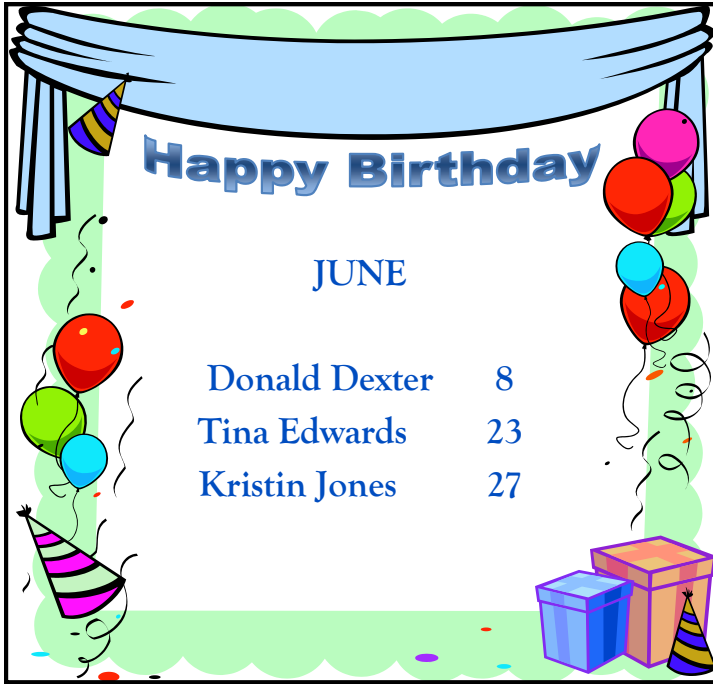




REALTOR®



JUNE 2016



HAPPENING EVENTS.....

June 2nd Empower Hour Damsel in Distress

June 7th 10th KAR Summer Meeting in Louisville at Crowne Plaza

June 16th NAVICA Training

NAVICA

Don't miss this opportunity to learn and implement all that your NAVICA PLUS MLS system has to offer.

Learn the many new features in Navica Plus!
JUNE 16th at the Ballard Convention Center

9:00 – 10:30 - All Appraisers,
Dexter & Associates, Hailey Mills, Hicklin Real Estate, Ken Gibson Realty, Kentucky Homes Realty, Mike Miller, New Horizons, Preferred Properties, and Tradewater Appraisals & Realty

11:00 – 12:30 - Coldwell Banker Terry & Associates

2:00- 3:30 - Heritage Homes Real Estate

June 23rd 9:00 Ward Elliot Core Course Brothers BarBQ

June 30th 9:00 Board of Directors Meeting

July 5th 11:30 General Membership Luncheon at Country Cupboard Sponsored by Independence Bank Be sure and go ahead and put it on your calendars!

WELCOME NEW AFFILIATE MEMBERS

**JASON VIRGE
with
VIRGE PEST PRO**

AND

**BRYAN FAZENBAKER
with
MEYER MORTGAGE CORPORATION**

2016 Officers & Directors

Dean Sheets—President
Brien Terry—President-elect
Tammy Coleman—Secretary
Cindy McKenzie—Treasurer
Gale Lutz—3 Yr. Director
Merideth Harris—3 Yr. Director
Rhonda Yates—2 Yr. Director
Chuck Lambdin—2 Yr. Director
Nathan Adcock—1 Yr. Director
Shannon Peyton—1 Yr. Director
Alice Carr—Past President Director

2016 Committee & Task Forces Chairmen

5 K Committee—Kori Cunningham
Community Service—Brien Terry
Education/Equal Opportunity—Tammy Coleman
Finance—Cindy McKenzie
Membership—Sarah Curry
MLS—Diane Palmer
Nominations—Merideth Tyson
Program/Social—Tammy Coleman
RPAC/Legislative—Linda Ramsey
Regional Professional Standards—Alice Carr
50th Anniversary—Julie Barritt & Alice Carr
Scholarship Committee—Tammy Coleman

Association Executive

Shelley Cates, Sandy Newell
(270) 821-8888

Office Secretaries

Ken Gibson Realtors: Jennifer Todd
Coldwell Banker: Mona Forker
Key Associates: Barbara Miller, Hannah Gossett
Heritage Homes: Beverly Roach

AFFILIATE MEMBERS

Abbey Appraisers—Larry Maikranz
Alford, Nance & Jones—Wes Alford
AmeriSpec Home Inspection Service—Bill Francis
Atmos Energy—Jim Payne
Batsel Appraisal Service—Tom Batsel
Betts & Company—David Betts
Bob's Termite & Pest Control—Bob Winders
Bruce Ladd Appraisals—Bruce Ladd
Century Mortgage Company—Garry Settle
Clark Home Inspections—Steve Clark
Coffman Appraisals—Matthew Coffman
Cole Durham Insurance—Lori Vance
Commercial Real Estate Management—Mike Tomblinson
Duncan & Associates—Dell McPeake
Evansville Teachers Federal Credit Union — Arin Wagner
Express Appraisals—Bryan Richards
Farm Credit Mid America — Daniel Smith
Fifth Third Bank—Michael Roane
First United Bank—Chris Findley
Foreman Watson Land Title, LLC—Landon Barrowclough
Hancock Bank—Tammie Norvell
HomePlace Mortgage—Teresa Scranton
Hopkins County PVA—Pam Love
Independence Bank—Cheri McNary
Kentucky Farm Bureau—Jarrett Brown
Mad.-Hop. Co. Chamber of Commerce—Lee Lingo
Mad.-Hop. Co. Economic Development Corp.-Ray Hagerman
Meyer Mortgage Corp—Bryan Fazenbaker
McGee Pest Control—John Hutchens
Nick's Pest Management—J.P. Wilson
Old National Bank—Terri McHargue
OnSite Home Inspections, LLC —John McCurry
G. Herbert Pritchett & Associates—Herb Pritchett
R & D Electric Company—Tony Moore
Riddle Insurance—Cindy Helm
Riddle Legal Group — Chesley W. Riddle
Right Start Home Inspection—J.R. Bone
Riverfront Appraisals—Ryan Bays
Rudd Insurance—Allen Rudd
Servpro—Sarah Ray
Stuart Pest Control, Inc.—Bill Stuart
Farmers Bank & Trust—Kim Hoodenpyle, Timothy Teel
U S. Bank—Tera Bloecher
Virge Pest Pro—Jason Virge
Whitfield Appraising, Inc.—Wade Whitfield
William Box Inspection Services-Bill Box
Young & Associates—Barry Young





Real estate safety has been thrust in the national spotlight after the recent [murder of Arkansas real estate agent Beverly Clark](#) following a showing of a foreclosed property. The tragedy, along with the end of [REALTOR® Safety Month](#) in September, has prompted REALTOR® associations across the country to reach out to its members to remind them that their work can be dangerous and to take extra precautions in their jobs as they meet with strangers and show homes.

Get all the resources you need on [how to stay safe on the job at REALTOR.org](#).

The Birmingham Association of REALTORS® first released its “[10 Commandments of Agent Safety](#)” in 1988 and has been using its list of strategies to teach its members how to be safe on the job ever since.

Here are the association’s commandments for agent safety:

- 1. Do not meet a stranger at any property.** Instead, ask to meet at your office or in a public place so others can see the potential buyer too. Take a partner, like another agent or family member, with you, too.
- 2. Take your car.** Avoid riding in a stranger’s car.
- 3. Avoid working after dark.** Try to show property only during the daylight and close open houses before dark. If working after sundown is unavoidable, buddy up with a partner.
- 4. Dress for safety.** Dress professionally and avoid wearing expensive, flashy jewelry. Do not carry large amounts of money with you.
- 5. Arrange a showing itinerary.** Use a standard form and always leave a copy at the office or with a family member. Be sure to let the client know that a copy exists, too.
- 6. Use a prospect ID form.** Prior to showing a property, have a printed form that asks for a prospect’s information: name, address, auto make and model, auto tag, driver’s license, local address, and two references. Verify the information before you leave.
- 7. Use an agent ID form.** Make sure your office knows your car’s make and model and license tag, plus any other important contact information.
- 8. Set a coded distress signal.** Be able to call the office or home with a message that appears harmless to a prospect but would serve as an alert to others that you’re in harm’s way.
- 9. Stop working immediately if you pick up on something suspicious.** If you notice inconsistent answers from your client, or any abnormal behavior, or anything that signals that something is off, stop working and trust your gut instincts.
- 10. Notify your broker immediately.** The broker should decide what action to take at that time.

Source: "[The 10 Commandments of Real Estate Agent Safety](#)," *Birmingham Business Journal (Alabama)* (Oct. 1, 2014) Article from [realtor.org](#)

RESIDENTIAL HOUSING STATS FOR MAY

Residential Stats	MAY	MAY	Variance	%
	<u>2016</u>	<u>2015</u>		<u>Difference</u>
# Res Solds	34	46	-12	-26.09%
Total Sales Price	4,445,222	5,949,006	-1,503,784	-25.28%
Average DOM	128	123	5	4.07%
Pendings	39	39	0	0.00%
New Listings	92	49	43	87.76%
Active Listings EOM	225	222	3	1.35%
# Months Inventory	6.62	4.83	1.79	37.12%



SOCIAL MEDIA ADVERTISING GUIDELINES

At the KAR Summer Meeting last week in Louisville, Shelly Saffran the Administration Director at Kentucky Real Estate Commission, advised us that ALL guidelines that are in our Laws on advertising, apply to our Social Media post.

In the state of Kentucky, we are NOT a “One click State”. Which means when you post an ad the consumer should be able to identify which brokerage you are with. They should not have to click on a link that takes them to something that shows your company it has to show on the initial post.

So, for example....when you share your listings from NAVICA, and think that the NAVICA link works for your Brokerage, it doesn't because to get to that you have to click another link.....

Double check your Social Media post to be up to the standards that KREC has. They are checking.....



Offices at 100% Participation *

Hailey-Mills Realtors

Ken Gibson Realty

Heritage Homes Real Estate

New Horizons Realty

Preferred Properties

Coldwell Banker-Terry & Associates

99'rs

Phil Terry

Diane Palmer

Others

Tammy Coleman
Ginger Driver
Tina Edwards
Eric Hill
Kristin Jones
Sissy Lutz
Cindy McKenzie
Linda Ramsey
Staci Skinner
Wanda Smith
Brien Terry
Bill Thomas
Sandi Werner
Donald Dexter
Barry McGaw
Chi Chi Mills
Nathan Adock

Julie Barritt
Michelle Clark
Susan Crawford
Kori Cunningham
Sarah Curry
Charlet Fuller
Charles Fuller
Kim Harper
Donnie Howton
Charles Lambdin
Lori Marks
Dean Sheets
Maggie Sheets
Becky Skaggs
Carolyn Swihart
Valerie Threlkeld
Merideth Tyson

Ruffin Chandler
Betsy Gibson
Hannah Gossett
Gale Lutz
Barbara Miller
Erik Peyton
Betty Peyton
Roger Peyton
Shannon Peyton
Vicki Rudd
Scott Kelley
Wade Whitfield
Alice Carr
Ken Gibson
Melvin Hicklin
Tony Smith
Allen Davis

We are SO close to having 100% Board participation this year PLEASE contribute!!

Contact the Board or Linda Ramsey to contribute!

*** to be 100% each member has to give the "Realtor® Fair Share" amount of at least \$16.77**