



## REALTOR® NEWSLETTER

June 2020

### DATE REMINDERS:

6/4 Public Relations Committee Meeting, Zoom, 8:30 a.m.  
6/8 RPAC Committee Meeting, Zoom, 9:00 a.m.  
6/10 Board of Directors Meeting, Zoom, 8:30 a.m.  
**6/12 General Association Luncheon/Meeting, Clarion Inn, 11:30 a.m.**  
6/24 MLS Committee Meeting, Zoom, 8:30 a.m.  
7/2 Public Relations Committee Meeting, Association office, 8:30 a.m.  
7/3 Independence Day Observed, Association office closed  
7/8 Board of Directors Meeting, Association office, 8:30 a.m.  
**7/10 General Association Luncheon/Meeting, Juniper Hills Country Club, 11:30 a.m.**  
7/22 MLS Committee Meeting, Association office, 8:30 a.m.

### June General Association Luncheon

The General Association Luncheon will be held **Friday, June 12th at 11:30 at the Clarion Inn.** \*\* Members planning to eat are asked to make a reservation with the Association office by Wednesday, June 10th so a meal count can be determined. Be aware that if you make a reservation and do not attend or do not eat, you will be billed for the cost of the luncheon. The cost of the luncheon is **\$13.00 with a reservation.**

June

Pauline Thiros, Idaho State University Athletic Director

**Affiliate of the Month: Westmark Credit Union**

July

2020 REALTOR® of the Year

**Affiliate of the Month: Citizens Community Bank**

August

Affiliate Appreciation

September

2020 Elections & REALTOR Safety, Scott Conlin

**Affiliate of the Month: US Bank**

The Program committee is doing their best to get a variety of food at each luncheon but if you require a special diet just call the Association so something can be arranged for you. Remember it is not a requirement to eat at the meeting, please attend for the information and education that is given each month.

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### REALTOR® MEMBERSHIP COUNT

As of 5/31/20

Primary Members: 309

Secondary Members: 48

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### Activity Report

#### New REALTOR® Memberships:

Louise Howard, Louise Howard Realty (reinstate.)

Rain Bowen, Silvercreek Realty Group

#### REALTOR® Memberships Transfer:

Holly Lambson From: FISBOGO

To: Silvercreek Realty Group

Aaron O'Connor From: FISBOGO

To: IDEal Estate

Richard Nelson From: HomeLand Real Estate

To: Silvercreek Realty Group

#### New MLS Only Memberships:

Andrea Hebdon, Edge Real Estate

Jessica Taylor, Edge Real Estate

Anthony Elizondo, HomeSmart Premier Realty

Shawnee Fausett, Equity Northwest Real Estate

In accordance with the Bylaws of the Greater Pocatello Association of REALTORS®, members wishing to make a comment concerning an application for REALTOR® membership should do so in writing Greater Pocatello Association of REALTORS®.

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Staff will return to the office on Monday, June 15th. Members and the public will be allowed in the building Monday, June 29th. This schedule is based on Governor Little's Rebound Idaho Plan, those dates are based on the Covid-19 numbers in Idaho and are subject to change. Hopefully not!

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Idaho Real Estate Commission Meeting in our back yard!!

~~Tuesday, May 19th at 8:30 a.m.~~

This meeting is postponed until August! Stay tuned.

AmericInn, Rexburg BYUI

1098 Golden Beauty Drive, Rexburg

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## May General Association Meeting Winners

Prizes were won by the following:

GPAR \$50 Affiliate Prize—

Guzman Insurance REALTOR® \$100 Drawing—

\$50 Revolving REALTOR® Drawing valued at \$200 —

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## MLS MESSAGE BOARD

### FNIS Paragon Tech Support Numbers

I-877-MLS HELP (I-877-657-4357)

I-877-HELP MLS (I-877-435-7657)

<http://pocatello.fnismls.com/ParagonLS/Default.mvc/Login>

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### May MLS Stats

Single Family, Condo, Twin Homes

May 1, 2020—May 31, 2020

74 Listings Sold

Average Days on Market: 56

Median Sales Price: \$200,600

Average Sales Price: \$228,053

### April MLS Stats

Single Family, Condo, Twin Homes

April 1, 2020—April 30, 2020

104 Listings Sold

Average Days on Market: 59

Median Sales Price: \$200,000

Average Sales Price: \$226,935

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## EDUCATION CORNER



### UPCOMING EDUCATION:

A complete list of Continuing Education courses and registration information is available inside the MLS Documents folder inside Paragon.

- ♦ 10/20 CRS Creating Listing Abundance, Chubbuck

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## Important Dates to Remember

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### Idaho REALTOR® Business Conference

October 5-10, 2020

Coeur d'Alene, Idaho

[www.idahorealtors.com](http://www.idahorealtors.com)

### National REALTOR® Conference & Expo

November 13-16, 2020

New Orleans, LA

REGISTRATION PENDING



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**News from the NAR:**

## Pending Home Sales Slump 21.8% in April

April's decline could be lowest point as Chief Economist expects market bounce back soon.

WASHINGTON (May 28, 2020) – Brought on by the coronavirus pandemic, pending home sales decreased in April, making two straight months of declines, according to the National Association of Realtors®. Every major region experienced a drop in month-over-month contract activity and a decline in year-over-year pending home sales transactions. The Pending Home Sales Index (PHSI),\* [www.nar.realtor/pending-home-sales](http://www.nar.realtor/pending-home-sales), a forward-looking indicator of home sales based on contract signings, fell 21.8% to 69.0 in April. Year-over-year, contract signings shrank 33.8%. An index of 100 is equal to the level of contract activity in 2001.

"With nearly all states under stay-at-home orders in April, it is no surprise to see the markedly reduced activity in signing contracts for home purchases," said Lawrence Yun, NAR's chief economist.

The latest pending home sales numbers reveal the greatest decline since NAR began tracking such transactions in January 2001. However, Yun expects that April will be the lowest point for pending contracts, and the month of May, consequently, will be the lowest point for closed sales.

"While coronavirus mitigation efforts have disrupted contract signings, the real estate industry is 'hot' in affordable price points with the wide prevalence of bidding wars for the limited inventory," he said. "In the coming months, buying activity will rise as states reopen and more consumers feel comfortable about homebuying in the midst of the social distancing measures."

A sign that buyers' comfortability may be growing is seen in NAR's most recent [Flash Survey](#), as 34% of Realtors® reported successfully completing nearly all aspects of transactions while adhering to social distancing procedures.

Pointing to [data from realtor.com](http://data.from.realtor.com)®, Yun says new listings were up in April 2020 from one year ago in 34 metro areas, including Virginia Beach, Va., Sioux Falls, S.D., Odessa, Texas, Summerville, Ga., and Las Cruces, N.M.

"Given the surprising resiliency of the housing market in the midst of the pandemic, the outlook for the remainder of the year has been upgraded for both home sales and prices, with home sales to decline by only 11% in 2020 with the median home price projected to increase by 4%," Yun said. "In the prior forecast, sales were expected to fall by 15% and there was no increase in home price."

Although each of the four indices is down on a month-over-month basis, an encouraging development is that the rates of declines are lower in the Midwest, South and West, compared to the drops seen in March 2020.

The Northeast PHSI sank 48.2% to 42.6 in April, 52.6% lower than a year ago. In the Midwest, the index dropped 15.9% to 72.0 last month, down 26.0% from April 2019.

Pending home sales in the South fell 15.4% to an index of 87.6 in April, a 29.6% decrease from April 2019. The index in the West slipped 20.0% in April 2020 to 57.1, down 37.2% from a year ago.

\*The Pending Home Sales Index is a leading indicator for the housing sector, based on pending sales of existing homes. A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing. The index is based on a large national sample, typically representing about 20% of transactions for existing-home sales. In developing the model for the index, it was demonstrated that the level of monthly sales contract activity parallels the level of closed existing-home sales in the following two months. An index of 100 is equal to the average level of contract activity during 2001, which was the first year to be examined. By coincidence, the volume of existing-home sales in 2001 fell within the range of 5.0 to 5.5 million, which is considered