

GREC RENEWS

Volume 4, Issue 2

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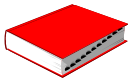
2008 Dates to Note

- **February 21, 2008**
[Trust Account Class](#)
[Troup County Board](#)
706-298-0695
- **February 21-22, 2008**
[Georgia Instructor Training \(GIT\)](#)
Georgia Association of Realtors
- **March 14, 2008**
[Trust Account Class](#)
[Cherokee Board](#)
(770) 591-0004
- **April 17-18, 2008**
[Georgia Instructor Training \(GIT\)](#)
Macon State College
- **April 29, 2008**
[Trust Account Class](#)
[Metro South Board](#)
(770) 477-7579

[GREC Disciplinary Sanctions](#)

INSIDE THIS ISSUE:

GIT 1
Comprehensive Plans 2



Focus on Terminology:

ARC:
Atlanta Regional Commission"

Georgia Real Estate Commission
Suite 1000
International Tower
229 Peachtree Street NE
Atlanta, GA 30303-1605

What is the GIT?

Every Instructor of Salesperson Prelicense or Broker Prelicense courses in Georgia must have an active Instructor License as issued by the Georgia Real Estate Commission. Successful completion of the Georgia Instructor Training Workshop (GIT) is one of the requirements that must be satisfied to obtain a license to instruct real estate courses as authorized by the Georgia Real Estate Commission. Information regarding the application requirements to obtain a real estate instructor's license can be accessed from the GREC website at www.grec.state.ga.us. All Prelicense instructors must maintain their license through active instruction and instructor continuing education credits.

A new website has recently been set up to easily obtain information, schedules and even online registration for upcoming GIT courses. The website address is www.grec-git.com.

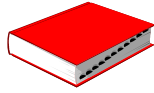
GIT courses are presented by Instructors approved by GREC to teach this specific course. The coordination and administrative functions for the GIT are managed through a contract with the Georgia Real Estate Educator's Association (www.grrea.org). GREEA also works with the Commission in developing and updating the instructional materials and class format. The GIT is a hands-on workshop that allows each attendee to learn instructional techniques as well to make a brief presentation and be evaluated by seasoned instructors and other attendees.

Know Your Market

Real Estate licensees are considered experts in the field of real estate. Part of the knowledge expected of a licensee includes knowing your market. If a licensee specializes in one type of property, residential, leasing, commercial land, or otherwise, he/she should be aware of market changes relative to transaction issues, such as pricing and competitive properties, etc. In addition, the licensee needs to keep current on the overall changes to the real estate market from a larger perspective. For instance, a licensee taking land listings needs to be aware if there are any moratoriums in place that affect development in the specific market. Moratoriums that suspend or limit zoning applications or sewer capacity and access are critical, if not detrimental to a transaction. Since most real estate licensees rely on a commission from the transaction, it serves well to understand what the issues are before the contract is negotiated.

There are numerous sources to keep current on your market. Generally, if the property is in the City, the city controls zoning issues, whereas if it is in the County, the county controls the zoning. A visit to the pertinent zoning or planning office or at least a periodic review of local planning news is worthwhile and may save a lot of wasted time and energy.

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Focus on Terminology: “ARC: Atlanta Regional Commission”

“The Atlanta Regional Commission (ARC) is the regional planning and intergovernmental coordination agency for the 10-County area including Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Fulton, Gwinnett, Henry, and Rockdale counties, as well as the City of Atlanta. The ARC Board consists of the 10 county commission chairs, one mayor from each county except Fulton, the mayor of the City of Atlanta, a mayor from North Fulton and a mayor from South Fulton, a representative of the Atlanta City Council, 15 citizen members representing districts of equal populations and a representative appointed by the Georgia Department of Community Affairs.”

Although known by different names over time, the ARC has been actively focusing on issues that affect the entire region for over 60 years. The growth of the Atlanta metropolitan area has been spectacular for years running and the ARC’s objectives are designed to prepare the region for the future. Underlying the planning is involvement of communities and collaborative partnerships.*

The ARC collects extensive statistical data by county and region. Information such as the following is available from the [ARC website](#).

- Population
- Geographic features
- Mapping, streets
- Housing
- Employment

In addition, the ARC encourages communities to implement futuristic planning through grants and incentive programs.

[Visit the GREC website to sign up to receive the GREC RENEWS Click Here](#)



Comprehensive Planning

“A comprehensive plan outlines a framework for development of an area recognizing the physical, economic, social, political, aesthetic and related factors of a community.” Cities and Counties are encouraged, and expected, to develop their own comprehensive plans with consideration given to state plans.

The General Assembly passed the Georgia Planning Act in 1989 to set up an organized state planning program. It emphasizes coordination and communication among different local governments as it relates to the future development of a community. It was revised in 2005 to encourage and include more input from the local community and the general public.

To address the projected growth for the larger metro Atlanta area, the Atlanta Regional Commission developed **Envision6** which is a comprehensive plan that addresses options and planning for 3 main areas:

1. Land Use
2. Transportation
3. Water

Whether it is a newly formed city or an established municipality experiencing demographic changes, the comprehensive plan guides the development of the future. A licensee should be familiar with existing and revised plans for his/her market area of expertise.

“The Atlanta Regional Commission forecasts that some 2.3 million more people will move to this region in the next 25 years.”

Sources & Quotes: [ARC website](#), [Envision6](#), [Regional Development](#), [Regional Development Plan](#), [Local Comprehensive Plan](#)

GREC