



# The DISCLOSURE

## this issue

Headlines P.1

Education & Events P.2

MLS News & FAQ's P.3

NWMAR News P.4

News to Use P.5

Affiliates P.6

## Quarterly Membership Meeting

Thursday, March 18th · 9:00 a.m.

Sponsored by National Property Inspections  
Please register at [www.nwmar.net/events](http://www.nwmar.net/events)



### Helping Hands Award

NWMAR wants to recognize Realtors® who are active in the community and charities. Each quarter, NWMAR will award one Realtor® the Helping Hands Award and make a donation to the Realtor's® chosen charity. The Realtor® receiving the award will be honored at the quarterly meeting and featured in the newsletter. The first award will be given at the March 18th quarterly meeting.



To submit entries:  
[mls@nwmar.com](mailto:mls@nwmar.com) · 662.449.3599 fax  
[www.nwmar.com/helpinghands.htm](http://www.nwmar.com/helpinghands.htm) for more information

**Deadline for Entries:**  
Tuesday, March 9th by 5 p.m.  
[Click here for Entry Form](#)



Check out the NWMAR Blog  
<http://nwmar.blogspot.com/>

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



Call to See if NWMAR is Buying Used Lockboxes  
662-449-3553  
\*Subject to inventory

## REALTOR BOUTIQUE

Click [here](#) to see the new items for sale at NWMAR



MARCH 2010



**Dues Reminder:**  
**MLS Dues are due April 1st by 5 p.m.**  
Invoices were mailed in February  
Pay online: [www.nwmar.net/payment](http://www.nwmar.net/payment)

### facebook Users Group

An open discussion on using facebook in real estate.  
March 3rd · 1:00 p.m.  
Register @ [www.nwmar.net/edu](http://www.nwmar.net/edu)

## 2010 NWMAR Scholarship Fund

5 area high school students will be selected and awarded a \$1,000 scholarship for the Fall 2010 Semester



Application Deadline:  
April 30, 2010




[Click here for Application](#)



# EDUCATION & EVENTS

The  
DISCLOSURE

## March 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3 FACEBOOK USERS GROUP 1:00	4 APPRAISER CONTINUING EDUCATION 8:00-5:00	5 →	6
7	8	9	10 BOARD OF DIRECTORS MEETING 10:00	11	12	13
14 	15	16	17 	18 QUARTERLY MEMBERSHIP MEETING	19	20 
21	22	23	24	25	26	27
28	29	30	31			

**March 3-** facebook User Group @ 1:00 p.m. An open discussion on using facebook in real estate. [www.nwmar.net/edu](http://www.nwmar.net/edu) to register

**MARCH 4 & 5 - Appraiser Continuing Education** - The Memphis-Mid South Chapter of NAIFA is having two (2) courses for appraisers @ NWMAR. Class time both days: 8:00-5:00. Cost for each day: \$150 for NAIFA members, \$180 each day for non-NAIFA members. Lunch will be provided. Thurs. March 4 will be 2010-11 USPAP Update & Fri. March 5 will be Understanding Highest & Best Use. To get a registration form contact Kim Haney at 901-382-2700 or Joyce at NWMAR 662-449-3553. Forms & fees must be received by Feb. 12. You must fill out a separate form for each day. Both courses are approved for CE in Mississippi, Tennessee & Arkansas. Make checks payable to Memphis-Midsouth Chapter of NAIFA. (they cannot accept credit cards)

**March 18- Quarterly Membership Meeting** @ 9:00 a.m. Please register at [www.nwmar.net/events](http://www.nwmar.net/events)



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

MARCH 2010



# HOMES OF NORTH MS & MLS NEWS

The **DISCLOSURE**

## NWMAR Survey Q & A's

**Q: How do I know when the dues are due?**

**A:** Invoices for any upcoming dues are sent out 1-2 months in advance to give additional time to schedule a payment. Please check NWMAR emails, newsletters and the front of the MLS for information on any upcoming dues as well as education and other important announcements. Watch in the next few months for online access to your NWMAR accounts.

**Q: Do you ever have an advanced MLS class to cover prospecting and other tools?**

**A:** Yes, we offer an advanced class at least every other month if not more. Please be sure to check your emails from NWMAR, newsletters, [www.nwmar.net/edu](http://www.nwmar.net/edu) and the front page of the MLS for upcoming MLS classes and more. The advanced classes are an hour and cover tools such as prospecting, mapping, stats, inventory and other subjects.

**Q: I am trying to enter a listing but the street and subdivision names aren't in the lookup, what do I do?**

**A:** New street names, subdivisions, schools etc. must be manually added by NWMAR staff to avoid duplicate names. Call or email the NWMAR office and the staff will be happy to enter the information immediately.

**Q: Where do I go to find out how many CE hours I have taken or need to take before I re-new my license?**

**A:** Since continuing education is required to keep your real estate license active, the Mississippi Real Estate Commission is the only place you can go to get that information. You can go to their website, [www.mrec.state.ms.us](http://www.mrec.state.ms.us) & login. If you have not logged on to their site before you will need to set up a user name & password. You can also call them at 601-932-9191. Be sure & have your license number handy.



**Click here to View More**

## MLS NEWS

Contact Amanda for MLS Information  
[Amanda@nwmar.com](mailto:Amanda@nwmar.com) • 662.449.3553

**MLS.. How? Click Below to get instructions on some Cool MLS Tools**

-Prospecting

-Mapping

-Common MLS Rules

-Tips for Inventory



**One on One MLS Training now available by Appointment**

Training will be at NWMAR office regarding MLS questions only and will last one hour.

Available times: **Thursdays**

**9:30-10:30 a.m. · 10:30-11:30 a.m.**

**1:00-2:00 p.m. · 2:00-3:00 p.m.**

**By Appointment Only.**

Contact Amanda @ 662.449.3553 or [mls@nwmar.com](mailto:mls@nwmar.com)



**What is VOW, AVM & 3<sup>rd</sup> Party Comments?**

**Click here**

**MARCH 2010**



# NEWS TO USE

The  
DISCLOSURE

## A Back at NWMAR February 2010

**Required CE Class** – February 13, 29 Real Estate Agents took advantage of the Saturday opportunity to get their CE at NWMAR.

**Focus Groups** – On February 18, Members of NWMAR gathered to share comments and ideas about their association. This information will be summarized by the facilitator, Terri Murphy, and presented to the Board of Directors in the near future.

**Brokers Meeting** – Also on February 18, NWMAR Managing Brokers met to review the strategic plans, financial outlook, and new committee structures developed by the Board of Directors for 2010. Brokers shared a trend they are seeing that Agents who are still in the market are determined to stay in the market. New agent recruiting is also starting to show signs of picking up again.

**Board of Directors Meeting** – February 10, A new program to recognize and support Realtors working to help the Community was approved. Directors spent additional time forming goals and tasks for 2010 Committees, to give them solid direction for the year. See a copy of Strategic Tasks by clicking here

**Committee Chair Meeting** – February 18, Committee Chairs and Vice Chairs met at NWMAR to receive Tasks and notebooks and report forms that will give continuity from one year to the next.

### 2010 NWMAR Committees

**Charities**

Tiffany Donovan, Chair  
Dolly Skelton, BOD Liaison  
Amanda Phillips, NWMAR Liaison

**Professional Standards/Grievance**

Diane Stribling, Chair  
Greg Ryan, BOD Liaison  
Paul Shahan, NWMAR Liaison

**RPAC**

Leigh Ann Mehr, Chair & BOD Liaison  
Joyce Moore, NWMAR Liaison

**Leadership**

08-09 Alumni  
Corie Haynes, BOD Liaison  
Joyce Moore, NWMAR Liaison

**Scholarship**

Michele Johnston, Chair  
Stephanie Lawson, BOD Liaison  
Joyce Moore, NWMAR Liaison

### January 2010 Residential Sales Report

NWMAR January Residential Sales Statistics	2010	2009	% Change
Total Home Sales	119	127	-6.2%
Median Sales Price	\$141,400	\$123,500	+14.4%
Average Sales Price	\$143,951	\$129,059	+11.5%
Monthly Sales Volume	16.98 million	16.39 million	+3.5%

Summaries:

Home sales reported for January 2010, while slightly lower than December in volume, showed significant increases in pricing! Median prices increased over 14%, matching national trends for home value appreciation. Average Sales prices showed a large increase over last month as well, 11.5% vs. 5.8% increase. Months to sell existing inventory in January is lower than January of 2009. Listing Inventory for January is at 17.3% below a year ago (2045 vs. 2470), with the inventory reduction still slowing compared to previous month.



liveinmississippi.com

MARCH 2010



# NEWS TO USE

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## Five Tips About the First-Time Homebuyer Credit Documentation Requirements Special Edition Tax Tip 2010-02

**New**

**Plus Click here to View our NWMMAR Article & Video Archive including Extended Homebuyer Tax Credit information**

**MAR Announces Enhanced & Updated Version of ZipForms**  
**Click here for more information**



### EXCLUSIVE LIMITED MEDICAL INSURANCE RATES AND PLANS FOR NAR MEMBERS



NAR is pleased to introduce REALTORS® Core Health Insurance (RCHI) – an affordable and guaranteed-acceptance limited medical insurance program designed exclusively for REALTORS® under 65



**[www.RealtorsCoreHealthInsurance.com/AE](http://www.RealtorsCoreHealthInsurance.com/AE)**  
**Click here for more information**

Daily Real Estate News | February 19, 2010 |

### **NAR Resource to Reduce Short Sale Stress**

According to the most recent REALTORS® Confidence Index, buyers continue to be discouraged with the extended short sale process, which frequently results in foreclosures that could have been prevented.

New resources from the National Association of REALTORS® aim to help REALTORS® and consumers successfully navigate the short sale process to help more home owners avoid foreclosure.

“Our members report that short sales are often riddled with delays and red tape,” said NAR President Vicki Cox Golder. “NAR has worked tirelessly to provide REALTORS® with the resources they need to navigate short sale transactions, as well as provide guidance on helpful government programs designed for home owners facing the process.”

On April 5, 2010, the U.S. government will implement the Home Affordable Foreclosure Alternatives Program (HAFA). Part of the Home Affordable Modification Program, HAFA helps home owners who are unable to retain their home under HAMP by simplifying and streamlining the use of short sales and deeds-in-lieu of foreclosures. Home owners must meet certain requirements to participate, and incentive payments are provided to home owners and servicers.

To help REALTORS® understand HAFA and its guidelines, NAR has released a brochure about the Home Affordable Foreclosure Alternatives Program and additional resources online, including government forms and guidelines, a video explaining the new federal guidelines, and frequently asked questions.

Designed to help REALTORS® explain the new program to home owners, NAR’s HAFA resources explain how the program aims to streamline short sales and, in the process, save more families from foreclosure.

“The new guidelines and incentives as part of HAFA are a crucial step towards reducing problems with the short-sale process, and REALTORS® are ready to help make this new program a success,” said Golder.

In addition to its resources on HAFA, NAR launched a Short Sales and Foreclosures (SFR) Certification Program in August 2009. The SFR program is offered by the Real Estate Buyer’s Agent Council of NAR and includes training on how to manage short-sale, foreclosure, and real-estate owned transactions.

**MARCH 2010**



# AFFILIATES

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Since 1890, M&F Bank has served a growing community of clients. From 42 locations and the connected world M&F delivers a wide array of services, including personal and business banking products, mortgages, loans, internet and mobile banking, insurance, wealth management and investments. Our markets are diverse. From our base in Mississippi, M&F now serves customers throughout parts of Tennessee, Alabama and Florida. Customers often choose M&F Bank because it is a community bank where they are known, their business is appreciated and they are greeted with friendly, personal service. At M&F, our mission is built on integrity and our focus is to exceed customer expectations everyday. Brenda Jones is the mortgage loan officer for DeSoto and surrounding areas including Shelby County. She has been in the business for 233 years and offers FHA, VA, conventional, rural housing and MS Bond products for both fixed and adjustable mortgages.

*Thanks to Brenda Jones and M&F Bank for sponsoring our Feb. 13th Continuing Education!*

## 2010 Affiliates

Atmos Energy Corporation  
Citizens National Bank  
DeSoto Co. Economic Development Council  
Edward Jones Investments-Milton Davis  
Merchants & Farmers Bank  
National Property Inspections  
North MS Home Builders  
Trustmark Mortgage  
Synovus Mortgage  
SouthGroup Ins./Brown & Haynes, Inc.

## Meet Your NWMAAR Staff



Paul Shahan  
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MARCH 2010