

The Grapevine

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

Hello! What busy times in our industry!! With the President's economic stimulus bill and the loan limit increase with the Federal Housing Administration (FHA), Fannie Mae and Freddie Mac (GSE) loans.....this should prove be a major stimulus for the housing industry and for people who want to own a home. It appears we are having a slowing of the fall, however you may be asked, "why is now a good time to buy a house?" Here are a few answers from NAR that may help you with that question.....

- Conditions are ideal for buyers. Interest rates are approaching 40-year lows.
- Prices, in most markets, won't go any lower and inventory is abundant.
- Mortgage rates remain close to 1.5 % lower than they were in 2000.
- Home ownership has been, and continues to be, one of *the best* financial investments
- Nine out of ten consumers consider home ownership to be a sound financial decision.
- Real estate has delivered the most consistent positive return over any investment over the last 40 years.

60% of the average homeowner's wealth comes from their home's equity.

We are thrilled to have nationally renowned speaker, Terry Watson, to entertain and educate us this month. I can't think of a better way to earn 6 hours of CE credits! We are excited that all of the tickets sold out so quickly.

Thanks to the REALTORS® that helped after the tornado in Prattville last month. They distributed Alabama Association of REALTORS® Emergency Relief Fund forms, helped clear debris, assisted with meals and any other chore that was needed!! As a result of the distribution of these forms, the applicants received thousands of dollars from AAR..... A great big thank you!

Please join us for General Membership luncheon March 19th at Wynlakes Country Club. Our guest speaker will be Jay Love. See you there!

I would like to leave you with this thought.....**"The indispensable first step to getting the things you want out of life is.....decide what you want. "**

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

**The Future's Yours,
Charline, 2008 President**

Timely Tidbits

Affiliate Luncheon March 5th. 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.

Don't Miss AAR's REALTOR[®] Day at the Capitol March 11th!

This is a great opportunity to meet face-to-face with our legislators and talk about issues important to REALTORS[®]. The events begin at Embassy Suites at 1:00 and move to the Statehouse at 2:30, finishing with an evening reception at RSA plaza Terrace at 5:00. This event is also free, but you need to register. [Click here](#) for registration information.

The Terry Watson Seminar is Full! Many of you responded quickly and the class has already filled up. You are welcome to send in a registration form and Lynn will contact you if there are any cancellations. [Click here](#) to see if you are registered.

WCR Luncheon Date Changed. We really appreciate WCR changing their March luncheon date to accommodate our Terry Watson seminar. **WCR will meet at MAAR on Thursday, March 13th at the regular time.**

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

March 20 Risk Management - 3 hours CE credit
9:00-12:00 in MAAR Education Center

March 26 Foreclosures - (3 hours CE credit pending)
1:30-4:30 in MAAR Education Center

March 24 Top Producer (**Reservations and details provided through Top Producer**)
10:00-1:00 in MAAR Education Center

Get Ready to Party! The Association's Spring party will be a MAARKaliki Luau on May 1st at Jasmine Hill Gardens. Grab your flowered shirt and flip-flops and start practicing the hula!

We have several sponsorship levels available and hope you can partner with us to provide another great party for the members. There's a little twist this year - we are inviting the Greater Montgomery Home Builder members to attend the party. This is a great opportunity for our members to network with theirs....and we can show them how REALTORS[®] party! If your company is interested in a sponsorship, fill out the [sponsorship form](#) and return it to the Association by March 15th.

Affiliate Thoughts...

As Association members (Affiliates and REALTORS[®]), our businesses are intertwined. Unless there is a concerted effort to support one another through shared business transactions, our Association will lose some of its strength. Network with Association members and encourage non-members with whom you do business to join our great Association.

Solid Earth Administrative Log-ins NEW POLICY

- **Each office may have two (2) Administrative User names and Passwords for Solid Earth List-It at no cost to the Designated REALTOR[®].**
- **Additional Administrative numbers are available at an additional cost of \$120.00 annually.**
- **All administrative numbers require an application to be submitted annually by the noon on the 3rd Friday of March. All administrative numbers will be placed inactive April 1st if application is not received.**
- **Designated REALTORS[®] must notify the association in writing within two weeks if an Administrative participant is no longer with the company. Failure to give written notice within the two week period will result in a \$50 fine compounded monthly not to exceed \$15,000.00.**

All Brokers will be emailed the application for administrative log-ins. If you have any questions please email [Jennifer Gonsoulin](#).

Copiers for Sale...

Two copy machines are on display in the Association lobby on silent auction. Sealed bids will be accepted through 1:00 pm on March 7th. You are welcome to come by to look at the copiers and submit your bid.

SUPRA Users...The S link in Inventory is currently not working. This is a system wide SUPRA problem. Please log onto [SUPRA](#) to assign your key boxes and view showing reports until further notice. SUPRA is working to correct the problem.

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 16

REALTORS[®] shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS[®] have with clients.

MLS Statistics: Residential

	Current Active	Current New Listings	Current Closings	Closing yr-to-date
Jan 31-08	3,385	866	302	302
Jan 31-07	2,752	897	358	358
Diff	633	-31	- 56	-56

March Affiliate Spotlight Companies

Absolute Pest Control Eric Batrez
American Home Shield Cynthia Davis
Tri-County Publications Madelaine Gilchrist

We always appreciate our Affiliate members and the support they give our Association and it's members. Remember to give them your business!

Correction: The February luncheon flyer stated Danny Armstrong as the Affiliate member for Armstrong Relocation. Your contact is Danny Watkins.

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, March 19, 2008

Program:
Representative Jay Love
Introduce New REALTOR® members
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 March 14th**. Reservations can be made either by mailing, faxing (396-5516) this form or e-mailing Connie at cad-die@montgomeryareahomes.com by March 14th 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 March 19th 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 March 18th and must be made in writing.

_____ I attended the March New Member Orientation and plan to attend and be recognized. I understand that this lunch is free; however if I do not attend, I will be billed the luncheon fee.

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

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.