



In The Loop

February 7, 2012

Volume 3, Issue 30

Start Your Year Off Right!

Start 2012 with TWO valuable learning opportunities: **Why Deals Fall Apart** and **Property Management for the Residential Agent**. Both courses are offered through the REALTOR® Institute this month, both have CE credit and cost \$35 and \$25.

Learn what to do to keep deals from falling apart from nationally sought after presenter, Adorna Carroll. And learn from our own John Phillips at MAR, how to stay out of trouble with MREC if your expertise is residential sales but you choose to also managing property for a client. You can't afford NOT to take advantage of both these opportunities.

Why Deals Fall Apart

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

The REALTOR® Institute on Lakeland Drive

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) 3 Hours Elective CE

Participants will be able to:

- Verbalize costly mistakes made by buyers and buyer's agents when selling a property and their solutions
- Verbalize mistakes often made by listing agents and sellers and their solutions
- Verbalize the difference between doing a job correctly and doing a job completely
- Acknowledge the importance of knowing the roles of all the various parties involved in completing a successful transaction
- Acknowledge solutions that may be needed for the home inspection, appraisal and lending phases of the transaction
- Describe how to recommend third-party professionals

Property Management for the Residential Agent

Thursday, February 23, 2012 1:00pm - 5:00pm

Instructor: John Phillips, MAR VP of Professional Development

Cost: \$25 - 4 Hours Elective CETopics 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

Both courses will be open to all REALTORS® in the state so [you MUST register early to be guaranteed a seat.](#)

The Truth About The 3.8% Tax

Learn the truth about how the 3.8% tax will be applied to sales of residential property in 2013. You'll want to be prepared to share correct information with your customers and clients when they ask you about INACCURATE information floating around on the internet.

[Health Insurance Reform FAQ](#)

[The 3.8% Tax is Not a Real Estate Transfer Tax](#)

Avoid Anti-Trust Traps

Be sure to stay clear of anti-trust traps. [This article from NAR](#) explains ways to identify and avoid anti-trust traps that could result in serious sanctions.

Watch Your Language!

EACH year consistently since 1984 at least one Article of the REALTOR® Code of Ethics has been amended. Article 15 prohibits REALTORS® from making false or misleading statements about **other real estate professionals**, their businesses or their business practices. Previously the Article used the word "competitors" rather than "other real estate professionals." "Other real estate professionals" broadens the scope of those individuals who can file a complaint alleging a violation of Article 15. The prohibition against making false or misleading statements also includes the duty to publish a clarification about or remove statements made by others on electronic media the REALTOR® controls. [View the 2012 REALTOR® Code Of Ethics.](#)

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...

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!

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. (You will need your NRDS# to login and view the document)

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

Save The Dates!

Two quick reminders of important upcoming dates for 2012.

March 7, 2012 - [MARPAC 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

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 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

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Required Code Classes 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 February 1, 2012 - February 6, 2012

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

New Listings: 106

Average List Price: \$192,191

Median* List Price: \$159,900

****Pending: 254**

Average List Price: \$135,347

Median* List Price: \$119,900

Sold Listings: 29

Average Sold Price: \$149,620

MedianSold Price: \$152,900**

*"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

Resources

- [Pay 2012 REALTOR Membership Dues](#)
- [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](#)

Do not reply to this email.

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

As a member of the Jackson Association of REALTORS®, you became eligible to receive emails from the Jackson Association of REALTORS®.

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

[Forward email](#)



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