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Sign Up

SIGN-UP!

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WCAR's Web site

Theresa,

Join us in July for 3 events - July 8th to learn about the Music City Center - the new convention center in Nashville, July 16th for our Membership Luncheon where the focus will be on Spring Hill, and July 23rd for a Membership Mixer!

A word from Diane Johnson



Appraisals -- they seem to be the topic of a lot of discussion lately. During our May membership luncheon we interviewed 5 local appraisers who brought us up to date on some of the new requirements in the 1040 MC. Although the absorption rating requirements in this new form have caused concern for some individuals; more of what we are hearing about as complaints/concerns is related to the HVCC - the Home Valuation Code of Conduct.

Charles McMillian, NAR's President is on the road this week meeting with key individuals who created, work with and regulate the HVCC. Today he is in New York to meet with the Deputy Attorney General and his staff who worked directly on the Home Valuation Code of Conduct. He plans to share concerns, as well as your stories, and ask for their assistance in resolving any problems related to the HVCC. On Tuesday, he will travel to Washington, D.C., to meet with the Director of the Federal Housing Finance Agency to discuss ways we can work with Fannie Mae, Freddie Mac and lenders to ensure that appraisals are accurate.

I encourage you to check out the following resources on Realtor.org for more information on the HVCC and how appraisal problems are impacting the real estate market:

[Economists Podcast](#)

http://www.realtor.org/research/research/research_podcast062309?LID=RONav0021

[HVCC](#)

http://www.realtor.org/government_affairs/gapublic/gse

s_hvcc_announced

[Appraisal Blog](#)

<http://narblog1.realtors.org/mvtype/appraisalinsight/>

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

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Network with fellow buyer's representatives, join discussions on popular topics, share resources and upload photos by becoming a fan of REBAC on Facebook. Show potential buyers that you value their business by promoting REBACs Facebook page on your personal

This is a great member benefit and a wonderful networking opportunity for many. Please visit their new website at www.rebac.net and go through the many NEW and/or updated benefits that are posted in the member section. Get the most out of your REBAC dues dollars!

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 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.](#)

Short Sale Commission Appeals Process

AEs: Are your members running into trouble collecting their agreed-to commission from lenders in a short sale transaction? Fannie Mae has made it clear that lenders aren't to modify commissions after they've been agreed to by the seller and the sale associate. To help resolve cases in which lenders fail to honor commission agreements, Fannie Mae has agreed to the following [guidelines](#) for appealing lender commission actions.

WCAR New Members

WCAR is proud to announce our new members for June 2009

- Shane Burton ~ American Heritage, Inc.
- Patty Bassano ~ BenchMark Realty LLC
- Sue Bunch ~ BenchMark Realty LLC
- Christy Lampley ~ Brentview Realty Co

Yumi Kimura ~ Century 21 Dawson
Tim Chapman ~ Christian Realty
Rich Hlavati ~ Crisium Real Estate, Inc.
Debbie Jaeger ~ CrossRoads Real Estate
Reda Blair ~ Crye-Leike, /FR
Lynn Hammond ~ Crye-Leike, Realtors, BR
Brent Hopper ~ Franklin, REALTORS
Gail Dickerson ~ Home and Country
Peg Morris ~ Keller Williams/ Franklin
Blair Derryberry ~ Keller Williams Columbia
Beverly Markham ~ Magnolia Properties
John Watkins ~ Nashville Home Inspection
Trudi Keck ~ Pride Homes Realty
Tim Prince ~ Prince Realty Company
Cindy Easley ~ SilverPointe Properties
Cyndi Barker ~ West Properties Realty
Michelle Crews ~ Wieland Realty

Mortgage Update: Jumbos Remain Elusive

At a time when some mortgage products are showing signs of life, jumbo mortgages are hard to get and expensive, making it difficult for many would-be move-up buyers to take action. A [REALTOR® Magazine article](#) explores the topic and links to a [free Webinar](#) on what's really available in the mortgage market today.

Making Home Affordable: Difficult Servicers

NAR has [outlined steps](#) your members can take if they're working with a mortgage servicer that appears not to be following federal Making Home Affordable guidelines. Making Home Affordable is the federal government's effort to help shore up housing markets by standardizing procedures for loan workouts and refinancings for troubled subprime and other borrowers. Most national lenders and mortgage servicers have agreed to follow the procedures.

The Education Station



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

e-Pro

Monday, July 13, 2009 · 9am - 10:30am · free
Instructor: Paul Gaddes

Disclosures and Disclaimers

Wednesday, July 15, 2009 · 9:00am - 11:00am
Instructor: Attorney Brian Smith
2 hours TREC, \$30 members / \$40 non-members

Focus Friday: Microsoft Publisher

Friday, July 17, 2009 · 9:00am - 11:00am
Instructor: Kathie Moore
2 hours TREC, \$30 members / \$40 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

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

- [Forecasters Say Recession Nearing End](#)
- [9 Ways to Get Good Ratings and Referrals](#)
- [10 Tips for Mastering Phone Etiquette](#)
- [5 Ways to Master Social Networking](#)

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.](#)

Congratulations!



Congratulations to **Lisa Nierste Morris of Silverpointe Properties in Franklin** and **Lanetta Heyen of Marcoma Realty in Franklin** for obtaining the coveted Accredited Buyer Representative (ABR®) designation. "The Accredited Buyer Representative (ABR®)

designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER'S AGENT Council (REBAC) of the National Association of REALTORS® who meet the specified educational and practical experience criteria". For more information about this designation, you may [click here](#) to be linked to the REBAC website.



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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