - 11:00am

Instructor: Attorney Brian Smith

2 hours TREC, free for members / \$40 non-members

TREC Core Course 2009 / 2010 ~ held at the Franklin Marriott Cool Springs

Tuesday, September 1, 2009 · 1:15pm - 5:15pm

Instructor: Marty Calfee, Broker, ABR

4 mandatory hours TREC, \$40 members / \$50 non-members

Land 101

Tuesday and Wednesday, September 8 & 9, 2009 · 8:30am - 5pm

Instructor: Bob Sorey, Broker, ALC, ABR, CCIM, CRS

*pending approval 16 hours TREC, \$150 members / \$175 non-members

SRES

Tuesday and Wednesday, September 29 & 30, 2009 · 8:30am - 5pm

Instructor: Monica Neubauer, ABR, Green, SRES

16 hours TREC, \$275 members / \$295 non-members

Sponsored by Wells Fargo

30 Hr. Office / Broker Management Course

November 17, 18, 20, 23 and 24, 2009 · 9:00am - 4pm

Instructor: Robert Morris, Broker, GRI, CRS, Green

30 hours TREC, \$185

For more information, click here <http://www.williamsoncountyrealtors.org/education/default.aspx>

Noteworthy Articles

- [Tips for Getting a Great Appraisal](#)
- [6 Reasons Why Some Homes Sell](#)
- [Higher Priced Markets Still Feel Pain](#)
- [Rx For Consumers Credit](#)

Quick "Giving" Survey

We know how hard you work, we know how many hours you spend working for your clients and helping to place them in our community. We are asking that you take a very quick survey to share with us just how of your resources that you allocate to charitable and volunteer causes. [Enter to win a contribution to your favorite charity on your behalf. We know the work you do for our communities is tremendous, please help us quantify this effort.](#)



Avenue Bank has a portfolio jumbo loan that is a perfect fit for Williamson County. Loan amounts up to \$1 million without a jumbo rate. Loan to value can be up to 85% with NO PMI. Escrow accounts are not required and no prepayment penalties apply. The loan can be structured as a 3/1 or a 5/1 ARM. Even better: in addition to home purchase or

refinance, this portfolio loan can be used for construction-perm or rehab projects. Local underwriting and servicing. Sell more homes! Call Jeff Tucker, Vice President, Avenue Bank: 744-2926 or email: jeff.tucker@avenuenashville.com



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