



Lakeway



Life



Volume 2023 Issue 3

March 2023

**Lakeway Area
Association of REALTORS®**

400 N. Henry St
PO BOX 1815
Morristown, TN 37816

423-587-2266
info@laar.realtor

2023 Leadership Team

President
Matt Berger

Vice President
Lisa McBride

Secretary/Treasurer
Paul LeBel

Directors
Lisa Brown
Laura Dickerson
Don Fabrikant
Randy Meade
Kim Roberts

**TN REALTORS®
Division 3 Vice Presidents**

Ingrid Prather
Geoff Ramsey



Welcome New Members

**We would like to welcome the following new members to the
Lakeway Area Association of REALTORS®:**

Robert Smith
Brick & Mortar Properties

Timothy Thompson
Weichert Tiger Real Estate

Jeffrey Mullins
Hurley-Mullins Real Estate

Tina Baker
Real Broker

Nathan Mountain
Crye-Leike Lakeway

Jackson McIntosh
Keller Williams Smoky Mtn

Mary Kathryn Harris
Crye-Leike Premier

Leslie Mountain
Crye-Leike Lakeway

Elizabeth Kickliter
Envision Realty

Brenda Chavez
United Real Estate Solutions

Johnathan Duty
Crye-Leike Lakeway

Lori Sutton
Castle & Associates

Amanda Jenney
Daybreak Property Holdings



WELCOME

Letter from Sarah Childress

I want to introduce myself as the new AE/CEO for the Lakeway Area Association of REALTORS®. These first weeks have been a whirlwind for me, but I want to tell you a little about myself.

I am a lifelong resident of Morristown. I have three children; Mason (19), Emma (16), and Jacob (11). I worked at Douglas-Cherokee Economic Authority, Inc as the Administrative Operations Manager for the past 21 years. I earned my Bachelors degree from Carson-Newman and most recently, my MBA from King University. In my free time...Who am I kidding? There is no free time with three children.

When I stumbled onto the online job for this position, I immediately felt I was meant for this position. Everything fell into place and I found myself beginning my new chapter at the TNEX Conference in Nashville. The conference provided me with the opportunity to meet so many wonderful people that I will be working with. I look forward to learning the many aspects of this position and organization.

I am excited for the opportunity to serve our members and communities to grow LAAR. I look forward to meeting everyone at the Meet and Greet on March 23rd. If you need to contact me, please email me at Sarah@laar.realtor or (423) 587-2266.



You are invited:
**Meet & Greet w/ LAAR's New
Association Executive**

DATE: Thursday, March 23, 2023

TIME: 12:00pm-2:00pm

PLACE: LAAR Office Downstairs

Lunch will be provided

Please register in Navica by clicking on Association Events. You may also call our office at 423-587-2266 or email info@laar.realtor

Please make sure you register if you plan to attend. Lunch will be served and we want to give the caterers an accurate head count. Come anytime between 12pm and 2pm. You can register in Navica, send us an email at info@laar.realtor, or call us at (423) 587-2266.

Come, eat, fellowship, and enjoy!



Upcoming Education at LAAR

March

Great Choice Mortgage

Instructor: Josh McKinney
4 CE hours
March 16th 9am-1pm

Renovation Loan Overview

Instructor: Steve Morris
0 CE hours
March 21st 12pm-1pm

Courthouse Retrieval System

Instructor: Danielle Longdue
3 CE hours
March 22nd 9am-12pm

Navica Webinar: Contacts, Prospects, Searching, Reports & Stats

Instructor: Navica Trainer
0 CE hours
March 28th 2pm

Understanding Credit

Instructor: Kim Carman
0 CE hours
March 29th 12pm-1pm

April

Think Like an Underwriter

Instructor: ECU
0 CE hours
April 13th 12pm-1pm

Increasing Minority Homeownership

Instructor: Josh McKinney
1 CE hours
April 13th 12pm-1pm

Transaction Desk Timesavers

Instructor: Tina Baker
3 CE hours/Zoom
April 13th 12pm-1pm

Code of Ethics

Instructor: Jim Oakley
3 CE hours
April 25th 9am-12pm

*Net Proceeds from classes go to the REALTOR Aid For Troubled Times (RAFTT) Fund.

*Classes have sponsors that provide food, so we ask that you register early so that we can give them an accurate head count.

*To register, go to Navica and click on Association Events or call our office at 423-587-2266.

*We are no longer offering refunds or credits for our classes.

NAR requires that all members take the Code of Ethics Training during each cycle. We are now in Cycle 7 which runs from January 1, 2022 — December 31, 2024. You can check your Code of Ethics status by visiting: [NAR.realtor](https://www.nar.realtor), click on **Education**, and then on **Code of Ethics**.

We are offering two Ethics classes this year so make sure you register if you need your COE for Cycle 7.

April 25, 2023

9am-12pm

Sponsored by: Tyler Brock/MIG

October 12, 2023

10am-1pm

Laurie Sweeting/Cutco Closing Gifts

Both classes will be taught by Jim Oakley. They will be in person at the LAAR office in the downstairs classroom. Register in Navica by clicking on Association Events or call our office at (423) 587-2266.



Netar and LAAR are partnering to offer you two classes with Robert Morris. [PSA \(Pricing Strategy Advisor\) Certification](#) and [Bias Override](#). These classes are planned for April 12 and 13th. They will take place at NETAR, but they will be offered as hybrid classes also.

As we get more information, we will share it with our membership. Just save the date if you plan to attend either class.

Upcoming LAAR Events

New Member Orientation / March 15th / 9am-12pm / LAAR office

MLS Training / March 15th / 12:30pm-2pm / Hybrid

Meet & Greet w/Sarah / March 23rd / 12pm-2pm / LAAR office

Spring Meeting / April 6th / 10am / Country Club

New Member Orientation / April 12th / 9am-12pm / LAAR office

MLS Training / April 12th / 12:30pm-2pm / Hybrid

LAAR Annual Charity Picnic / May 4th / White Rose Hidden Meadows

New Member Orientation / May 17th / 9am-12pm / LAAR office

MLS Training / May 17th / 12:30pm-2pm / Hybrid

MARCH 14TH, 2023 11:30 am – 1:00 pm



RSVP to: Beth Elkins 423-748-3800 or via e-mail at beth.elkins@academymortgage.com

LOCATION: LAAR OFFICE: PLEASE RSVP FOR ATTENDANCE AND SEND LINK TO EACH LISTING FROM NAVICA TO Beth Elkins no later than FRIDAY, MARCH 10TH at 5:00 pm. beth.elkins@academymortgage.com/423-748-3800. IF YOU WANT TO ATTEND AND NOT PRESENT, YOU ARE WELCOME TO COME, BUT PLEASE RSVP. THIS IS A TIMED AND AUTOMATED PRESENTATION. YOU CAN PRESENT 2 LISTINGS.

MENU: YET TO BE DETERMINED

SPONSOR: NIKKI LAND WISECARVER – RURAL 1ST

WE WILL HAVE MULTIPLE DOOR PRIZES – 3 AVAILABLE FOR AGENTS THAT BRING A GUEST, 2 AVAILABLE FOR GUESTS AND 3 AVAILABLE FOR REMAINING ATTENDEES – WE HAVE PLENTY OF ROOM!!!!



HOSTESS IS BETH ELKINS

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Morristown, TN 37814
Phone No.: 423-586-3354/Cell: 423-748-3800
NMLS# 487571/State Lic #TN 115048
Corp Lic #TN 109446/ Corp NMLS #3113

Day on the Hill 2023

Members from Lakeway Area Association of REALTORS® attended Day on the Hill in Nashville. Thank you to Senator Steve Southerland, Representative Rick Eldridge, and Representative Jeremy Faison for taking the time to speak with our members.



Tennessee Commercial REALTORS®

Last spring, Tennessee REALTORS® attended the annual [MIPIM Conference](#) in Cannes, France. At this international real estate conference, some of TN REALTORS® leadership team met with investors from around the world who are interested in investing in Tennessee. TAR leadership shared information that makes Tennessee a great place to do business, such as tax incentives, our infrastructure, landscape, and workforce.

Tennessee REALTORS® will again attend the MIPIM Conference in France in mid-March. This year, their target is to better connect investors to our Tennessee REALTOR® members who have shovel-ready properties and projects seeking funding.

We are asking for our commercial REALTOR® members to submit their projects along with information on the projects and their contact information to be compiled and easily displayed for investors at the international conference. Your project has the potential to reach numerous attendees representing thousands of investment and financial companies from over 80 countries around the world.

If you, or a commercial Tennessee REALTOR® you know have shovel-ready commercial properties you would like displayed and promoted to worldwide investors and on TAR's website, please submit your project or learn more on the [Tennessee REALTORS® website](#).



3/2/2023 3:00:43 PM

Lakeway Area Association of REALTORS

Market Comparison Report

Dates: 2/1/2022 To 2/28/2023

2/1/2023 To 2/28/2023

Property Types: ALL

Areas: ALL

Property Type	2/1/2022 - 2/28/2023		2/1/2023 - 2/28/2023		Difference		Percentage	
Property Type	Units	Dollars	Units	Dollars	Unit	Dollar	Unit	Dollar
Residential	2299	700,944,037.00	103	29,206,457.00	-2196	-671,737,580.00	-95.52	-95.83
Multi-Family	67	18,531,390.00	6	989,639.00	-61	-17,541,751.00	-91.04	-94.66
Land	1166	128,661,481.00	48	5,641,019.00	-1118	-123,020,462.00	-95.88	-95.62
Commercial	72	33,646,100.00	5	3,752,500.00	-67	-29,893,600.00	-93.06	-88.85
Totals:	3604	881,783,008.00	162	39,589,615.00	-3442	-842,193,393.00	-95.50	-95.51

Market Conditions

Property Type	Prior 1 Months Closed Sales as of 2/28/2023					Active Listings On 2/28/2023			
	Sold Count	Absorption Rate(Sales/Month)	Median Sale Price	Median Days On Market	Median List/Sale Price	Active Listings Count	Supply in Months(Listings/Abs. Rate)	Median List Price	Median Days On Market
Residential									
Anderson	0	0.00	\$0	0	0.0%	1	0.00	\$224,900	13
Bell	0	0.00	\$0	0	0.0%	0	0.00	\$0	0
Blount	0	0.00	\$0	0	0.0%	2	0.00	\$259,950	158
Campbell	0	0.00	\$0	0	0.0%	2	0.00	\$399,950	98
Carter	0	0.00	\$0	0	0.0%	0	0.00	\$0	0
Claiborne	1	0.06	\$102,371	268	93.6%	17	17.00	\$224,900	103
Cocke	17	0.25	\$220,000	68	94.6%	67	3.94	\$254,500	119
Grainger	9	0.26	\$255,000	100	96.1%	35	3.89	\$375,000	107
Greene	5	0.11	\$241,650	40	97.0%	47	9.40	\$345,900	101
Hamblen	51	0.25	\$250,000	77	98.3%	207	4.06	\$297,233	106
Hancock	0	0.00	\$0	0	0.0%	25	0.00	\$249,000	133
Hawkins	6	0.23	\$310,000	48	95.5%	26	4.33	\$235,950	56
Jackson	0	0.00	\$0	0	0.0%	0	0.00	\$0	0
Jefferson	31	0.17	\$270,000	62	99.3%	182	5.87	\$306,848	65
Johnson	0	0.00	\$0	0	0.0%	0	0.00	\$0	0
Knox	1	0.13	\$367,000	6	99.2%	8	8.00	\$282,500	20

Charity Picnic Donations Being Accepted

Our Community Awareness Committee would like to announce that donations are now being accepted for the Annual Charity Picnic. You can bring your donation to the LAAR office between 9am & 5pm. All proceeds will go to the Daily Bread this year.

We must receive donations by 5pm on May 3rd. Thank you in advance for donating!



Please use the following links to learn more about RPAC. Get involved in protecting the real estate industry.

[TN REALTORS®](#)

[National Association of REALTORS®](#)

It is easier now than ever to make your RPAC donations. You can use the QR Code below to make your contribution. You can also visit our website at [LAAR.REALTOR](#) to make your investment, scroll to bottom of the Home page and click the [RPAC link](#).



Invoices

Invoices have went out for your 2nd Quarter MLS fees and for your Supra fees. Invoices are due on April 1st. Late fees will be added to all unpaid invoices on April 11th.

You can pay your invoice by:

- ⇒ **Clicking on the yellow banner at the top of your Navica screen.**
 - ⇒ **Clicking on Reports/Invoices, then click the Invoice tab.**
 - ⇒ **Call our office at (423) 587-2266 to make payment via credit card.**
 - ⇒ **Mail your payment to LAAR, PO Box 1815, Morristown, TN 37816**
 - ⇒ **Stop by the office to pay using a check or credit card.**
-



Daylight Savings Time begins on Sunday, March 12th. Make sure you adjust your clocks accordingly.

Designations/Certifications

Invest in yourself and your business by getting an NAR designation and/or certification. By completing a designation or certification you will add prestige to enhance your professional image, you will learn the best practices, gain new expertise, acquire specialized knowledge, increase your value, marketability, proficiency, and productivity. REALTORS® who have designations/certifications have a distinct competitive edge as a result of the increased expertise and marketability.

We are hosting the SRES classes in December of this year, so be sure to get registered. You must attend both classes in order to get CE credit and to meet the requirements for the SRES certification. Be sure to look at the LAAR calendar to find all the classes that we are offering this year.

Affiliate Highlight

We are very appreciative of our affiliate members. They do so much for our association.





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PO BOX 1815
Morristown, TN 37816

423-587-2266
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Office Hours
9:00 am—5:00 pm
Monday—Friday

Staff:

Sarah Childress
Association Executive
sarah@laar.realtor

Elizabeth Southerland
Education Coordinator
Elizabeth@laar.realtor

Joy Hodges
Member Service Coordinator
joy@laar.realtor



March Birthdays

2 Leslie Lamb
4 Abe' Baah
4 Vickie Rowe
4 Jamey Vaughn
4 Zane Williams
5 Leslie Todd
7 Susan Woods
8 Beth Elkins
9 Scott Wills
11 Lisa Kinsler
11 Tom Whitt
11 Lindsey Cutshaw
13 Nichole Raimondi
14 Mary Parsons
15 Darlene Reeves-Kline
16 Myra Findley
16 Randy Vaughn
17 Jennifer Frye
18 Kim Nelson
18 Corey Greenlee
19 Chase Rich
20 Olivia Way
20 Misty Gilbert
22 Brian Bansemer
25 C. Donna Knight
27 Felicia Cardwell
31 Rhonda Krenzer
31 Taylor Clay
31 Jay Curtis



**HAPPY
BIRTHDAY!**

Welcome New Affiliates

Jake Allen
Alameda Mortgage

Aaron Moore
Greater Impact Realty

Mayra Guzman
Keller Williams

Kelly Moran
Keller Williams Johnson City

Darren Woodard
BRG Real Estate

Zane Matthews
BRG Real Estate

Welcome New MLS Subscribers