

UPCOMING EVENTS

1/18 - MLS Committee Mtg - Hybrid - 9:00A
 1/18 - New Member Orientation - Hybrid - 1:00-4:30P
 1/19 - Auto-Email Notification - GoToMeeting - 1:00P
 1/20 - BIC Break - Zoom - 8:30A
 1/26 - REALTOR®Fest Committee Mtg - Hybrid - 10:00A
 1/26 - Intro to MLS - GoToMeeting - 1:00P (NEW MEMBER REQUIREMENT)
 2/1-2/2 - Professional Standards Training - Virtual - 9:00A-1:00P
 2/1-2/3 - CE w/ Mark Saunders - Zoom - 9:00A-1:00P
 2/8 - Bowling Committee Mtg - Hybrid - 9:30A
 2/9 - Education Committee Mtg - Hybrid - 10:00A
 2/9 - Courthouse Retrieval Systems - GoToMeeting - 1:00P
 2/10 - Board of Directors - Hybrid - 9:30A
 2/14 - YPN Mtg - Hybrid - 10:00A
 2/15 - MLS Committee Mtg - Hybrid - 9:00A
 2/15 - 2/16 - Professional Standards Training - Virtual - 9:00A-1:00P
 2/16 - Auto-Email Notification - GoToMeeting - 1:00P
 2/23 - REALTOR®Fest Committee Mtg - Hybrid - 10:00A
 2/23 - Intro to MLS - GoToMeeting - 1:00P (NEW MEMBER REQUIREMENT)
 2/24 - General Membership Meeting - Captain George's - 12:00P
 2/25 - PM Hot Topic - Hybrid - 12:00P
 3/2 - Professional Standards Training - Virtual - 9:00A-5:00P
 3/2 - Paragon 101 - GoToMeeting - 1:00P
 3/9 - Education Committee Mtg - Hybrid - 10:00A
 3/9 - Courthouse Retrieval Systems - GoToMeeting - 1:00P
 3/10 - Board of Directors - Hybrid - 9:30A
 3/14 - YPN Mtg - Hybrid - 10:00A
 3/15 - MLS Committee Mtg - Hybrid - 9:00A
 3/15 - New Member Orientation - Hybrid - 1:00-4:30P
 3/16 - Auto-Email Notification - GoToMeeting - 1:00P
 3/18 - PM Hot Topic - Hybrid - 12:00P
 3/22 - BIC Break - Zoom - 8:30A
 3/23 - REALTOR®Fest Committee Mtg - Hybrid - 10:00A
 3/23 - Intro to MLS - GoToMeeting - 1:00P (NEW MEMBER REQUIREMENT)
 3/25 - Bowling Tournament - Nags Head Bowling - 5:00P
 3/29 - 3/30 - CE w/ Mark Given - TBD

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

MARK YOUR CALENDARS



OBAR staff has been busy getting all of our major events scheduled so that you may mark your calendars and plan ahead for the 2022 year.

Get your pencils out and note the following dates:

February 18 - Bowling Tournament

June 3 - Golf Tournament

October 14 - Surf Fishing Tournament

October 27 - Annual Membership Meeting

November 4 - REALTOR®Fest

December 2 - REALTOR® Ball

THANK YOU 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!

Platinum



Diamond



Gold



FIRST BANK

Silver



Brought to you by:



201 West Eighth Street, Nags Head
 (252) 441-3036



FROM THE PRESIDENT



President Douglas Brindley of Brindley Beach Vacations and Sales was inducted as President at our 2021 REALTOR® Ball. He had been serving as acting President since August.

For 2022, Doug says, "Get involved! Attendance at General Membership

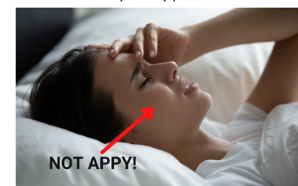
Meetings and other sponsored events, in addition to committee work, is crucial for the success of this Association." He encourages members to volunteer for at least one committee to help increase member involvement and input. Says Doug, "Volunteerism is so rewarding and OBAR has so many opportunities to do so. Plus the Association staff is always trying to bring professional development opportunities—usually at no cost to members. All you have to do is show up!"

For more information on upcoming events and committees, visit www.outerbanksrealtors.com or call (252) 441-4036.

HAVE YOU DOWNLOADED THE APP?

ARE YOU APPY WITH YOUR OBAR APP?

Search "MemberPlus" by GrowthZone/Micronet in your app store



Did you know that OBAR has an app that will allow you to view and register for events as well as pay your bills? It's true!

Through our GrowthZone database you may now download an app to take care of all of your needs.

To download the app, search "MemberPlus" in iTunes or Google Play. Or you can access it directly at:

iTunes: <https://apps.apple.com/us/app/memberplus/id839204301>

Google Play: <https://play.google.com/store/apps/details?id=com.micronet.android.memberplus>

Let's get appy!

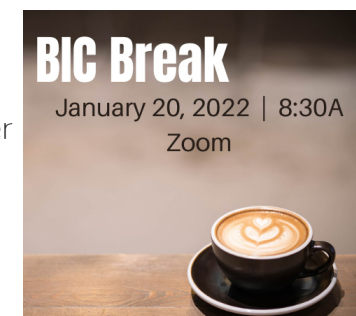
1ST BIC BREAK OF THE YEAR

Register today for our first BIC Break of the year on January 20 at 8:30A. This 45 minute "break" will cover important information that needs to be shared with your agents and staff.

On the agenda:

- Top 10 List of Most Asked Questions From Members
- New Add/Drop Form
- New Code of Ethics Training Requirement Cycle
- Accessing the Info Hub for Up-to-Date OBAR Info
- Scheduled Events
- Housing Statistics
- Latest News
- OBAR's New Strategic Plan
- And More!

We'll see you on the 20th at 8:30A! To register contact Membership Services Director Karen Pierce at karenp@outerbanksrealtors.com or (252) 489-1478.



MARK SAUNDERS ZOOMS TO OBAR



Mark Saunders is "zooming" back to the OBX on February 1-3 to instruct a BICUP and a GENU that will highlight property management issues, and additionally, a Technology elective course (from the tech expert himself!).

If you are an OBAR member, you won't find CE for cheaper than this. Only \$35.00/course!

For more information or to register visit www.outerbanksrealtors.com.

Please note: You must be a Broker-in-Charge or BIC Eligible to take the BICUP. All other licensees must take the GENU course.

These courses are sponsored by Banker's Insurance, Elite Insurance, and Steven Gillis State Farm.

NEW ADD/DROP FORM



OBAR staff has updated the “Add/Change/Delete” form. It is now called the “Add/Drop” form. This form has been changed to make it easier to understand and to fill out. You will find a fillable PDF form under the “Forms” section of the “Resources” tab at www.outerbanksrealtors.com.

Please use this updated form when adding a new agent to your office or when an agent leaves your office. Personal information updates should be done by the agent via the OBAR Info Hub.

NAR’S TAX SUMMIT



It’s not too late to catch NAR’s 2022 Tax Summit. File your taxes with confidence this year! Get information about tax breaks, new forms, and other important details that may affect your return.

There are four sessions. Each session begins at 2:00P EST and is an hour long.

Session Schedule:

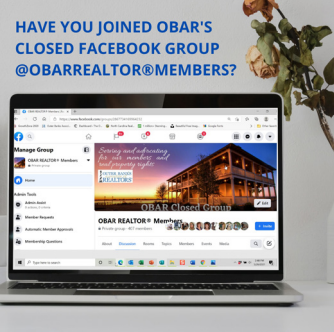
February 2: Tax Considerations for the Newly Self-Employed

February 9: What to Do If You’ve Got IRS Trouble

February 16: 2022 Small Business Advanced Tax Update

February 23: Your Financial Golden Years: Taxes & Retirement

Register now by visiting: <https://tinyurl.com/2p9h22te>



FIRST GMM OF THE YEAR



Our first General Membership Meeting of the year has been scheduled for 12:00P, February 24 at Captain George’s. Please join us and enjoy a free buffet lunch as an OBAR member benefit.

There will be a panel of members that will discuss issues in Property Management followed by a Q&A session. Government Affairs Director Porter Graham will join us for an update on legislative matters, and we will share more helpful information.

Register now for this free event at www.outerbanksrealtors.com. We’ll see you there!

MARK GIVEN RETURNS IN PERSON!



Mark Given will be joining us IN PERSON on March 29-30 to instruct a BICUP, GENUP, and Elective. Each course is \$35 for members and \$50 for non members, and counts towards 4 credit hours of education. Location is to be determined.

March 29, 1:30-5:30P: GENUP
March 30, 8:30A-12:30P: BICUP
March 30, 1:30-5:30P: Elective, “Building Bridges to Cross the Great Generational Divide”

Visit www.outerbanksrealtors.com to register for these courses. Courses are sponsored by Caliber Home Loans, TowneBank Mortgage, and First Bank.

JANUARY NMO



New Members, Please join us on Tuesday, January 18, from 1:00-4:30P for our first New Member Orientation class of the year. This class will be hybrid so you may choose to complete the class in person at the OBAR office or via Zoom.

Contact Membership Services Director Karen Pierce at karenp@outerbanksrealtors.com or (252) 441-4036.

Please Note: Before taking this orientation class, you must take NAR’s online 2.5 hour “Ethics for New Members” course, and complete OBAR’s “Introduction to MLS” class if you have MLS access.

START SHINING YOUR BOWLING BALLS

Mark your calendars on March 25 at 5:00P for our 2022 Bowling Tournament. The tournament will be held at the Nags Head Bowling Alley.

As with every year, there will be tons of raffle prizes featured at the event. The event will benefit OBAR’s Disaster Relief and Scholarship Funds through the Outer Banks Community Foundation.

Registration will be open soon and our theme will be announced in the coming weeks. See you there!



BE A 2022 COMMUNITY PARTNER

There is no better way to get your company’s name and products in front of OBAR real estate decision-makers than through a comprehensive, year-round sponsorship package.

OBAR is now signing up local businesses and real estate companies for OBAR’s 2022 Community Partner Program. Sign up for the Program by contacting Membership Services Director Karen Pierce at karenp@outerbanksrealtors.com or (252) 489-1478 today. We have multiple options available and look forward to working with you!



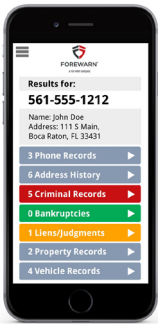
SAFETY FIRST!

It may literally save your life! If you have not already downloaded OBAR’s exclusive safety member benefit (a \$20/month value), FOREWARN, please do so now. FOREWARN is available to OBAR REALTOR® members only (excluding MLS Only and Waivers).

Through FOREWARN, real estate professionals gain real-time knowledge for purposes such as verifying identity, searching for criminal histories, and validating information provided by potential clients such as financial and asset information—all from just a phone number or name. Risk assessment and due diligence at your fingertips™.

Before your next showing, visit: <https://app.forewarn.com/setuppasword>

to set up your account with this powerful safety app.



YEAR-END MLS STATISTICAL REPORT

Real estate numbers are finally in for 2021, and they were once again record-breaking! Congratulations REALTORS® on over \$2-billion in sales in 2021! That is 45% higher than year-end 2020. Overall, 643 more properties sold in 2021.



Inventory is the lowest it has been in MLS history with residential down to 311 units. That is a 44% decrease from 2020.

Residential days on market dropped drastically from an average of 110 in 2020 to 52 in 2021. Kill Devil Hills had the lowest days on market with an average of 26 days.

The median sales price for residential units was up \$66,552 to \$625,000 from year-end 2020 which is a 16% increase. Corolla had the highest residential median sales price of all towns at \$725,450. It also had the largest increase in residential median price in 2021 of \$165,450 compared to 2020 which was a 30% increase year to date.

Residential year-to-date sales were up 9% with 3,370 units sold, an increase in 281 units sold compared to year-to-date sales in 2020. Overall, Hatteras had the largest percentage increase in residential sales with 137 more homes sold than in 2020.

Lots/land and commercial units showed similar trends in results as residential regarding sales, inventory, days on market, and sales volume.

Congratulations on a banner year!

DAVID PERGERSON COLLEGE FUND



2021 President David Pergerson passed away in late August. He left behind his wife Christina and two sons, ages 10 and 8. The OBAR Past President’s Council has recommended that those wanting to honor David’s memory and OBAR service please contribute to David’s sons’ future educational needs.

Donations via check can be sent to College America, PO Box 2713, Norfolk, Virginia, 23501. Donations must include the account number in the memo section and include a note instructing the donation to be invested in the College 2030 fund. Please contact the OBAR office for account numbers at (252) 441-4036.