



AUGUST 2020

# REview



## COMING UP

### **VIRTUAL MEMBERSHIP APPRECIATION EVENT FEATURING DAVID BROWN**

August 6; 11:00 am

### **EDUCATION COMMITTEE**

August 6; 1:00 pm

### **RPAC FUNDRAISING TASK FORCE**

August 10; 2:30 pm

### **DIVERSITY COMMITTEE**

August 11; 11:00 am

### **SOCIAL EVENTS COMMITTEE**

August 12; 10:00 am

### **YPN COMMITTEE**

August 13; 1:30 pm

### **AFFILIATES COUNCIL**

August 18; 9:00 am

### **OABR ANNUAL INSTALLATION & AWARDS BANQUET**

August 24, 5:30 pm

## **MLS Public Remarks and Associated Docs**

The GPRMLS Public Remarks are a great tool for reaching potential clients and giving enticing details about the property for sale, however there are limitations to what can be in the Public Remarks.

Public Remarks Rules are a standard practice among all MLS's across the county. These rules are in practice because Public Remarks are viewable by the public on third-party and Broker websites. Having an agent's contact information displayed on another Broker's website causes frustration among MLS Participants and Subscribers. These rules also help prevent any potential license law issues that may arise, inadvertently or otherwise.

**Information regarding the listing company or listing agent are not permitted in any text fields, graphics or hypertext-linked displays that are publicly viewable, this includes the Public Remarks.**

Public Remarks cannot contain any agent names, phone numbers or anything promoting the listing agent or firm, website information, reference to branded videos or tours, builder promotion (beyond stating the builder's company name), reference to lender financing or preferred lender incentives, or any reference to a selling agent bonus or any incentive.

GPRMLS Rules 1.17(VI)(A)&(D) outline what cannot be input into the Public Remarks field in the MLS.

### **Subscriber/Participant Information (Section A)**

A. Subscriber/Participant Information: Information regarding the listing agent or the listing company shall be allowed only in the "Agent Remarks," "Office Remarks," or "Syndication Remarks" and other data fields that are specifically labeled for such information, and shall not be permitted to be displayed in text fields, graphics, or hypertext-linked displays that are publicly viewable (see below for exceptions).

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### OMAHA AREA BOARD OF REALTORS® 2020 BOARD OF DIRECTORS

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**MLS Manager**  
Denise Mecseji

**MLS Administrator**  
Dakota Ghegan

### OMAHA AREA BOARD OF REALTORS® 11830 Nicholas Street Omaha, NE 68154

**Read the REview online!**

[OmahaREALTORS.com/review-newsletter](http://OmahaREALTORS.com/review-newsletter)

# MEMBER APPRECIATION EVENT

## With *David Brown*

PRESIDENT, OMAHA CHAMBER OF COMMERCE

join us!

AUGUST 6 | 11AM - 1PM  
VIA ZOOM

RSVP NOW!  
[OMAHAREALTORS.COM/2020APPRECIATION](http://OMAHAREALTORS.COM/2020APPRECIATION)



## INSPECTOR SPOTLIGHT

### Paul Pachunka



Paul has been with Home Standards since 2016 and quickly became a highly requested inspector. We asked Paul some questions:

#### Tell us about your family.

*My wife of 42 years and I have been blessed with two sons, daughter-in-law's and so far three grandchildren, two of which are girls so it has given us the chance to see what that is like.*

#### What do you like to do for relaxation or fun?

*"What is relaxation...? Ok, fishing, hiking, shooting at the gun range and competing once in awhile and above all just spending time with family. Grandkids are so fun, you can spoil them and then send them home."*

#### How does your background or past experiences help you excel as a home inspector?

*I have background in new construction with my grandfather who owned a construction company. I have done remodels and flipped homes and worked with my son specializing*

*in kitchens and bathrooms. I have owned my own business for many years and have a high regard for customer service and integrity.*

#### What do you enjoy about home inspecting?

*I love my profession. I find it intriguing to walk into different types and ages of homes and look for clues that might determine if it has been constructed or remodeled properly. It is a great feeling when you can tell the client that in your opinion this appears to be a great house, or in the same token let them know what defects were found so they can make informed decisions.*

#### RECENT REVIEW

*"Paul was thorough and detailed, giving us all the information we needed! He is extremely knowledgeable about all aspects of home inspection and repairs. This is the best home inspection I have ever had. Highest recommendation." – John L*



[HomeStandardsInspections.com](http://HomeStandardsInspections.com)

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The above restrictions do not apply to:

1. The name of the builder's company of the listed property.
2. A "Listing Courtesy of (Broker Name)" statement that is consistent with an IDX public display.
3. An ownership or copyright identifier (limited to the Participant's company logo, company name and/or company URL) located in a photograph not exceeding ten percent of the picture area.

#### **Public Remarks Guidelines (Section D)**

D. Public Remarks Guidelines: Public Remarks can contain incentives from the seller to the buyer but not incentives from the seller to agents or firms.

1. Examples of What Public Remarks cannot contain:

- a. Agent name or phone numbers
- b. Reference to lender financing
- c. Website addresses or information with the temporary exception of unbranded links to the following:
  1. Virtual Tour
  2. Pre-produced Video Tour
  3. Virtual, live, and pre-scheduled Open House
- d. Builder promotion (i.e.) "sold by best builder in town"
- e. Promotion of the listing agent or listing agents firm including reference to branded virtual tours or videos
- f. Use our preferred lender and have your closing costs paid
- g. Free credit report and appraisal if you choose to use ... lender
- h. Wholesale financing rates available with purchasing this home, call for info
- i. \$5000 bonus to selling agent

*\*Note: currently some third-party websites, outside the control of GPRMLS, will not display listing Public Remarks that contain a URL.*

For full GPRMLS rules visit: [www.gprmlsdocs.com/GPRMLSLLCRules](http://www.gprmlsdocs.com/GPRMLSLLCRules)

# **WE ARE HERE TO HELP!**

**OABR Staff is providing service during regular business hours. Contact us! Pick-up / drop-off front door service available.**



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# A MESSAGE FROM THE PRESIDENT

Susan Clark, 2020 President



## “BE THE CHANGE...”

Home has never been more important than it is today. What an honor it is to serve our community in these times. We have found new ways to work around limitations to ensure we show up in whatever way is needed. It has not always been easy, but we have done it and will continue to do so, because that is what we do! That's Who We R®!

Several years back, I decided to surround myself with the best of the best and get involved with our association. I have thoroughly enjoyed my time as your president and can hardly believe it is now up! But only up for my current role; I will continue to give back to our amazing industry in any way I can, as it has given me so much! Over the past year, I have invited you to get involved several times promising you will get more out of it than you put in. This still holds true! I have continued to gain knowledge, skills, leadership strength and friendships!

Next year, I get the privilege to chair our foundation board. I am honored to be entrusted with such an important role. The Foundation is here for you to make contributions of any size, supporting real estate education, housing assistance and community needs. It is easy to donate! Visit [omaharealtors.com](http://omaharealtors.com) and donate any amount you are able. And of course I welcome you to come to any and all foundation meetings, in person or via Zoom!

I want to thank all our committees for their hard work this year and a special thank you to the chairs! You had to pivot and lead from a distance in many cases. Each one of you rose to the occasion and ensured our association did not miss a beat. It is unclear what future meetings and events will look like, but I know we are in good hands and the right decisions will be made to keep our members safe and to provide a tremendous amount of value to all.

BIG thank you to all current and past directors for your time and continued commitment to our association and members. I have enjoyed serving alongside each and every one of you. Thank you to those who have volunteered to move up the ranks and give even more! Special thank you to Doug Dohse, immediate past president, for your guidance and advise all year. And a HUGE smile to Bill Swanson who will lead us in the next. I am proud to have worked with you both for so many years and am excited to see what is yet to come! Additionally, we are all so lucky to have the absolute best staff around. All have worked above and beyond to keep everything running as smooth as possible.

Once again, thank you! I am forever grateful to have had this time to serve our association. I hope I did or said something that inspired you to do more. I will end with my favorite quote. My wish is that each of you will choose daily to “Be the change you want to see in the world.” - Gandhi.

- Susan Clark, 2020 President

**BE THE CHANGE  
YOU WANT TO SEE IN THE WORLD.**

# INCOMING OFFICERS

## Omaha Area Board of REALTORS®

### 2021 BOARD OF DIRECTORS

#### President

Bill Swanson

#### President-Elect

Megan Bengtson

#### Secretary/Treasurer

Crystal Archer

#### 2021 Directors

Herb Freeman

Annali Leach

#### 2022 Directors

Brad Fricke

Angel Starks

#### 2023 Directors

Denise Poppen

Jessica Sawyer

#### Ex-Officio Directors

Susan Clark  
(Past President)

Jennifer Bixby  
(MLS)

Eric Petersen  
(Affiliates)

Jen Monjaras  
(Women's Council)

### 2021 PRESIDENT: BILL SWANSON

Bill Swanson entered the Real Estate business in 1986 after switching majors at UNO to Real Estate and Land Use Economics, starting his career at the CBS Real Estate office at 50th and Grover. Bill has served on several committees and boards since then including the Government Affairs Committee, Candidate Review Board, Social Events Committee, and the MLS Users Group. Bill is a current Nebraska REALTORS® Association Director and has also chaired the State's Strategic Planning Committee. Bill has been the RPAC OABR Fundraising Co-Chair since 2012. Bill was the recipient of the 2011 Outstanding Service Award for OABR and the 2013 Outstanding Service Award for the Nebraska REALTORS® Association. Bill is also the 2021 NRA Governmental Affairs Chair, and is a current RPAC Trustee. Aside from Real Estate, Bill is part of a golf league, pool league, and performs regularly with a local Improv Comedy group.



### 2021 PRESIDENT-ELECT: MEGAN BENGTON

Megan Bengtson has been a member of the Omaha Area Board of REALTORS® for 15 years and is a Nebraska Realty Sales Associate. While at Nebraska Realty she has been one of their top agents and was honored to receive their highest award, The Renee Lampman Service Award in 2013. She has been actively involved in the industry. She has earned her CRS and GRI designations. She is served as chair for OABR Young Professionals Network and the past President and past Regional Governor for the Women's Council of REALTORS®. She is also actively involved in the Nebraska CRS Chapter, License Law committee, Nominating committee. She is currently on the Nebraska REALTORS® Association Board of Directors and the Secretary/Treasurer for the Omaha Area Board of REALTORS®. Megan graduated from the University of Nebraska-Lincoln with a Bachelor of Arts and Sciences Degree. When she is not working, she enjoys spending time with husband and two daughters, Emma and Cameran along with their dog Cooper. She also loves to spend time at the lake with family and friends while enjoying a glass of wine.



### 2021 SEC/TREASURER: CRYSTAL ARCHER

Crystal Archer joined PJ Morgan Real Estate in 2013 as an already-successful REALTOR®, and her feats continue to rise. Whether it's renting, buying, selling or negotiating, no task is too big or too small. You can rest assured she'll apply the same determination and focus every time. Crystal knows the ins and outs of both the residential and commercial markets, providing trusted advisement no matter what. She's a stickler for detail and will make the process seem effortless. She's lauded for her professionalism, knowledge and expertise in the industry. Crystal's drive and influence in the industry most recently awarded her the 2019 Midland's Business Journal 40 Under 40 Award. Prior to that, she served as the 2017 Omaha Area Board of REALTORS® Education Forum Chair and the 2016 President of the Women's Council of REALTORS® Omaha chapter.



Sharing mental wealth is also important to Crystal. She acts as a volunteer and leader with various other associations in the Omaha area. Combined with her Bachelor's in Business Administration from Kansas State University, it's no wonder she's on a successful path.

## NEW DIRECTORS

### 2023 DIRECTOR: DENISE POPPEN

Denise Poppen began her Real Estate career in 2000 at BJ Brown as an unlicensed assistant on a team. She moved with her team to Prudential Ambassador, now Berkshire Hathaway HomeServices RE and became licensed in 2001. Branching off on her own in 2009 she started to become involved with the OABR and has been serving on many committees since. Denise was the Women's Council of Realtors Omaha 2019 President and is currently serving as their Nebraska State Governor. She has been awarded the Outstanding Service Awards in 2017 from WCR, 2018 from Berkshire, 2019 from OABR as well as received the WCR 2019 Realtor of the Year. She is very active with many charities including being a TeamMates Mentor. Denise's husband Bill, daughter Amy, son Adam and step son Brett are a huge support. She enjoys golf, bowling and traveling with Bill, her family and friends.



### 2023 DIRECTOR: JESSICA SAWYER

Jessica Sawyer has been a REALTOR® since 2009, in that time she has been highly involved in the real estate community in leadership and residential sales. Jessica currently holds a position for the National Association of REALTORS® as the RPAC Major Investor Council Member representing Nebraska, which has started her knowledge in the areas of Governmental Affairs and other important areas that further connect her to her community. She maintains 3 designations, GRI, CRS, and PMN and is working toward her C2EX designation. She has been a director for the Omaha Area Board of REALTORS® for the past 3 years and is also serving as an Omaha Director on the Nebraska REALTORS® Association Board for the past 3 years. Jessica is the current parliamentarian for Women's Council of REALTORS®-Omaha Network where in the past she has held Regional, State, and Local positions. Women's Council of REALTORS® is the group that she credits the most for her skills to lead in other areas of her career. Jessica has continually mentored new REALTORS® to the industry and has received awards from her brokerage and volunteer groups for her service and success in her career. Most important to her is her family, her fancy hat wearing husband Johnny, her youngest models, Mya and Myles and her oldest step-children who live and thrive in Florida, Jonika and Micah. Jessica continues to be supported by her family in the sport of real estate, just like she was when she was playing collegiate level basketball and high school level golf. Real estate continues to help Jessica grow to be the best she can be for those that become a part of her story.



## OTHER DIRECTORS



HERB FREEMAN  
2021 DIRECTOR



ANNALI LEACH  
2021 DIRECTOR



BRAD FRICKE  
2022 DIRECTOR



ANGEL STARKS  
2022 DIRECTOR



JENNIFER BIXBY  
EX OFFICIO (MLS)



SUSAN CLARK  
EX OFFICIO (OABR  
PAST PRESIDENT)



JEN MONJARAS  
EX OFFICIO  
(WOMEN'S COUNCIL)



ERIC PETERSEN  
EX OFFICIO  
(AFFILIATE COUNCIL)

## CERTIFICATIONS

**Georgie Amoura**, Nebraska Realty - Military Relocation Profession (MRP)

**Rose Logemann**, kwELITE Omaha - NAR Commitment to Excellence (C2EX)

## PERSONALS

**Condolences** to **Jeff and JoAnn Pruess** of Nebraska Realty on the recent loss of their Uncle.

**Condolences** to **Crystal Archer** of PJ Morgan Real Estate on the recent loss of her father.

**Condolences** to **Teri Dennhardt** of Nebraska Realty, **Deb and Mark Hopkins** of kwELITE Omaha, and **Sara Storovich** of Nebraska Realty on the recent loss of their (respectively) mother, mother, mother-in-law, and grandmother.

## DROP BY THE KEYBOX BAR... OPEN 24/7!

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Order KeyBoxes anytime before Noon, Monday, Wednesday, or Friday; then pickup after 3pm. Drop off or pickup 24/7.

### Need a KeyBox?

Call 402-619-5555 or email [monica@omaharealtors.com](mailto:monica@omaharealtors.com).



## MEMBERSHIP REPORT

See the full membership report at:  
[OmahaREALTORS.com/membership-report](http://OmahaREALTORS.com/membership-report)

JULY ACTIVITY	MO	YTD
New REALTOR® Members	41	255
Reinstated REALTOR® Members	N/A	15
Resignations	11	95
MEMBERSHIP (As of July 1)	2020	2019
Designated REALTORS®	197	196
REALTOR®	2861	2685
REALTOR® Emeritus	74	68
<b>TOTAL REALTORS®</b>	<b>3168</b>	<b>2976</b>
Institute Affiliate	69	63
Affiliate	188	215
<b>TOTAL AFFILIATES</b>	<b>257</b>	<b>278</b>

  
*Ericka Heidvogel*  
New Home Consultant  
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Eric Petersen

REGISTER NOW!

OMAHA AREA BOARD OF REALTORS® 135TH ANNUAL

# *Installation & Awards Ceremony*



INTRODUCING INCOMING 2021 PRESIDENT

*Bill Swanson*

*Let's Luau!*

Wear the most tropical attire you have and get ready to celebrate!

Event is \$20 and includes hors d'oeuvres and a cash bar.

*August 24<sup>th</sup>*  
5:30 PM

*Scoular Ballroom*  
2027 DODGE STREET

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Models Open: Mon-Thurs: 2-6pm • Fri-Sun: 12-5pm



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# IT'S TIME TO PAY ANNUAL DUES! Due August 15



**Dues statements for the 2020 fiscal year have been sent to all members. Dues must be paid by August 15, 2020 or a 10% late payment fee will be assessed. Payments can be made online at [OmahaREALTORS.com](http://OmahaREALTORS.com) by using your MLS login ID and password. Specific instructions are located on the back side of the dues statement. REALTOR® dues are collected for all three levels of the REALTOR® organization.**

**OMAHAREALTORS.COM**

## GO-ASHI Greater Omaha Chapter American Society of Home Inspectors

The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession. The members of GO-ASHI promote this mission through continued education provided at our monthly meetings.



### Current Membership

Jon Vacha ACI (President) - Home Standards Inspection Services  
Tim Krof ACI (Vice President) - Home Standards Inspection Services  
Steve Marten ACI (Treasurer) - Homespec Property Inspections  
Mike Frerichs ACI (Secretary) - Home Buyers Protection Co  
Ahlvers, Chad ACI - Cornerstone Property Inspections  
Byrd, Mark ACI - Accurate Building Inspection  
Carney, Dominic - Home Buyers Protection Co  
Crnkovich, Rick ACI - Heritage Home Services, Inc  
Duckett, Steve - Midwest Inspection & Testing, LLC  
Eggenburg, John, ACI Surehome Inspection Services  
Fisher, Jessie - Home Standards Inspection Services  
Gaskin, Paul, ACI - Gaskin Property Inspections  
Pachunka, Paul - Home Standards Inspection Services  
Petersen, Bret ACI - Home Buyers Protection Co  
Ruel, Forrest - Home Standards Inspection Services  
Simmerman, Brent ACI - Midlands Home Inspections, Inc  
Vacha, Steve ACI - Home Standards Inspection Services  
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\*ACI denotes ASHI Certified Inspector



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Event Info - [wcromaha.com](http://wcromaha.com)

*Beverly Carter*  
FOUNDATION

AUG 13 | LUNCH

Carl Carter Jr. will be delivering the powerful presentation "Your Safety is Non-Negotiable: The Beverly Carter Story." An impactful combination of harrowing details involving his mother's story and practical industry anecdotes and takeaways.

AUG 25 | GOLF

We can't wait to be able to gather and network at our annual golf event. Make sure to get your team signed up for what is sure to be a fantastic day out on the green!



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- Pipe locating
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- Excavation services
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- Gas piping
- Sump pumps
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- Excavation services
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- Salt-free water softener

# Buying a new home?

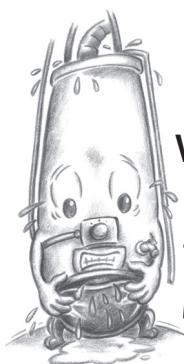


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Omaha, NE 68114  
[brent@mtg-specialists.com](mailto:brent@mtg-specialists.com)  
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## TAKE THE NRA C2EX CHALLENGE

You can lead the way.

Any member in good standing who completes the C2EX program from NAR by October 31, 2020 will be entered into a drawing for a \$50 gift card from the Nebraska REALTORS® Association. Five winners will be chosen at random the first week of November.

## COMPLIMENT TO YOUR PROFESSIONAL SERVICE

- Professional
- Thorough
- Communicate in a neutral “non-scary” manner



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Cris Polsley



Gary Price



Scott Rosenthal



Tammy Smart



Karen Stansberry



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Leane Carlson*

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# YPN SPOTLIGHT

Omaha Area Board of REALTORS®  
**YPN**  
Young Professionals Network



## CHRISSY CAMERON

NEBRASKA REALTY

**How have you given back to your community?**

I volunteer when I can and participate on several committees. This is my second year serving on the Executive Board for The Omaha Women's Council of REALTORS®. Being an active member of WCR has presented so many opportunities for me to grow my leadership skills and to form some amazing

relationships. My role this year as the Omaha WCR Events Director has been a big job, especially during the Pandemic time, but extremely rewarding. It's been such an honor to form relationships with several National Speakers and local industry professionals that are excited to share their knowledge and inspire our local network. We've also been able to raise money this year for RPAC, donate to the Beverly Carter Foundation and will partner with local charities at our upcoming fundraiser events. It doesn't feel like work when you have a passion for making a difference.



## PETE CHRISTINA

BUG-Z TERMITE & PEST CONTROL

**What would you do in life if you knew you couldn't fail?**

Get married!

**What's your favorite dish to cook for friends?**

Me Cook...?? LOL!

**What is the best advice you have ever been given? Who gave it you?**

"Be careful who you surround yourself with, they can either bring you up or bring you down.: Judi Anding

**If you could give your younger self one piece of advice what would that be?**

Invest in Microsoft Stock!

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# EXISTING-HOME SALES CLIMB RECORD 20.7% IN JUNE

JULY 22, 2020

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xisting-home sales rebounded at a record pace in June, showing strong signs of a market turnaround after three straight months of sales declines caused by the ongoing pandemic, according to the National Association of REALTORS®. Each of the four major regions achieved month-over-month growth, with the West experiencing the greatest sales recovery.

Total existing-home sales, <https://www.nar.realtor/existing-home-sales>, completed transactions that include single-family homes, townhomes, condominiums and co-ops, jumped 20.7% from May to a seasonally-adjusted annual rate of 4.72 million in June. Sales overall, however, dipped year-over-year, down 11.3% from a year ago (5.32 million in June 2019).

"The sales recovery is strong, as buyers were eager to purchase homes and properties that they had been eyeing during the shutdown," said Lawrence Yun, NAR's chief economist. "This revitalization looks to be sustainable for many months ahead as long as mortgage rates remain low and job gains continue."

The median existing-home price for all housing types in June was \$295,300, up 3.5% from June 2019 (\$285,400), as prices rose in every region. June's national price increase marks 100 straight months of year-over-year gains.

Total housing inventory at the end of June totaled 1.57 million units, up 1.3% from May, but still down 18.2% from one year ago (1.92 million). Unsold inventory sits at a 4.0-month supply at the current sales pace, down from both 4.8 months in May and from the 4.3-month figure recorded in June 2019.

Yun explains that significantly low inventory was a problem even before the pandemic and says such circumstances can lead to inflated costs.

"Home prices rose during the lockdown and could rise even further due to heavy buyer competition and a significant shortage of supply."

Yun's concerns are underscored in NAR's recently released 2020 Member Profile, in which REALTORS® point to low inventory as being one of the top hindrances for potential buyers.

Properties typically remained on the market for 24 days in June, seasonally down from 26 days in May, and down from 27 days in June 2019. Sixty-two percent of homes sold in June 2020 were on the market for less than a month.



First-time buyers were responsible for 35% of sales in June, up from 34% in May 2020 and about equal to 35% in June 2019. NAR's 2019 Profile of Home Buyers and Sellers – released in late 2019 – revealed that the annual share of first-time buyers was 33%.

Individual investors or second-home buyers, who account for many cash sales, purchased 9% of homes in June, down from 14% in May 2020 and 10% in June 2019. All-cash sales accounted for 16% of transactions in June, down from 17% in May 2020 and about equal to 16% in June 2019.

Distressed sales – foreclosures and short sales – represented 3% of sales in June, about even with May but up from 2% in June 2019.

"It's inspiring to see REALTORS® absorb the shock

and unprecedented challenges of the virus-induced shutdowns and bounce back in this manner," said NAR President Vince Malta, broker at Malta & Co., Inc., in San Francisco, Calif. "NAR and our 1.4 million members will continue to tirelessly work to facilitate our nation's economic recovery as we all adjust to this new normal."

According to Freddie Mac, the average commitment rate(link is external) for a 30-year, conventional, fixed-rate mortgage decreased to 3.16% in June, down from 3.23% in May. The average commitment rate across all of 2019 was 3.94%.

### Single-family and Condo/Co-op Sales

Single-family home sales sat at a seasonally-adjusted annual rate of 4.28 million in June, up 19.9% from 3.57 million in May, and down 9.9% from one year ago. The median existing single-family home price was \$298,600 in June, up 3.5% from June 2019.

### Regional Breakdown

In a complete reversal of the month prior, sales for June increased in every region. Median home prices grew in each of the four major regions from one year ago.

June 2020 existing-home sales in the Northeast rose 4.3%, recording an annual rate of 490,000, a 27.9% decrease from a year ago. The median price in the Northeast was \$332,900, up 3.6% from June 2019.

Existing-home sales increased 11.1% in the Midwest to an annual rate of 1,100,000 in June, down 13.4% from a year ago. The median price in the Midwest was \$236,900, a 3.2% increase from June 2019.

Existing-home sales in the South jumped 26.0% to an annual rate of 2.18 million in June, down 4.0% from the same time one year ago. The median price in the South was \$258,500, a 4.4% increase from a year ago.

Existing-home sales in the West ascended 31.9% to an annual rate of 950,000 in June, a 13.6% decline from a year ago. The median price in the West was \$432,600, up 5.4% from June 2019.

The National Association of REALTORS® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.



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