

April Newsletter



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

The next luncheon of the Association will be Wednesday, April 16th at Savannah Rapids at 12:30 pm. T's will be catering. This is our "Affiliate's/Business Partners Luncheon". Make plans now to attend! Be sure to make your reservation with the Association Office....we need a count!

SPECIAL POINTS OF INTEREST:

- Association Luncheon
- Message from your 2014 President
- Luncheon Reservation Form

G O L F T O U R N A M E N T

Is scheduled for Monday, May 5th at Westlake! Be sure to get your reservation form in! Lunch....door prizes, beverages from the beverage cart and a 19th Hole Party!

EDUCATION CLASSES COMING TO AUGUSTA!!

ABSORPTION RATE PRICING AND POSITIONING - May 19, 2014

presented by Zan Monroe

CODE OF ETHICS 3 hours of continuing education - June 17, 2014

presented by Howell Haunson

MARKETING AND ADVERTISING - July 24, 2014 - Morning class

presented by Seth Weissman

N.A.K.E.D. NEGOTIATIONS - July 24, 2014 -Afternoon class

presented by Seth Weissman

These are all excellent classes and I know you are going to want to attend each of them. Be sure to watch for the reservation forms!!!

"YOUR DUTY TO DISCLOSE" BY SETH WEISSMAN

What is required under State Law and the Code of Ethics? Know what to disclose, when and to whom remains one of the trickier parts of being a REALTOR. The NAR Code of Ethics requires you to make additional disclosures above and beyond state law. Be sure to go to the garealtor.com website and read this complete article!

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

A MESSAGE FROM YOUR 2014 PRESIDENT

We, at our local Association are constantly striving to improve and find new services to our members. First we have contracted with CRS (Court House Retrieval Systems) to provide us property information at one site, including foreclosures, mortgages and deeds! No more waiting on area counties to load information! CRS will give us the most accurate, current real estate data available. Go to www.crsdata.com for a free demo! It is awesome and will save us all a lot of time and give us powerful presentation tools. More information to come on actual start up date.

Secondly, we are negotiating with “Zip Forms” to provide members free access to the forms. This will eliminate brokers and agents from having to pay these fees!

Don't forget we have also have a **FREE TECH HELPLINE** available to us with any computer problem, personal or professional.....1-877-573-5611.

As 2014 President of the Association, I am encouraging you to support our industry with donations to Georgia's “REALTORS Political Action Committee” or “RPAC”. To help with our fundraising goal of \$27,000, we will be selling 8 VIP Tickets to the outdoor Lady Antebellum Concert for April 29th at the April Business Partners Appreciation Luncheon. Front Stage Table with Complimentary Food and Drink Tent!! Be prepared to pay BIG BUCKS for the only 8 VIP Tickets available!

Teresa Tiller
2014 GAAR President



FROM NAR

The NAR Midyear Meeting has a new name! The REALTOR Party Convention & Trade Expo – formerly the Midyear Legislative Meetings & Trade Expo – will be held May 12-17 in Washington, D.C. The branding change is a reflection of the advocacy nature of this event; the term “REALTOR Party” signifies the non-partisan movement to protect and promote the dream of homeownership and property investment.

Salesperson Liable for Nondisclosure

A federal district court in Kansas has found a real estate salesperson liable for failing to disclose the existence of a dam on a purchased property and a related agreement requiring buyers to maintain the dam. The seller’s agent had informed the buyer’s representative about the dam and an agreement with the city that the property owners maintain the dam, but the buyer’s agent failed to pass this information along to the buyers. The buyer’s agent and the brokerage were assessed \$202,500 in damages, which is the amount estimated to repair and maintain the dam.

COMPLAINTS AT THE ASSOCIATION OFFICE

Our Association office has already received 5 complaints this year. Two are arbitrations and three are Code of Ethics. Please....please members make sure you know your Code of Ethics. Sometimes these violations can come with some strong fines.

MLS

We are receiving a number of auto notifications that photos are not being put in the MLS system in that five day time frame. Emails have been sent and some of the photos are still not in the system. Question.....is this looking after your seller, remember the listing is pulled from the system if you receive that auto notification. We have just fined several agents \$100 for not getting that photo in the system.

CONGRATULATIONS!!!!

To Tom Blanchard who was named the **2013 REALTOR OF THE YEAR!!**

MARKET TRENDS TO WATCH IN 2014

This information is from the Georgia REALTOR magazine. The same factors that catalyzed widespread market recovery in 2012 and 2013 are likely to continue in 2014, though perhaps at a more moderate pace, as the market returns to a stable, healthy state. Potential trends to watch in 2014 include increased seller activity, more new construction and fewer foreclosures on the market. Inventory is another metric to watch this year. January housing statistics for Georgia include: 5.7% decrease in new listings; 13.2% increase in pending sales; 3.8% decrease in inventory; 25.4% increase in median sales price; 8.9% decrease in days on market.

ONLINE CONTINUING EDUCATION CLASSES

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 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 TechnologyHelpline.com. The Technology Helpline analyst can even remote into your computer and fix it for you!

CALL! 877-573-5611

APRIL
LUNCHEON RESERVATION

WHEN: APRIL 16, 2014

TIME: 12:30 P.M.

WHERE: SAVANNAH RAPIDS PAVILION

COMPANY: _____

HOW MANY: _____