

The Grapevine

Monthly newsletter of the
Montgomery Area Association of REALTORS®
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President's Message for February....

Hello...!! What a great AAR Leadership Conference your Leadership Team attended last month. As usual there was wonderful training and lots of enthusiasm!!

As you know, there is a lot of media focus across the nation on the housing market. They are showing a negative view for the National forecast; however, the local indicators are showing a rise in our area!

The fact is, the very core of our business has not changed. We are in the business of helping people buy and sell homes. It is now, and always has been a relationship business, so I fondly suggest you stay focused, get back to basics and keep your attitude right. Don't assume everyone around you knows you are a REALTOR®. Share your business card, I like to call them *mini billboards*, and let people know you are in business!

For those of you that are not familiar with RPIC....REALTORS® *Political Involvement Committee*, it is a 'Call To Action' grassroots way of staying in touch with our Senators and Legislators in Washington, D.C. at no cost to you! This is an automatic 'Member Benefit' that I hope you take advantage of. If you've ever wanted to lend your support to legislation that's good for REALTORS® and consumers but you haven't had the time or didn't know how, you can now send a letter from your desktop to your senators and representative. Be watching for more information!

I would like to wish Jane Mardis good luck with her campaign for Montgomery County Revenue Commissioner.

Our Guest Speaker for the February Luncheon is Montgomery Mayor Bobby Bright. See you there!!!

I would like to leave you with this thought..... ***When you develop yourself to the point where your belief in yourself is so strong that you know you can accomplish anything you put your mind to, your future will be unlimited.***

I am proud to serve as your President.....and remember,

The Future's Yours,
Charline, 2008 President

Timely Tidbits

Affiliate Luncheon. All affiliate members are invited to attend a luncheon at MAAR on Wednesday, March 5th at 11:30. Anita Carter and Carl Bartlett with Jim Wilson & Associates will be the guest speakers. Lunch is only \$7 per person. Come and network with other affiliates, enjoy good food and hear interesting information.

2008 MAAR Luncheon Standing Reservation List. If you plan to attend all of the monthly membership luncheon meetings this year, sign up for a standing reservation. We will automatically make your reservation so you don't have to worry about it every month. [Click here](#) for the standing reservation form. *(The Standing Reservation List from 2007 did not carry-over; you have to sign up again each year.)* Not sure if you're on the Standing Reservation List, [check here](#).

Education Courses

Countdown to Closing - How to take a contract from receipt to closing
February 8th 10:30 - 12:30 (FREE, no CE)

Instructors: Affiliate Council Members

[Click Here](#) to Register

MAAR Education Center

This is a great class for newer agents, but all members are welcome to attend.

ABR Designation Course

February 4-6

MAAR Education Center

For information and registration, [click here](#).

AAR Real Estate Salesmanship and Education Conference

February 20-22

Tuscaloosa, AL

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

Nationally Known Speaker Terry Watson will be teaching a 6-hour CE class March 12th. Look for more details in the next few weeks!

MLS Update...

Increase Photo Count in List-It

List-It has increased the number of photos you are allowed to enter to 15 photos per listing. Also, photos 4-15 on listings that are not active (sold, expired, terminated, and withdrawn) will be purged after 180 days. The first three photos entered will remain.

List-It Rules Reminder...

It is a violation of MLS Rules and Policies to have contact information in the public sections of a listing. Examples are Agent/Company names and/or phone numbers in the public remarks, yard signs in the pictures, and branded virtual tours. Any member in violation will be notified and fined if the violation is not corrected.

On the Move. Want to know who our new members are or which agents have transferred? Check out On the Move ([click here](#)).

CODE OF ETHICS REMINDER. As a way to help our members keep mindful of their responsibilities under the Code of Ethics, we include portions of the Code each month. Please take time to read these and apply them to your day-to-day business practice.

Article 15

REALTORS® shall not knowingly or recklessly make false or misleading statements about competitors, their business, or their business practices.

MLS Statistics: Residential

	Current Active	Current New Listings	Current Closings	Closing yr-to-date
Dec 31-07	3,306	10,224	356	5,479
Dec 31-06	2,591	8,939	422	5,925
Diff	715	1,285	- 66	- 446

2008 Calendar of Events. Be sure to print the 2008 Calendar of Events so you won't miss any of our meetings or events! [Click Here](#) to Print.

Mark your Calendar - AAR's REALTOR® Day at the Capitol is scheduled for March 11th at RSA Plaza. Look for more details next month.

Brokers, please be sure to forward a copy of your new agents' real estate or appraisers' license to the Association within 15 days of accepting their license. Give us a call and we will be happy to fax a membership application form to your office for your new agents.

Please notify the Association when you transfer companies. Any active listings will stay with your former Qualifying Broker unless the [MAAR Transfer Form](#) releasing the listings is signed. If you do not notify the Association when transferring, any active listings will be transferred to your former Qualifying Broker, **you will be fined, and your services terminated.** Please complete the [MAAR Transfer Form](#) and fax in to Sherrilyn at 396-5516.

New Sales Agents - New members can take care of the application paperwork on Monday – Wednesday and Friday between 9:30 & 10:30 and on Thursdays between 3:30 and 4:00. Please instruct new agents to **make an appointment** and come only during these hours to take care of their application paperwork.

Procedures for Getting a D-Key or E-Key.

Keys are issued/assigned Monday-Friday by appointment only

Online tutorial training is done at the time of the appointment when the key is issued.

Please call Sherrilyn at 396-0256 to make your appointment.

Use our Appraisers! We have over 60 appraiser-members that are more than willing to work with you. ([Click here](#)) to browse or search the Appraisal Roster. If you're working with an appraiser who is not shown on the list, encourage them to join MLS. Any appraiser citing MLS as their source of information **MUST** be a member of MLS. Please continue to check your appraisals. Only members can use MLS data for appraisals. ***Important note: If you give MLS information to appraisers NOT on this list, you are in violation of the MLS Copyright and subject to fines.***

NEED REALTOR® SUPPLIES? Go to www.maar-store.com for a super selection of real estate related items. Your purchase also helps offset MAAR operating costs. Check it out now!

Montgomery Area Association of REALTORS®

General Membership Meeting

Wednesday, February 20, 2008

Program:
Mayor Bobby Bright
Mystery Affiliate

Buffet opens at 11:15

\$7.00 per person

PLEASE NOTE! The cut-off for making or canceling reservations is **12:00 p.m. on February 15th**. Reservations can be made either by mailing, faxing (396-5516) this form or e-mailing Connie at cad-die@montgomeryareahomes.com by February 15th and indicate the number of reservations you need. **Note: If you do not receive a confirmation by email – you DO NOT have a reservation. No Walk-ins.**

We are limited to 340 seats - reservations will be made in the order they are received.

Please reserve _____ space(s) for the February 20th General Membership Meeting.

_____ Bill me at \$7.00 each, including tax and tip. **Reservations are required.** No reservations taken by phone. Substitutions must be made by the person with the reservation to Connie by 3:00 on February 19th and must be made in writing.

_____ Please add my name to the Standing Reservation List, effective February.

Signature

Name of Firm

Print Name

Email address

Directions to Wynlakes Country Club

Take Vaughn Road to the main entrance of Wynlakes. Turn left at the second stop sign (Country Club entrance.) Bear left in the parking lot.