

March 2009 - Vol 46, Issue 3

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Sign Up

SIGN-UP!

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WCAR's Web site

Theresa,

Business plans don't always begin in January...

If you haven't spent some time setting up your business plan for this year, now is a good time. Business plans are like web sites...they are living documents that should be reviewed often and updated/changed from time to time.

WCAR will be hosting a [Business Planning Workshop on Wednesday morning, March 25th at 9am.](#)

A word from Diane Johnson



TAR had its Annual Spring Meeting last week at the Marriott in Franklin. Over 700 Realtors were in attendance from across the State. Five WCAR members are also members of the TAR Board of Directors. Here are some highlights from that meeting:

Government Affairs - The legislative agenda for Day on the Hill was shared. Highlights were supporting Real Estate Instructor Certification, Supporting the extension of the County Powers

Relief Act, Opposing the Dismantling of the R.E. License Law (aka the HomeBuilders' Bill), Opposing attempts to weaken the Copper Theft Laws. JA Bucy is leaving TAR as the Government Affairs Director and the announcement was made that Chris Sexton will be the replacement. Chris currently serves as the GAD for Chattanooga Assoc. of Realtors.

TREEF (TN Real Estate Education Foundation) - Is changing the way GRI courses will be offered. The model is switching to a model used by CRS and REBAC, whereby local associations need to apply by Sept. 1 to host a GRI class in their local organization and will then make arrangements with the instructors and market the program to the membership and set their own rates. TREEF will charge a \$45 per student assessment. WCAR encourages members interested in taking the GRI classes to take advantage of the many offerings hosted at our office in 2009; as next year we will not be granted as many opportunities with this new system.

Budget and Finance: There is a shortfall in the 2009 budget income vs. expense based upon the number of Realtors who have renewed their memberships for 2009. To address TAR's financial situation, the Directors last week voted to add a one-time \$20 assessment to TAR's 2010 dues, while a new Presidential Advisory Group studies the association's dues structure and recommends to the TAR Board of Directors what TAR's future dues should be, to deliver needed services efficiently and economically.

Our TAR Region Vice President, Marlene Rakow, will be joining our WCAR Board of Directors during our next meeting. Marlene is interested to know from members about their thoughts, concerns, impressions of TAR and what they are doing right and how they can improve. If you have feedback, please share it with me and I will be happy to share this news with our TAR Leadership and Marlene.

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

HUD Warns Housing Counseling Agencies...

...Not Take a Fee Split from Real Estate Brokers/Agents

A real estate trade publication recently reported that HUD's Office of Single Family Housing has warned housing counseling agencies that it is not permissible to take a fee split from real estate brokers or agents to defray the cost of counseling and that fee splits may violate the Real Estate Settlement Procedures Act (RESPA). All HUD-approved housing counseling agencies, their affiliates, and branches were ordered to stop the practice immediately. The warning came in response to reports that some housing counseling agencies were receiving a share of real estate broker or agent commissions on short sales to pay for clients' foreclosure counseling sessions.

Special Help for Military Families Forced to Sell at Loss

Military families are often required to relocate to a new assignment. As housing prices have fallen, many military families have been forced to either sell at a tremendous loss, attempt to rent their home, split up their family, or face foreclosure. The recent American Recovery and Reinvestment Act (ARRA) included a provision to help these families. By expanding the existing authority under the Department of Defense's Homeowner Assistance Program, the government will now cover 95% of a loss if a servicemember is forced to sell. The new law only applies to servicemembers with mortgages entered into before July 1, 2006. To find out if your client is eligible for the program, visit the DoD's website listed below.

[Visit the DoD website for more information](#)

Scam Alert: NAR Not Involved in Property Rental

From NAR: The National Association of REALTORS® has just learned that its good name is being used as part of a property rental scam. In this scam, rental property is offered to consumers, who are led to believe that NAR is functioning as an intermediary to receive rental deposits from prospective tenants and, upon receipt of the deposit, to deliver the keys to the property to the tenant. The tenant is instructed to send money via Western Union to NAR's purported agent, in the United Kingdom.

NAR is not involved in this business and believes it is a scam. NAR has contacted law enforcement officials to request that the matter be investigated.

If you have encountered this scam, be advised you may file a complaint with the Internet Crime Complaint Center, sponsored by the Federal Bureau of Investigation and the National White Collar Crime Center. [Read more and file a complaint...](#)

WCAR New Members

WCAR is proud to announce our new members for March 2009

Michele Lynch ~ Crye-Leike Commercial
Hitesh Patel ~ United States Equities
Michael Quintana ~ SilverPointe
Darci Caesar ~ Cobalt Premier
Kim Hoard ~ Coldwell Banker Barnes
Becky Wenzel ~ Exit Realty of the South
Joe Kabalka ~ Exit Realty of the South
Linda Lurker-Smith ~ Crye-Leike Brentwood
Pat Zemla ~ Exit Realty King
Barbara Rutan ~ Exit Realty of the South
Debbie Hullett ~ A & E Real Estate
Pat McDonnell ~ Real Estate Sources
Tammy Schleenbaker ~ Pride Homes
James Dean ~ The Jones Co
Branden Miller ~ Crye-Leike/Commercial
John Bostedt ~ Encore Realty Group
Delanie Swanson ~ Pride Homes
Debbie Eads ~ Realty Executive Fine Homes
Ruth Scott ~ Home & Country
Aaron Noffsinger ~ Revolution Real Estate
Tony Cortez ~ First Choice Realty
Kristin Bethell ~ Pulte Homes
Vimal Patel ~ Keller Williams/FR
Mary Greer ~ Keller Williams/FR
Kelly Fross ~ The Real Estate Market

REMINDER: If You Still Have Supra Equipment...

It needs to be turned in to the RealTracs office in Brentwood no later than Wednesday, March 25, 2009. The keypad and cradle are leased equipment, **not owned** and must be returned to Supra. The new lease period has begun already so it is imperative that you turn your equipment in to avoid being charged for another year (the lockboxes are owned and do not need to be returned).

If you cannot take it to the RealTracs office by March 25th, you must mail it to the following address:

GE Securities
4001 Fairview Industrial Drive SE
Salem, Oregon 97302-1142

Should you need to contact Supra, their telephone number is 1-800-545-9601.

RealTracs Tip of the Month



Do you have clients that only want to talk the language of "price per square foot"? If so, you can create a custom report using the list and/or sale price per square foot. Here is how:

- Hover over "Reports" and select "Custom Reports"
- Enter a name for your search such as "Price per SF"
3. Click "Create new report"

4. Using the "Search for Field" box you can select the fields you want displayed on your report. Make sure you include List Price/SF and/or Sales Price/SF and click "Save".
5. Perform your desired search using any search option (quick search, custom search, hot sheet etc.)
6. Once the results are displayed you can check the properties and use the "Select a Report" drop down menu to select your custom report named "Price per SF".

Questions or comments? Email Stacy@RealTracs.com or call RealTracs Technical Support at 615.385.0777

What You Need to Know to Do Short Sales

From Realtor® Magazine: When you represent buyers in a short sale, it's critical to give them an experience that's as close to the normal homebuying experience as possible, said Scott Thompson, senior vice president of Mortgage Resolution Services in Sacramento, Calif. during a Thursday REALTOR Magazine Webinar on short sales. Otherwise, he added, the home sales business becomes a flea market and buyers won't feel good about their purchase in the end.

Among the dozens of tips he offered:

- Prequalify sellers to ensure the short sale isn't dead on arrival at the lender. [The prequalification form Thompson uses is available here at REALTOR® magazine online.](#)
- Recommend a contract clause specifying that the listing agent can submit only one offer to the lender at a time.
- Be vigilant to ensure the short-sale package is considered before the servicer forecloses.
- Acquaint yourself with your state statues with regard to recourse and nonrecourse debt.

Nearly 4,000 people heard Thompson's comments during REALTOR® magazine's March 12 Webinar, "Short Sales: Finding Income in a Tough Market." If you missed Thursday's Webinar, [when you click on the link, you can hit "Playback" and listen right away or "Download" and listen at your leisure.](#)

The Education Station



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

Basics for Building a Better Business

Wednesday, March 25, 2009 from 9:00am - 1:00pm

Instructor: Monica Neubauer, Broker, ABR, Green, SRES

\$50 for members / \$60 for non-members

4 hours TREC

Understanding Mold in the Restoration Industry

Thursday, April 9 from 9:00am - 12:00pm

Instructor: Specialists at ServPro of Williamson County

free for members / \$20 for non-members

3 hours TREC

Home Inspections: What Every Agent Should Know

Tuesday, April 14 from 9:00am - 12:00pm

Instructor: Randall Fly, CRS, GRI

\$40 for members / \$50 for non-members

3 hours TREC

Success Begins with a C (an approved ethics course)

Wednesday, April 15 from 9:00am - 1:00pm

Instructor: Specialists at ServPro of Williamson County

\$50 for members / \$60 for non-members

4 hours TREC

Focus Friday: Microsoft Excel

Friday, April 17 from 9:00am - 11:00am

Instructor: Theresa Wilson, CAE

\$30 for members / \$40 for non-members

2 hours TREC

Integrity Earns More

Monday, April 20 from 9:00am - 11:00am

Instructor: Marty Calfee, Broker, ABR, GRI

\$30 for members / \$40 for non-members

2 hours TREC

30 Hr (Real Estate) Broker Management Course

April 23, 24, 27, 28 and 29, 2009 from 9:00am - 4:00pm

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

\$185, 30 hours TREC

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

2009 Spring Hill Election - Thursday, April 9

Spring Hill residents will elect a new Mayor and four- Ward Aldermen during municipal elections scheduled for Thursday, April 9. Early voting began Friday, March 20 and continues through Saturday, April 4 at the Winchester Community Center. Click [HERE](#) (<http://www.williamsoncountyrealtors.org/resource/springhill.aspx>) to view a complete list of candidates and responses to the WCAR Candidate Questionnaire. Please contact David Pair at david@williamsoncountyrealtors.org or (615) 771- 6845 for additional information.

Save the Date

The 21st Annual WCAR Golf Tournament to benefit the Scholarship Program and the Realtor Good Works Foundation of Williamson County is scheduled for Thursday, June 11 at Forrest Crossing Golf Course in Franklin. More information to follow.

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 Anne Huddleston with Keller Williams 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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