

North Pulaski Board of REALTORS®

Newsletter



Volume 31 Issue 9

September 2017

Table Top Night Greek Toga Party

Date: **October 23, 2017**

► **5:00 pm - 8:00 pm / Cost \$15.00**

Come join the fun at our 2017 Table Top Night on **Monday, October 23, 2017** at **Sherwood Forest, 1111 West Maryland Ave, Sherwood, AR.** The theme this year will be "Greek Toga Party".

The event begins at 5:00 pm and includes a live disc jockey provided by **Simmons Bank**, beverages provided by **Beach Abstract & Title** and **Regions Bank**, and a photo booth provided by **First AR Bank & Trust.** Food is catered by **Mama's Gyros.**

Get ready to display your talents in the **Lip Sync Contest!** There will be a **Best Male** and **Best Female Costume Contest** and a **Best Decorated Vendor Booth Contest.** The photo booth will provide a lot of fun to make pictures with friends; and there will be great items to bid on in the **Silent Auction** with all proceeds going to **Special Olympics Arkansas.**



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Toga! Toga!

Vendors, there is still time for you to reserve a table for this very popular trade show event. If you do not have the reservation form that was mailed to you earlier, you can call our office at **501-834-0710** and we can email one to you.

Members, mark the date of **October 23rd** on your calendar! This year's event will be filled with lots of fun and good food!

Toga! Toga! Toga!

Calendar of Events

MONDAY, SEPTEMBER 4TH

Labor Day observed, Board Office Closed

MONDAY, TUESDAY, WEDNESDAY SEPTEMBER 18TH, 19TH, 20TH

Arkansas REALTORS® Association 93rd Annual Convention & Trade Show, Marriott Hotel, Little Rock

THURSDAY, SEPTEMBER 21ST

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

WEDNESDAY, SEPTEMBER 27TH

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, September 22nd. Lunch is sponsored by **Lori Morris, Eagle Bank. Thanks!**

SATURDAY, SEPTEMBER 30TH

CE Class, Vivid Real Estate Learning Center, 9:00 am - 5:00 pm. Prior Registration Required

No General Membership Meeting In September



Renew Your Real Estate License

Remember that **September 30** is the deadline to renew your license with the **Arkansas Real Estate Commission** for the upcoming calendar year of 2018.

All agents, even if you were licensed in the current year, will need to renew by September 30th, as your current license will expire on December 31st. You can renew online at

www.arec.arkansas.gov

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



September is REALTOR® Safety Month



REALTOR® Safety Month is a reminder to real estate professionals that safety needs to be a priority. Everyday situations can be potentially dangerous. You are meeting with strangers all of the time and often in vacant homes, therefore, extra precautions need to be taken. Putting safety first should be the top priority for REALTORS® as they head out to conduct their daily business and interact with the public. While September is designated as REALTOR® Safety Month, REALTORS® should make safety a year-round commitment.

Safety Tips When an Attack Is Imminent

- **When calling 911**, many people are flustered and don't make a lot of sense. Remember to tell the emergency operator just two things: your location and that there is an "assault in progress." It's a purposefully vague statement in case you haven't been attacked yet but fear for your safety. It also gets a fast police response, Rosner says.
- **The "bystander effect" is real**, which means people justify in their heads why they don't have to take responsibility for helping someone. That's why using a whistle or some other noise-making gadget to signify danger can be highly ineffective; people can say it might have been the whistle from a nearby soccer game. If you can, direct your call for help to a specific person nearby so they know they are responsible for helping you: "Hey you in the blue shirt! I'm being attacked! Call 911!"
- **Stun guns aren't good weapons.** Why? Because they require you to get up close to the assailant to be effective — and what you need to do is run away. You're better off trying to flee than fight at close range.
- **Deception works.** Point to anywhere on a building and say, "That's a police camera." Hail down the next car that passes by and say, "That's my spouse." Hold up your phone and say you have an app that sends photos directly to your local police department. Your attacker won't know whether you're telling the truth, and he might not want to stick around to find out.
- **Ask yourself: Who is that person and why are they here?** If you can't come up with a logical explanation that makes sense, consider that a warning and get out of there as quickly as possible.

REALTOR SAFETY PROGRAM

THERE'S NO TIME LIKE THE PRESENT FOR
REALTOR SAFETY

CLICK TO VISIT WWW.REALTOR.ORG/SAFETY

REALTOR SAFETY 25/HR 7/WK 24/7Y

NATIONAL ASSOCIATION OF REALTORS

(Information provided by NAR)

2018 Officers & Directors

The Nominating Committee of the North Pulaski Board of REALTORS® presents to the general membership the following slate of incoming Officers and Directors to fill terms beginning 2018.

President - **Daniel Gray**, RE/MAX Homefinders Realty

Vice President/President Elect - **Mike Dietz**,
Doug Wilkinson Realty

Secretary - **Denise Wilson**, RE/MAX Elite, LR

Treasurer - **Stacy O'Gary**, RE/MAX Real Estate
Connection

Immediate Past President - **Kathy Fortner**, Keller
Williams Realty

Director - 1 Year Term

Nola Ford, Crye-Leike of AR, Maumelle Branch

Sommer Salgaonkar, Crye-Leike of AR, NLR Branch

Kelly Scarborough, Century 21 Prestige Realty

Director - 2 Year Term

Keith Montgomery, McKimney Associates, NLR

Elizabeth Phillips, Michele Phillips & Company,
Sherwood

Rick White, RE/MAX Homefinders Realty

Director - 3 Year Term

J. C. Goffe, Edge Realty

Kathleen Jester, Keller Williams Realty

Angela White, McKimney Associates, Cabot

Affiliate Director - 1 Year Term:

Tammy Tompkins, First AR Bank & Trust

Additional candidates for offices may be placed in nomination by petition by at least 5% (32) of the REALTOR® members eligible to vote. The petition shall be filed by **October 20, 2017**. Additional nominations will be published before the election. Any questions pertaining to the slate of nominees or procedures used in selection should be directed to **Rick White**, Nominating Committee Chairman, at 501-982-2159.

Thanks to Affiliates!

Thanks to the following **Affiliates** for providing lunch and snacks to members attending the CE class at the Board office on August 31st!

Morning Snacks provided by **Vicki Austin**,
First National Title

Lunch provided by **Michele Linehan**,
First Service Bank

Afternoon Snacks provided by **Wendy Wenger**,
First American Home Buyers Protection

We appreciate all of our Affiliates!

Membership Applications

The following applicants applied for membership/
reinstatements in August. **Welcome!**

Chantal Pree, Century 21 Prestige, Sherwood

Adam Cocchiaro, Edge Realty, Jacksonville

Steven Dunn, Edge Realty, Jacksonville

Danielle Newton, Porch Light Realty

Cheryl Drennan, Century 21 Real Estate Unlimited

Donna Petersen, Natural State Realty

Christy Lute, McKimney Associates NLR

Joanne Rodney, Century 21 Real Estate Unlimited

Norbert Hoelscher, eHomes Realty

Stephanie Atkins, McKimney Associates NLR

Christopher Brock Moore, Crye-Leike of AR NLR

Patrick Pree, Century 21 Prestige, Sherwood

Valerie Tilley, Century 21 Real Estate Unlimited

Nakisha Armstead, Century 21 Prestige, Sherwood

Kristen Hilliard, Crye-Leike of AR, Maumelle

Mohsin Syed, Century 21 Prestige, Sherwood



CE Class September 30, 2017 Vivid Real Estate Learning Center 4340 E 43rd St North Little Rock, AR

North Pulaski Board of REALTORS® is sponsoring
a **CE Class** for our members on
Saturday, September 30, 2017 at
Vivid Real Estate Learning Center, 4340 E 43rd St,
North Little Rock, Instructor, **Maurice Taylor**.

There will be a six hour CE class with topic, "Agency & Disclosures", along with one hour of Safety training from 9:00 am - 5:00 pm, the cost is \$50.

Also, there will be a Broker Required Topics class from 9:00 am - 12:00 noon for a cost of \$40. If a Broker would like to attend the morning Broker training and the three hour afternoon class along with one hour of Safety training the cost is \$50.

**To make your reservation, please call
North Pulaski Board of REALTORS® at
501-834-0710.**

The Latest on ‘Coming Soon’ Listings

(Information provided by National Association of REALTORS®)



Coming Soon listings are on the rise as housing inventory tightens in many areas, causing concern among real estate professionals and prompting real estate commissions to issue guidance on the topic.

A Coming Soon listing refers to a property that is not available for showing or sale until a later date. This can be a legitimate advertising technique, allowing the owners more time to complete repairs, pack, or otherwise prepare the property for showing or sale. A legitimate Coming Soon listing should truly be unavailable for purchase or showing. Sometimes, however, “coming soon” advertising is used to circumvent the MLS, market the property to a select group of people, or pressure a buyer to use the listing broker for the transaction, which not only breaches real estate professionals’ ethical duties to clients but may violate real estate license and consumer protection laws.

Advertising a property before it’s ready for showing may not be a new practice. But what’s on the rise may be the nefarious intent behind the tactic. In response to a flood of Coming Soon listings, some real estate commissions have stepped in to issue official commentary on what makes this advertising legal or not.

Although new rules at many MLS enable agents to enter “coming soon” properties under a special status, improper “coming soon” properties negatively affect the MLS and may violate its rules. MLSs facilitate transactions by creating a consolidated source of accurate property information and function at their best when information is complete. Improper Coming Soon listings compromise that accuracy. They also undermine cooperation among real estate professionals through the MLS by requiring potential buyers to use the listing broker for showings and offers to purchase.

Finally, improper “coming soon” advertising may also violate state laws and regulations. Real estate professionals owe certain fiduciary or statutory duties to clients under state licensing laws and regulations and that duty is violated when the professional does not act solely in the client’s best interest. State laws typically require truth in advertising, and improper Coming Soon listings are misleading and inaccurate.

Legitimate Coming Soon listings - 1) Are for properties under a signed listing agreement 2) Comply with all state licensing laws and regulations 3) Have a compelling reason that this tactic is in the best interest of the client 4) Have the client’s informed consent in a thoroughly documented written agreement 5) Restrict showings and bids equally to all potential buyers 6) Comply with MLS rules

Nefarious Coming Soon listings - 1) Are not in the seller’s best interest 2) Are made without the seller’s permission or consent 3) Have no logical or reasonable reason to be marketed in this way 4) Have no signed listing contract 5) Are actively shown only to select groups or buyers 6) Compel sellers to accept offers 7) Compel sellers to accept offers from a buyer who is represented by the seller’s own agent



**Table Top Night
Sherwood Forest
1111 West Maryland Ave
Sherwood, AR 72120**



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Cost - \$15.00
Theme - Greek Toga Party**

Toga!

Toga!

**Disc Jockey
Sponsored by
Simmons Bank**

**Food
Prepared By
Mama's Gyros**

**Silent Auction
To Benefit
Special Olympics AR**

**Beverages Sponsored By
Beach Abstract & Title
and
Regions Mortgage**



**Photo Booth with Props
Sponsored by
First AR Bank & Trust**

Greek

Toga

Party

**Best Costume
Contest**

Lip Sync Contest

**Best Decorated
Vendor Booth**