



# The DISCLOSURE

## eKey for the iPhone

SUPRA IS GETTING VERY CLOSE TO RELEASING **eKEY FOR THE iPhone ADAPTERS**. THEY HAVE GIVEN ASSOCIATIONS AN OPPORTUNITY TO PRE-ORDER THE ADAPTERS. THE COST WILL BE \$54.95 PLUS TAX. PRE-ORDERS WILL START BEING SHIPPED AROUND THE END OF AUGUST. IF YOU WOULD LIKE TO GET MORE INFO THE **eKEY FOR THE iPhone** GO TO [www.supraekey.com](http://www.supraekey.com).



Call NWMA to ORDER

**DEADLINE FOR PRE-ORDERS—5:00 FRIDAY AUGUST 13**



Northwest Mississippi Association of Realtors®  
**Helping Hands Award**



**Next Deadline:  
Wed., Sept. 1st**

Apply or Nominate someone Now  
Click for Application

[nwmar.com/helpinghands.htm](http://nwmar.com/helpinghands.htm)

Check out upcoming education on Page 2

## Newsletter Highlights



NWMA Leadership

**NWMA Leadership 2010** On July 28 NWMA Leadership 2010 completed the second part of the four part Leadership Program, the Parkwood Challenge Ropes Course at Parkwood Hospital in Olive Branch.

*See Page 3 for Details*



**NWMA Young Professionals Network** is a growing group of young, career-minded real estate professionals who want to stay abreast of the latest tools, resources, & networking opportunities.

*See Page 3 for Details*

# A LOOK BACK

at NWMA in July  
*See Page 4 for Details*



*Join the Conversation*  
NWMA Mid Year Report  
*See Page 6 for Details*

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It's Time to



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



**What?  
Click here  
for NWMA  
FAQ's**



Check out  
what's going on  
**Under Our Roof**



AUGUST 2010



# EDUCATION & EVENTS

The DISCLOSURE

## August 2010



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 Exec.Comm./RSC Meeting 11:00	4 New Member MLS Training 9:30	5 1st Day of School	6	7
8	9	10	11 Bd. Of Directors Meeting 10:00	12	13 CE Electives 8:30-5:00	14 CE Req'd Miss Law 8:30-3:00
15	16	17	18 Brokers Mtg 10 a.m.	19 Property Management Class 9:00-1:00	20	21
22	23	24	25	26	27	28
29	30	31				

AUGUST 2010



[www.NWMARonline.com](http://www.NWMARonline.com)

**Continuing Education on Your Schedule.  
Anytime. Anywhere.  
Real Estate & Appraisal CE for MS & TN**

Contact Joyce for Education info [Joyce@nwmr.com](mailto:Joyce@nwmr.com)

**AUG. 4**—New Member MLS Class (all new members must attend) 9:30 am Go to [www.nwmr.net/edu](http://www.nwmr.net/edu) to register

**AUG. 11**—Board of Directors Meeting 10:00

**AUG. 13**—Continuing Education 8 hrs. electives (multi media marketing & ethics) 8:30—5:00 \$25.00 Instructor: James Williams To register go to [www.trei.ms](http://www.trei.ms)

**AUG. 14**—Continuing Education 8 hrs. Required Mississippi Law (agency, contract & license) 8:30—3:00 \$25.00 Instructor: James Williams Lunch to be provided. To register go to [www.trei.ms](http://www.trei.ms)

**AUG. 19**—Property Management for the Residential Agent 4 hrs. CE credit 9:00-1:00 \$65.00 Instructor: John Phillips To register go to [www.realtorinstitute.org](http://www.realtorinstitute.org) or call 1-800-747-1103



# LEADERSHIP & YPN

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NWMAR Leadership

# 2010



Participants included Leadership group members: Mike Anderson, Malinda Gullick, Kay Jefferies, Michele Johnston, Sheryn Maricle & Sandy Richardson. Also participating were Corie Haynes, Paul Shahan & Joyce Moore.

On Wednesday, July 28 NWMAR Leadership 2010 completed the second part of the four part Leadership Program, the Parkwood Challenge Ropes Course at Parkwood Hospital in Olive Branch. The Parkwood Challenge Ropes Course is a team building experience where the group negotiated its way through a series of physically & mentally challenging outdoor events. Much like an obstacle course, the group had to figure out the best way to climb up, down & through, jump off, over & around a series of obstacles as individuals and as a team. Even though the weather was hot the enthusiasm never let up.

AUGUST 2010

## Join Us..

# Monday Mixer

@ MiPueblo Hernando

Come melt away that Monday Real Estate Madness with other young real estate professionals.

## Monday, August 23rd

### 5-7 p.m.

Drink Specials  
Appetizers  
Networking



## YPN Lunch & Leadercast

If you Missed it.. You Missed Out!



Congrats  
John Sullivan,  
Winner of the  
Flip Video Prize

Thank you to our Sponsors: Chuck Jackson w/ Community Mortgage, Doug Capps w/ Fairway Mortgage, Adams Homes, & Wendell Thompson w/ Farmers Insurance



## NWMAR Young Professionals Network

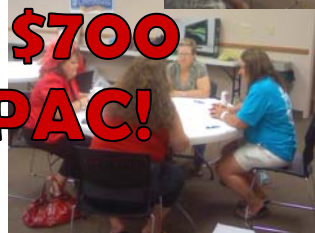
The Loop  
Are you in?

Get Involved!! Join NWMAR YPN—it's Free! [www.NWMARYPN.com](http://www.NWMARYPN.com)



# NEWS TO USE

The DISCLOSURE



**Bunco Bash  
Raised \$700  
for RPAC!**

# Pack the Park-n-Lot Thursday

**Thursday, July 22nd**  
Thank you to our Sponsors:  
**Keller Williams Realty**  
**Kay Jefferies w/ Keller Williams**  
**Amy Brown w/ City Realty**  
**Doug Capps w/ Fairway Mortgage**  
**Bob Leigh & Associates**  
**Michael Austin w/ Austin Realty**  
**Milton Davis w/ Edward Jones**  
**Core Haynes w/ Keller Williams**  
**Larry & Laurie Webb**  
w/ Keller Williams  
**Melba Wooten w/ Austin Realty**  
**Mary Currie & Kathy Krueger**  
w/ Vintage Homes  
**Chambliss Realty**



AUGUST 2010



# NEWS TO USE

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## June 2010 Residential Sales Report

NWMAR March Residential Sales Statistics	2010	2009	% Change
Total Home Sales	244	254	-3.7%
Median Sales Price	\$135,000	\$133,950	+0.8%
Average Sales Price	\$143,374	\$145,671	-1.6%
Monthly Sales Volume	34.9 million	37 million	-6.2%

Home sales for June 2010 leveled to just below 2009 sales numbers for the month. Listing inventory increased from May to June from 2,081 units to 2,144 units, approaching the 2,254 units in June of 2009. All of these numbers are showing stability in the real estate market when compared to the dramatic changes over the last two years. Days on the Market was at 111 days for June, significantly below the average of 139 days for June of 2009.

## MLS NEWS

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

MLS Training will be at NWMAR office

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.

[Amanda@nwmnar.com](mailto:Amanda@nwmnar.com)

### MLS.. How?

- Prospecting
- Mapping
- Common MLS Rules
- Tips for Inventory

Set up your buyers with their **OWN Website!**  
[click here](#)

## NWMAR Suggestion Box

This year our Association has received some excellent ideas for activities from our members. As a 2010 NAR Game Changer Award winner, NWMAR knows that innovation can often come from the members in the field. To encourage the sharing of your ideas, NWMAR will be conducting a contest this Fall for the best ideas to improve our Association. Get your thinking caps on and watch for details in August on how to **win BIG** for your suggestions!

**Got Ideas?**  
 We want to hear them!

## Learn to hit all the right notes at the 2010 REALTORS® Conference & Expo.



- Choose from over 125 education sessions—the information you get will be instrumental to your success
- Network with 20,000 real estate professionals and amp up your referral potential
- Celebrate in the renewed spirit of the Big Easy, one of America's most unique destinations

[realtor.org/Conference](http://realtor.org/Conference)



# Will You Be There?





# NWMA NEWS

The  
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## NWMA Mid Year Report

We have had an exciting and productive 2010 so far at NWMA!

Sales numbers are still trending to the positive, membership numbers are steady, and the Board of Directors continues to keep a close eye on the Association financials and budget.

The addition of our Young Professionals Network (YPN) has sparked so much interest in members of all ages, and I am so pleased at the participation level in all YPN events. With so much attention across the state and in NAR, I'm very glad that NWMA is once again a leader and trendsetter in our industry!

The Chick-fil-a Leadercast event in May was just outstanding, and we were thrilled to welcome so many people from all different areas of our community: we had students, teachers, and administrators from all of the county schools, representatives from several local businesses and affiliates, along with many Realtors. Everyone who attended was just blown away by the quality of the speakers and leadership training, and we have been able to use excerpts from the broadcast at a few of our recent events. We plan on using more over the next few months, so watch for your opportunity to see some of this great program! We have already signed up to host it again next year - it will be on Friday, May 6, and tickets will be available towards the end of this year! We've already had a lot of interest, and are looking forward to a packed house!

The Leadercast event was the first day-long module of our redesigned Leadership NWMA program, and the class has just experienced the second module, focusing on Team Building, at the Ropes Challenge Course at Parkwood Hospital. They did an outstanding job working together and solving problems, and I know we can expect great things from this class for the rest of their classes, and as future leaders in our association, businesses, and community!

Our Helping Hands award is very popular, and I'm so glad that we are recognizing our Realtors and their contributions to all of the wonderful organizations that so deserve our attention. Congratulations to our first two recipients, Sandy Williams and the Tunica Humane Society, and Susan East and Lifestyle Transitions. We have two more awards to present at our September and December meetings, so please get your Helping Hands nominations in as soon as you can!

All of our committees have been working on their goals for the year, and we have awarded 5 scholarships to some very deserving local high school seniors, and raised money for RPAC and House of Grace. Our Pack the Park N Lot lunch for the Homebuilders was a lot of fun, and we were glad to welcome our builders to NWMA and take the opportunity to say Thank You to them. We are looking forward to some more events with them this fall.

There have been plenty of educational opportunities at NWMA as well, including the MAR Roadshows, required CE, and a class on the new healthcare reform and how it will affect all of us. There are many more classes scheduled in the coming months, so take advantage of all of those!

We are also excited about additions and improvements to our MLS - the Rental category and appraisal data features are tools that our members have been asking for, and are ready to put to good use!

These are just a few of the things that we have ongoing at NWMA, and there is no sign of slowing down over the next few months! None of these things would be possible without the great staff we have, and I want to say a big THANK YOU to Paul, Brenda, Amanda, Joyce and Diana for all of their hard work, and for going "above and beyond" many times in order to make things happen.

A big Thank You, as well, goes to our affiliates and sponsors for all of these events - they wouldn't happen without your willingness and participation!

I would like to welcome our new Director, Mark Gardner of Bill Sexton Realty and Appraisals. Mark was approved by the Board of Directors, at our July meeting, to fill the vacated Director's term that had been held by Jeff Waters of Keller Williams Realty. Two recent transfers to Keller Williams by Board members created a bylaws issue, because NWMA bylaws state that no company can have more than two members on the Board, and we had to regretfully accept Jeff's resignation. We look forward to Jeff being able to serve again in the future, and he is going to remain active in association leadership.

The future is bright for NWMA and our members, and there will be plenty of opportunities and some exciting events over the next few months for everyone to be involved in a variety of ways! I'm looking forward to seeing you there!



**-Corie Haynes**  
**2010 NWMA President**

AUGUST 2010



# AFFILIATES CORNER

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In the highly competitive world of mortgage financing, **Fairway Independent Mortgage Corporation** is a company where customer service is a way of life!

With 81+ branches nationwide, the main Mississippi branch, located off the square in Hernando, MS, has been the local mainstay for mortgage lending for more than 12 years.

The Southern Region of **Fairway Independent Mortgage Corporation** also incorporates additional satellite offices located in Flomaton, AL, Pace, FL and our NEWEST office in Holly Springs, MS.

We will give you the personal attention you deserve and treat you with the respect due a valued customer. We believe in customer service and understand you're making a commitment in buying a new home or refinancing your current mortgage. We will help you qualify and get approved for the right mortgage loan for you.

Doug Capps & Fairway Independent Mortgage are long time supporters & sponsors of many NWMA activities including continuing education classes & YPN.

## 2010 Affiliates

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

AUGUST 2010



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*Meet Your NWMA Staff*