

# August Newsletter



## A s s o c i a t i o n   L u n c h e o n

### SPECIAL POINTS OF INTEREST:

- Association Luncheon
- COE Class at the Association Office
- News from the MLS Committee
- Luncheon Reservation Form
- COE Class Registration Form

### AUGUST ASSOCIATION LUNCHEON

The next luncheon of the Association will Wednesday, August 13, 2014 at Westlake Country Club at 12:30 pm. We'll be having our drawing for the cash and other prizes. Plan to be present. Please be sure to make your reservations at the Association Office.

### **SHEPEARD BLOOD CENTER—BLOOD GIVE—IN**

#### **PLEASE REMEMBER**

Shepard Community Blood Center will be at the First Baptist Church (INSIDE THE ACTIVITIES CENTER) for our annual —BLOOD GIVE—IN THURSDAY, AUGUST 14TH 11 AM—7 PM

**FREE CHILD CARE AND PRIZES FOR DONERS**

### CODE OF ETHICS/ORIENTATION SCHOOL

Our next Code of Ethics/Orientation School will be Thursday, August 14, 2014 at the Association Office at 9:00 am. Remember you must attend this class every four years and for new agents this is a must. Reservation forms are attached.

### VOLUTEER FOR A GAR COMMITTEE IN 2015

Broaden your networking and give back to your industry by volunteering for a GAR committee in 2015! Contact GAR for more information on how to sign up.

### GEORGIA REAL ESTATE COMMISSION APPROVES CONTINUING EDUCATION INCREASE

Be sure to go to the [garealtor.com](http://garealtor.com) and read the latest edition of the Georgia REALTOR Magazine. There are also some new revised advertising rules.

We want to know about our members!

Please notify the Association Office if you know or hear of a member being ill, in the hospital or might just need a phone call.

CALL US!  
(706) 736-0429

**ANSWER CALLS FOR ACTION WITH A FEW CLICKS**

Download the REALTOR Action Center Mobile App today! This app will keep you up-to-date on Calls For Action and allow you to invest in RPAC directly for your app. Go to [realtor.org](http://realtor.org) to find out more.

**SOME MLS DATA STATISTICS**

Units are up 0.5% in 2014 there were 5800 and 2013, 5772. Volume up 8.1% ...in 2014 936,816,00 and in 2013.. 866,320,00.

Pending sales up +9.7%

Days on market down ....2.5% to 154 days

Average Active Price is down.....2.8% to \$165,800

Average Sold price up.....+7.6% \$161,500

Sold price to original list price up...+0.4% to 94.6%

Sold price to list price up....+3.% to 97.4%

Current Inventory Units...up +2.1% in 2014 5144 and in 20-13 5096

Current Inventory Dollar Volume down.....-8% in 2014 853,036,000 and in 2013 ...859,825,000

**WANT TO HEAR FROM THE BOARD? GET ALL THE CLASS NEWS?**

Please make sure that there is an accurate email address in Navica, under the Office/Management section. We have recently discovered that agents are not receiving emails from the board and this is one of the ways we communicate with you....thank you!

**GAR SCHOLARSHIPS**

All courses leading toward a real estate-related designation or certification are eligible.

Scholarships are for the tuition only. If you are interested go to [garealtor.com](http://garealtor.com) or call the GAR Office at 678-597-4126.

**O N L I N E   C O N T I N U I N G   E D U C A T I O N   C L A S S E S**

The Association now offers online continuing education. These courses are approved for both Georgia and South Carolina. Go to the Association's website...[augustarealtors.com](http://augustarealtors.com) and scroll to the bottom of the page and you will see the link to the "Online Continuing Education". Follow the instructions.

**TECH HELPLINE**

**DON'T FORGET!** The helpline is available to members Monday-Friday from 9:00 A.M. to 8:00 P.M. and Saturdays from 9:00 A.M. to 5:00 P.M. Call toll free or via live chat visiting [Technology-Helpline.com](http://Technology-Helpline.com). The Technology Helpline analyst can even remote into your computer and fix it for you!

## NEWS FROM GAAR ASSOCIATION

NEW AGENT ORIENTATION CLASS - an introductory to MLS and Supra Display key.

What is needed prior to the orientation class:

- Full name on License
- License number
- Contact numbers
- Company address
- home address
- Email address

Providing the above information each realtor company needs to send a document to the association office with confirmation that the person is a new agent or a transfer agent with their company; and permission for us to supply MLS privileges and a Supra Display Key.

The orientation runs each week every Thursday Morning at 9:30 am, and last about 2 hours it is at this time for the new agents to pay the association dues, this is for annual dues that cover the local, state and national association dues. Throughout the year, depending on the month of the year we have a pro-rated amount for the dues, the new agent will be informed of that amount upon registration. Each agent will need to make a deposit for the display key of \$125.00 with annual insurance fee of \$25.00. Each payment – Dues, deposit and insurance fee has to be 3 separate checks or 3 separate transaction of a credit card.

The class includes basic information on Navica and Supra Display Key, Local Association information on continuing education, association events and the services that our association office provides to our REALTORS.

### PLEASE USE A TRANSFER FORM

Agents that are transferring from one company to another company, a Transfer Form needs to be filled out by both the former and new broker. We have had many companies sending company forms or letters for an agent transfer and they are providing the least amount of information possible. The Transfer Form is mandatory and the agent will not be transferred unless it is completely filled out.

### PLEASE SEND LETTER

If the former broker is allowing the agent to have their listings transferred to their new broker, then they need to SEND A LETTER with the list of properties, stating permission to transfer.  
If the former broker is transferring lockboxes, then they need to SEND A LETTER with the list of lockboxes to be transferred to their new broker

## **A NOTE FROM THE MLS COMMITTEE**

Your Board has been busy!! Over the last several months, we have installed the CRS program to NAVICA that gives us everything from tax information to sales data on all sales , to owner information for farming and prospecting.

This month, after exhausting evaluations, the Board of Directors has approved the purchase of an additional program which will be available in about 90 days. This program is called **Zip Forms Plus**: This is an electronic forms program, via the internet, that will work on PC or MAC. This will have all of the Georgia forms that we need to work in our field, i.e., Listing Agreements, Purchase and Sales Agreement, Disclosures, Misc. forms, etc. All of these will be available in NAVICA.

Through this program there will be two enhancements: **Zip Vault** Will allow you to bring other documents into the transaction and will allow storage of transaction documents. **MLS Connect**: Brings data from the MLS into the Zip form.

There will also be several “add on” services from Zip Logix that individual agents can purchase at a reduced price. )1 Mobile Web application (\$12.95 per year) that works on I phone, I pad, Blackberry or Android. 2) Relay a transaction management system (\$99 per year).

These additions to our members capabilities has required a significant investment from your Association and ALL are being provided at **NO ADDITIONAL COST** to our membership.

We are excited be bringing this new program to all of you. Be watching for more information as well as dates and times for training sessions in coming weeks.

Dennis Smith  
MLS Committee chairman

AUGUST  
LUNCHEON RESERVATION

WHEN: AUGUST 13, 2014

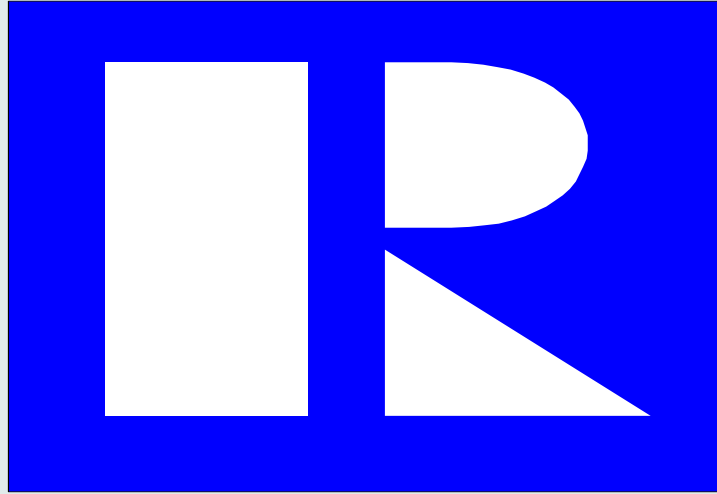
TIME: 12:30 P.M.

WHERE: WESTLAKE COUNTRY CLUB

COMPANY: \_\_\_\_\_

HOW MANY: \_\_\_\_\_





REALTOR  
CODE OF ETHICS  
orientation school

We will be having a CODE OF ETHICS CLASS on  
Thursday, August 14, 2014 at the Association Office.  
There is no charge. **Class starts promptly at 9:00 AM.**  
TO REGISTER:  
through Navica or email: [jsummers@augustarealtors.com](mailto:jsummers@augustarealtors.com)

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone # \_\_\_\_\_

