



Lakeway



Life



Volume 2023 Issue 4

April 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®:**

Alfonso Jerezano
RE/MAX Real Estate Ten Midtown

Jo Schultheiss
Crye-Leike Premier

Bo Mayberry
Keller Williams West Knoxville

Tyler Wilson
Elite Realty Group

Jessica Carothers
Country Living Realty

Jamie Smith
Greater Impact Lakeway

Allison Walker
Walker Realty Group

Nathan Laster
Weichert Tiger Real Estate

Kathryn Lovell
Prime Mountain Properties

Karen Stipes
Keller Realty and Auction

Claudia Nicodemus
Realty Executives –East TN

Dawn Queener
Walker Realty

Teresa Jones
Southern Pride Realty

Paulina Morelos Perez
Crye-Leike Premier

Lori Gano
Realty Executives Associates

Michael Barnett
Crye-Leike Premier

Andrew Alexander
EXIT Realty of the Smokies

Nick Lakins
Franklin Realty

Regina Brazeal
Clinch Mountain Realty

Tracy Stettler
D.R. Horton

WELCOME

Upcoming Education at LAAR

April

Think Like an Underwriter

Instructor: Sabra Hayden

0 CE hours

April 13th 12pm-1pm

Increasing Minority Homeownership

Instructor: Josh McKinney

1 CE hours

April 18th 12pm-1pm

Transaction Desk Timesavers

Instructor: Tina Baker

3 CE hours/Zoom

April 19th 9:30pm-12:30pm

Code of Ethics

Instructor: Jim Oakley

3 CE hours

April 25th 9am-12pm

May

Agency in Tennessee

Instructor: Ingrid Prather

2 CE hours

May 24th 10am-12pm

Buyers 1st Right of Refusal

Instructor: Susan Barnette

2 CE hours

May 25th 9am-11am

TREC Manual 101

Instructor: Susan Barnette

4 CE hours

May 25th 11:30am-3:30pm

Auctions, Short Sales, REO

Instructor: Greg Glosson

2 CE hours

May 31st 9am-12pm

Agent Tools of the Trade

Instructor: Greg Glosson

1 CE hours

May 31st 12:30-1:30pm

Negotiation: Getting to Agreement

Instructor: Greg Glosson

1 CE hours

May 31st 1:45pm-2:45pm

*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/cancel at least 48 hrs prior to class date.

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



April 6th at 10:00am

The Country Club
1686 Doyal Drive
Morristown, TN 37814

LAAR Spring Membership Meeting

Please join us for the annual **LAAR Spring Membership Meeting**. Everyone is invited (REALTOR® members, Affiliate members, MLS Subscribers, office staff/personal assistants). Brunch will be served!

We plan to discuss the transition from Navica to Flex.

You may register in Navica by clicking on Association Events. You can also register by calling (423) 587-2266 or by email at info@laar.realtor.



Save 35%

You Can Buy Yourself Flowers

promo code **Bloom**



VALID 4/5 UNTIL 11:59 PM CT

Save 35% on all real estate and mortgage products with The CE Shop on **Wednesday, April 5th** when you visit <https://LAAR.TheCEShop.com> and use the promo code **BLOOM** at checkout.

We make junk disappear.



To book your appointment, [click here](#), scan the QR code or call 1-866-995-5865.

Gift Card

\$50

Here's \$50 off junk removal with 1-800-GOT-JUNK? to get your home ready to sell!*

Courtesy of: 1-800-GOT-JUNK? & NAR

Provide promo code: NAR50

1-800-GOT-JUNK?
THE WORLD'S LARGEST JUNK REMOVAL SERVICE

NAR REALTOR BENEFITS
PROUD PARTNER

*Franchise volume rates are subject to change at the discretion of 1-800-GOT-JUNK?. Cannot be used on single item or minimum charge pickups. This offer cannot be combined with any other 1-800-GOT-JUNK? offers and is not redeemable for cash. Limit one per customer per pickup. Not valid on promotional items.

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.



If you have not already signed up for your free CE Broker account, please do so now. You have to have a CE Broker account to keep track of your CE credit hours. Sign up [HERE](#).

Please visit Tennessee's [CORE](#) website to verify your renewal period and how many hours you lack for renewal.

LAAR does not control your license, so we do not know how many hours you need or what CE hours have counted toward your renewal.

Upcoming LAAR Events

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

Sell Thi\$ Hou\$e

Sell Thi\$ Hou\$e is a way for agents from different counties and offices to interact and discuss their listings or listings of another agent in your office. It gives the agent the opportunity to tell specific things about the property that may assist other agents in showing the property. This works similar to property house tours, but you see other listings outside of our office, don't have to drive, get a free lunch, and a chance for a door prize. Bring a guest, just make sure you RSVP for the guest so Beth can get an accurate count for food.

April 11th 11:30am-1:00pm

RSVP to: Beth Elkins at

(423) 748-3800 or beth.elkins@academymortgage.com

LOCATION: LAAR Office Downstairs Classroom

RSVP for attendance and email the MLS #s and property address of the properties you want to present. You must RSVP by Friday, April 7th at 5:00pm.

You can attend without presenting, but you still need to RSVP. This is a timed and automated presentation. You can present 2 listings. Multiple door prizes.

Sponsored by: Kim Nelson w/Colonial Title

Hosted by: Beth Elkins w/Academy Mortgage

Cancer Center Donations

The Community Awareness Committee is requesting donations for cancer patients in our local area. You can drop off items between 9am-5pm at the LAAR office or one of the other drop off locations. We encourage our brokers and affiliate members to take part and allow your office to be a drop off location. Please let us know if you are going to participate and become a drop off location.

Nearly everyone has in some aspect been affected by cancer and the struggles that it causes. It is a difficult journey for the patients and their loved ones. There are many ups and downs to this journey, so let's all work together to make it a little easier on those who are battling cancer.

Cancer Center Donations

Items that are needed:

Thick warm socks	Crackers	Sports Drinks
Blankets	Pretzels	Water
Scent free lotion	Popcorn	Books
Alcohol free hand sanitizer	Granola	Magazines
Tissues	Trail Mix	Puzzle Books
Lip Balm	Nuts	Adult Coloring books
Hard Candy	Seeds	Coloring Pencils
	Ginger Chews	

Thank you!

We appreciate the following offices for being drop off locations!

Century 21 Masengill-McCrary	Keller Williams Smoky Mtn
Crye-Leike Lakeway	RE/MAX Adventure Realty
Crye-Leike Premier	RE/MAX Real Estate Ten
Heartland Title	
Lakeway Title	



Pricing Strategy Advisor (PSA) NAR Certification



Join Robert Morris live at NETAR or via Zoom as he teaches you how to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

The Pricing Strategy Advisor (PSA) certification is specifically designed to help you SELL!

NAR Member -\$100 7HR TN CE

April 12, 2023

9:00 a.m. - 5:00 p.m.



NATIONAL
ASSOCIATION OF
REALTORS®
OFFICIAL
CERTIFICATION



Register with NETAR by clicking [HERE](#)

APRIL IS FAIR HOUSING MONTH**BIAS OVERRIDE:
OVERCOMING
BARRIERS TO
FAIR HOUSING**

Robert Morris will be live at NETAR or join us on Zoom to learn how to apply Fair Housing in your business. Bias Override: Overcoming Barriers to Fair Housing is an NAR certificate course that helps real estate professionals interrupt stereotypical thinking so they can avoid fair housing pitfalls and provide equal professional service to every customer or client. Participants will learn about the mind science of identity, study how implicit bias can result in fair housing violations and engage in interactive exercises to enhance communication skills and business relationships with clients of all backgrounds.

APRIL 13, 2023
9:00 A.M.-
12:00 P.M.

3 HR TN CE HYBRID Class
NAR Member- \$20

ROBERT MORRIS



FOR MORE FAIR HOUSING INFORMATION
[HTTPS://WWW.NAR.REALTOR/FAIR-](https://www.nar.realtor/fair-housing)
HOUSING

Register with NETAR by clicking [HERE](https://www.nar.realtor/fair-housing)



Annual Charity Picnic And Live Auction

Proceeds to benefit the Daily Bread

Thursday, May 4, 2023

12:00 pm

Location:

The White Rose at Hidden Meadows

720 Old Poplar Ridge Road

Talbot, Tennessee 37877



Picnic Donations

We are now accepting donations for the Annual Charity Picnic and Auction. If you would like to donate a gift basket or other auction item, just bring it by the LAAR office between 9am and 5pm, Monday—Friday.



April 7th

CLOSED
Good Friday



Join Us! City Council Candidate Forum

Monday, April 3, 2023

7:00 p.m.

Walters State Community College

Lyceum in the Wade B. McCamey Student Services Building

Public Welcome

The citizens of Morristown will have the opportunity to go to the polls and elect a Mayor and three city council members on Tuesday, May 2 (early voting begins April 12 and runs through April 27).

Candidates who have qualified to appear on the ballot are

Mayor

Rob Burke

Gary Chesney (Incumbent)

Ward 2

Chris Bivens (Incumbent)

Katy Tindall Klose

Ward 4

Al A'Hearn (Incumbent)

Joe Senter

At-Large

Ken Smith (Incumbent)

This forum will be videoed for showing on the Citizen Tribune Website

The Chamber of Commerce will provide the moderator. No questions will be taken from the audience.

Invoices

2nd Qtr MLS and Supra eKey invoices are due on April 1st. Late fees will be added to all unpaid invoices on April 11th.

You can pay your invoice in Navica by clicking the highlighted bar at the top of your Navica screen. You can also see your paid and unpaid invoices by clicking on REPORTS/ INVOICES, then click the INVOICE tab.

You can also call our office at (423) 587-2266 or drop your payment off at the office between 9am and 5pm.



Residential Market Analysis

February New Listings

75

March New Listings

124

February Avg. List Price

\$460,178

March Avg. List Price

\$429,028

February Avg. Days on Market

17

March Avg. Days on Market

8

February Under Contract

21

March Under Contract

34

February Sold Listing

44

March Sold Listing

7

February Avg. Sold Price

\$248,428

March Avg. Sold Price

\$288,914



Affiliate Highlight

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



REGIONS®



ALAMEDA
MORTGAGE
CORP.



STATE FARM® INSURANCE AGENT

Pat Whaley





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

423-587-2266
info@laar.realtor

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

- | | |
|----|-------------------|
| 1 | Dena Juhl |
| 1 | David Quillen |
| 2 | Nancy Adams |
| 2 | Joshua Moore |
| 3 | Frank Webb |
| 3 | Ashley Hunt |
| 5 | Tiffanie Pollock |
| 8 | Rebecca Johnson |
| 9 | Shavone Lovell |
| 9 | Christina Stump |
| 11 | Robert Smith |
| 12 | Tina Black |
| 12 | Chris Howell |
| 13 | Erin Davis |
| 13 | Kevin O'Brien |
| 14 | Susie Hubbard |
| 16 | Terrie Ball |
| 17 | Nathan Laster |
| 18 | Ryan Lett |
| 19 | Sarah Richards |
| 20 | Grace Starr |
| 21 | Benjamin Cantwell |
| 21 | Deborah Wolfe |
| 22 | Wes Rutherford |
| 22 | Rebecca Arrowood |
| 24 | Denise Jones |
| 24 | Jennifer Helton |
| 26 | Christy Grizzell |
| 27 | Tracy Jarnigan |



Welcome New Affiliates

Tracey Erickson
USA Mortgage

Welcome New MLS Subscribers

Krista DeCarmine
TN Smoky Mtn Realty

Rick Young
Zillow

Jeremiah Peck
Mtn Home Realty

D'Artagnan Ries
Aries Appraisal Srvc