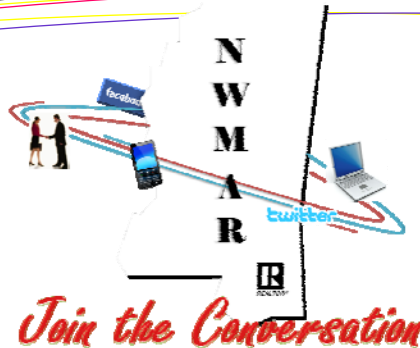




The DISCLOSURE



Dear NWMAR,

What a year we've had in 2009! I hope that you, like me, are looking forward to 2010 with renewed optimism and vision, taking forward the many things we have learned this year, both professionally and personally.

I would first like to, once again, congratulate our 2010 MAR President, Tony Jones of Olive Branch. We are looking forward to your leadership, and to working with you this year!

I would also like to take a moment and congratulate our Association Executive, Paul Shahan. Because of Paul's efforts, NWMAR has been awarded one of NAR's Game Changer awards - one of only 12 given to associations nationwide. During NAR's Leadership Summit in Chicago in August, NAR challenged boards to develop innovative ideas that help in association management. Our Game Changer entry, developed by Paul, is entitled Real-time Membership Communications and is a multi-choice messaging dashboard, created to allow a single message to be instantly delivered to all members through the channel of their choice, which is the key to acceptance and participation. NAR is providing the funding for our idea, as well as nationally recognized speaker Terri Murphy as a mentor, and the finished product will be unveiled in May at NAR Mid-Year Legislative meetings in Washington D.C. This is a huge honor for us, and we are very fortunate to have Paul at the helm of our Association.

The Real Estate conversation is more important than ever before. We want to talk about our market and industry in a positive way - with the public, with the media, with our clients, and with each other. That is why I have chosen a theme for NWMAR in 2010: Join the Conversation! I am asking you, as NWMAR Members, to really Join the Conversation in a whole new way! We are seeing conversation taking place in many forms: one-on-one, social networking, blogs, video, email, and on and on. In order to benefit from the information exchanged in conversations, you have to be involved - and that's what we want from you this year!

We are planning a series of focus group events, and roundtable discussions beginning in late January. Please watch for your opportunity to be a part of one of these. We will continue to have active committees with real purpose and goals, and our general membership meetings will be "kicked up a notch" and focus on our RE Conversation. Education opportunities will continue to be at the highest quality and relevant to our business. We are going to take our social networking presence to the next level, with the addition of a NWMAR Blog site, and to our already active Facebook and Twitter pages.

The key here is to stay connected, in all mediums, in order to stay ahead of the game. We, as Realtors®, are facing an ever-changing market that will challenge our knowledge, skill and marketing ability, and NWMAR wants to provide our members with all of the tools we need to do just that! I want to challenge our NWMAR members to rise to the occasion, have the courage to be a Game Changer in 2010, and Join the Conversation!

I hope that every one of you have a wonderful Christmas and Holiday Season, and a joyous and blessed New Year!

Corie Haynes
2010 NWMAR President

this issue

Headlines P.1

Education & Events P.2

Homes of North MS & MLS News P.3

News to Use P.4-5

NWMAR Staff P.6

NWMAR Dues are due
★ Now★
click here pay online

NWMAR is now on
Facebook & Twitter!
Check us out & get the latest
NWMAR news!



Thank You to Everyone who gave for Toys for Tots!!
We were able to collect Over 115 Toys & \$125.
The Toys were given to needy children in our area for Christmas.
We are Overwhelmed with Your Generosity.
Thank you!

JANUARY 2010



EDUCATION & EVENTS



The
DISCLOSURE

January 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 	2
3	4	5	6	7	8	9
10	11	12	13 Advanced MLS Class 9:30	14	15	16
17	18 Martin Lu- ther King, Jr. Day	19	20	21	22	23
24	25	26	27	28	29	30
31						

MEETINGS & EVENTS

JAN. 1—New Year’s Day—Association Office will be closed.

JAN. 13—Advanced MLS Class 9:30
Go to www.nwmar.net/edu to register

FEB. 3—New Member MLS Training-all new members must attend, class is free, Cass time 9:30, To register go to www.nwmar.net/edu

FEB. 9 & 10—New Member Orientation-All Primary & Secondary Member must attend, Class time 9:00, To register go to www.nwmar.net/edu

FEB. 9-12—30 Hr. Post License Course, Class time 9:00 to 5:00, class is FREE to NWMA members, \$100 for non-members, to register to www.nwmar.net/edu

**Pay Bills &
Register @
www.nwmar.net**

Contact Joyce for Education Information ·
Joyce@nwmar.com · 662.449.3553

JANUARY 2010



HOMES OF NORTH MS & MLS NEWS



The DISCLOSURE

MLS NEWS



MLS Cool Tools! Once a month we will be having a MLS features class– it's free and all are welcome! Jan. 13th @ 9:30– Advanced MLS Class.

Stay Informed– What is this new thing VOW and how does it apply to you.

Past Class Topics– Click on Topic for Instructions
-New Prospecting Feature, Supra, Reverse Prospecting & Agent Hit Counter
-Mapping Tools: Finding the schools, area, and flood zones

Contact Amanda for MLS Information • Amanda@nwmr.com • 662.449.3553

HOMES *of North Mississippi* is bringing in the New Year Right!

Kick the New Year off Right with Great Advertising!

Look!
NEW
Prices!!

February Deadline Cut Off:

Friday, Jan. 22nd

FULL PAGE - \$250

HALF PAGE - \$150

QUARTER PAGE - \$100

Click here for more Information and NEW Prices!

Call 662-449-4548 or homes@nwmr.com for an appointment. Hurry! Reserve your space and nail down a great price!



Trey Agner

www.HomesofNWMS.com

JANUARY 2010



NEWS TO USE



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Rental Homes vs Gain from Sale of Property

Most homeowners and Realtors® alike are familiar with a taxpayer's ability to exclude up to \$250,000 (\$500,000 for married filing joint taxpayers) in gains on the sale of a taxpayer's principal residence. This provision in the tax law has provided a highly beneficial tax strategy for taxpayers/homeowners. However, certain changes to the gain exclusion enacted in 2008 may surprise taxpayers/homeowners who have used their principal residence as a vacation home or rental property. This article will provide an overview of several of the recent changes enacted to this popular tax provision.

Background: Historically, a homeowner was able to exclude gains on the sale of his or her principal residence if the home was occupied as the homeowner's principal residence for two of the preceding five years. This provision was used by many taxpayers when selling their principal residence, as well as for taxpayers with vacation homes/rental homes who chose to live in the vacation home for two years prior to selling.

Changes: Beginning in 2009, a homeowner will recognize gain from the sale of a principal residence if at any point after January 1, 2009 the principal residence was used as a vacation home or rental property (defined as "nonqualified use"). *This only applies to usage of the property after January 1, 2009. Property usage as a vacation home or rental property prior to 2009 is not considered.*

The amount of gain considered taxable is a ratio which compares the homeowner's period of nonqualified use to the total period of ownership. Again, the period of nonqualified use is measured after January 1, 2009. Any use as a rental property or vacation home prior to January 1, 2009 is not considered.

Example: A homeowner purchased a home in 2003 and treated it as a rental home until 2010. Beginning in 2010, the homeowner lived in the home as his principal residence until he sold the home in 2013. The total time used for rental property is 7 years (2010 – 2003). However, only 1 year was the renting of the home considered "nonqualified use", which was during 2009. Thus, only 10 percent of the gain is taxable, because only 1 year (2009) of the 10 years owned was considered nonqualified use. (Please note that this example does not address depreciation recapture related to rental property depreciation, which is beyond the scope of this article).

As with most tax laws, there is a quirk/exception provision. For this provision, there are several exceptions and this article will address the primary exception. The "nonqualified use" provision does not apply in the instance where a taxpayer treats his home as a principal residence for two years and sells the home within three years of moving out. For example, if a taxpayer purchases a home for his principal residence in 2009 and converts the home to rental property in 2012, the nonqualified use provision does not apply as long as the taxpayer sells the home by 2015 (within three years of moving out).

What to be aware of: Realtors® should be aware that there have been recent changes and that not all gains from the sale of a principal residence are guaranteed to be free of tax. This issue will become increasingly common as many homeowners have converted their principal residence to rental property because of their inability to sell during this recession. There are several exceptions that apply, and with proper planning, a surprising tax bill can be avoided.

About the Author: James McIngvale is a Certified Public Accountant licensed in both Tennessee and Mississippi. James is a founding partner in Skinner & McIngvale, PLLC, located in Southaven, Mississippi and is an active real estate investor. James can be reached by phone at 662.349.3100 or by email at james@sm-llc.com.

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Click here to view our NWMA Article and Video Archive including Extended Homebuyer Tax Credit information and the Installation Speech from our 2010 President.



NEWS TO USE



The
DISCLOSURE

Housing shows signs of stabilizing

By CYNTHIA BULLION
Times-Tribune News Staff
Published: Thursday, December 10, 2009 3:01 PM CST

DESOTO COUNTY - For the first time this year, area monthly real estate figures were improved from the same period in 2008.

Records from the Northwest Mississippi Association of Realtors show an increase in October and November in the number of home sales, as well as monthly sales volume and average list and sale prices, in DeSoto, Tate, Marshall, Tunica and Panola counties.

The records also reflect a decrease in current inventory. "It's been dropping and staying at the eight- or nine-month range," NWMAR Executive Officer Paul Shahan said about the supply of homes, or 2,035, as of Wednesday. "There's less choice for buyers, which means inventory is moving at a faster rate."

He said the average days a home is spending on the market stands at 132 for the year.

"Things have equalized better between buyers and sellers with fewer homes for sale keeping prices appropriate but still allowing for good deals for buyers," Shahan said about current market conditions.

The average sale price for a home in the five-county area NWMAR serves was \$141,772 on Wednesday, down from \$152,082 for all of 2008. However, the amount for the past two months was higher than in October and November last year, marking the first monthly increases this year.

Actual over-the-month home sales were also up for the first time in 2009, with 265 in October and 223 in November. Sales for the year so far total 2,473 in comparison with 2,953 in 2008.

Shahan said partially to thank is the \$8,000 federal tax credit that was offered to first-time homebuyers earlier this year and recently extended through April 2010 and expanded to include \$6,500 for some current homeowners who are relocating.

"You're going to see us promoting that pretty heavy," he said about the incentive, noting it should continue to positively affect the local market for several more months.

Other likely positives in the face of increasing buyer confidence could include more homes being placed on the market and a pick up in new home construction.

A report released Wednesday listed 62 residential building permits as being issued in DeSoto County in November.

Olive Branch led with 19 and was followed by unincorporated areas with 14, Southaven with 11, Hernando with 10 and Horn Lake with eight. No residential building permits were issued in Walls, leaving the countywide total for the year at 475 compared to 621 in 2008.

DeSoto County saw its permits for single-family, multi-family and mobile home construction peak at more than 3,100 in 2006. A check with the DeSoto County Chancery Court shows that just as new home construction is down from last year, so are foreclosures. The number of substitute trust and trust deeds filed with the court through November of this year were 973, compared with 1,019 for the same period in 2008.

November 2009 Residential Sales Report

NWMAR November Residential Sales Statistics	2009	2008	% Change
Total Home Sales	230	169	+36.1%
Median Sales Price	\$135,000	\$128,400	+5.1%
Average Sales Price	\$140,246	\$136,122	+3.0%
Monthly Sales Volume	32.3 million	23 million	+40.4%

**Great Job
Realtors®!!!**

Summaries:

Home sales reported for November showed another highest percentage increase for 2009! Total Home Sales comparison to November 2008 shows an 36.1% increase over November of last year. This reflects the highest year to year increase so far this year. Months to sell existing inventory in November remains lower than all of 2008, a great trend for sellers. Average Sales Price (now 3% ahead of last year) comparison to previous month (1.3% ahead of last year) showed continuing increase over previous year. Listing Inventory for November remains approximately 24% below a year ago (2008 vs. 2733). This number seems to have stabilized over the last three months, meaning we could start to see an Inventory increase in early 2010.

JANUARY 2010



NWMAR STAFF



The DISCLOSURE

Thank you Kenneth, We Wish You the Best!



After working 5 years for NWMAR as Chief Financial Officer, Kenneth Hodge will be retiring at the end of 2009. We want to express a special Thank You to Kenneth for his hard work, dedication and guidance.

JANUARY 2010



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*NWMAR Staff
wishes You*

**A HAPPY
NEW YEAR**

