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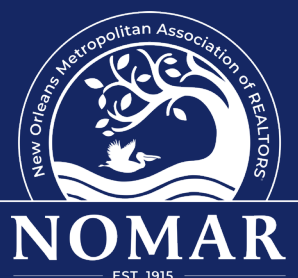


# ANNUAL MEMBER RESOURCE GUIDE

2024

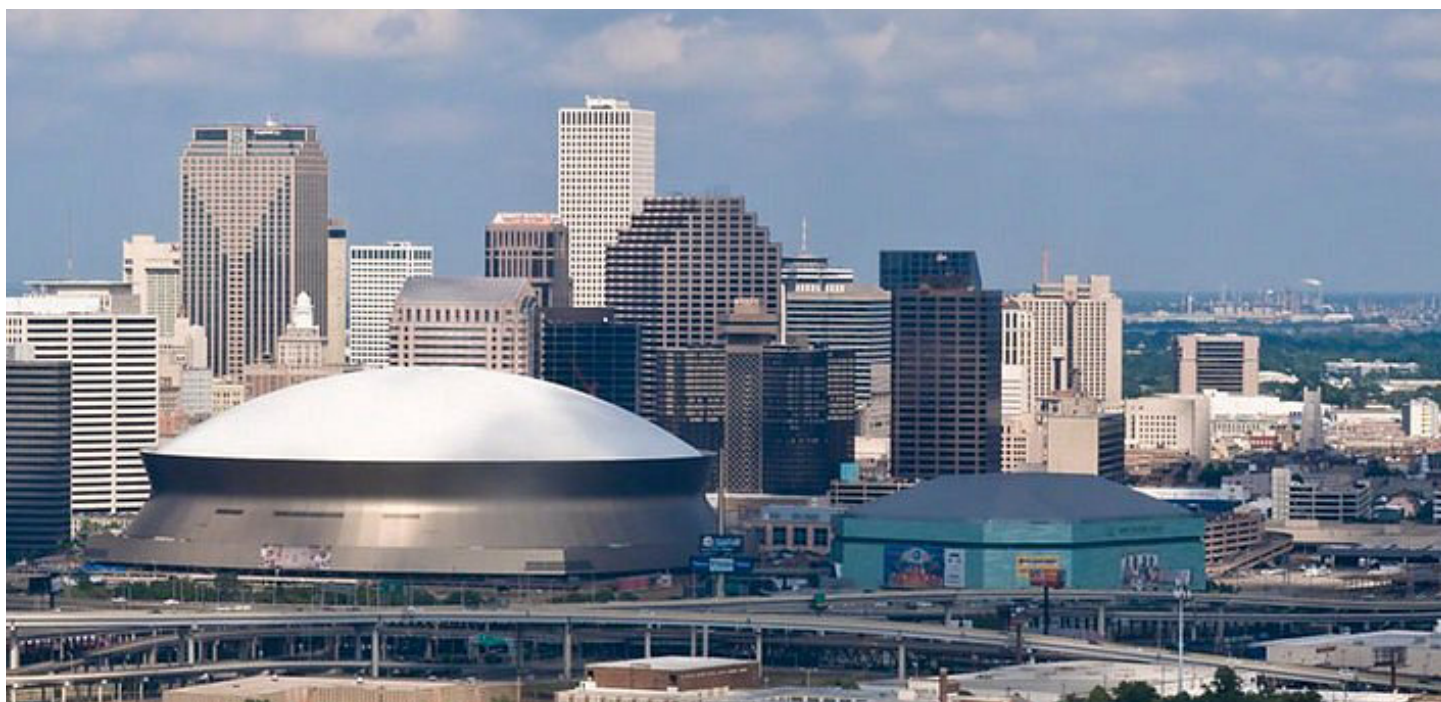
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New Orleans Metropolitan Association of REALTORS®



# About Us

New Orleans Metropolitan Association of REALTORS® (NOMAR) is a professional trade association dedicated to serving a diverse cross-section of members across the Metropolitan New Orleans area. NOMAR serves approximately 7,100 members through the primary Association and provides commercial brokers and agents with specialized services through the Commercial Investment Division (CID). Through the Gulf South Real Estate Information Network (GSREIN), NOMAR is also a founding member of ROAM MLS, the largest multiple listing service in Louisiana with over 12,000 REALTOR® members throughout 32 Louisiana parishes.



## WE ARE



### Member-Powered

Our members are integral to furthering our mission of advocacy, community, and collaboration.



### Mission-Driven

We promote the business interests of our members, enhance their professional image and practice, and champion private property rights for all.



### Advocacy-Focused

An investment in NOMAR is the best business decision you can make. We invite you to become involved and empower our industry. Our voices are stronger together.

# NOMAR History & Service Area

NOMAR was originally founded in 1915 as the New Orleans Real Estate Board and joined the National Association of REALTORS® in 1922. In 1992, NOMAR merged with the Jefferson Board of REALTORS® and adopted the name New Orleans Metropolitan Association of REALTORS®. Following its 2014 merger with the Saints Board of REALTORS®, NOMAR was finalized into the organization it is today, serving ten parishes across the Metropolitan New Orleans area.



## NOMAR Offices

Like the many bridges that connect our geographical region, NOMAR connects, its members with others throughout the real estate industry and across the region. NOMAR has two office locations—an office on the Southshore at 3645 N. I-10 Service Rd W, Metairie, LA 70002 and an office on the Northshore at 4350 Hwy 22, Suite J, Mandeville, LA 70471. NOMAR's professional staff is committed to serving you with the utmost care, respect, and courtesy.

## Service Area

### PARISHES SERVED

Jefferson	St. James
Orleans	St. John
Plaquemines	St. Tammany
St. Bernard	Tangipahoa
St. Charles	Washington



# President's Message



**Craig Mirambell**  
2024 President



On behalf of our Board of Directors, volunteer leaders, and staff, I welcome you to the New Orleans Metropolitan Association of REALTORS®. Throughout our 108 year history, NOMAR has evolved into a dynamic and forward-thinking organization which supports our members and the communities we serve. This Resource Guide offers an overview of our Association, as well as links to the many services and benefits available to you as a valued member of NOMAR, Louisiana REALTORS®, and the National Association of REALTORS®.

At NOMAR, we're committed to creating an inclusive environment that values every member, fosters growth and empowers you to reach your full potential. Our goal is to enhance communication, encourage teamwork, and provide strong support for your business. This year's theme, "Record Year," represents our dedication to making 2024 exceptionally valuable for you and your business. We encourage you to become involved in committees and participate in events, which you will find offer great opportunities for building your professional network and forming lifelong friendships.

If there is anything that we can help you with, please don't hesitate to reach out to either myself, members of NOMAR leadership, or staff.

Thank you for choosing NOMAR -- we are grateful to have you!

## NOMAR Board of Directors



Pictured left to right: (Top row) Phoebe Whealdon, David Favret, Nick Galiano, Donna Chandler, Jennifer Keller, Andrea Tyler, Gizelda Toomer, Sabrina Pierre, CID President Cameron Lombardo. (Front row) Secretary/Treasurer Jodi Archer, Ex Officio Liz Tardo, President Craig Mirambell, President-Elect Ginger Wiggins, and Michelle LaBanca. (Not pictured: GSREIN President Dee Halphen and Katie Witry)

# CID Board of Directors



Pictured left to right: (Top row) President-Elect Michael Plauché, Lance Ginn, Ex Officio Mike Mito, David Keller, Secretary/Treasurer William Sadler, Ron Patron, and NOMAR President Craig Mirambell. (Front row) Jiarra Rayford, Beth Cristina, President Cameron Lombardo, and Mignon Richard Díaz.

# GSREIN Board of Directors



Pictured left to right: (Top row) Shannon Nash, NOMAR President Craig Mirambell, and Andrea Tyler. (Front row) President-Elect LaTanya LaBranch, Ex Officio Juhmad Hollis, and Nick Galiano. (Not pictured: President Dee Halphen and Stacey Dauszat)



# ROAMMLS

ROAM MLS, LLC (ROAM) is a statewide Multiple Listing Service (MLS) formed through the collective efforts of four Louisiana REALTOR Associations. In its first two years of operation, ROAM has expanded its membership to 5 Louisiana Associations and proudly services over 12,000 Realtor participants and subscribers across Louisiana.

## ROAM STANDS FOR FREEDOM

Freedom from the artificial borders of previous MLS's. Freedom from multiple MLS memberships, bills, data feeds, rules. Freedom to choose software that suits your business needs. Freedom for your listings to gain exposure across a broader marketplace.

## INFORMATION NETWORK

New Orleans Metropolitan Association of REALTORS®  
Greater Baton Rouge Association of REALTORS®  
Greater Central Louisiana Association of REALTORS®  
Bayou Board of REALTORS®  
REALTOR® Association of Acadiana

ROAM delivers consolidated MLS services to brokers' or agents' established business practices or routines. **Our mission is to make the market work where ever you or your consumers may be.**

ROAM provides its users access to data across regions of Louisiana along with a suite of supportive tools product options. It operates under consolidated governance, a single set of MLS Rules, and provides live, local Louisiana-based support and training for its users. ROAM independently monitors compliance to ensure data integrity, which allows its users to provide their clients and customers with unparalleled service and information about the marketplace. Supported by over 100 years of combined staff experience, ROAM is much more than software - ROAM is FREEDOM!

### NOMAR holds four seats on the ROAM MLS Board of Managers:



Ginger Wiggins  
ROAM  
President



Donna Chandler  
NOMAR  
Representative



LaTanya LaBranch  
NOMAR  
Representative



Craig Mirambell  
NOMAR  
Representative

# Market Data



NOMAR provides Market Data snapshots courtesy of FastStats by ShowingTime.

Visit [nomar.org/resources](https://nomar.org/resources) for more information or scan the QR code to view reports.



# Support

NOMAR is here to provide you with all the support you need to succeed.

## **FOREWARN:**

- FOREWARN Customer Support: Mon-Fri 8AM-4PM CST at 561-757-4551 or by email at [support@forewarn.com](mailto:support@forewarn.com).

## **Instanet:**

- Contact [support@instanetsolutions.com](mailto:support@instanetsolutions.com) or 800-668-8768, 24 hours a day, seven days a week.

## **MLS Compliance & Data Feeds:**

- During regular business hours email [MLS@nomar.org](mailto:MLS@nomar.org) or call 504-274-0783.

## **MLS Support:**

- Tech Support: [lionel@nomar.org](mailto:lionel@nomar.org) or call 504-274-0783.
- Matrix video tutorials are available from the ROAM Matrix Learning Lab.

## **Showing Time:**

- Contact [support@showingtime.com](mailto:support@showingtime.com) or 800-379-0057, and on Weekends and Holidays, 8:00AM- 5:00PM.

## **Supra:**

- Regular business hours email [supra@nomar.org](mailto:supra@nomar.org) or call 504-274-0781.
- Weekends and holidays 8:30 am - 5:30PM Supra at 877-699-6787.
- Supra video tutorials available at [SUPRAekey.com](https://SUPRAekey.com).

# Governance



National Association of REALTORS® (NAR)

## REALTORS® Association

### Corporate Structure

The National Association of REALTORS® ("NAR") is the largest trade association in the USA and boasts over 1.5 million members worldwide. Louisiana REALTORS® is the state association and supports the nine local associations across the state. NOMAR is the largest local association in the State of Louisiana with nearly 8,000 members.

Within NOMAR, there are 2 related entities: the Commercial Investment Division ("CID") and the Gulf South Real estate Information Network ("GSREIN"), the for-profit arm of the organization charged with the provision of MLS related services.



Louisiana REALTORS® (LR)



New Orleans Metropolitan Association of REALTORS®



Governing Boards

- NOMAR
- CID
- GSREIN



Standing Committees



# Professional Development

## Requirements

01

### CODE OF ETHICS

- **NAR requirement**
- Must be completed once **per cycle** (current cycle: Jan 2022-Dec 2024).
- If using a provider **other than NOMAR** you must send us your certificate.
- You may use any LREC approved provider whose course meets approval of NOMAR.

02

### MANDATORY TOPICS

- Deadline: Dec 31st.
- LREC Requirement.
- Required for sales license.
- Required for broker license.
- 4-hour course, topic varies by year.
- Beware similarly titled courses; be sure to select a course with the title "2024 Mandatory."
- For 2024, agents and brokers have the same mandatory requirement. There is no separate broker mandatory course this year.

03

### LREC CLASS RULES

- No credit for late arrivals, even those due to traffic or parking.
- Must verify attendance.
- Must turn off electronic devices during class.
- Breaks are not allowed during instruction time.

04

### NEW LICENSES

- For **LREC**
  - Must complete 45 hours of post-licensing training from an approved provider within 180 days of **initial license date** (counts as 8 hrs CE upon completion).
  - Mandatory topic due by **Dec 31st**.
- For **NOMAR**
  - Must complete New Member Orientation (includes Code of Ethics).

## What to know

01

### CERTIFICATES

Retain for FIVE (5) years

- **Do NOT** send LREC any certificates, including mandatory, unless LREC requests them.
- **Do NOT** send **NOMAR** any certificates (except Ethics, and ONLY if from an external provider).

02

### EDUCATION RECORD

Check your education record often at: <https://portal.lrec.gov/public/search>.

- Please note classes may take up to 30 days to appear on your record.

03

### CLASS PROVIDER

Check the bottom of your CE certificate to find the provider's name and address (instructor and location may not be the same as the class provider).

04

### REGISTRATION/CANCELLATIONS

NOMAR course registration is available at [nomar.org/calendar](http://nomar.org/calendar) or by logging in to the member portal at: [portal.nomar.org](http://portal.nomar.org).



### COMMISSION Louisiana Real Estate Commission

- Regulates licensure (CE, renewals, etc.).
- Requires twelve (12) hours of CE, to include mandatory topics.
- Is not concerned with Code of Ethics training whatsoever.

# Professional Standards

As REALTORS, our practices are defined and inspired by the guiding principles of Ethics and Professionalism. NOMAR offers membership benefits and services which uphold the profession through the application, administration and enforcement of the Code of Ethics. NOMAR utilizes the following Professional Standards committees and services:



## Ethics

The Code of Ethics of the National Association of REALTORS® is a promise to the public that when dealing with an agent who is a REALTOR®, you can expect honest and ethical treatment in all transaction related matters.

Only REALTORS® pledge to abide by the Association's Code of Ethics and only REALTORS® are held accountable for their ethical behavior. Boards and Associations of REALTORS® are responsible for enforcing the REALTORS® Code of Ethics. The Code of Ethics imposes duties, above and in addition to those imposed by law or regulation, which apply only to real estate professionals who choose to become REALTORS®.



## Ombudsman

An Ombudsman can respond to general questions regarding real estate practices, transaction details, ethical practices, and enforcement issues.

Ombudsman Procedures adopted by the NOMAR are intended to provide enhanced communications and initial problem-solving capacity to the professional standards process. NOMAR is charged with the responsibility of receiving and resolving ethics complaints, and hearing arbitration disputes filed against its members.



## Mediation

Mediation can be a useful tool in resolving conflicts that arise involving members and their customers or clients and promoting amicable resolutions. Members of the Mediation committee provide members with a viable option to arbitration. Mediation is entirely voluntary.

Individuals serving as a Mediation Officer have extensive prior experience on the Grievance Committee, Professional Standards Committee, and/or Board of Directors, and special training in the Mediation process. The Mediation Officer is thoroughly conversant with the Board's Arbitration procedures as well as with the real estate rules and regulations of Louisiana.



## Arbitration

Arbitration is a resource for members and the public who need to resolve disputes within the context of the REALTOR® Code of Ethics.

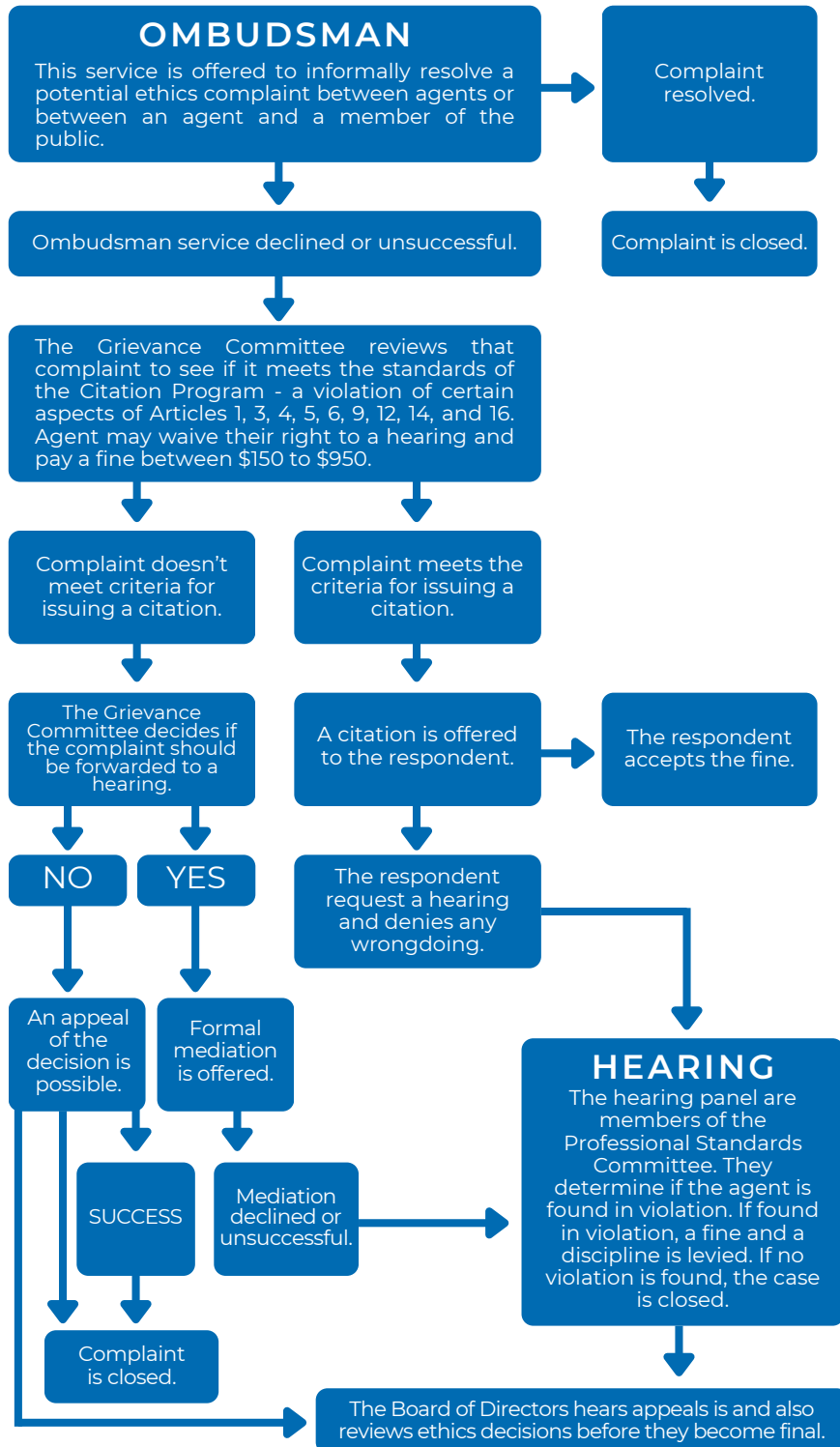
Arbitration is a means of resolving a monetary dispute arising out of a real estate transaction that the parties have been unable to solve themselves. An arbitration request is a simple notice by a member of a disagreement with another member, usually a commission dispute. Sometimes arbitration concerns a dispute between a member of the public and an Association member. Arbitration does not award damages.

Requests for arbitration must be submitted on, "Request and Agreement to Arbitrate", be accompanied by a typed "statement of fact," copies of any documents that pertain to the transaction, and a \$500.00 filing deposit.

# NOMAR PROFESSIONAL STANDARDS PROCESS

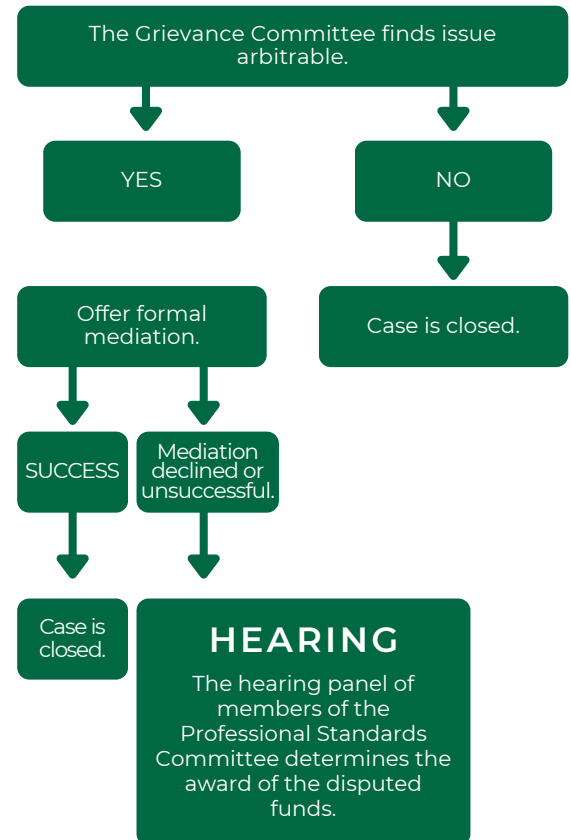
## ETHICS COMPLAINTS

This process involves a complaint alleging a violation of the REALTORS® Code of Ethics. Complaints should be filed within 180 days of occurrence. There is no fee to file an ethics complaint.



## ARBITRATION

This process involves a request to settle a commission dispute between brokers and is filed after a transaction is closed. In arbitration, each party pays a \$500 fee. The prevailing party's fee is returned.



This graphic generally represents NOMAR's Professional Standards procedures, but not necessarily every aspect or step in the process, as each case is unique. For more information, visit [www.nomar.org/pro-standards](http://www.nomar.org/pro-standards).





# SAFER SHOWINGS. SMARTER ENGAGEMENTS.

Combat Fraud, Mitigate Risk, and Stay Safe with FOREWARN – Your FREE Member Benefit!



1

RECEIVE A CALL



2

CHECK THE FOREWARN APP



3

KNOW YOUR PROSPECT

## IDENTITY VERIFICATION

Verify the identity of anyone that is part of the real estate transaction and address potential risks.

## KNOW YOUR CUSTOMER

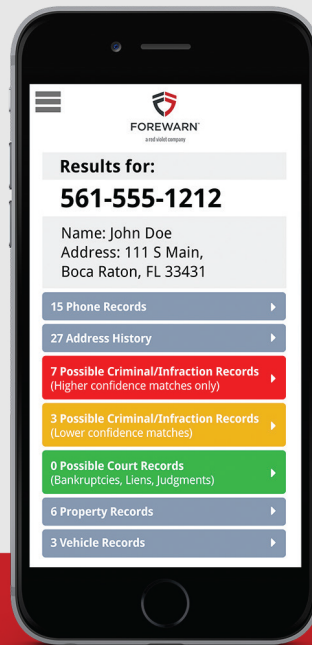
Instant knowledge allows you to better understand your customers and serve them more effectively.

## GAIN CLIENT CONFIDENCE

By working to prevent fraud, mitigate risk, and promote safety, you help protect not only yourself, but your buyers and sellers as well.



[Scan the QR code or click here to setup your account](#)



Reverse incoming call to verify prospect (name, phone, and address)



Instantly search for criminal history (criminal records)



Verify financial risks (bankruptcies, liens, and judgments)



Verify current assets (properties and vehicles)

**Know your prospect...  
in seconds**



[Scan the QR code or click here to download the quick start guide](#)

# Events



NOMAR hosts a variety of special events for membership, including an Annual Membership Appreciation Day in the fall, quarterly Broker Breakfasts, annual Insight REALTOR® Education Day, the annual Economic and Real Estate Forecast Symposium, Bowling Tournaments, and more. Here's what's on deck for 2024, at a glance (subject to change):

Y E A R  A T	<b>January:</b> <ul style="list-style-type: none"> <li>• Pelicans REALTOR® Family Night</li> <li>• Q1 Broker Breakfast</li> <li>• HBA Housing Summit</li> </ul>	A G L A N C E
	<b>February:</b> <ul style="list-style-type: none"> <li>• ABR® Designation Course</li> <li>• Party in the City Awards &amp; Installation at the Civic Theater</li> </ul>	
	<b>March:</b> <ul style="list-style-type: none"> <li>• Insight REALTOR® Education Day</li> </ul>	
	<b>April:</b> <ul style="list-style-type: none"> <li>• CID Awards Event</li> <li>• Q2 Broker Breakfast</li> </ul>	
	<b>July:</b> <ul style="list-style-type: none"> <li>• Northshore &amp; Southshore Bowling Tournaments</li> <li>• Q3 Broker Breakfast</li> </ul>	
	<b>September:</b> <ul style="list-style-type: none"> <li>• NOMAR Cares Foundation Event</li> </ul>	
	<b>October:</b> <ul style="list-style-type: none"> <li>• 2024 Economic &amp; Real Estate Forecast Symposium</li> <li>• Q4 Broker Breakfast</li> </ul>	
	<b>November:</b> <ul style="list-style-type: none"> <li>• Northshore &amp; Southshore Membersgiving</li> </ul>	

# 2024 Committee Chairs

Committees are the heartbeat of our Association. Lead by passionate volunteers, committees work to turn the strategic vision of the NOMAR Board into actionable plans and programs throughout the year and across domains.



Regina  
Allemand  
NOMPAT  
Chair



Jodi  
Archer  
Budget & Finance  
Chair



David  
Favret  
Vetting  
Chair



Lesha  
Freeland  
Government Affairs  
Chair



Nick  
Galiano  
Mediation  
Chair



Dee  
Halphen  
Forms  
Chair



Amanda  
Hanemann  
Grievance  
Chair



Nick  
Kallman  
Young Professionals  
Network  
Chair



Michelle  
LaBanca  
Professional  
Devevelopment  
Chair



Sabrina  
Pierre  
Ombudsman  
Chair



Rick  
Roberts  
Professional Standards  
Chair



Gizelda  
Toomer  
Diversity, Equity,  
& Inclusion  
Co-Chair



Andrea  
Tyler  
Affiliates  
Chair



Katie  
Witry  
Diversity, Equity,  
& Inclusion  
Co-Chair



Scan the QR Code or

[Click here to fill out our 2024 NOMAR Committee Volunteer Form](#)

# Committees



## Affiliates

The Affiliates Committee meets to plan events and give input to the Association on behalf of the affiliate members regarding networking opportunities and market capabilities to the REALTOR® membership, present classes and/or “Lunch and Learns” to the general membership, and participate in Association events.



## Awards and Recognition

Each year, NOMAR recognizes members who have made outstanding contributions in the industry and upheld the REALTOR® spirit. The Awards and Recognition committee meets to review nominations and select the recipients of the awards for the prior year in the following categories: REALTOR® of the Year, Manager of the Year, Affiliate of the Year, Max Derbes Meritorious Service, YPN Rising Star and Philippi St. Pé Lifetime Achievement Awards Committee.



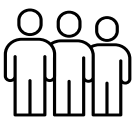
## Budget and Finance

The Budget & Finance committee oversees NOMAR's income on an annual basis as well as acts as stewards of NOMAR accounts (with the assistance of an auditor) and association insurance. This committee also develops Corporate Partners, determines Employee Benefits, and establishes a comprehensive strategic plan for the association. Its members are determined in the by-laws and appointed by the NOMAR President.



## Bylaws & Policy

This committee reviews and revises NOMAR governing policies as necessary to ensure consistency, clarity, and comprehensiveness as they relate to the governance of the Association. The Bylaws & Policy Committee also reviews and makes revision recommendations of the NOMAR Bylaws, subject to the adoption and approval of the NOMAR Board of Directors.



## Diversity, Equity, and Inclusion

NOMAR is committed to opening doors for a diverse cross-section of members from across our ten-parish service area. The DEI Committee creates, implements, and optimizes programs that support a thriving working environment for all underrepresented groups.



## Executive

The Executive Committee acts as a supervisory body between business meetings of the Board of Directors, subject to the authority of the Board of Directors.



## Forms

The Forms Committee reviews all Standard Forms annually. New/Revised forms must be reviewed and accepted by legal counsel and approved by the Board of Directors.



## Government Affairs

Composed of members from across our service area, the Government Affairs committee monitors national, state and local legislations effecting the real estate industry.



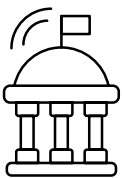
## MLS Advisory

Composed of members of the GSREIN Board of Directors, the MLS Advisory Committee provides input to the ROAM Board of Managers and has authority to establish task forces to host forums, vet products, and any other topic related to MLS operations.



## NOMPAT

(New Orleans Metropolitan Political Action Team): NOMPAT is charged with fundraising for and increasing member participation in LARPAC (Louisiana REALTORS® Political Action Committee). NOMPAT interviews and determines endorsements of any local candidates for elected office within the 7 south shore Parishes of NOMAR's jurisdiction and, if desired, partners with the PAT of NABOR to determine endorsements in the 3 Northshore Parishes. Its members are a broad cross-section of politically astute REALTORS® who are also Major Investors in LARPAC.



## Past Presidents

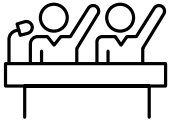
This committee fosters interest, participation and advice from former leaders of the NOMAR Entities, who continue to leverage their wisdom and organizational knowledge to advance real estate as a profession. The immediate Past President (Ex-Officio) serves as chair, with members must made up of former presidents of NOMAR, CID and GSREIN.



## Professional Development

The Professional Development committee develops and implements Continuing Education programs of the highest quality for the membership in the most effective manner.





## Professional Conduct

Comprised of a cross-section of the membership, NOMAR's Professional Conduct committees help shape the character of the Association by ensuring all members abide by the Code of Ethics and uphold the standards of professionalism expected of all REALTORS®.

- **Grievance:** The Grievance Committee receives ethics complaints and requests for arbitration to determine if, taken as true on their face, a Hearing is warranted.
- **Mediation:** Mediation can be a useful tool in resolving conflicts that arise involving members and their customers or clients and promoting amicable resolutions. Members of the Mediation committee provide members with a viable option to arbitration.
- **Ombudsman:** Members of the Ombudsman Committee receive and resolve disputes through constructive communication; they advocate for consensus and understanding which may ultimately avert an Ethics complaint. Pursuing an ombudsman is often the first step members or the public make within the sphere of professional conduct proceedings.
- **Professional Standards:** The Professional Standards Committee provides a forum for the Hearing of all complaints and Requests for Arbitration in accordance with the Code of Ethics and Arbitration Manual. Members of this committee must serve as members of the Grievance Committee for three years; they are to be representative of a broad cross-section of the membership and known for having high ethical standards.



## Vetting

This committee is responsible for reviewing, identifying, and evaluating all Board of Directors candidates, ROAM Board of Managers, ROAM Operations Committee and reviewing and recommending all LR and NAR appointments and filling all JEDCO (Jefferson Parish Economic Development Commission) or other reciprocal service appointments.



## Young Professionals Network (YPN)

The purpose of YPN is to foster interest, participation, and leadership development in members who are young, young at heart, or new to the industry. Members of this committee stay up to date on the latest technology and trends in the real estate world and create networking and education opportunities geared toward this group.

# Back — the PAC

## What is LARPAC and Why is it Important?

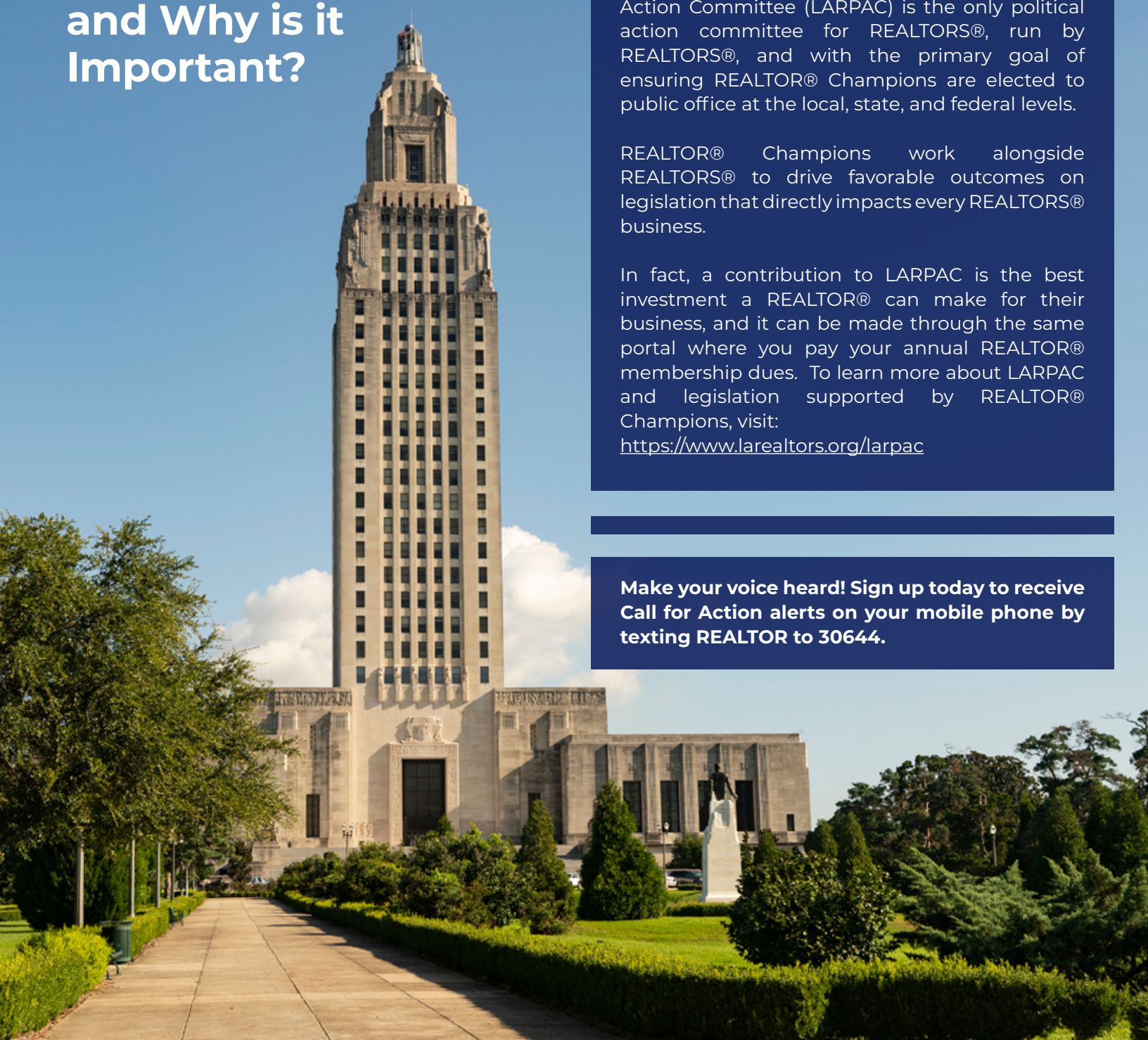
The Louisiana Association of Realtors Political Action Committee (LARPAC) is the only political action committee for REALTORS®, run by REALTORS®, and with the primary goal of ensuring REALTOR® Champions are elected to public office at the local, state, and federal levels.

REALTOR® Champions work alongside REALTORS® to drive favorable outcomes on legislation that directly impacts every REALTORS® business.

In fact, a contribution to LARPAC is the best investment a REALTOR® can make for their business, and it can be made through the same portal where you pay your annual REALTOR® membership dues. To learn more about LARPAC and legislation supported by REALTOR® Champions, visit:

<https://www.larealtors.org/larpac>

**Make your voice heard! Sign up today to receive Call for Action alerts on your mobile phone by texting REALTOR to 30644.**



# Major Investors

## Golden "R" (\$5,000)



Marbury  
Little\*



Evelyn  
Wolford\*



Rayelynn  
Fagot



Nina  
Loup\*

## Sterling "R" (\$1,000)



Regina  
Allemand



Jodi  
Archer



Michael  
Bowler



Bonnie  
Buras



Donna  
Chandler



Alice  
Clark



Beth  
Cristina\*



Charlotte  
Dorion



David  
Favret



Lesha  
Freeland

## \*NAR RPAC Hall of Fame

Contributions are used for political purposes, are voluntary, & are not deductible for Federal income tax purposes. Any amounts indicated are merely guidelines & you may contribute more or less than the suggested amounts. Neither your membership nor your participation in Louisiana REALTORS® is conditioned directly or indirectly on contributing to LARPAC. You may refuse to contribute without reprisal. The following is sent to the National REALTORS® Political Action Committee (RPAC) to support federal candidates and is charged against your limits under 52 U.S. C. 30116: (1) 30% of www.all contributions of \$1,000 or more made at any time; & (2) 30% of each contribution less than \$1,000 until LARPAC meets its Federal Allocation Goal set by RPAC. LARPAC retains the following to support state and local issues & candidates: (1) 70% of contributions that are \$1,000 or more; & (2) 100% of contributions of less than \$1,000 after the RPAC Federal Allocation Goal is met.

# Major Investors, *cont.*



**Amanda  
Hanemann**



**Michelle  
Labanca**



**LaTanya  
LaBranch**



**Kiley  
Martin**



**Melissa  
McClendon**



**Ashley  
Merritt**



**Craig  
Mirambell**



**Stephanie  
Morris**



**Shannon  
Nash**



**Lynda  
Nugent-Smith\***



**Danette  
O'Neal**



**Sabrina  
Pierre**



**Jiarra  
Rayford**



**Claudette  
Reuther**



**Liz  
Tardo**



**Andrea  
Tyler**



**Phoebe  
Whealdon**



**Ginger  
Wiggins**

## THANK YOU TO OUR PRESIDENT'S CIRCLE DONORS



**Marbury  
Little\***



**Evelyn  
Wolford\***



**Rayelynn  
Fagot**



**Beth  
Cristina\***



**Danette  
O'Neal**

## \*NAR RPAC Hall of Fame

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# Awards & Recognition

Each year NOMAR honors remarkable professionals who embody the REALTOR® spirit and strengthen the industry.

## 2023 Award Winners

### Philippi St. Pé Lifetime Achievement Award



**Eileen Wallen**  
Coldwell Banker TEC

### REALTOR® of the Year



**Andrea Tyler**  
AT Home Realty Group

### Manager of the Year



**Jodi Archer**  
Keller Williams Realty

### Rising Star Award



**Alyssa Quinn**  
Mirambell Realty

### Affiliate of the Year



**Carmen Chambers**  
Fleur De Lis Law & Title



# NOMAR Member Benefits



You meet lots of people in the real estate business – some nice and some not so nice. Your NOMAR Membership includes free access to the FOREWARN Agent Safety App, which allows you to gain instant knowledge prior to face-to-face engagements to better understand and address risk. Using as little as an incoming phone number, FOREWARN provides real-time verification of an individual from the palm of your hand, enabling safer engagements and smarter interactions.



NOMAR members also gain access to Instanet. Available through the MLS Dashboard, Instanet is your all-in-one digital transaction solution. With Instanet you can manage all your listings, sales, leases, forms, contracts and documents online...Your “virtual” real estate office will be available at your fingertips!



NOMAR provides access to tools that will help you analyze the market. With FastStats, you can view a snapshot of the market month-to-month or year-to-year at a glance. InfoSparks is a housing market research tool designed specifically for ease of use, fast analysis, and simple sharing. With InfoSparks, you can compare up to four geographies at a time; filter search results by countless housing variable combinations; examine housing market metrics as counts, medians and averages; customize price and square footage ranges; and more.



Education is the cornerstone of professional advancement. NOMAR provides unlimited CE, including LREC mandatory and Code of Ethics, in person at either NOMAR location at no additional cost; we partner with the Bob Brooks School to provide live virtual CE at a heavily discounted member rate.



NOMAR also partners with The CE Shop to give you access to convenient, online CE courses that fit into your schedule and provide relevant, engaging information that will help you advance in your career.



Scan the QR Code or  
[Click here to access a full suite of your NAR member benefits](#)



**Plan to practice commercial real estate?  
Perfect your plan with a CID membership.**

The **Commercial Investment Division (CID)** of the New Orleans Metropolitan Association of REALTORS was formed to foster knowledge, education, integrity, and professionalism in the field of commercial real estate and create more commercial opportunities for all CID members.

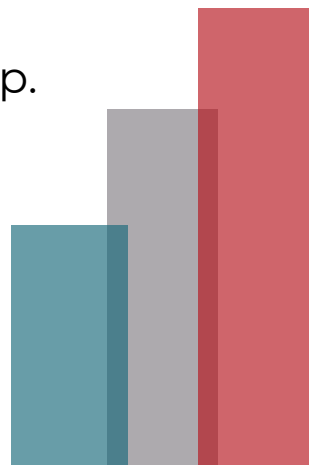
Members enjoy a host of benefits and services **for just \$70 in annual dues.**

Commercial MLS	Networking Events	Education
<ul style="list-style-type: none"><li>• Access to the Louisiana Commercial Database (LACDB.com)</li><li>• Monthly Discount of \$15 off the regular \$50 cost, <b>an annual savings of \$180</b>-- enough to pay your CID dues and have \$110 left over!</li><li>• The new enhancement, LACDB PRO</li></ul>	<ul style="list-style-type: none"><li>• Networking socials and events with other local real estate organizations and industry partners--<b>FREE to CID members!</b></li><li>• Annual Achievement Awards Program and Luncheon</li><li>• Quarterly Socials &amp; Mixers</li></ul>	<ul style="list-style-type: none"><li>• The opportunity to apply for one of four \$1,500 scholarships</li><li>• <b>Free</b> continuing education courses tailored to the needs of commercial practitioners</li><li>• Quarterly Lunch &amp; Learn series, <b>FREE to CID members</b></li><li>• Annual Economic &amp; Real Estate Forecast Symposium</li></ul>

Your future in commercial real estate is looking up.  
**Join CID today** and let us help you get there.



**TO DOWNLOAD THE APPLICATION CLICK HERE OR SCAN THE QR CODE.**



# Louisiana REALTORS® Member Benefits



Legal Hotline Professional Counsel - With the Louisiana REALTORS® Legal Hotline, brokers/office managers have direct access to legal advice without the hourly fees. Simply submit questions pertaining to real estate law and compliance issues, and you will receive professional legal counsel in a matter of days



Tech Helpline Support Service - Slow computer? Printing issues? Browser headaches? With Tech Helpline, all Louisiana REALTORS® members have a personal team of tech gurus-for free! Save money and maximize your time by calling (877) 573-5604 for friendly U.S.-based support.



Office Depot® Member Benefits Program - You'll receive savings of up to 75% on the Best Value List of preferred products with free next-business-day delivery or in-store and curbside pickup



Realtors Property Resource® (RPR) Access - Wish you had access to hundreds of data sets on-the-go? With RPR®, now you do! As the nation's largest property database built exclusively for REALTORS®, you'll be able to view information from public records and listing data, demographics, psychographics, neighborhood info and more.



La Capitol Federal Credit Union - Louisiana REALTORS® members are eligible to join La Cap to enjoy its full range of products and services geared toward improving your financial well-being. With 16 convenient locations around the state, getting the financial help you need has never been easier.



# WHY HIRE AN AGENT WHO IS A REALTOR®?

As experts of all things related to home buying and selling, real estate agents who are REALTORS® help consumers navigate the most complex and consequential transaction many of us will ever make.



## BUYERS:

Roughly 9 in 10 buyers work with a real estate agent who helps negotiate the best price & terms.



## SELLERS:

Without a REALTOR®, For Sale By Owner homes sell for about 26% less than agented properties.\*

## WHEN YOU USE A REAL ESTATE AGENT:

They help you with things like...



Navigate legal details including managing attorney reviews, filing required state and federal forms, and knowing contracts inside and out.



Understand financial complexities such as mortgage rates and terms, appraisals and inspections, and coordination with lenders.



Uncover community elements like property taxes, public property information, price trends and neighborhood details.



**179 Ways Agents Who Are REALTORS® Are Worth Every Penny**

[Click here to learn more.](#)

## WHEN YOU DON'T USE A REAL ESTATE AGENT:

You have to do things like...



Make sense of all the legal aspects of buying or selling a home.



Become a financial expert and learn local tax codes & policies.



Coordinate inspections and appraisals without training or knowing the best people.



Learn local negotiating trends and market.



Write your offer to outshine all buyers. As seller, evaluate all details of each offer beyond just price.



Negotiate with seller, buyer and/or agent.



Accept your home likely will sell for less.

# BUYING A HOME IS EASY!\*

\*If You Work with a Real Estate Agent Who is a REALTOR®

## SOME PEOPLE THINK BUYING A HOME IS AS SIMPLE AS:

- Look at houses online
- Find something you can afford
- Sign some papers

## BUT THERE'S SO MUCH MORE TO IT.

Some of the things a real estate agent who is a REALTOR® helps you with include:

### GETTING STARTED

- Educate client on home buying process and coordinate a plan.
- Review buyer rep agreement, agree upon representation and negotiate compensation.
- Understand budget and explain what will be needed financially.
- Search local MLS broker marketplaces to find best matches.
- Serve as local housing market expert (e.g., price trends, negotiation trends, community).
- Arrange tours of homes and neighborhoods.

- Decipher public property and tax information.



### FINDING YOUR HOME

- Research home information that aligns with buyers' interests.
- Prepare buyer to have the most attractive offer in the current marketplace.
- Coordinate professional home inspections, consultations with lenders and necessary property assessments.
- Develop competitive offers and negotiate the best price and terms.
- Represent clients' best interests, advise throughout the negotiation process and close the deal.
- Steward multiple parties and schedules to save buyer time.
- Look beyond décor, flooring and paint colors to other significant aspects of home.



### ACHIEVING HOME OWNERSHIP

- Navigate state and federal forms.
- Research mortgage rates, terms and reputable lenders.
- Coordinate with lenders.
- Steward important contract deadlines.
- Provide guidance for walk throughs prior to closing to ensure property condition.
- Work with necessary parties to ensure all contractual terms are completed by closing.
- Advocate for buyer throughout entire process and closing.
- Review buyer's closing statement to ensure accuracy.
- Provide information for everything needed to live in new home.
- Ensure all required actions are complete in advance, so closing day is a celebration, rather than a stressor.
- Remain a lifelong, trusted advisor!



# SELLING A HOME IS EASY!\*

\*If You Work with a Real Estate Agent Who is a REALTOR®

## SOME PEOPLE THINK SELLING A HOME IS AS SIMPLE AS:

- Put a sign in your yard
- Let other real estate agents know
- Patiently wait

## BUT THERE'S SO MUCH MORE TO IT.

Some of the things a real estate agent who is a REALTOR® helps you with include:



### PRE-LISTING

- Research sales activity for past 18 months from local broker marketplaces and public records databases.
- Guide on best market pricing position based on current market.
- Perform exterior curb appeal assessment.
- Address important topics such as odors, clutter, cleanliness, décor neutralization and more.

### LISTING

- Create detailed list of property amenities.
- Develop and execute marketing plan.
- Coordinate showings with seller and other agents.
- Pull data to compare offers.
- Create plan for pricing strategies accounting for local market conditions.
- Promptly enter price changes on local broker marketplace listing database.
- Prepare contract for buyer.
- Communicate weekly with activity, showings of homes that compete and market movement.
- Follow up with each buyer and agent with timeliness and kindness.
- Have a strong market reputation where agents want to show your home.
- Continue to audit the home to make sure it's market ready.
- Negotiate all offers.



### CLOSING

- Help coordinate and review appraisal.
- Audit itemized list of all cost components seller and buyer are to pay.
- Protect trust/earnest money through process.
- Ensure transaction is flowing to avoid unexpected complications.
- Ensure smooth transition with utilities, final walk throughs, inspection repairs and other tasks.
- Coordinate closing process with buyer's agent, lender and closing company.
- Explain technicalities in the final contract.



## Contact us:

**Southshore**  
Monday - Friday  
8:30AM - 5:00PM

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(504) 885-3200

Fax:  
(504) 888-1812

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3645 N I-10 Service Rd W  
Metairie, LA 70002



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IG: nomar\_realtors

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