

REALNews from NOMAR

March 20, 2009

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UNO/Latter & Blum Economic Outlook & Real Estate Forecast Seminar

Thursday, **April 2nd**, 8:30 a.m. until 12:30 p.m. at the Marriott New Orleans Convention Center.

"Opportunities & Challenges Ahead" includes an outlook on global, national, and financial markets, and metro New Orleans economic outlook, real estate panels, commercial, industrial, and residential real estate markets outlook. Register online at www.unobusiness.com or call Rebecca Keller at 280-6955. \$70 before March 30th, \$80 at the door. You must sign in by 8:30 to receive CE credit.

"Larry DeMarcaay Scholarship" Application Online

NOMAR has a \$500.00 scholarship available. Applications must be submitted by Friday March 27th. The winners will be selected by the NOMAR Board during the week of April 13th. The scholarship recipients will be announced at NOMAR's "REALTOR® of the Year" Luncheon on Friday, May 22nd.

REALTOR® in Need

A benefit is being held for Dan Dickerson, husband of Susan Dickerson of Keller Williams Metairie Office. Dan was paralyzed from the chest down in a ski accident while on vacation with his 11 year old sons in Colorado. Dan is not able to be moved; therefore Susan is in Colorado with him. Keller Williams is holding a Crawfish Boil Fundraiser for the Dickerson Family. Make checks payable to Keller Williams Cares. Fundraiser will be held Saturday March 28th, 3:00p.m. - til at Pub Zero, 3560 Veterans Blvd. in Metairie (Next to Lowe's) Cost: \$12.00 for 3lbs of Crawfish, Cash Bar, Music & Lots of Fun. Contact Jessica at Keller Williams to purchase tickets: 504 - 512-6800. Also, if anyone has any airlines miles that they may not use, please consider transferring them to Susan Dickerson as she will have to fly back and forth for some time.

What You Need to Know to Do Short Sales

Scott Thompson of Mortgage Resolution Services recently did a webinar for *REALTOR® Magazine* on short sales. Among the dozens of tips he offered:

- Prequalify sellers to ensure the short sale isn't dead on arrival at the lender.
- Recommend a contract clause specifying that the listing agent can submit only one offer to the lender at a time.
- Be vigilant to ensure the short-sale package is considered before the servicer forecloses.
- Acquaint yourself with your state statues with regard to recourse and nonrecourse debt.

Click here to hear the complete "[Short Sales: Finding Income in a Tough Market](#)" webinar, and hit the "Playback" button to listen right away or "Download" to your computer to listen at your leisure.

LA REALTORS® will be conducting an 8-hour class on Short Sales at NOMAR in Metairie on April 24, 2009 with national instructor Lynn Madison. We'll analyze the transaction from the decision of the agent to take the listing through the decision of the buyer to put in an offer and what the agents - and clients - need to know - and to do - to get the job done - and get to the closing table! [Click here to register](#). C.E. Pending, 1 GRI credit. Contact LR at info@larealtors.org or call 1-800-266-8538

Scammers Target Troubled Borrowers

Scam artists are proliferating, attempting to make money off troubled borrowers interested in taking advantage of President Barack Obama's foreclosure-prevention plan.

The firms charge fees for what they tell borrowers will be quick and effective negotiations with banks. In most cases, the firms take the home owners' money – often more than \$1,000 – and do nothing.

The Federal Reserve recently issued this advice for people seeking to modify their mortgages:

- Work only with HUD-approved nonprofit counselors. (See www.hud.gov)
- Don't agree to pay a fee before you are provided with the promised service.
- Beware of people offering "guaranteed" results.
- Don't sign blank forms or documents you haven't read.

Be a Part of Our Permanent History! The “Friends of NOMAR” House

Was created by a local artist and installed in the reception area of our new building. Your permanent advertising may display your name, company name, or may be a memorial in the name of a deceased member of our REALTOR® family. Information and offer prices on house components are on our home page at www.nomar.org.

Board Store Featured Item

Dimension Master only \$35.00 + tax.

EVENTS

First Spanish Home Buying Course for 2009

held at the **Hispanic Resource Center** located at 4312 Florida Ave., Kenner offered **March 21st** 10:00am to 6:00pm and **March 22nd** from 1:00pm to 5:00pm at a cost of \$75 per family. This 12-hour certified homebuyer program is taught totally in Spanish. All 12-hours necessary to receive a certificate that, within income limitations, open the door to home buying assistance programs such as, Orleans Parish \$65,000, Jefferson Parish \$50,000 and City of Kenner \$10,000, Bond Money, soft second funds and other grants that help them with their down payment or closing cost. Assistance is subject to credit and income guidelines. Call **464-6224** for info and pre-registration.

MARPAC Annual Crawfish Boil

Hold this date!!! **Thursday, April 23**, 5:00pm-8:00pm at NOMAR. Cost is only \$30.00 per person and children under 10 are free. This includes all you can eat crawfish, corn, potatoes, hotdogs, and drinks. Call Diana Leblanc, Tranell Barton or Letitia Clark George for more information. **Tickets now on sale at NOMAR or register online.**

NOMAR is Rocking Around The World!!!

That is our theme for our 22nd annual **Bowling Tournament**. Join us Friday, **June 12th** at the AMF All Star Lanes in Kenner. More details to follow, but hold that date.

EDUCATION

Northwest Louisiana Association of REALTORS® Presents

Ninja Selling I & II, Wednesday **April 22nd** and Thursday, **April 23rd**. Will be held at 2036 East 70th Street, Shreveport. For more information on fees and registration go to www.nwlar.org, call (318)797-0090 or email lindam@nwlar.org. Continuing education credit applied for.

Bayou Board of REALTORS®, Inc. Presents

“Beyond The Basics of Buyer Representation” and “Risky Business: Reduction for Today’s Agent (Broker), both Thursday, **April 23rd**. Will be held at The Quality Inn, 210 South Hollywood Rd. in Houma. These courses are free to Bayou Board of REALTORS® non-members will be charge \$20.00 per course. **Continuing education credit pending for 2nd course.** For more information and to register go to: www.bayouboard@bayourealtor.com or call (985)868-7877.

Louisiana REALTORS® Presents

“Short Sales and Foreclosures”: **What Were You Thinking?** Tuesday, **April 24th** 7:30am-5:00pm at NOMAR, early bird registration only \$120.00. This course will look at the short sale from both sides - the seller and the buyer. We'll analyze the transaction from the decision of the agent to take the listing through the decision of the buyer to put in an offer and what the agents - and clients - need to know - and to do - to get the job done - and get to the closing table! **Continuing education credit pending.** To register email info@larealtors.org or call (800)266-8538.

3 Month CE Credit Class Schedule

(“Residential Agreement to Buy or Sell” is the 2009 mandatory class)

NOTE: 12 hours are required this year. [Click here for 2009 Continuing Education Requirements](#)

Date	Class	Time	Location/Provider
Thurs. March 26	“Res. Agreement to Buy or Sell” “Tax Advantages for RE Agents”	8:15am-12:15 3:00pm-5:00	NOMAR NOMAR
Mon. April 6	“Res. Agreement to Buy or Sell” “Procuring Cause” “Successions”	8:15am-12:15 12:45pm-2:45 3:00pm-5:00	NOMAR NOMAR NOMAR
Wed. April 15	“Res. Agreement to Buy or Sell” “1031 Tax Exchange”	9:30am-1:30 2:00pm-4:00	West Bank, NOMAR West Bank, NOMAR
Fri. April 17	“Res. Agreement to Buy or Sell”	8:15am-12:15	NOMAR
Thurs May 7	“Res. Agreement to Buy or Sell”	8:15am-12:15 (not open for registration)	NOMAR
Mon. May 18	“Res. Agreement to Buy or Sell”	8:15am-12:15 (not open for registration)	NOMAR

To Register Online for NOMAR’s classes go to www.nomar.org and look at the menu on the left. Under “Member Services”

1. Click on “Member Accounts”
2. Click on **“NOMAR”**
3. Input your” Logon ID” (letters) and your “Password” (numbers)
4. Click on “Register for CE Classes”
5. To register for a class click on the “Course ID”, then the “Class ID”, then “Register For This Class”.

Non-members of NOMAR are charged \$10.00 per credit hour to attend our classes. This must be paid upon registration. No-shows are charge \$20.00 if not cancelled 48 hours before the class date.

Condolences to...

Please keep the following person(s) and their families in your prayers:

Charles Bilbe of Prudential Gardner REALTORS, whose brother, Dennis Bilbe, recently passed away

Alice Cunningham, Prudential Gardner REALTORS®, Algiers whose daughter, Marsha Scovotto, passed away on March 13, 2009.

NOMAR & GSREIN offices: 3645 North I-10 Service Road (corner Division St.), Metairie, LA 70002
Phone: 504-885-3200, fax: 504-888-1812

Office Hours: 8:30 a.m. – 5:00 p.m., Monday through Friday
www.nomar.org

NOMAR Staff Directory: <http://www.nomar.org/Staff%20Directory.pdf>

REALTOR® Services Directory: <http://www.nomar.org/affiliates.html>

(To stop ALL email from NOMAR reply via email and type “**remove or unsubscribe**” in the subject line.)