

North Pulaski Board of REALTORS®

Newsletter



Volume 31 Issue 3

March 2017

WHAT IS A REALTOR® ?

7 Reasons to Work With a REALTOR®

REALTORS® aren't just agents. They're professional members of the National Association of REALTORS® and subscribe to its strict code of ethics. This is the REALTOR® difference for home buyers:

- 1. Ethical treatment.** Every REALTOR® must adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters. The first obligation is to you, the client.
- 2. An expert guide.** Buying a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.
- 3. Objective information and opinions.** REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need. By understanding both your needs and search area, they can also point out neighborhoods you don't know much about but that might suit your needs better than you'd thought.
- 4. Expanded search power.** Sometimes properties are available but not actively advertised. A REALTOR® can help you find opportunities not listed on home search sites and can help you avoid out-of-date listings that might be showing up as available online but are no longer on the market.
- 5. Negotiation knowledge.** There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows enough time for you to complete inspections and investigations of the property before you are bound to complete the purchase.
- 6. Up-to-date experience.** Most people buy only a few homes in their lifetime, usually with quite a few years in between each purchase. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.
- 7. Your rock during emotional moments.** A home is so much more than four walls and a roof. And for most people, property represents the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on the issues most important to you.

(Information provided by National Association of REALTORS®)

Calendar of Events

SUNDAY, MARCH 12TH

Daylight Savings Time Begins



THURSDAY, MARCH 16TH

Board of Directors Meeting, Exec Committee -
11:30 a.m. Board Members - 12:00 Noon

FRIDAY, MARCH 17TH

St. Patrick's Day



MONDAY, MARCH 20TH

Springs Begins



WEDNESDAY, MARCH 22ND

New member Orientation Class, Board Office
9:00 a.m. - 2:30 p.m. Applications and dues monies
must be in the Board office no later than Friday,
March 17th. Lunch is sponsored by
Tammy Whitley, Bank of the Ozarks. Thanks!

FRIDAY, MARCH 24TH

Annual Award for Excellence Meeting - Board
Office - 10:00 a.m.

**No General Membership Meeting
in March**



40,000 Could Lose Out in FHA Suspension

The Trump Administration's suspension of reduced FHA mortgage insurance premiums is the top story in the latest Voice for Real Estate news video from NAR. As many as 40,000 households could be priced out of home buying if the suspension remains in place, NAR says. Other segments look at the 10-year high in home sales in 2016, what's happening with the Ben Carson nomination for HUD secretary. and how clients can use a reverse mortgage to buy a home.

(Information provided by National Association of REALTORS®)



2017 Officers

Kathy Fortner, President
907-5959
Daniel Gray, Vice President
982-2159
Keith Montgomery, Secretary
812-3500
Mike Dietz, Treasurer
982-1517
Staci Medlock, Immediate Past
President
975-2100
Janene Inzer, Executive Officer
834-0710

2017 Directors

Nola Ford – 17, 18
851-7653
Kathleen Jester - 17
907-5959
Stacy O’Gary – 17, 18, 19
843-3067
Sommer Salgaonkar – 17, 18
975-2100
Kelly Scarborough – 17, 18
982-4574
Debbie Sontag – 17
791-1775
Susan Vaught – 17
982-2159
Rick White – 17, 18, 19
982-2159
Denise Wilson – 17, 18, 19
291-3841

2017 Affiliate Director

Tracy Beavers, Benchmark Home Loans
501-614-4600



BOARD OFFICE HOURS
8:30-4:30 Monday thru Friday

Mailing Address
3100 East Kiehl Avenue
Sherwood, AR 72120
PHONE (501) 834-0710
FAX 834-1309
E-MAIL
jinzer_24@sbcglobal.net
WEB SITE npbor.com



NEW! National Association of REALTOR Benefits Program introduces the Members Medicare Exchange, available through REALTORS® Insurance Marketplace. The Members Medicare Exchange will allow Medicare-eligible NAR members aged 65 or older to easily quote, shop, and enroll in a variety of Medicare insurance options.

National Association of REALTORS® (NAR) members will have access to the private Members Medicare Exchange. This product is specifically tailored to individual NAR members who are Medicare eligible. REALTORS® may use the Members Medicare Exchange to quote, shop and enroll in a variety of Medicare insurance options, including Part C (Medicare Advantage) or Medicare Supplement Insurance (Medigap), and Part D (Prescription Drug). Within the exchange is a resource center that contains a variety of educational tools to assist NAR members in understanding Medicare overall, plan and coverage options available, and cost-saving strategies.

Additionally, members can find a resource center within the exchange that contains a variety of educational tools to assist NAR members in understanding Medicare overall, cost saving strategies, and available options.

Due to the age-specific scope of this offering, the majority of communications regarding the exchange will be targeted to individual members as they approach the age of Medicare eligibility. In the future there will also be promotional endeavors around the timeframe for Medicare Open Enrollment, which runs annually from October 15 through December 7, so that members currently enrolled in Medicare can take advantage of the exchange should they wish to make changes to their coverage. For more information go to:
RealtorsInsuranceMarketplace.com/Medicare



Award for Excellence Meeting

Please make plans to attend the annual **Award for Excellence Meeting** that has been scheduled for **March 24, 2017** at 10:00 a.m. at the North Pulaski Board of REALTORS® office at 3100 E. Kiehl, Sherwood.

As a recipient in 2016, you will have an opportunity to bring forth any suggestions or concerns that you might have.

Please see page four of this newsletter for more information concerning this meeting.

2017 Committee Members

Award for Excellence - Chair, Carrie Sublett, RE/MAX Homefinders Realty / Co-Chair—To Be Determined

Broker Co-Op - Chair, J. C. Goffe, Edge Realty

Building - Chair, Adam Simon, RE/MAX Real Estate Connection

Education/Diversity - Chair, Susan Vaught, RE/MAX Homefinders Realty

Finance - Chair, Mike Dietz, Doug Wilkinson Realty / Executive Committee

Legislative/RPAC - Chair - Bob Walker, Coldwell Banker RPM Group NLR Branch/ Co-Chair - Jeannie Williams, Crye-Leike of AR, Inc., NLR Branch

Make America Better/Public Relations - Chair - Tangela Hayes, Coldwell Banker RPM Group NLR Branch

Membership - Chair, Kathleen Jester, Keller Williams Realty

Nominating - Chair, Rick White, RE/MAX Homefinders Realty

Planning - Chair, Daniel Gray, RE/MAX Homefinders Realty

Program - Chair, Daniel Gray, RE/MAX Homefinders Realty

REALTOR® of the Year - Chair, Staci Medlock, Crye-Leike of AR, Inc., NLR Branch (Current ROTY)

Safety Awareness - Chair, Susan Vaught, RE/MAX Homefinders Realty

Table Top - Chair - Haley Wilson, McKimney Associates Cabot

Thanks to all of our members who generously give of their time to help insure the success of our Board!



If you feel like you are being followed, don't step on the gas. Instead, stay calm and drive to a public place or police station. Do not drive home until you are completely sure you are alone.

For more information go to <http://www.realtor.org/topics/realtor-safety/background>

Membership Applications

The following applicants applied for membership/reinstatements in February.

**Emory Langrell II, Michele Phillips & Co, Sherwood
Phillip Hamilton, Keller Williams Realty
Casey Jeffery, Crye-Leike of AR NLR Branch
Bobby Wade, McKimney Associates NLR
Jason Cook, McKimney Associates NLR
Anthony Clark, McKimney Associates NLR
Sonja Clark, Coldwell Banker RPM Group, Maumelle
Kasey Lewis, Rausch Coleman Realty**

Welcome!

2016 Award For Excellence Banquet Affiliate Sponsorships

Our thanks to the following Affiliates who generously contributed to our Awards Banquet!

Triple Diamond

**Arkansas Democrat Gazette
Centennial Bank**

Double Diamond

Iberiabank Mortgage

Diamond

**Arkansas Federal Credit Union
Bank of Little Rock Mortgage
Eagle Bank**

**First AR Bank & Trust
First National Title**

**Proland Title Company/Cabot Title
Rausch Coleman Homes**

Gold

**Bank of England Mortgage
Simmons Bank**

Silver

**2-10 Home Buyers Warranty
American Abstract & Title
Lenders Title - Cabot**

**Oltmans Roofing
Regions Mortgage**

**The Carroll Mortgage Group
The Daily Record**

**TruService Community Federal Credit Union
United Abstract & Title Company
Waco Title Company**

Bronze

**Beach Abstract & Guaranty Company
Clark Exterminating Company
First American Home Buyers Protection**

Thank You, Affiliates!



2016 Award for Excellence Program



Congratulations to all of the participants in the **2016 Award for Excellence Program!** The evening was a huge success due to the efforts of our amazing Chair person, **Sommer Salgaonkar**, Crye-Leike of AR, Inc., NLR, outstanding Co-Chair, **Carrie Sublett**, Crye-Leike of AR, Inc., NLR, and all of the great committee members who helped with preparation and decorations. Our committee members work hard and sacrifice many hours of time to accomplish the task of planning and presenting beautiful decorations to provide a pleasant evening for our members. Thanks to each one who helped to make this an extraordinary event!

Special thanks to our generous **Affiliates** who contributed to this event. (See page three for a list of Affiliate contributions) We also extend special thanks to the **AR Democrat Gazette** for sponsoring advertising and recipient photo composites and **Centennial Bank** for sponsoring recipient and casual photos, and for the video and recipient photos to soon be posted on Facebook. Thanks to **Craig O'Neill**, Master of Ceremonies, for making the night even more special with his charming personality and entertaining comments and to **John "Mickey" Spillane**, our Disc Jockey for the evening, for providing music and fun for our listening and dancing pleasure. Thanks to **Arkansas Premier Events** for providing the photo booth and special lighting for the event. The photo booth is always a lot of fun and an entertaining addition to our events!

Special thanks to the following Affiliates/Vendors for contributing door prizes

Bar Louie - \$25 Gift Card

Chuy's - \$30 Gift Card

Eagle Bank, Lori - \$50 Gift Card

Eagle Bank, Carla Nettles - Kendra Scott Necklace

North Bar - \$25 Dinner Gift Card

IberiaBank, **Matt Kaczor** - \$50 Bonefish Grill Gift Card

Outback Steakhouse - \$50 Gift Card

Rausch Coleman Homes - (4) \$50 Gift Cards

Simmons Bank, **Brock Whisenhunt** - (4) \$50 Gift Cards\

Everyone had a great time and we are proud of each of our participants!



Award for Excellence Annual Meeting

Sommer Salgaonkar, Crye-Leike of AR, Inc., NLR, 2016 Chair, has set **Friday, March 24th at 10:00 a.m.** for the annual **Award for Excellence** meeting at the **Board Office**. A quorum of 5% of the 133 recipients for 2016 must be present in order to conduct business. Agenda items include the financial report for the banquet, election of upcoming officers and committee members and basic plans for the 2017 banquet.

This is the meeting to attend where you, as a recipient in 2016, will have the opportunity to bring forward any suggestions or concerns you may have, and, above all, volunteer a little of your time and talent to serve on the banquet committee. **All new 2016 recipients are especially encouraged to attend and participate. Please mark your calendars and plan to attend!**

TRIVIA NIGHT

Friday, May 5, 2017

Sherwood Forest
1111 West Maryland Ave, Sherwood

All Proceeds to Benefit Special Olympics Arkansas

Sponsored By North Pulaski Board of REALTORS®

Doors Open 5:00 p.m. / Dinner 5:30 p.m. / Trivia Begins 6:30 p.m.

Entry Form

Entry Fee: \$200 per Team, Due by April 21, 2017

Make checks payable to: North Pulaski Board of REALTORS

Mail or deliver checks to: NPBOR, 3100 E Kiehl Ave, Sherwood, AR 72120

For more information or details call:
Tangela Hayes (501) 514-0186

Email Entry Form to:
jinzer_24@sbcglobal.net

Team Name	
Team Captain	
Email	
Phone	

\$10 Cover Charge
for Spectators—Includes
Dinner
No One Under 21
Allowed

Team Members	Team Members
Spectators	Spectators