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## In The Loop

January 31, 2012

Volume 3, Issue 29

### Property Management For The Residential Agent

You Asked For It... You've Got It... an education course "[Property Management for the Residential Agent](#)". As a result of the increase in complaints against licensees at MREC relative to property management activities, JAR staff asked if there would be enough interest to schedule a class on the topic and you answered overwhelmingly with a YES. (Over 30 of you replied with your interest!)

So, the course has been scheduled, and will be held at the REALTOR Institute on Lakeland Drive for February 23, 2011 from 1:00pm - 5:00pm. The cost is only \$25. The course Instructor will be John Phillips, VP of Professional Development. (4 hours of elective CE credit)

Topics include:

- Obligations under license law pertaining to property management activities by a licensee
- Duties of a property manager
- Tax Deductions for Investor clients
- Rentals versus Leases
- How to avoid risk of liability
- Agreements and forms
- Landlord Tenant Act

The class will be marketed to REALTORS from across the state, so [register today to reserve your seat!](#)

### Guide To Multiple Offer Negotiations

We suppose it's a good thing that Listing Brokers and their sellers are receiving multiple offers again. However, the procedures for handling multiple offers correctly should be learned and not assumed.

NAR has provided us a highly informative document entitled a "[Buyers and Sellers Guide to Multiple Offer Negotiations](#)" that includes information that should be provided to BUYERS, information that should be provided to SELLERS and information that should be provided to BOTH buyers and sellers .

***Before you are caught having to ASSUME what to do next, please review the document and USE it with your clients.***

## REALTORS® Pay It Forward

It's time for the next [REALTORS® Pay It Forward Award!](#) REALTORS® who are heavily involved with a local non-profit organization should nominate your organization to receive a \$1000 donation from the Jackson Association of REALTORS.

The deadline for providing the [nomination form](#) to JAR is March 9, 2012. The Community Involvement Committee will review the nominations and make a recommendation to the Board of Directors at their March 14 meeting.

All previously provided nominations will also be considered. The check will be awarded to the organization during our [April 17 General Membership Meeting](#).

And speaking of April's General Membership Meeting...

April 17 General Membership Meeting.

***Wear your favorite hat OR one that depicts:***

- Your personality or
- Who you wish you were or
- Who you know you'll be one day or
- Just a hat you've always wanted to wear and had no occasion

Names of members who WEAR their hats to and during the meeting will be eligible for a drawing for a BIG prize. Now start thinking about YOUR hat!

## Save The Dates!

Two quick reminders of important upcoming dates for 2012.

**March 7, 2012** - [MARPAAC Drawdown Event](#) at the MS Children's Museum. Each \$100 ticket purchased buys you a chance to win \$5000!!

**March 8, 2012** - REALTOR® Day at the Capitol and MAR General Membership Meeting. Details and full event schedule coming soon at [msrealtors.org](#)

## Coming Soon

### **MLS Classes for 2012**

#### **LIST-IT: Life Cycle of a Listing**

February 6, 2012 9:30am - 12:00pm

[Click here for details and registration.](#)

#### **LIST-IT: What Are You Looking For?**

February 20, 2012 9:30am - 12:00pm

[Click here for details and registration](#)

### **Women's Council of REALTORS**

February Meeting and Lunch

February 15, 2012 11:30am - 1:15pm

MAR Building (Lakeland Drive)

Cost: \$10

RSVP: [wcrjackson@yahoo.com](mailto:wcrjackson@yahoo.com) no later than February 13, 2012 Noon.

### **Mississippi Coalition of Appraisers - CE Offering**

[The Workfile](#) - Instructor: Melissa Bond

February 16, 2012 - 1 pm - 5 pm (4 hours CE Elective)

Uncle Buck's Grill in Bass Pro Shop 100 Bass Pro Drive

Pearl, MS 39208

\$45.00/ MSCAPP Members - \$50/Non-Members

An in-depth review of gathering support data for an appraisal report **and a BPO**.

Emphasis will be placed on verification and documentation of collected data that is to be utilized in formulating the appraiser's opinion and valuation conclusions and a Broker's Price Opinion. If you plan on doing BPO's, you'll want to attend this class!

[Click here to register.](#)

### **Courses at the REALTOR Institute**

#### **Why Deals Fall Apart**

Friday, February 17, 2012 1:30pm - 4:30pm

The REALTOR® Institute on Lakeland Dr.

Instructor: The best-of-the-best, Adorna Carroll ABR, SRS, CRB, SRES, ePro

Cost: \$35 (A course taught by this caliber of a national trainer usually costs upward of \$100. JAR is bringing it to you for \$35)

This course will be open to all REALTORS® in the state so [you MUST register early to be gauranteed a seat.](#)

**Required Code Classes Scheduled at REALTOR Institute** 3 classes have been scheduled for 2012:

[April 4, 2012 \(9:00am - 1:00pm\)](#)

[August 8, 2012 \(9:00am - 1:00pm\)](#)

[December 6, 2012 \(9:00am - 1:00pm\)](#)

[Contact the MS REALTOR® Institute](#) for more details and registration information.

## MLS Stat Shot January 24, 2012 - January 30, 2012

(New Active, Pending and Closed Residential Listings in Hinds, Madison, Rankin, Scott, Simpson, Copiah and Yazoo counties)

**New Listings: 124**

**Average List Price: \$222,875**

**Median\* List Price: \$175,000**

**\*\*Pending: 259**

**Average List Price: \$138,239**

**Median\* List Price: \$124,900**

**Sold Listings: 37**

**Average Sold Price: \$166,960**

**Median\*\*Sold Price: \$133,500**

\*"Median Sold/List Price" - The sale/list price value that is the exact middle value located between the lowest and highest sales/list price for a given period. For example, if there were 9 homes sold/listed of varying value and those values were arranged from least to greatest, the 5th value listed - or the one in the middle - would be the median value.

\*\*Pending status represents ALL pending listings at the time of the report, not by a specific date or date range.

Be sure to visit [buyinmississippi.com](http://buyinmississippi.com)

## Resources

- [Pay 2012 REALTOR Membership Dues](#)
- [BuyInMississippi.com](http://BuyInMississippi.com)
- [Frequently Requested Documents](#)
- [Calendar of Events](#)
- [LIST-IT](#)
- [LIST-IT Backup Site \(read only\)](#)
- [Mobile LIST-IT](#)
- [HomeSearch](#)
- [JAR Website](#)
- [MAR Website](#)
- [NAR Website](#)
- [MREC Website](#)
- [Houselogic.com: \(NAR Site For Consumers\)](#)
- [REALTORS Federal Credit Union](#)
- [JAR Limited Health Insurance](#)
- [REALTORS Core Health Insurance](#)
- [NAR's Top 20 Field Guides](#)

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Questions? Comments? We welcome them! [Contact Us!](#)

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**Unsubscribing from this email will prevent you from receiving any communications from JAR including newsletters, notices, invoices and important updates.**

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Jackson Association of REALTORS | HOURS: 9:00am - 4:30pm | 620 North State Street | Jackson, | MS | 39202