

The **DISCLOSURE**

August 2007

A Publication of the Northwest Mississippi Association of REALTORS®

COMING EVENTS

August 1 - 2

New Member Orientation and Days 1 & 2 of 30-Hour Post-License Course, 9 a.m. - 5 p.m., NWMAR Offices

August 1

HOMES Magazine September Ad Deadline, 5 p.m.

August 3

FREE First Friday Education, 9:30 a.m., NWMAR Offices

August 8

NWMAR Board Meeting, 10 a.m., NWMAR Offices

HOMES Magazine EZads September Deadline, 3 p.m.

August 16

Selling HUD Properties, 9 a.m.-1 p.m., NWMAR Offices

August 20-24

GRI I, Rookie Agent Boot Camp, 9 a.m., NWMAR Offices

Register or find registration information at www.nwmar.net/edu

Candidates Endorsed by NWMAR, MAR

Several candidates for DeSoto County offices received endorsements from NWMAR and MAR ahead of the Aug. 7 primary election and gathered for a meeting with NWMAR officers and directors. The group included (from left) Corie Haynes, NWMAR Board member and Chair of the Board's political action committee; District 2 Justice Court Judge Billy Lantrip; NWMAR Vice President Kay Jefferies, a director in Judge Lantrip's campaign; Chancery Clerk W.E. 'Sluggo' Davis; NWMAR President Vicky Reel; Tax Assessor Parker Pickle; District 3 Justice Court Judge Karen H. Sanders; and District 4 Justice Court Judge Larry Vaughn. Other can-



didates gaining endorsements from the two REALTOR® associations but not present for the meeting include Phil Bryant, candidate for Lt. Governor; State Senator Merle Flowers; Representatives Larry Baker, Clara Burnett

and Joe Gardner; and Constables Joe Holmes, District 2, Lee Hodge, District 3, and Steve Powell, District 4. See Page 2 or go to www.nwmar.com/announcements/sampleballot.pdf for a sample ballot for the primary races.

NWMAR Presents 1st of 3 GRI Courses This Month

The first of three Graduate REALTORS® Institute courses booked for NWMAR's Educational Center is scheduled Aug. 20-24.

GRI I, Rookie Agent Boot Camp, kicks off the series, with Broker pre-licensing and the Quadrennial Code of Ethics scheduled Sept. 10-14 and Broker pre-licensing, running Oct 8-12.

GRI I also satisfies the Salesperson's Post-License requirement, while GRI II and III satisfy 30 hours of Broker Pre-Licensing. A reduction of the \$295 course

fee for GRI I is available with registration by Aug. 19. Register is

available at www.realtorinstitute.org.

Nothing's EZer than Free!

Agents looking for an advertising bargain can find one in September's issue of HOMES Magazine of North Mississippi.

As a way to increase EZ ad participation, NWMAR is offering all agent members one free EZ ad, a \$30 value, for the September issue of HOMES. Additional ads will be at the regular price, and the deadline for all EZ ads is 3 p.m. Wednesday, Aug. 8.

More information is available on Page 3 of *The Disclosure*.



Phil Bryant, candidate for Lt. Governor in the Aug. 7 Republican primary, visits with Royce and Leslea Brant, an agent with 1st Choice Realty of Southaven during a public reception held at the NWMAR offices. Both NWMAR and MAR have endorsed Bryant in his bid to step up from State Auditor.

Class in Selling HUD Properties Offered Aug. 16

The mystery of successfully selling HUD properties will be solved for participants in a class for NWMAR members Aug. 16.

The class, scheduled for 9 a.m.-1 p.m., covers inventory, the bidding process, financing, documentation, necessary contracts and forms and the closing procedure.

Cost is \$25 and provides four hours of continuing education credit. Register at www.nwmar.net/edu.

August FREE 1st Friday

Representatives of Suburban Community Newspapers, which includes the *Southaven Press*, will present the FREE First Friday program Aug. 3 at 9:30 a.m.

The program will review advertising opportunities through the newspaper group's distribution and coverage in the metro area.

Registration for the class, free to all members, is available at www.nwmar.net/edu.

Primary Election Sample Ballot Remember to vote on August 7

The following endorsed candidates will face an opponent in the primary election. Candidates have been endorsed by the Mississippi Association of REALTORS® and the Northwest Mississippi Association of REALTORS®

SENATE	CANDIDATE	COUNTIES
District 19	Merle Flowers (R)	DeSoto
HOUSE	CANDIDATE	COUNTIES
District 8	Larry Baker (R)	Tate, DeSoto
District 9	Clara Burnett (D)	Quitman, Tunica, Panola, Coahoma
District 11	Joe Gardner (D)	Panola, Tate
OFFICE	CANDIDATE	
Lieutenant Governor	Phil Bryant (R)	
LOCAL—DESOTO COUNTY		
OFFICE	CANDIDATE	
Chancery Clerk	W.E. "Sluggo" Davis	
Constable District 2	Joe Holmes	
Constable District 3	Lee Hodge	
Constable District 4	Steve Powell	
Justice Court Judge, District 2	Billy Lantrip	
Justice Court Judge, District 3	Karen H. Sanders	
Justice Court Judge, District 4	Larry Vaughn	
Tax Assessor	Parker Pickle	

Election Dates to Remember

August 7	First Primary Election
August 28	Runoff Election
September 22	1st Day to Vote Absentee
October 6	Last day to vote in the General Election
November 6	General Election



HOMES Magazine Drawing For Cover, Premium Pages September 21 Register Today

<http://www.nwmar.net/magazine/2008covers.pdf>

MAR Slate of Officers, Directors Coming Soon

The 2008 slate of MAR officers/directors will reach all voting members by Aug. 2. Included in that notification will be instructions on how to vote online along with a login and pin number.

All voting members entered into NRDS prior to Aug. 1 are eligible to vote.

Online voting opens Sept. 1.

NWMAR Ads Promote Low Rates, Plentiful Supply and Value of a REALTORS® Services

Buyer's market, seller's market.
Either way, it's an "I-need-a-REALTOR" market.



Right now rates are low and home choices are plentiful. But no matter which way the market is leaning, it's essential to work with a professional. REALTORS® have an objective eye and are experienced in seeing things from both a buyer's and a seller's perspective. Now more than ever, you need a REALTOR® to help you achieve your goals and realize your dreams.

Every market's different, call a REALTOR today.

Ask if your agent is a REALTOR®
a member of the National Association of REALTORS®




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A series of newspaper advertisements highlighting favorable conditions for homebuyers and explaining how REALTORS® can help buyers make smart decisions in the local marketplace is appearing in the DeSoto Appeal and the DeSoto Times. The ads began running in mid-July and will run through mid-August.

The message emphasizes the value that REALTORS® bring to homebuyers in an environment of rising inventories and stabilizing interest rates and how a professional can guide them through the transaction. The ads convey the recommendation that potential buyers engage a REALTOR® in the NWMAR market to learn more about what's happening with the real estate market in their communities.

Even as inventories rose and prices stabilized, 2006 was the third-best performance on record nationally for existing home sales. The DeSoto County area is experiencing similar activity in 2007. Inventory is giving buyers a record number of homes to select from and a stronger need for a Realtor® to assist them in sorting through what is currently on the market.

"As inventories rise, many home buyers have increased negotiating power but are unsure of how to structure the best deal," says NWMAR President Vicky Reel. "Our message to sellers is that assistance is available to them in positioning their homes in a competitive marketplace and in attracting and engaging serious buyers. We want them to understand that the professional guidance of a REALTOR® is invaluable in a real estate transaction."

The ads will gain additional reach with their appearance in the September issue of HOMES Magazine of Northwest Mississippi. The magazine continues to enjoy high popularity with potential homebuyers who are focusing on the NWMAR region.