

UPCOMING EVENTS

2/1-28 – Black History Month
 2/16-17 – ProStandards Training – Zoom – 9:00A-1:00P
 2/16 – BICUP w/ Given – Zoom – 9:00A-1:00P
 2/17 – GENUP w/ Given – Zoom – 9:00A-1:00P
 2/18 – Elective, “Trust Based Ethics” w/ Given – 9:00A-1:00P
 2/19 – MLS Com Mtg – Zoom – 9:00A
 2/23 – Member Svcs Com Mtg – Zoom – 9:00A
 2/24 – REALTORFest Com Mtg – Zoom – 10:00A
 2/24 – Courthouse Retrieval Systems – Gotomeeting – 1:00-2:30P
 2/25 – Finance & Budget Com Mtg – Zoom – 9:00A
 2/26 – BIC Break – Zoom – 8:30A
 3/3 – Introduction to the MLS – Gotomeeting – 1:00-4:00P (NEW MEMBER REQ)
 3/10-11 – ProStandards Training – Zoom – 9:00A-1:00P
 3/10 – Paragon 101 – Gotomeeting – 3:00-5:00P
 3/16 – MLS Com Mtg – Zoom – 9:00A
 3/17 – Education Com Mtg – Zoom – 10:00A
 3/17 – Courthouse Retrieval Systems – Gotomeeting – 1:00-2:30P
 3/18 – Board of Directors – Zoom – 9:00A
 3/24 – REALTORFest Com Mtg – Zoom – 10:00A
 3/25 – GMM – Zoom – 9:00A
 3/30 – New Member Orientation – Zoom – 1:00-4:30A
 3/31 – Paragon 101 – Gotomeeting – 1:00-3:00P

For more information on future events, please visit:
www.outerbanksrealtors.com/event/calendar

OBAR WINS RPAC AWARDS



For the 3rd year in a row, OBAR has been awarded the Triple Crown and President’s Cup Awards for meeting NAR’s participation, investment and Call for Action participation goals.

In 2020, with the help of an exciting Reverse Raffle, 38% of OBAR members invested 175% of our goal!

These RPAC investments help elect REALTOR® party friendly candidates and give us a seat at the table. Because, “If you don’t have a seat at the table, you’re likely on the menu.”

OBAR’s support of RPAC also helped NC REALTORS® Region 1 Trustees Michael Davenport and Rosemarie Doshier win the Johnnie Colvin Cup, an award given to the Regional Trustee(s) with the highest percentage goal for their region.

Region 1 is made up of seven local associations in eastern NC.

Congrats to all! And just remember, “If real estate is your profession, politics IS your business!”



WELCOME 2021 LEADERSHIP

Congratulations to the following members of the 2021 Board of Directors:

- President** David Pergerson, Carolina Designs Realty
- President Elect/Tourism Director** Doug Brindley, Brindley Beach Vacations & Sales
- Immediate Past President** Jimmy Anderson, Hall & Nixon Real Estate LLC
- Treasurer** Richard Tolson, RT Realty OBX
- Secretary** Natalie Painter, Coastal NC Realty Group
- Property Management Director** Brenda Davis-Williams, Sun Realty



Director at Large 2020/21

- Zia Montesi, Great Escapes Realty
- Brook Sparks, Coldwell Banker Seaside Realty
- Jennifer Wilson, Sun Realty

Director at Large 2021/22

- Christi Bryant, Coastal NC Realty Group
- Amber Dawson, The Outer Banks Real Estate Co at eXp Realty
- Rosemarie Doshier, The Doshier Team OBX Realty

In his President’s Welcome at January’s General Membership Meeting, President David Pergerson asked for everyone to treat their profession and themselves with compassion. He also emphasized the value of investing in RPAC which is how REALTORS® stayed “essential” in 2020.

We would like to give special recognition to three Board members who are no longer serving on the BOD: J-P Peron (5 years service), Lori Brooks (4 years service), and Michele Clark (2 years service). Thank you!



THANK YOU COMMUNITY PARTNERS!

Since 1984 when OBAR Bylaws were originally adopted, local dues have essentially stayed the same. The local dues in 1984 were \$186; currently they are \$187. The support of our Community Partners offsets program expenses. Please support these valuable partners because they save YOU money!

Diamond



Gold



FIRST BANK

Silver



Bronze



WHERE IS FAIRHAVEN?

Fairhaven: A Fair Housing Simulation by NAR



In November of 2020, NAR launched a fair housing simulation for REALTORS®. The innovative training platform takes place in a fictional town named Fairhaven.

Through the power of storytelling lasting 60-90 minutes, you will learn to

identify, prevent, and address discriminatory practices in real estate. This training simulation is free to NAR members.

For more information or to start your training today visit: nar.realtor/fair-housing/fairhaven.

Brush up on your fair housing knowledge so that you do not get caught inadvertently discriminating by simply using the wrong terminology!

SOCIAL MEDIA DO'S & DON'TS



OBAR is joining forces with Albemarle Area, Durham Regional, Raleigh Regional, Orange Chatham, and Johnston County Associations of REALTORS® to bring timely education to help our members transition.

Please “join” us on Tuesday, March 16th at 11:00A via

Zoom for a discussion of the do’s and don’ts of social media led by 2018 President of Illinois REALTORS® and 2020 Chair of NAR’s Professional Standards Committee Matt Defanis. Immediately following is by a breakout session with President David Pergerson.

Registration is being handled through the Johnson County Association of REALTORS® (JCAR). The Zoom registration link is:

https://us02web.zoom.us/webinar/register/WN_fWTGjGJOS5KVDDzDaJ2zZA.

SENTRILOCK SATELLITE OFFICE

Need a lockbox on Hatteras Island? OBAR still has a satellite office that handles lockboxes and lockbox issues located at Hatteras Realty Avon (41156 NC-12, Avon, NC 27915).



Currently staff keeps the doors locked during the day. Please call in advance so they can have everything ready for your arrival. Their number is (252) 995-5466 ext 363. At this time we do not have a satellite office in Corolla.

OBAR DOING MORE TO PROMOTE COMMERCIAL REAL ESTATE



OBAR has partnered with CREXi. Founded in 2015, CREXi is a commercial real estate (CRE) marketplace and technology platform dedicated to supporting the CRE industry and its stakeholders. CREXi enables commercial real estate professionals to quickly streamline, manage, and ultimately close deals faster with their suite of

advanced tools. With millions of users and over 500,000 commercial listings totaling more than \$1 trillion in property value, CREXi is the fastest growing CRE platform there is.

The platform includes a marketplace backed by artificial intelligence (a.i.) technology to match buyers to listings, allow brokers to manage leads, has an on-line auction platform, while providing access to more than 48 million property records, over 13 million sales comparables, and more than 50 detailed market reports. Plus it is integrated with RPR.

If you are in CRE, all you have to do is enter your commercial listing into Paragon and it will automatically publish to CREXi! Visit CREXi's Landing Page: go.crexi.com.

ARE YOU SAVING MONEY?



Start saving by visiting: www.ncrealtors.org/save. Get the latest savings that help you grow and protect your business while thriving as a REALTOR®, engaging clients, impacting the community, and much more.

For questions about NCR's member benefits, email Maurice Brown at:

mbrown@ncrealtors.org

NC PAC CASH RAFFLE ENDS APRIL 30TH

NC REALTORS® PAC is hosting a cash raffle on April 30, 2021. A grand prize of \$15,000 is up for grabs with multiple other cash prizes. Tickets are a \$50 investment for one and are on sale now through April 29th.



If you have questions about the cash raffle contact Kristin Nash from NCR at: knash@ncrealtors.org. To purchase a ticket or more <https://tinyurl.com/37sg8nx6> and you will be directed to the investment login page.

RECOGNIZING STATE/NATIONAL COMMITTEE MEMBERS



We want to recognize OBAR members who are serving on State and/or National Association of REALTORS® committees. Not only are these members on State and/or National committees, but they have volunteered countless hours to help OBAR through various committees, including the

Board of Directors.

NCR COMMITTEES:

Forms Committee:

- Lori Brooks (Member)

Legislative Committee:

- Michael Davenport (Member)

Professional Standards Committee:

- Stephanie Walker (Vice Chair)
- Kim Endre (Member)

NAR COMMITTEES:

Board of Directors:

- Stephanie Walker (State Allocated Member)

Resort & Second Home Real Estate Committee:

- Kim Endre (Member: At Large)

Insurance Committee:

- Stephanie Walker (Member: At Large)

PS Interpretations & Procedure Advisory Board:

- Stephanie Walker (Member: At Large)

Professional Standards Committee:

- Stephanie Walker (Member: At Large)

FAREWELL SENTRILOCK CARDS

SentriLock cards have been around for 16 years and now SentriLock is changing the way REALTORS® access lockboxes.



Starting in March, SentriLock will no longer make SentriLock cards. However, OBAR still has a few on hand. The goal is to officially retire the card from the system by January 1, 2022.

What does this mean for you?

Effective NOW, OBAR will begin encouraging all members to download and begin using the SentriKey app to access lockboxes, if you have not already done so.

Benefits of the app include immediate notifications when someone enters and leaves a property, property details through SentriLock's listing detail partners, Agent safety, and listing agent information. Plus you NEVER have to renew your card again!

How do I download the SentriKey app?

Visit sentrilock.com/sentrikey-real-estate/

Scroll down to the "Mobile Access Made Easier" section and you will see Apple and Android options for downloads. This site also provides valuable tutorials and other useful resources.

OBAR will begin training on the SentriKey app as we get closer to the January 1, 2022 card retirement date.

NC REALTORS® COINS FOR CARING



NC REALTORS® Housing Foundation has launched its annual Coins for Caring Program. The Coins for Caring Program is a way for local associations to participate in NC REALTORS® Gives Back Day on June 24, 2021.

You may participate by donating any your loose coins in the blue jug at the OBAR office or you may make a contribution on-line by <http://tinyurl.com/4n4fc5xb>.

Money raised will be used by the Housing Foundation and then used to assist local association Give Back Day projects through matching grants.

We fly again in the Spring! In the meantime surf www.outerbanksrealtors.com.
Brought to you by:
OUTER BANKS ASSOCIATION OF REALTORS 201 West Eighth Street, Nags Head (252) 441-3036

APRIL IS PROPERTY MNGNT MONTH

This April is officially "Property Management Month" with OBAR. This is our way of kicking off the visitor season by helping our Property Managers get the latest information and training that will help them through the busy season.



Property Management Month Schedule:

March 25 • 9:00-10:00A • Zoom

General Membership Mtg w/ PM Panel Discussion

April 6-8 • CE w/ Saunders • 9:00A-1:00P • Zoom

Property Mgmt BICUP: \$35/member or \$50/NM
Property Mgmt GENUP: \$35/member or \$50/NM
Elective, "10 Important Dance Moves for PM": \$35/member or \$50/N-M

April 15-16 • PM Training w/ Kennedy • 10:00A-2:00P • Zoom

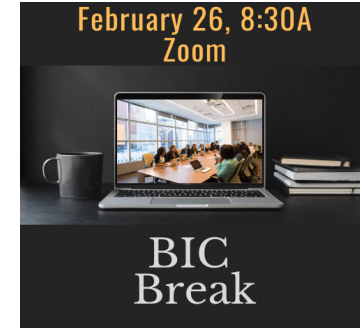
Reservations Sales QUEST: \$25/member company or \$35/NM Company
Vacation Rental Manager's Boot Camp: \$25/member company or \$35/NM Company

April 29 • 9:00-10:00A • Zoom

PM Hot Topic, "Safety Issues in Short Term Rentals (repairs), & Safety Issues on a County Level (personal safety)"

We hope all of our members take advantage of these events to better understand the different aspects of sales and property management that are vital to the real estate industry. Registrations will open soon!

BIC BREAK IN FEBRUARY



Brokers in Charge, please join us on Friday, February 26 at 8:30A via Zoom for our first "BIC Break" of the year.

This meeting will cover a lot of information including OBAR's new Info Hub, billing, paying bills online, as well as our New Member Orientation process, and

adding new members.

Now that we've transferred to the GrowthZone platform we have several features, including an online application and new additions to the Info Hub that will go live in March. These changes will enhance your experience with this new platform. We want to make sure that you are fully versed in how to demonstrate all of these useful resources to your Agents.