

GTAR World



January 2007



www.tulsarealtors.com

Monthly

BLACK TIE, BOOTS AND BBQ

Presidents' Inaugural Gala

FRIDAY, FEBRUARY 2, 2007

TULSA RENAISSANCE HOTEL

*Western Wear
Optional!*



COCKTAILS: 6:00 P.M.

DINNER: 7:00 P.M.

Presidents
RON SUMNER
JOHN L. HAUSAM



MAKE YOUR RESERVATIONS TODAY! CALL 663-7500 OR LOG ON TO TULSAMLS.NET

Under Events, click GTAR Upcoming Banquets. You can register online with Visa or MC or print out a reservation form and fax it to 663-8815. You can also mail the reservation form to us with a check.

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Newsletter

published monthly for members of the
Greater Tulsa Association of REALTORS®
www.tulsarealtors.com

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GTAR OFFICERS

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President-Elect Steve Baker
Corporate Secretary Harriett Dunham
Treasurer Mike Haley
Past President Barbara Morton
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Michael Lester, Randy Lindemuth,
Dave Looney, Carter Maxey, Vinson Reed
ex officio: Pete Galbraith (OREC Commissioner),
Doug Horton (NORES President-Elect)
Mike Myers (RCA Chair)

NORES OFFICERS

President John Louis Hausam
President-Elect Doug Horton
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Past President Jack Hodgson
NORES Board of Directors
Margaret Bannochie, Susan Beach,
Mike Gray, Ann Ramsey Jones,
Brenda Lawrence, Sally Perez, Rexiene Reynolds
ex officio: Steve Baker (GTAR President-Elect)
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Chief Operating Officer
Mike Cotrill
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and MLS Data Coordinator**
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Customer Service Representatives
Polly Choate, Tech Instructor,
NORES Rules and Regs
Laurie Rigney, Tech Support Analyst
Callie Strode, Tech Support
Gloria Waddle, Membership,
Keys and Keyboxes
Amber Woosley, Member/Staff Support



ISSUES & ANSWERS

By Janie Bays

In 2006, OAR monitored over 100 State Bills that could have impacted the real estate industry. Eighteen of these bills were signed into law; below are three of the new laws.

- **Commercial Real Estate Broker Lien Act, Section 201 of Title 42.** This law creates lien rights for Oklahoma's commercial real estate brokers who enter into written agreements for services related to purchasing, leasing or conveying any interest in commercial real estate. OAR is preparing a compliance guide for the use of commercial brokers. This law went into effect on November 1, 2006.
- **Death of a Tenant, Section 130.1 of Title 41.** This law allows for a landlord to request a contact in the event of a tenant's death and defines how property and security deposit may be disposed of in the event of the tenant's death. OREC has an updated Landlord and Tenant Act pamphlet available on their Web site, www.orec.ok.gov. This law went into effect on November 1, 2006.
- **HB-3009 which will go into effect in July 1, 2007 was signed into law.** This law provides for the creation of a supplemental abstract from the effective date of an owners policy in lieu of location or building a base or complete abstract. Sets timelines in which abstracts must be provided, if these timelines are not met, the consumer may file a complaint with the State Auditor and Inspector, and that abstractor will be subject to administrative fines.



*You are Cordially Invited
to Attend...*

1st Annual REALTORS® Commercial Alliance Celebration

Friday, January 12, 2007

*Tulsa Country Club
701 North Union Avenue*

6:30 p.m. - Cocktails (Cash Bar)

7:00 p.m. - Dinner

\$50 per person

*Recognizing the achievements of Commercial REALTOR® members
within the profession and the community and honoring the 2006
Commercial REALTOR® of the Year (to be announced at the Celebration).*

For more information and to make reservations online with Visa or MC: Under Events, click *1st Annual RCA Celebration Banquet*; you can also print out the reservation form and fax it to 663-8815 or mail the form to us with a check or call 663-7500.



Welcome New Members!

Jordan Alcott, Realty Network
Trisha Allen, Classic Realty & Associates
Brandon Anthamatten, CB/RaderGroup
Lori Arbuckle, Chinowth & Cohen
Jerry Blan, Benjamin Realty & Associates
Kevin Brown, Prudential/Detrick
Rodney Bruer, Prudential/Detrick
Amber Carpenter, Jane Maxey/GMAC
Natalie Carrico, Keller Williams
Ashley Casey, Award Realty
Ken Chapman, Keller Williams
Rhonda Childs, CB/RaderGroup
Kyle Cichon, Lawrence & Associates
Clarecia Colbert, Jane Maxey/GMAC
Jean Conner, Benjamin Realty & Associates
Dulce Contreras, Keller Williams
Cathy Cope, Cochran & Associates
Lonn Crews, ERA John Hausam
Beverlee Einsig, Chinowth & Cohen
Rick Elliott, C21/Neokla
Kimberlye Fisher, ERA John Hausam
James Fulton Jr., Benjamin Realty & Associates
Val Gaudet, McGraw
Lisa Graves, Chinowth & Cohen
Casey Griffin, Chinowth & Cohen
Nolan Harris, Chinowth & Cohen
Tressia Hayes, Keller Williams
Linda Hook, Jane Maxey/GMAC
Bo Hopkins, Chinowth & Cohen
Renee' Hulsey, Monarch Realty
Rhonda Krawczyk, CB/RaderGroup
Michel Lacey, Jane Maxey/GMAC
Steve Laidley, ERA John Hausam
Elsa Lewis, Williams & Williams

Sandra Licciardello, McGraw
Jack Lowrey, C21/Neokla
Dana Ludwig, ERA John Hausam
Dan Mainprize, Greater Green Country
Bud Mathes, Assist-2-Sell
Traci Mathis, Terry Gartside
Jeannie McClure, Keller Williams
David McGunegill, Chinowth & Cohen
John Gibson Miller, Realty Network
Phyllis Murphy, Chinowth & Cohen
Eileen Neighbors, Chinowth & Cohen
Karen Niceley, Ralph Sanders & Associates
Steven Nickles, Keller Williams
Victoria Oltmann, Jane Maxey/GMAC
Opal Patton, CB/RaderGroup
Julie Quinton, Terry Gartside
Linda Read, Keller Williams
Tammy Salerno, McGraw
Scott Sanders, Ralph Sanders & Associates
Jenni Sanders, Ralph Sanders & Associates
Issach Selsor, Keller Williams
Vicki Smith, OklaHomes
Mary Swatzell, CB/RaderGroup
Elijah Tallent, CB/RaderGroup
Bobby Teague, C21/Wright
Matt Thomas, Spahn Property
Hollis Thompson II, CB/RaderGroup
Josh Troutman, Chinowth & Cohen
Lester Vogt Jr., Terry Gartside
Kerry Walkingstick, Chinowth & Cohen
Penny Zorichak, C21/Group One

NEW MEMBER PROCESSING

If at all possible, please avoid sending new members for processing during the lunch hour. We appreciate your cooperation.

Best times are 9:00 - 11:00 a.m.
or 2:00 - 4:00 p.m.



2007 REALTOR® Directory

We are now working on the new 2007 REALTOR® Directory. If you have a change of name, address, phone number, fax number or email address, please call Connie at 663-7500 or email her at cmontalbano@tulsarealtors.com as soon as possible. The Directory will be going to the printer at the end of this month (January).

GTAR Members Honored at the State Level



Sam Rader accepts the REALTOR® of the Year award from 2005 recipient, Terry Gartside.

Sam Rader Honored as 2006 REALTOR® of the Year

Last October, OAR celebrated its 50th REALTOR® of the Year at the 2006 REALTOR® Celebration Banquet held during the Education Conference & Trade Show.

Sam Rader, Coldwell Banker RaderGroup, was given the title for 2006. Sam started his company in 1979 and affiliated with Coldwell Banker in 1989. Sam served as GTAR president in 1992 and OAR president in 2002, and was honored as GTAR's REALTOR® of the year in 1997. Sam has served as a member of numerous committees for GTAR and OAR, as well as served on both Boards of Directors. Sam currently serves as Chairman of the GTAR Foundation Trustees. He has won the Coldwell Banker Chairman's Circle Award for outstanding performance for 12 consecutive years and is in the top three percent of Coldwell Banker Offices.



Rodger Erker—Recognized as an OAR Community Advocate

Along with two other Oklahoma REALTORS®, **Rodger Erker**, McGraw REALTORS®, was honored for his community service at the 2006 REALTOR® Celebration Banquet. Rodger was presented with OAR's Open Door Award for his dedication and countless volunteer hours to local charitable organizations. Grants in the amount of \$500 were also awarded to the organizations represented by the winners; in Rodger's case, it was the American Diabetes Association.



Montie Box—RPAC Hall of Fame Inductee

During OAR's Board of Directors meeting in October, Montie Box of Sand Springs was honored as Oklahoma's first member of the RPAC Hall of Fame—a designation earned by contributing \$25,000 over the years to RPAC. To date, there are only 65 members nationwide in this prestigious group.

2006 OAR Life Members Announced



Dennis Hall, Chuck Patterson, and Dick Ruprecht earned Lifetime membership with the Oklahoma Association of REALTORS® during the REALTOR® Celebration Banquet last October. This award is bestowed upon REALTORS® who have not only been a member of OAR for 30 years, but who have consistently given unusual, meritorious service over that 30-year period.

Directors' Actions



This is a monthly feature which will report GTAR and NORES Directors' actions from the previous month's Board of Directors meeting.

GTAR Board of Directors

Directors approved an Honorarium policy. In the event a GTAR Committee wishes to honor a particular program speaker, other than the Education Committee CE program speakers, the committee must make a recommendation to the Board of Directors for approval.

The following addition was made to Part 4, Section 27 of the *Arbitration Procedures Manual*:

If the parties to an arbitration settle the issue but do not inform the CEO, the panel at their discretion may refund, retain the whole portion, or part of each parties deposits to cover the costs incurred by the Association.

NORES Board of Directors

Directors approved the following language be added to the NORES Rules and Regulations under Article 1, as Section 6.2; this will cause section 6 to be renumbered.

Section 6.2 Assistant Access

All unlicensed assistant duties should be limited to directly assisting the licensed MLS user/participant for whom they are employed, in accordance with these rules and the Oklahoma Real Estate Commission. Such activities are limited to assisting with the listing and sale of real estate. Utilizing the system for any other purposes is strictly prohibited and will result in the unlicensed assistant's access being revoked. In addition, unauthorized use of the system by the unlicensed assistant may result in a fine and/or disciplinary action for the participant and/or user.



Behind the Desk

The PR Committee wanted to give members the opportunity to get to know their great staff working for them at the Association. Members of the PR Committee volunteered to interview each staff member then write a brief article; one or two staff members will be spotlighted each month.



Callie Strode Tech Support

Callie grew up in Cheyenne, Wyoming where she raised and showed goats for 16 years. At 18, Callie joined the Army and was stationed in Georgia as a Radio and ComSec Repairer. After the military, she worked on a cruise ship that traveled Prince Williams Sound in Alaska and British Columbia. Returning to Cheyenne, she began working at Wells Fargo as a Lead Teller and going to Laramie County Community College where she earned her Associates degree in Computer Science.

In late 2004, Callie decided to move to Tulsa where she continued her education with Tulsa Community College studying Psychology. Callie joined the GTAR/NORES team in October 2006 where she works as a IT Technical Representative with our Helpdesk.

When Callie isn't working or going to school she enjoys spending time with her fiancé, playing video games, and annoying her chow-chow Fidel.

NEW Computer Class!

Internet and PC Basics — Thursday, January 11

1:00 – 3:00 p.m. in the GTAR Computer Lab with Callie Strode – GTAR/NORES' newest staff member. This new class will include basic computer skills (starting/shutting down system, computer lingo, customizing for easier usage) and basic Internet skills (opening/closing browser windows, Internet lingo, various usages of the Internet, tips using Internet Explorer 7), and will also count as basic computer skills required by other classes at GTAR including Excel and Publisher. This class is free, if you register online – log on to tulsamls.net; under *Member Resources*, click *Education-Enroll in Classes*, then click *Register for Classes*.

ShowingValue Enhancements!

After receiving your feedback on how we can make ShowingValue even more useful, we are very excited to share many new features with you.

First of all, we have simplified the ShowingValue Dashboard to make it even easier to use; we believe that this feature alone will make ShowingValue simpler to navigate. The general overview page has been eliminated and the associated links are now located on the main ShowingValue Dashboard page.

Additional enhancements include the following:

- ▶ The link for *ShowingValue* is now a subheading under *Activity Reports* in the left navigation bar.
- ▶ The *Configure Showing Activity* link has been moved under *Actions* on the Dashboard.
- ▶ The *Training and Tutorial* link goes to the correct training page.
- ▶ If the user has no Keyboxes assigned, an error message will be displayed.
- ▶ The Treo 650 market area configuration tool was corrected to the proper size.

Other features include the following:

- ▶ The copyright symbol may now be used in the personalized signature.
- ▶ The user may select to *ignore all* feedback rather than delete feedback one by one.
- ▶ The Showing Activity Report now contains the email address and the key serial number of the showing associate.
- ▶ Users can now make up to 1,000 Keybox assignments!

Check out all of the new Showing Value Enhancements by going to: www.supraekey.com and logging on to KIMweb. From there, enter your Key Number and PIN—that is all there is to it, and you will be at the ShowingValue Dashboard!

MarketLinx Now Supports Internet Explorer 7

MarketLinx now supports Internet Explorer 7, so you may choose to update your browser or include Internet Explorer 7 when you run Windows updates. FYI: Internet Explorer 7 has a considerably changed toolbar including enhancements, and is only available for Windows XP Service Pack 2.

ZipForm® Available January 2007

The Oklahoma Association of REALTORS® (OAR) is pleased to announce an exciting member benefit being offered to Oklahoma REALTORS®—free online ZipForm® service. This powerful, easy-to-use real estate contract software program will feature Oklahoma's new statewide residential purchase contract. This exclusive member benefit will be provided to all members free of charge beginning January 2007; more information will follow in upcoming notices.

Home Sales Residential Listings	November 2006	*Oct. 2006 ^{Revised}	*Nov. 2005
Listings Processed	1,630	2,019	1,652
Year-to-Date	22,983	21,353	22,733
Active Listings	5,939	6,138	5,930
Monthly Inventory+	7,768	8,216	7,746
Pending Contracts	956	1,113	937
Residential Closings	992	1,124	968
Year-to-Date	12,683	11,691	12,163
Average Sales Price	\$151,066	\$142,032	\$143,226
Year-to-Date	\$145,915	\$145,400	\$139,467
Median Sales Price	\$122,200	\$120,250	\$118,225
Total Value Sold	\$149,857,900	\$159,643,432	\$138,642,549
Year-to-Date	\$1,854,597,808	\$1,704,739,908	\$1,704,929,983

*(Metropolitan Statistical Area) which is defined as a standard government based area. This area currently includes seven counties: Creek, Osage, Tulsa, Rogers, Wagoner, Pawnee, and Okmulgee. + Total number of current inventory available during a particular month.

NORES Tech Tips of the Month

helpdesk@tulsarealtors.com

Helpful Tips for Working in MarketLinx

Practice Good Housekeeping: Clear your cache and cookies often to keep from bogging down temporary Internet files, which will slow down your computer. To do so, go to *Tools, Internet Options* and click on the *Delete Cookies* button; then choose the *Delete Files* option and click *OK*.

*You may need to enable your Menu Bar in the new Windows Explorer 7 to utilize Tools and Internet Options. Right click on your top toolbar and check the submenu choice: Menu Bar.

If the MarketLinx link does not work and opens a blank window, you more than likely have Norton Internet Security or another software firewall; these have to be configured properly to work with MarketLinx. Make sure you allow the Web site and turn off their Pop-up Window Blocker. Norton Internet Security 2005 has a shortcut in your IE toolbar to turn off blockers for each site. Click the dropdown menu next to NIS, and uncheck any blockers to allow MarketLinx when you are at the blank screen.

If you cannot get a Report or the CMA Wizard to load in MarketLinx, you more than likely have an added on Pop-up Blocker on your computer. Pop-up Blockers come with many of the Toolbars like Google Toolbar, Yahoo Toolbar, and many Firewalls. Most toolbars provide a button that allows you to choose *Allow Pop-Ups for this Site*. Choose this to allow the Report or CMA Wizard to work properly, or to temporarily allow, hold down your CTRL key while clicking the links. Alternately, you may choose to remove those Internet Add-on toolbars from your Control Panel, Add/Remove Programs.

If the text on your screen has changed and is extremely large or very small, you should go to the top of the browser (Internet Explorer) and click on *View*, then click on *Text Size*. Make sure it is set on on the default *Medium*.

Beware of Free Downloads: When downloading free screen-savers and wallpaper, beware that spyware could be installed on your computer without your knowledge, as well as a browser hijacker, which may only divert your browser to a certain unwanted Web site.

Email and Attachments: Never open an email or attachment without confirming its validity. It may contain a virus that could disable or compromise your computer.

Continuing Education



All classes are in the GTAR Training Center unless otherwise noted. **Cost of classes for members is \$15 (pre-registered) and \$20 (day of), unless otherwise indicated.** Cost for non-members is \$30 (pre-registered) and \$35 (day of), unless otherwise indicated.

GTAR/NOES Inclement Weather Policy

We are entering that time of year when the weather does not always work in our favor; therefore, GTAR/NOES has established the following inclement weather policy for all education classes at GTAR (CE, Computer, New Member Orientation, Post Licensing, etc.): **If Tulsa Public Schools are closed the day of a scheduled class, the GTAR/NOES class is cancelled.** Depending on the type of class being cancelled, the class will either be rescheduled for a future date or a full refund will be issued. Please be sure to check one of the local news channels the night before and/or morning of a scheduled class for school closings.

GTAR and TTC Partner to Offer the new

90-Hour Brokers Licensing Course

January 8 - 25

8:00 a.m. - 5:00 p.m.

Cost: \$625 (Incl. Book)

**TTC Training Center,
Lemley Campus**

**For More Information and to Register,
Call TTC at 828-5410 or 828-5414**

Commercial Environmental Site Assessment

Tuesday, January 16

9:00 a.m. - 12:00 p.m.

Instructors: Abby Gleeson and Jeff Elbert

This course is geared toward those who are involved in Commercial real estate and will cover Phase I ESA, Phase II ESA, Phase III ESA, and much more.

OREC approved for 3 hours required HOT CE credit

Contract to Closing: The Closing Process

Friday, January 19

9:00 a.m. - 12:00 p.m.

Instructors: Bob and Carol Parker

This new course will take an indepth look at the closing process and cover the following: Abstracts and abstract provisions in a contract; title insurance/title opinion; mortgage plat inspection; HUD-1 Settlement Statement; responsibility of the closer; and much more.

Pending 3 hours elective CE credit with OREC.

Taking Your Real Estate Career to the Next Level

Thursday, January 11

9:00 a.m. - 12:00 p.m.

Instructor: Bonnie Baker

Start your new year out right! This course covers the following: Deciding what you want and who you are in your Real Estate career; three basic steps to go to the next level of production; defining your goals; income planning worksheet; goal setting; having an action plan; and more. (Note: If you took this class for CE credit in August 2005, and are still in the same licensing period, you cannot receive CE credit this time.)

OREC approved for 3 hours elective CE credit.

Coming Up in February

Thursday, February 1

Broker Relationships

Thursday, February 8

Common Home Inspection Concerns

Friday, February 16 - Encore Presentation!

**Nuts & Bolts of Foreclosures, Tax Deeds, and
Other Distressed Property Issues**




For More Information on Any of These Classes, and to Register:

Log on to tulsams.net: Under Member Resources, Click Education-Enroll in Classes, then Click Register for Classes

You can also register by calling 663-7500 (with Visa or MC) or by mailing a check payable to GTAR: P.O. Box 470603, Tulsa, OK 74147

January 2007

Monday	Tuesday	Wednesday	Thursday	Friday
 <p>1 6TAR/NORES Office Closed</p>	<p>2 12:00 p.m. Board Store Re-opens</p>	<p>3 10:30 - 11:30 a.m. RCA Banquet Committee 2:00 - 4:00 p.m. Assistant Orientation</p>	<p>4 9:30 - 11:00 a.m. Grievance/ Professional Standards Committees 9:00 - 11:00 a.m. Catylist Search 2:00 - 4:00 p.m. MarketLinx 3 4:00 - 5:00 p.m. Equal Opportunity Committee</p>	<p>5 9:00 - 10:00 a.m. Sales Associate Committee 1:00 - 4:00 p.m. MarketLinx 1</p>
<p>8 1:00 - 4:00 p.m. MarketLinx 2</p>	<p>9 8:30 - 9:30 a.m. Staff Meeting 2:00 - 4:00 p.m. MarketLinx 3</p>	<p>10 9:00 - 10:00 a.m. RCA Education Committee 2:00 - 3:00 p.m. Education Committee 3:00 - 4:00 p.m. Add/Edit Refresher</p>	<p>11 9:00 a.m. - 12:00 p.m. Taking RE to Next Level (Elec. CE) 9:00 - 10:00 a.m. Urban Affairs Committee 9:00 - 10:00 a.m. CML Info Exchange Committee 1:00 - 3:00 p.m. Internet/PC Basics</p>	<p>12 9:00 - 10:00 a.m. PR Committee 9:00 - 11:00 a.m. NORES Rules & Regs Committee 11:30 a.m. - 12:30 p.m. Program Committee 6:00 - 9:00 p.m. RCA Banquet (Tulsa Country Club)</p>
<p>15 1:00 - 4:00 p.m. Publisher Class</p>	<p>16 8:30 - 9:30 a.m. Staff Meeting 9:00 a.m. - 12:00 p.m. Commercial Environmental Site Assessment (Req. HOT CE) 10:30 - 11:30 a.m. RCA Committee</p>	<p>17 9:00 - 11:00 a.m. CIE Manager 2:00 - 3:00 p.m. Membership Committee</p>	<p>18 11:30 a.m. - 1:30 p.m. 6TAR/ NORES Board of Directors Mtg.</p>	<p>19 9:00 a.m. - 12:00 p.m. Contract to Closing: The Closing Process (Pend. Elec. CE)</p>
<p>22 3:00 - 4:00 p.m. Add/Edit Refresher</p>	<p>23 8:30 - 9:30 a.m. Staff Meeting</p>	<p>24</p>	<p>25 8:30 a.m. - 12:00 p.m. New Member Orientation 1:00 - 4:00 p.m. Ethics (Req. PSC CE)</p>	<p>26</p>
<p>29</p>	<p>30 8:30 - 9:30 a.m. Staff Meeting</p>	<p>31</p>		

Happening This Month!

WCR Luncheon

Everyone is Welcome!

You do not have to be a WCR member.

Date: Thursday, January 11

Time: 11:30 a.m.

Place: Ti'Amos (61st & Sheridan)

Cost: Members - \$15.00

Non-Members - \$20.00

For Reservations:

Call Helen Allen at 749-8374 or Barbara Schreier at 481-8200. **Please RSVP by January 9!**

*Mark Your Calendars for WCR's
Champagne & Diamonds Event,
Friday, February 9!*

Notice to Association Members

“Under the long-established policy of this Association, the Oklahoma Association of REALTORS®, and the National Association of REALTORS®:

1. The broker’s compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and his or her client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.

2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended, or maintained by any persons other than the listing broker.”