

## BRIGHAM TREMONTON BOARD OF REALTORS®

*“When you feel like quitting, think about why you started.”*  
Unkown

### CALENDAR

#### MARCH

- 5 – Tremonton Home Tour
- 6 – Brigham Home Tour
- 7 – **Government Affairs Committee mtg. 10:00am**
- 7 – **Member Services Committee mtg. 10:00am**
- 7 – **CE Class- 11:00am**  
**“Service is the New Sales”**  
**by Stacy Bernal Sponsored**  
**by Elevate HW (lunch)**
- 12 – Tremonton Home Tour
- 12 – **Affiliate Committee meeting at 10:30am**
- 13 – Brigham Home Tour
- 14 – **RPAC Committee meeting at 11:00am**
- 14 – **Membership Luncheon**  
**noon at Maddox Lodge**  
**Sponsored by IBEX Home**  
**Warranty – Legislative Update**
- 14 – **BOD meeting 1:00pm**
- 19 – Tremonton Home Tour
- 20 – Brigham Home Tour
- 20 – **New Member Orientation at 2:30pm**
- 26 – Tremonton Home Tour
- 27 – Brigham Home Tour
- 28 – **AE Institute, Austin TX**  
**Board Office Closed**  
**through April 1<sup>st</sup>**

#### APRIL

- 9 – Tremonton Home Tour
- 10 – Brigham Home Tour

It's not too late to sign up for the CE Class “Service is the New Sales” taught by Stacy Bernal and sponsored by Harmony Nordgren with Elevate Home Warranty, Thursday, March 7<sup>th</sup> at 11:00am with lunch at Board Office.

#### **NAR Launches National Ad Campaign**

NAR's new [national advertising campaign](#), “That's Who We R®,” launched Feb. 25<sup>th</sup>. Tune in, watch the video, and check out the campaign materials and “That's Who We R®” swag. You can become part of the story by describing how you launched your career as a REALTOR®.

#### **Contract Signing Post Robust Rebound**

Pending home sales were up strongly in January, [according to NAR](#). The Pending Home Sales Index, a forward-looking indicator based on contract signings, increased 4.6% to 103.2 in January, up from 98.7 in December. “A change in Federal Reserve policy and the reopening of the government were very beneficial to the market.”

#### **Beware of Scam Email**

If you receive an email with the Subject Line: “\*PLEASE READ\* Important Updates & Changes to 2019 Member Roster,” it is NOT from NAR. If you receive this fraudulent email, please alert NAR Member Support at [ContactNAR@realtors.org](mailto:ContactNAR@realtors.org) and then delete the email. [More](#).

#### **Existing Home Sales Decline Modestly**

Sales of existing homes experienced a minor drop in January compared with the previous month, but are down 8.5% from a year ago, [NAR reports](#). “Existing home sales in January were weak compared to historical norms; however, they are likely to have reached a cyclical low,” says NAR Chief Economist. “Moderating home prices combined with gains in household income will boost housing affordability, bringing more buyers to the market in the coming months.”

#### **New Facebook Page Celebrates Good Neighbors**

NAR's new [Good Neighbor Awards Facebook page](#) tells stories that remind the public about how much good REALTORS® do in their communities—like the REALTORS® who rebuilt houses after Hurricane Maria or secured hotel rooms for the homeless when it was minus 24°. Please like the page and share it.

#### **Video: Professional Conduct for Real Estate Pros**

A [new video](#) from NAR offers tips to help you ensure that you conduct yourself professionally in all aspects of your business.