



AUGUST 2022

REVIEW



COMING UP

MLS USERS GROUP

August 3; 10:00 am - 11:00 am

EDUCATION COMMITTEE

August 4; 9:00 am - 10:00 am

RECHARGE TASK FORCE

August 4; 10:00 am - 11:00 am

SOCIAL EVENTS COMMITTEE

August 10; 10:00 am - 11:00 am

GOVERNMENTAL AFFAIRS

August 17; 10:00 am - 11:00 am

RPAC FUNDRAISING TASK FORCE

August 17; 11:00 am - 12:00 pm

YPN COMMITTEE

August 18; 1:30 pm - 3:00 pm

REALTOR® SAFETY TASK FORCE

August 18; 2:00 pm - 3:00 pm

OABR DIRECTORS MEETING

August 24; 10:00 am - 11:00 am

OABR INSTALLATION & AWARDS CEREMONY

August 24; 5:00 pm - 8:30 pm

OABR MEMBERSHIP BREAKFAST

August 25; 9:00 am - 11:00 am

LISTING STATUS CHANGES: ARE YOUR LISTINGS COMPLIANT?

Status Change Rule: What Does That Mean?

All Status Changes, with the exception of final closing of sales, are required to be recorded in the MLS within two (2) business days after they have occurred.



Status Changes for the final closing of sales are required to be recorded in the MLS within five (5) business days after they have occurred.

What Can I Do to Remain Compliant?

Throughout the life of your listing be sure to frequently check on your listing(s) to ensure all listing data is accurate and that your listing(s) are in the correct status within the required timeframes.

It is the listing agent's responsibility to ensure that their listing is appropriately updated in the MLS. If a violation has occurred, violations are issued to the listing agent as the responsible agent for that listing.

Avoid the Violation, check, double check, and check again! It's better to review your listings frequently than receive a violation.

What Are the Fines for Status Change Violations?

Unlike some other MLS violations, Status Change violations are subject to an immediate \$100 fine, and, if not updated within one (1) business day of notification from the MLS, will be subject to an additional daily fine of \$100 until it is updated.

"\$100 per each violation, plus a fine of \$100 for each additional day the status remains incorrect once notified by the MLS"

As always, GPRMLS Staff are available to answer any rules questions or concerns. Staff information can be found on the GPRMLS website at www.GPRMLS.com/staff.

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Read the REview online!

OmahaREALTORS.com/news

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

A MESSAGE FROM THE PRESIDENT

Megan Bengtson, 2022 President



OH, WHAT A YEAR!

It is hard for me to believe the year is coming to a close. Over the past twelve months, it has been my honor to serve as 2022 President of the Omaha Area Board of REALTORS®.

Bill Gates once said, “Most people overestimate what they can do in one year and underestimate what they can do in ten years.” Reflecting on OABR’s accomplishments over the years, I may have underestimated the impact the REALTOR® organization has had on our local community due to the depth of our volunteers. I am proud to be a part of it all, and together we have accomplished so much this year:

- OABR became part of the **Welcome Home Coalition**, and I am currently serving on the Omaha Affordable Housing Committee.
- The first local **RPAC Hall of Fame** event inducted over forty OABR members, each with a lifetime RPAC investment of over \$5,000.
- Guest speaker Jack Greacen, a NAR Political Representative, updated the OABR Directors on federal issues, including infrastructure funding, eviction moratorium, proposed tax changes, and the 2022 elections.
- The OABR Directors approved funding for all OABR Affiliate Members to access the **FOREWARN safety app** that the OABR Safety Committee brought forward for use by all Nebraska REALTORS®.
- In the Omaha area, **REALTOR® Ring Day** raised \$17,595, a new one-day record! That amount nearly doubled last year’s total and meant that, over the previous decade, OABR volunteers had benefited the Salvation Army Tree of Lights Campaign by over \$100,000!
- OABR was a recipient of the **RPAC President’s Cup**, recognized by NAR for the hard work of local REALTORS® to advance the REALTOR® Party.
- More than 93 percent of the RPAC-supported candidates advanced in primary elections on May 10 in both Douglas and Sarpy County. RPAC supported a bipartisan list of candidates for mayor, city council, county board, county assessor, county sheriff, and school boards.
- **Kail Walker** of PJ Morgan Real Estate was honored as a 2022 recipient of the NAR 30 Under 30 Award, bringing recognition to OABR.
- The OABR Education Committee implemented proctors at New Member Orientation and CE classes, helping with the online delivery.
- **REcharge** was highly successful, with 375 in attendance and three national speakers, including our very own Gus Gustafson, as keynotes.
- The OABR Foundation donated over \$35,000 to worthy organizations, supporting the Foundation’s mission to provide for real estate education, housing, and critical community needs.
- YPN hosted **Karaoke for a Kause**, raising over \$5,000 for Hope Center for Kids.
- The Diversity Committee awarded **19 Ethnic Minority Outreach Scholarships** to individuals interested in pursuing a career in real estate.

(continued on Page 4)

(continued from Page 3)

- The Affiliate Council hosted another “sold out” **Turkey Bowl** raising money for the U.S. Marine Corps Toys for Tots program, which distributes toys to children whose parents cannot afford gifts for Christmas.
- Women’s Council had an incredibly successful **Music Bingo Night** and a **Golf Tournament** raising money for Youth Emergency Services (YES).

I am incredibly proud of the dedicated members and leaders we have amongst us. Mahatma Gandhi said, “The sign of a good leader is not how many followers you have, but how many leaders you create.”

I thank everyone who volunteered time and expertise by improving and growing OABR, participating on committees, and representing all REALTORS® at the local, state, and national levels.

Thank you to Doug Dohse and Susan Clark for continuing your leadership at the state level. Thank you to Doug Rotthaus, Donna Shipley, and the entire OABR staff. We would not see many of our successes without your support. A special thank you to Crystal Archer and Denise Poppen for serving as part of the Executive Team. It was a pleasure working with you both, and I wish you, along with Jessica Sawyer, nothing but the best next year. Together, they are a fantastic team that will continue the growth and betterment of our industry.

Thank you all!
Megan Bengtson, 2022 President

Thank You
2022
President,
Megan
Bengtson!

RPAC PHOTO DAY

On Thursday, June 30, members joined at the OABR Education Room for the annual RPAC Photo Day. A \$25 investment got them one new headshot! This year, photos were taken in a naturally lit office-like setting. Check out some of these beautiful headshots!





JOIN US FOR THE 137TH
OMAHA AREA BOARD OF REALTORS®

Installation & Awards Banquet

IN HONOR OF
INCOMING 2023 PRESIDENT

Crystal Archer

AUG 24 2022

5:30 PM - CASH BAR & HORS D'OEUVRES
7:00 PM - PROGRAM

THE BARN AT ACKERHURST DAIRY FARM
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INCOMING OFFICERS

Omaha Area Board of REALTORS®

2023 BOARD OF DIRECTORS

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Denise Poppen

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Jessica Sawyer

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Darla Bengtson

2024 Directors

Jill Anderson

Ashley Livengood

Dakotah Smith

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Brad Fricke

Angel Starks

Ex-Officio Directors

Megan Bengtson
(Past President)

Jonathan Jameson
(Affiliates)

Liz Otto
(Women's Council)

2023 PRESIDENT: 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.

2023 PRESIDENT-ELECT: DENISE POPPEN

Denise Poppen has been with Berkshire Hathaway HomeServices Ambassador Real Estate, previously named Prudential Ambassador Real Estate for 21 years. In 2009 Denise wanted to learn more and get involved with The Omaha Board of Realtors; she has enjoyed serving on many different committees since. Denise served as the Women's Council of Realtors Omaha 2019 President and 2020 Nebraska State Governor. She has been awarded the Outstanding Service Awards in 2017 from WCR, 2018 from BHHS, 2019 from OABR as well as received the WCR 2019 Realtor of the Year. Denise has worked hard in her business and has been recognized by her company with The Leading Edge Society Award for the past 5 years. She is very active with many charities, but her most rewarding is being a TeamMates Mentor since 2015. Her husband Bill, daughter Amy, son Adam and their spouses as well as her whole large family are a huge support to her. She enjoys golf, bowling and traveling with family and friends. Denise's biggest excitement is she's a brand-new grandma, something she's been waiting for quite a while!!



2023 SEC/TREASURER: JESSICA SAWYER

Licensed since 2009, Jessica Sawyer has been an active and involved member of the Omaha Area Board of REALTORS®. She has served as an Omaha Area Board of REALTORS® Director for several years, a Nebraska REALTORS® Omaha Director, and a National Association of REALTORS® Committee Member representing Nebraska on the Major Investor, REALTOR® Political Action Committee (RPAC). Her leadership skills started at the Women's Council of REALTORS® and with the OABR Young Professionals, while serving in several leadership positions she has continued to learn how important it is to give back to the real estate industry that provides for her family.



Jessica's family supports her involvement in her industry and treasures the time this industry allows her to be actively involved in her children's activities. She is a basketball coach for her daughter Mya & cheers both Mya and Myles on in select soccer & basketball. Jessica & her husband Johnny, are active role models for their kids and love watching them compete to be the best that they can be now. The lessons from sports have taught Jessica to work hard and to be good to all people. Along with seeing her community as a place to support and be supported.

A well-rounded mentality will continue to be where Jessica's leadership will be derived from and she looks forward to the new faces that will continue to join and evolve our REALTOR® brand.



NEW DIRECTORS

2025 DIRECTOR: BRAD FRICKE

Brad Fricke started investing in real estate in 1995 and got his real estate license in 2002 followed by his broker's license in 2015. With a focus on residential real estate he holds the CRS designation. In 2017 Brad was selected by the Nebraska REALTORS Association (NRA) to be part of their leadership academy. He is a multiyear recipient of the NRA Mark of Excellence and REALTOR Pro. In 2020 he received the National Association of REALTORS Commitment to Excellence endorsement (C2EX). He is currently Chair on the Omaha Board of REALTORS (OABR) Education Forum and a member of the Great Plains Regional MLS users' group. Brad has worked as a RE/MAX agent for over 15 years and helps with training and agent development. He currently teaches numerous sections of the OABR new member orientation and has provided training to agents from multiple states. Brad is also on the board of directors for the Nebraska Realtor Association and the Omaha Area Board of REALTORS. He supports home ownership through his contributions to RPAC and has been a Sterling R member the past 3 years. If he is not working or helping coach sports for his kids Brad and his wife Tracy can often be found hanging out at the lake fishing and boating.



2025 DIRECTOR: ANGEL STARKS

Angel Starks is a proud native Omahan. She is an Omaha Central graduate, who studied Elementary Education and Nonprofit Administration at the University of Nebraska at Omaha and earned her Nebraska Real Estate License in 2011. Since joining the Nebraska Realty family (previously DEEB Realty), she has served on the OABR's Diversity, Education, and YPN Committees, and is an active member of the Women's Council of REALTORS® - Omaha Network. She is a graduate of the Nebraska REALTORS® Association Leadership Academy and has taken her coursework for her Performance Management Network designation and At Home With Diversity certification. She is the Chief Experience Officer for Team Locale with Nebraska Realty, and her newly realized life motto is "Challenge Accepted!" She enjoys making new memories in various locale spaces in the Greater Omaha area, and has a heart to serve!



OTHER DIRECTORS



DARLA BENGTSON
2023 DIRECTOR



JILL ANDERSON
2023 DIRECTOR



ASHLEY LIVENGOOD
2024 DIRECTOR



DAKOTAH SMITH
2024 DIRECTOR



MEGAN BENGTSON
EX OFFICIO (OABR
PAST PRESIDENT)



LIZ OTTO
EX OFFICIO (WOMEN'S
COUNCIL)



JONATHAN JAMESON
EX OFFICIO (AFFILIATE
COUNCIL)

RPAC ZOO DAY

Over 100 OABR members and their families enjoyed a fun-filled day at Omaha's Henry Doorly Zoo while supporting RPAC! Dinner was served in the Fisherman's Landing Pavillion along with live and up-close animals encounters. A great time and beautiful weather was enjoyed by all!





CERTIFICATIONS & DESIGNATIONS

Rochelle Nickerson, BHHS Ambassador Real Estate - Short Sales & Foreclosure

Elizabeth Long, BHHS Ambassador Real Estate, - Military Relocation Profession (MRP)

PERSONALS

Condolences to:

- **Amy Dritley**, CharterWest Bank, on the recent passing of her grandmother and uncle
- the friends and family of **Doug Rimington**, Nebraska Realty, on his recent passing
- **Dan Van Houten**, NP Dodge RE Sales, on the recent passing of his father

Congratulations to:

- **Denise Poppen**, BHHS Ambassador Real Estate, on the recent birth of her grandbaby boy

MEMBERSHIP REPORT

See the full membership report at:
OmahaREALTORS.com/membership-report

JUNE ACTIVITY	MO	YTD
New REALTOR® Members	25	183
Resignations	12	106
MEMBERSHIP (As of July 1)	2022	2021
Designated REALTORS®	203	210
REALTOR®	3073	2995
REALTOR® Emeritus	65	74
TOTAL REALTORS®	3341	3279
Institute Affiliate	73	71
Affiliate Full Members	176	172
Affiliate eKey Only	146	162
TOTAL AFFILIATES	406	416



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WOULD LIKE TO SHARE?**

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MEMBERSHIP BREAKFAST

8.25.22



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2023 RECHARGE



GET YOUR
EARLY BIRD
TICKETS!

02.15.23

EMBASSY SUITES LAVISTA

Register for the 2023 REcharge before September 30, 2022 and save \$20! On October 1, the keynote speaker announcement will be made and ticket prices will go up! There's only 500 tickets, so don't delay!



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AFFILIATE SPOTLIGHT

4 CHANGES THAT MAY AFFECT YOUR HOMEOWNERS INSURANCE

BY DEBBIE WILLIAMS, FARM BUREAU FINANCIAL SERVICES

Change is exciting. But when it comes to home changes, it may mean updates to your homeowners coverage are needed. The easiest way to know if your policy needs changed and what homeowners insurance covers is to contact your agent. Your agent will make sure you haven't left gaps in your coverage and walk you through how to change your homeowners insurance policy to reflect your new coverage needs. Some common changes that may call for coverage updates are outlined below.

1. Finished Your Basement

Once you've framed walls, hung the dry wall, added a ceiling, laid the flooring and furnished it top to bottom, you're probably ready to enjoy your new space. Finishing a basement can be a big project (even if you've hired someone to help get it done). But it's also a significant investment of time and money. You want to be sure your newly finished space is protected. If you're planning to finish your basement or recently completed the job, contact your insurance agent.

2. Welcomed a New Furry Friend to the Family

Bringing "Fido" home is exciting. You'll enjoy taking your new best friend for walks and playing fetch in the park, but did you know a new dog could mean changes to your insurance coverage? If you haven't already added umbrella coverage to your homeowners policy, now may be the time. Your homeowners policy includes liability coverage but if your dog bites someone, you may need extended

liability limits with an umbrella policy.

3. Purchased Jewelry

While your homeowners coverage may include a certain coverage limit for jewelry — if the jewelry you own is worth more than the limit — you could have gaps in coverage. For instance, if you recently got engaged and your engagement ring is worth \$8,000 but your homeowners coverage only covers \$2,000 for jewelry, you wouldn't have enough coverage to replace it if it were lost or stolen. Adding scheduled property coverage or listing it as a scheduled item on your homeowners policy, may be a good idea.

4. Added a Swimming Pool

When it's hot outside and the sun is shining, floating in your backyard swimming pool sounds like the perfect way to enjoy the day. But before you break ground on your new pool, talk with your agent to understand how adding a pool to your property could affect your insurance. You may need to add your swimming pool onto your policy. There may also be certain requirements you must follow — installing a fence around the perimeter of the pool, using a safety cover when it's not in use, etc.

It can be difficult and confusing to know what changes mean your homeowners coverage needs updated. Good communication with your local agent is a very important step in making sure you are properly covered.



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#LeadersMadeHere



Join Us!

The Omaha Network of the Women's Council of Realtors® is known for hosting positive and valuable experiences. It's time to join us at our events and become a member today. We love our members!

Please reach out to me anytime if you have questions or would like for me to save you a seat at one of our events.

- Chrissy Cameron, President

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



Dues statements for the 2023 fiscal year are now being mailed. Member dues must be paid by August 15, 2022 or a 10% late payment fee will be assessed. Payments can be made online at 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

Making it a Wonderful Day in the Real Estate Neighborhood

Prior to Covid, the Real Estate market was a relatively safe place for many to do business.

During these several years of Covid many homeowners have hesitated and decided not to sell their house. Very savvy investors recognized this backlog of sellers. Some of these out of state investors heavily marketed a message that real estate agents were not needed, and people could sell for top dollar without a home inspection.

These investors purchased many homes, convincing the sellers they were getting top dollar, then turning around and re-selling the home for large profits. Also, there are always desperate buyers who need a

home quickly. They too purchased in this market.

Many homeowners see a market with out inspections as not being a safe place to do business, they have stayed on the sidelines during this time.

To address this situation, agents and the real estate Association have countered this message by stressing Agents advocate for sellers. A few agents have always stressed to their sellers the value of a Pre-sale Inspection. More and more agents now see it is to the seller's advantage to have the inspection on the seller's side. Clean sales result as many buyer's contingency periods are waved since the home has already been inspected. Also, buyers

are now comfortable to offer more on homes marketed with objective information.

Home Standards' Pre-Sale inspections rate has grown by 490%, this year and we are only half way through the year! More and more agents and even whole brokerages now encourage these Pre-Sale inspections.

The Real Estate Neighborhood is a safer place with agents who advocate and when inspections are completed. It is a better place to be an agent, when this information is out front and disclosed, removing the tense renegotiation period of the buyer's contingency. We are getting back to a safer Real Estate Neighborhood.



We are invested in this message!

[ABOVE] Home Standards' president Steve Vacha in front of our newest billboard in Omaha.

Pre-Sale Inspections have transformed the industry as savvy sellers are seeing the small investment in having these paid off at the time of sale.



Omaha & Surrounding Communities 402-392-2020

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NATIONAL ASSOCIATION OF REALTORS®

Nearly Three Out of Five REALTORS® Say Limited Inventory Prevented Clients from Buying Homes in 2021

Amid a persistent housing supply crunch, 57% of REALTORS® cited a lack of inventory as the leading reason limiting potential clients from completing a transaction, according to the National Association of REALTORS® 2022 Member Profile, an annual report analyzing members' business activity and demographics from the prior year. However, as housing demand surged last year resulting in 6.12 million existing homes sold – the most since 2006 – NAR's membership increased to 1.56 million at the end of 2021, up from 1.48 million at the end of 2020.

"In the last year, REALTORS® continued to navigate a challenging housing market and cited the biggest factor holding back the housing market was tight inventory," said Jessica Lautz, NAR vice president of demographics and behavioral insights. "As buyers relocated throughout the pandemic, housing affordability and lack of supply became a hurdle that agents and brokers found ways to overcome."

Business Characteristics of REALTORS®

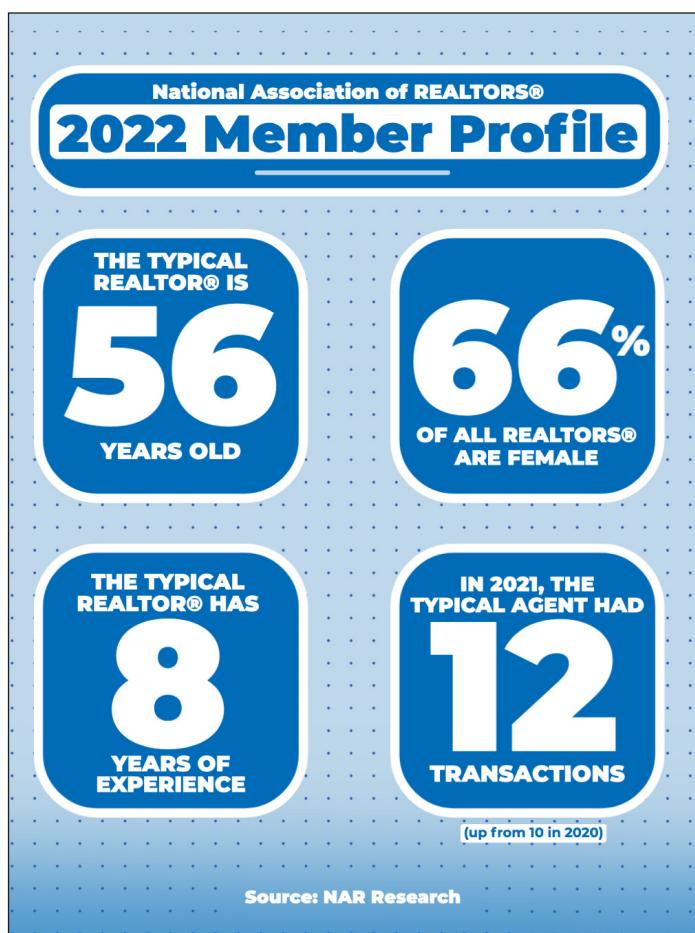
Two out of every three REALTORS® – 67% – hold sales agent licenses, while 21% hold broker licenses and 14% hold broker associate licenses. Seventy-one percent of members specialize in residential brokerage. Relocation, residential property management and commercial brokerage are members' most common secondary specialty areas.

Members typically have eight years of real estate experience, which is unchanged from a year ago. Eighteen percent of those surveyed have one year or less experience – identical to last year – while 18% of REALTORS® have more than 25 years of experience, up from 15% in 2020. Appraisers, broker-owners and managers had the most experience, while sales agents were typically the newest in the field with six years of experience. Consistent with recent surveys, nearly four out of five members – 79% – were certain they will remain in the real estate industry for at least two more years.

Business Activity of REALTORS®

The typical NAR member had a higher sales volume (\$2.6 million vs. \$2.1 million) and more transactions (12 vs. 10) in 2021 compared to 2020.

The typical REALTOR® earned 16% of their business from previous clients and customers, a slight increase from 15% last year. The most experienced members – those with 16 or more years of experience – reported a greater share of repeat business from clients or referrals (a median of 44% in 2021 vs. a median of 37% in 2020). Members with two years of experience or less reported no repeat business. Overall, REALTORS® earned a median of 20% of their business from referrals, a slight increase from 19% in 2020. Referrals were also more common among members with more experience, with a median of 31% for those with 16 or more years of experience compared to no referrals for those with two years of experience or less.



Demographic Characteristics of REALTORS®

Seventy-seven percent of REALTORS® were White, down slightly from 78% last year. Hispanics/Latinos accounted for 11% of REALTORS®, followed by Black/African Americans at 8% and Asian/Pacific Islanders at 5%. When compared to more experienced members, new members tended to be more diverse. Among those who had two years or less of experience, 37% were racial minorities, an increase from 34% one year ago.

"The real estate industry attracted new entrants who were increasingly more racially diverse and more likely to be women," Lautz added. "The dynamic nature of real estate encourages varying business models, firm relationships, and business activity."

Sixty-six percent of REALTORS® were women, a minor increase from 65% last year. The median age of REALTORS® was 56, up from 54 from the previous year. Approximately two out of five members – 41% – were over 60 years old and 4% were under the age of 30.

More than nine in 10 members – 93% – had some post-secondary education, with 31% completing a bachelor's degree, 6% having some graduate school education, and 14% completing a graduate degree.

Two out of every three members – 67% – reported volunteering in their community. Volunteering was most common among members aged 40 to 49 years.

"All across our nation, REALTORS® are dedicated to building, improving and serving their communities," said NAR President Leslie Rouda Smith, a REALTOR® from Plano, Texas, and a broker associate at Dave Perry-Miller Real Estate in Dallas. "In competitive and ever-changing market conditions, REALTORS® demonstrate professionalism, a strong work ethic, and trusted knowledge as they guide consumers through the complex process of achieving property ownership."

Income and Expenses of REALTORS®

The median gross income for REALTORS® was \$54,300 in 2021, up from \$43,330 in 2020. REALTORS® with 16 years or more experience had a median gross income of \$85,000, an increase from \$75,000 the previous year, as income was typically commensurate with experience. Total median business expenses for members were \$6,250 in 2021, an increase from \$5,330 in 2020.

Technology and REALTORS®

On a daily basis, the strong majority of REALTORS® use a smartphone with wireless email and internet capability (96%) and a laptop or desktop computer (91%). The smartphone features that members use most frequently

on a daily basis are email (94%) and social media and GPS apps – both at 53%. Text messaging (94%) is the top method of communication for members with their clients, followed by phone calls (92%) and email (90%). Nearly seven in 10 members – 68% – have their own website. Six percent of REALTORS® use drones themselves as part of their business, while 37% have hired a professional drone operator. Four percent and two percent of members, respectively, use 3D/virtual tour and virtual staging technology on a daily basis.

Office and Firm Affiliation of REALTORS®

A slight majority of REALTORS® – 54% – worked with an independent company and 87% were independent contractors at their firms, both figures are nearly identical to one year ago. Forty-three percent of members worked at a firm with one office and 26% worked at a firm with two to four offices. The typical REALTOR® had a median tenure of five years with their current firm, the same as in 2020. Eight percent of members reported working for a firm that was bought or merged in the past two years. Errors and omissions insurance is the most common benefit provided by members' firms.

Survey Methodology

In March 2022, NAR emailed a 97-question survey to a random sample of 176,494 REALTORS®. Using this method, a total of 9,220 responses were received. The survey had an adjusted response rate of 5.2%. The confidence interval at a 95% level of confidence is +/- 1.02% based on a population of 1.5 million members. Survey responses were weighted to be representative of state-level NAR membership. Information about compensation, earnings, sales volume and number of transactions are characteristics of calendar year 2021, while all other data are representative of member characteristics in early 2022.

For more information from NAR's 2022 Member Profile, visit <https://www.nar.realtor/research-and-statistics/research-reports/highlights-from-the-nar-member-profile>.

The National Association of REALTORS® is America's largest trade association, representing more than 1.5 million members involved in all aspects of the residential and commercial real estate industries.



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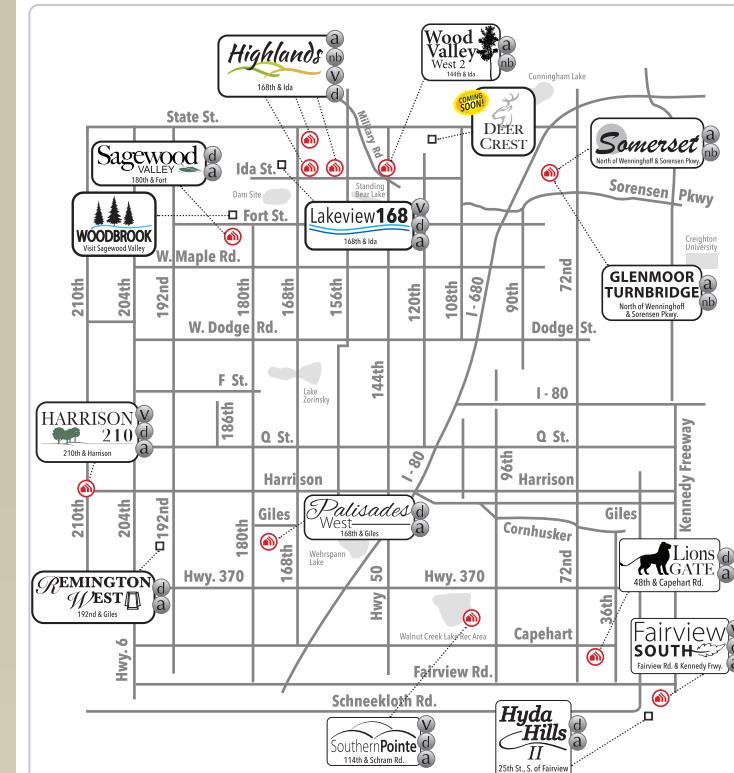
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Sep. 17 Oklahoma

Oct. 1 Indiana

Oct. 7 at Rutgers

Oct. 15 at Purdue

Oct. 29 Illinois

Nov. 5 Minnesota

Nov. 12 at Michigan

Nov. 19 Wisconsin

Nov. 26 at Iowa

Oct. 5 NORTHERN ILLINOIS

Sep. 21 at Illinois

Sep. 28 OHIO STATE

Oct. 12 at Minnesota

Oct. 26 INDIANA

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