

The Grapevine

Monthly newsletter of the
Montgomery Area Association of REALTORS®
4280 Carmichael Road, Montgomery, AL 36106
Phone 396-0256 Fax 396-5516



President's Message for January....

Happy New Year to everyone!!! What an honor to have the opportunity to serve you! I am looking forward to a successful and prosperous year for all.

This is a license renewal year and that means 15 hours of Continued Education is required in order to renew your license. There are education opportunities all around. While our Association will be hosting several CE classes, there will be several courses offered during the AAR Salesmanship Conference in Tuscaloosa in February and the AAR/AU Education Fair in April. You can earn your total hours at either of these locations in 2 days. Please remember, Risk Management is *mandatory* in order to renew your license and MAAR requires all members to have Code of Ethics every 2 years.

It's time to set your goals and business plans for 2008. Please include our monthly Association luncheons on your schedule. This is a great opportunity to network with your colleagues, and our guest speakers bring useful and informative information that concerns your profession. The guest speaker for January will be Troy King, Attorney General for the State of Alabama. See you there!!

Your 2008 Leadership Team met in December for Leadership Orientation and they are a very enthusiastic group.

Congratulations to Carol Andrews and Mugs Mullins for being selected to the Alabama Association of REALTORS® Leadership Class for 2008!! This is quite an honor!

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

The Future's Yours,
Charline, 2008 President

NAR ~ 100 Years Strong

Timely Tidbits

Don't Forget to Pay Your MAAR Dues! Your payment must be received by MAAR staff no later than 5:00 pm on January 18th. No partial payments accepted.

Annual Dues Billing:

REALTORS® \$396.00

Designated REALTORS® \$496, plus \$396 for each non-member sales agent

Affiliate Members \$280

2008 Luncheon Standing Reservation List. If you plan to attend all of the monthly membership luncheon meetings next 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 does not carry-over; you have to sign up again each year.)* [Click Here](#) to View the Standing Reservation List for 2008

MAAR Continuing Education Courses

ART Classes

January 4, 2008

List-It ART Power Tools (3 hours ART Credit)

9:00 - 12:00

List-It CMA's (1 hour ART Credit)

1:30-2:30

Free Public Website and Gateway (1 hour ART Credit)

3:00 - 4:00

Anyone who needs ART credit will be able to complete the required hours with these courses. Contact Lynn at 396-0256 or email lynnrobin@montgomeryareahomes.com if you have any questions.

Note: The ART requirements are for the first year of the two-year license renewal cycle. Members who completed their ART credit in 2007 are not required to take ART classes in 2008.

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](#)

Blanket Drive for the Homeless. We appreciate all of the companies that participated in the blanket drive for the homeless. More than ten boxes of blankets and coats were collected.

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 businesses, or their business practices.

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.

MLS Statistics: Residential

	Current Active	Current New Listings	Current Closings	Closing yr-to-date
Nov 30-07	3,606	625	363	5113
Nov 30-06	2,766	602	400	5516
Diff	840	23	- 37	-403

2008 Committees. Our 2008 MAAR and MLS Committees have been appointed. We appreciate all the interest in committee service. To allow the committees to work effectively, some of the committees were limited in size. If you volunteered but were not appointed to a committee, please note that the volunteer list will be used to fill vacancies or task forces that arise during the year. [Click here](#) for the 2008 Committee Roster.

Changes to the 2008 Code of Ethics.

In 2007, NAR's Professional Standards Committee focused its attention on Article 12 of the Code, which requires REALTORS® to "present a true picture in the advertising and representations to the public."

The committee decided that the numerous forms of electronic communication made it necessary to expand the scope of the Article's coverage to include e-promotions. The change, which goes into effect Jan. 1, 2008, requires a true picture in "advertising, marketing, and other representations."

In addition, the amendment states that REALTORS® must ensure that "the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional."

Two new Standards of Practice addressing public representation and Internet promotional practices were added.

Standard of Practice 12-12 provides: "The obligation to present a true picture in advertising, marketing, and representations allows REALTORS® to use and display only professional designations, certifications, and other credentials to which they are legitimately entitled."

Standard of Practice 12-13 provides: "REALTORS® shall not: use URLs or domain names that present less than a true picture, or register URLs or domain names which, if used, would present less than a true picture."

To ensure the smooth implementation of these new rules, a case interpretation explaining Article 12, as interpreted by Standard of Practice 12-10, was adopted by the committee in November and can be found in the Law and Policy section of REALTOR.org.

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!

2008 Luncheon Programs

January 16

Speaker, Attorney General Troy King; Recognize new REALTOR[®] members

February 20

Speaker, Mayor Bobby Bright

March 19

Speaker, Representative Jay Love, Recognize new REALTOR[®] members

April 16

Fair Housing Speaker

May 21

Joint Luncheon with WCR; Speaker, Cathy Brown-Alabama Power Company
Recognize new REALTOR[®] members

June 18

TBA

August 20

REALTOR[®] of the Year Announcement; ; Recognize new REALTOR[®] members

September 10

MAAR Annual Business Meeting

October 15

MLS Annual Business Meeting; MAAR/MLS Election of Officers and Directors;
Recognize new REALTOR[®] members

December 3

Installation Reception for Dee Morris

No luncheon meetings in July or November

Montgomery Area Association of REALTORS®

General Membership Meeting

Wednesday, January 16, 2008

Program:
Attorney General Troy King
Recognize New REALTOR® Members
Recognize 2008 Committee Leaders
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 January 11th**. Reservations can be made either by mailing, faxing (396-5516) this form or e-mailing Connie at cad-die@montgomeryareahomes.com by January 11th 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 January 16th 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 January 15th and must be made in writing.

_____ I attended the October or January Orientation and plan to attend and be recognized. I understand that this lunch is free, but if I make a reservation and do not show up I will be billed.

_____ Please add my name to the Standing Reservation List.

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.