



# e-Professional Edge

A Publication of the Winston-Salem Regional Association of REALTORS®

**Inside this issue:**

APRIL 2002

From the President's Desk by George Munford	1
Government Affairs by Chuck Folds	2
Board of Directors Report	3
Comings & Goings	
Mystery Member	3
NAR/NCAR News	4
SCAN Golf Tournament June 20th	
Membership Dinner <b>Special Program</b> "People of the Planet"	5
Supra Key Boxes	6
2002 Sponsor Club	6
Sweet Success At The Easter Egg Hunt	7
April Fair Housing ONE AMERICA	8
April Birthdays	9

## From the President's Desk

By George Munford



April is an extremely busy and important month for all Realtors. In addition to the duties of spring brokerage work, members need to remember that April is Fair Housing Month and also commemorates American Home Week, April 7-13, 2002.

A nation must guarantee equal rights for all its people. Our country is a nation committed to equal rights and equal opportunity and those rights and opportunities apply in the housing arena also. The problem is that home ownership in our country isn't equal today. Homeownership in the U.S. is the highest it has ever been - 68% of all households own their home. However, less than half of African-American households, 48.1% are homeowners; approximately 48.8% of Hispanics and 53.2% of other minorities own homes. Our national association has become a building partner with Habitat for Humanity to the extent that a habitat house will be built annually in each

city that hosts our national convention. Locally, we have a long track record of involvement with Habitat and other such organizations. We have representatives on the "New Horizons Fair Housing Committee" which is a committee that works with the Human Relations Commission on housing issues. This year will be the second year that we have partnered with the City's Human Relations Department in sponsoring a "Kick-Off" of April Fair Housing Month at our offices. The Association's Executive Vice President, Jo Caubre is a member of the Home Ownership Advisory Board. Many of our members have assisted minorities in attaining the American dream, but we have to do more!

The purpose of American Home Week is to remind citizens of their constitutional freedom to own private property and to remind Realtors of their rights and responsibilities to work together in creating a positive community in which to live and work. It is generally second nature for us to lead the way in neighborhood involvement, volunteerism, and in giving back something to the community where we make a living. Increasing America's ownership base is

*(Continued on page 2)*

not only good for families but also for the economy and community as well. Homeowners put down roots, they participate in community affairs and local government, and they vote. Owning a home gives people a greater reason to care.

As you go your way showing property this month please consider these points as you help your customers become owners of a piece of America! Happy Selling!

## Governmental Affairs Report

By Chuck Folds

### Sales Tax on Services:

This year, more than ever, funding options for municipalities and counties will be proposed at the legislature as well as additional taxes. One that we should be aware of (along with the usual impact fees and transfer taxes) that affects our industry and customers is a sales tax on services. Currently in NC, services are not taxed unless there is a specific imposition of the tax, which has been imposed on a limited number of services. With respect to taxation of business services and personal services, there are many problems including the disadvantage placed on small and new businesses not able to perform these functions in house, multiple taxation of business services when they are used to generate additional goods, and of course the direct costs to the consumer. We will be monitoring these and other proposed funding methods closely at the state and local level.

### Legislative Days:

During the next few months, you will have two great opportunities to meet with the people who represent you in the state and federal governments. NCAR Congressional Hill Visits will take place May 15 and 16 in Washington, D.C., and NCAR's annual Legislative Day will be June 12 in Raleigh. Mark your calendar now and make plans to attend these two very important grassroots lobbying events. More details will be available soon.

### Street Standards:

Initiated by a request from Kernersville, Forsyth County is proposing a set of minimum street standards for the unincorporated areas of the county that are within the Legacy Future Growth Areas. The logic being, if the goal is to eventually annex these parts of the county then the streets need to be built to the standards of the municipalities, which exceed the state minimum standards. A recent meeting, which comes after several prior meetings with interested parties, now has a draft

proposal. It includes requirements for curb and gutter, street thickness, and sidewalks that exceed the current standards for these areas. There are, however, some reductions in street widths.

A primary concern that arose during this meeting was who will own and maintain sidewalks until a municipality annexes the streets. This is a problem because NCDOT has made it clear that they will not adopt maintenance of these items.

### Clemmons- Future Development Recommendations:

A committee charged with making recommendations to the village council has proposed changes to the development guide for decision makers to follow concerning future development. The areas of main concern were commercial areas along Peace Haven Rd, Lewisville-Clemmons Rd, and I-40. The guidelines include architectural design, landscaping, and sidewalk recommendations. Of particular note is a recommendation for open space dedication in subdivisions, which always raises concerns of the impact on housing affordability.

### GAO Study of Appraisal Industry:

As reported the week of March 18, Senators Sarbanes (D-MD) and Miller (D-GA) sent a letter to the General Accounting Office (GAO) requesting that they assess the effectiveness of the state and federal appraisal systems as set forth in Title XI of FIERRA which was enacted in 1989.

This week, staff from NAR, the Appraisal Institute and the American Society of Appraisers met with the Senator's staff to begin preliminary discussions about the concerns that we have regarding the regulatory oversight of the appraisal industry. The Hill staff indicated that it was their expectation that GAO will contact the industry as they proceed with their study.

# Board of Directors Report:

## Below are highlights of the March Board of Directors meeting:

- ◆ Approved the resignation of 6 members
- ◆ Approved the transfer of 1 member from another Board
- ◆ Heard a report from the GAD about requesting Issues Mobilization funds to do a study of the number of school-aged children in existing and new housing
- ◆ Heard a report from the Secretary-Treasurer regarding the status of a CD that had matured
- ◆ Discussed the Supra key conversion and authorized the President to sign a contract for the best possible terms that could be worked out
- ◆ Approved a \$700 budget for a past president’s luncheon
- ◆ Asked the President to appoint a task force to come up with nominations for the NCAR REALTOR-of-the-Year award
- ◆ Voted to endorse Ted Kelly as a NAR Director
- ◆ Approved a motion to look into establishing a charitable foundation

## Comings & Goings:

### Reinstated Membership:

Dave Roberts (transferred from the Lexington Board)

### Sorry to See You Go:

Philip Brown (The Meridian Realty Group)  
 Jack Parsons (Coldwell Banker Triad)  
 Robin Pope (Re/Max Hallmark)  
 Robin Sanders (King’s Kid Realty)  
 Roger Stockton (Stockton Commercial Realty)  
 Susan Woody (Coldwell Banker Triad)

### On the Move:

Debbie Harrison (Keller Williams Realty)  
 Sandra Hedrick (Prudential Carolinas Realty)  
 Nora Kirkman (Re/Max Hallmark Realty)  
 Karen Maready (Prudential Carolinas Realty)  
 Jean Middleswarth (Omni Real Estate)  
 Jo Shaw (Re/Max Hallmark Realty)

Guess the member by replying to this email- Mystery member & names of those who guessed correctly will be revealed in next issue- Good luck!

## April’s Mystery Member

- ⇒ THIS PERSON IS AN OWNER /BROKER OF HIS OWN COMPANY
- ⇒ JUST GOT NEW OFFICE SPACE BEHIND DAVIE JEWELERS
- ⇒ WORKS WITH HIS WIFE
- ⇒ HAS 2 CHILDREN, ASHTON & LEWIS
- ⇒ IS A SELF-TAUGHT TECHNOLOGY BUFF
- ⇒ SUCCESSFULLY SUED THE STATE OF TEXAS
- ⇒ ADOPTED A BEAGLE FROM THE POUND THE DAY BEFORE HIS TIME WAS UP & NAME D IT “LUCKY”
- ⇒ ATTAINED THE PROFESSIONAL DESIGNATION OF CCIM- CERTIFIED COMMERCIAL INVESTMENT MEMBER
- ⇒ KEYS TO SUCCESS= FINDING A NICHE AND FOCUSING ON IT,SURROUNDING SELF WITH SUPPORT TEAM, CONTINUING ED,KEEPING THIS JOB IN PRESPECTIVE.
- ⇒ HAS BEEN A MEMBER FOR 5 YEARS AND A RELATOR FOR 12

# NCAR /NAR NEWS

Sales of existing homes in North Carolina continued the strong pace set in January and significantly outpaced sales from the same time period last year. According to statistics compiled by NCAR, 5,016 residential units were sold in February, a 14 percent increase over the 4,393 units sold in February 2001 and a three-percent increase over January's sales. Total sales dollars increased by 14 percent over the previous year to \$866,514,187. The average sales price for existing homes sold in February was \$172,750. On the national front, existing home sales slipped from the record pace in January, but remain at the second-highest level ever recorded. According to the National Association of REALTORS), home resales edged down 2.8 percent in February to a seasonally adjusted annual rate of 5.88 million units. For detailed information, visit the Market Statistics area of NCAR's Web site at [www.ncrealtors.org](http://www.ncrealtors.org).

Legislative day on Wednesday, June 12. More than 300 attended last year's event and NCAR needs the same level of enthusiasm this year in order for Legislative day to be effective. Make your plans now to attend! NCAR will pay the cost of renting a van for groups who plan to travel together. If you plan to drive, you can avoid Raleigh parking difficulties by leaving your car at the Embassy suites in Cary. NCAR will have buses waiting at the hotel. to drive you to the festivities.

## How's your Swing? SCAN GOLF TOURNAMENT JUNE 20,2002



We are at it again! The date has been set for our 12<sup>th</sup> annual Tee Off for child abuse golf tournament. On June 20<sup>th</sup> we will eat, drink and play golf to help raise money for the prevention of child abuse at the championship course at Tanglewood. Our goal this year is \$20,000. Last year we raised \$14,000.00 for SCAN (Stop Child Abuse Now) and with your participation, we will surely reach our new goal.

**WE NEED YOUR HELP!!!** This is such a great cause and we are really expecting a great turnout for this year's event. Everyone please spread the word by sharing flyers and sponsorship forms with your husbands, wives and loved ones. Ever dollar counts towards making a difference. Your brokers have received collateral material in their April billing about the event including tournament registration forms and sponsorship information. We will be providing you with updates, but please call Stephanie at 768-5560 or email her at [stephanieh@wsrar.com](mailto:stephanieh@wsrar.com) with any questions you may have.

**REALTOR® MEMBERSHIP MEETING**  
*Sponsored by the Equal Opportunity Committee*  
**NEW TIME FOR SPECIAL PROGRAM: 6:30 P.M.**

**Program:** A NIGHT OF CULTURAL DIVERSITY  
**Guest Performance:** "People of the Planet" directed by Patrice Walcot  
**Date:** April 16, 2002  
**Time:** 6:30 p.m.  
**Place:** Benton Convention Center  
**Cost:** WSRAR Members - No Charge  
Guests - \$20.00

**PLEASE RSVP SO WE CAN INCLUDE YOU IN OUR COUNT TO THE CATERERS,  
AND WE WILL HAVE A NAME BADGE FOR YOU**

**REQUIRED BY APRIL 8<sup>TH</sup> AT 5:00 P.M.**  
RESPOND BY FAX 768-7295 or email [nancy@wsrar.com](mailto:nancy@wsrar.com)  
CANCELLATIONS NEED TO BE RECEIVED BY APRIL 11<sup>H</sup>

*A SPECIAL DOOR PRIZE WILL BE GIVEN AT OUR APRIL MEETING. MUST BE PRESENT TO WIN!!!!*



# The SUPRA Key box Situation

By George Munford

On March 19, 2002 our Association accepted the offer from Supra for our members to pay key box access charges of \$6 a month for the first year, \$8 a month for the second year, and \$10 a month for years 3 through 6 of a 6-year contract. This works out to be an average of \$9 per month over the life of the contract as opposed to Supra's original offer of \$10 a month for the full 6 years. This will, at least, save all of our agents \$72 of future charges.

After 2-3 months of research and haggling, this was the best "deal" we could obtain. Please read on for further information about the actual conversion. An appointment schedule is being emailed to all key holders.

**The Winston-Salem Association of REALTORS® and**  
**invite you to attend their**



## ***2002 Key Conversion***

### **WHERE :**

M.C. Benton, Jr Convention & Civic Center  
located at 301 West Fifth Street Winston-Salem.

### **WHEN :**

On April 23rd, 24th & 25<sup>th</sup>, 2002.

**To offer all active members in good standing with the Winston-Salem Association of REALTORS, the benefit of the newest technology in a networked electronic key.**

**We encourage you to visit our web site to learn more about the two keys and which best suits your needs, and to view an example of the Lease agreement that is available.**

Visit the site at [www.supraekey.com](http://www.supraekey.com) select Key Exchange, then Winston-Salem Association of REALTORS®.

# Easter Egg Hunt At The Children's Center Was Sweet Success



## What a way to spend the day!!

April 2, 2002 was the annual Easter Egg Hunt at the Children's Center for the Physically Handicapped. The WSRAR sponsored this event drawing over 15 volunteers and 100 students to participate. Children young and old searched high and low for Easter eggs filled with chocolate and jelly beans. The weather was ideal for an outside hunt. Children also spent time with the Easter bunny, eating ice cream and posing for pictures. The fire and police department also joined in the fun as the school's students received tours of the fire truck and got friendly with Ricky the K-9 dog. It couldn't be determined who enjoyed themselves more the student or the volunteers as fun was definitely had by all. A very special thanks to Beth Potts of Piedmont Natural Gas, Ginger McCullom and this year's Easter bunny Julie Poplin both of Graham & Boles and to all the volunteers who helped in the day's activities. We hope that you will join us again next year.



# ONE AMERICA PRINCIPLES

Dr. Martin Luther King, Jr. left us a legacy which reminds us that in a multiracial, multicultural society no group can make it alone. We must become one America. Housing play a decisive role in the achievement of One America, and home ownership remains at the center of the American dream.

I welcome you and want to do business with you.

I will base my decision and opinions of you on who your are, not on any preconceived stereotypes or ingrained value judgements.

I subscribe to the federal Fair Housing Act and its principles.

I embrace and celebrate the strength that diversity brings to our communities and our nation.

I will help you find opportunities to buy the home you choose.

I will market homeownership to the public and reach out to people who may not know that homeownership is a real option.

I will make sure you know there is a full range of housing voices available to you and encourage you to consider all communities and neighborhoods.

I will make every effort so that we can communicate with each other. If we do not share a common language, I will work with you to find someone who can interpret.

I have incorporated these principles in my daily operation and my overall business plan. I would be proud to share it with you.

I am here to help you meet your real estate needs, because you are the reason I am in business.

Please let me know about any cultural or special needs that you have so that our business relationship will be comfortable and successful.

## WSRAR & The City Celebrate April Fair Housing Month Locally with a Kick-Off Luncheon

On Wednesday April 3, 2002 WSRAR partnered with the City's Human Relations department in hosting this year's April fair Housing kickoff Luncheon. Our luncheon program commemorated the 32nd anniversary of the enactment of the federal fair housing law. The month of April is used to raise public awareness of the basic principles of fair housing through events and activities throughout the city. These programs not only inform citizens about the rights of homeownership but focus on the principle that housing must not be denied on the basis of race, color, national origin, gender, religion, handicap or familial status. The speakers at the luncheon discussed these principals and rights. Robert Elliot, Chairman of the Winston-Salem Human Relations Commission welcomed attendees. Mayor Allen Joines read the Proclamation and preformed the ribbon cutting ceremony. Robert Elliot introduced the staff of the Human Relations department and the Commissioners. Jackie Copeland Chairman of the New Horizons Fair Housing Committee was introduced and remarked on the month's event. George Munford WSRAR President, remarked on the importance of REALTORS® to abide by and educate others on the principles of fair housing and Charles Freeman immediate Past -President of WSRAR offered WSRAR's assistance to the city in implementing fair housing awareness and laws. Wanda Allen-Abraha, Director of the Winston-Salem Human Relations Department closed the program and lunch was served.



# APRIL BIRTHDAYS

- |           |  |           |  |
|-----------|--|-----------|--|
| <b>1</b>  | Louis B. Baldwin Jr. GRI<br>Kirsten E. Oakes   | <b>16</b> | Nancy Hoover<br>Brenda G. France   |
| <b>2</b>  | William A. Rodda<br>Dan J. Patterson<br>Ava H. Blount  | <b>17</b> | Ginger B. McCollum GRI CRS<br>CRB<br>Kimberly Mathews                            |
| <b>3</b>  | Billy R. Fritts  | <b>18</b> | Kay K. Pinnix GRI<br>Cheri Hill  |
| <b>4</b>  | Robert L. Carson GRI<br>Earl Creason<br>Mary C. Dolesh<br>Chris J. Chapman CCIM<br>Randy Honeycutt<br>Phillip Rector | <b>19</b> | Nora E. Kirkman  |
| <b>5</b>  | Garry L. Merritt<br>A. Kent Masich MAI   | <b>20</b> | Sharron B. Shaw GRI CRS<br>William Downey<br>Keith Lawson GRI                    |
| <b>6</b>  | Rick Crowder GRI CRS<br>Robin Weant  | <b>21</b> | Patricia T. Jones  |
| <b>8</b>  | John F. Lynch  | <b>22</b> | Michele D. Johnston ABR  |
| <b>9</b>  | Darla Mullican<br>P. Gregory Wilson CCIM   | <b>24</b> | Bill Russell<br>Darlene R. Vale<br>Michael J. Jones                              |
| <b>10</b> | Ron Rosenberg  | <b>25</b> | Jim Hutchins   |
| <b>11</b> | Jerri M. Banner ABR  | <b>26</b> | Joe Hooker<br>David H. Daniel ABR  |
| <b>12</b> | Jerry R. Nave<br>Fred W. Bowen   | <b>27</b> | June Dinkins<br>Mary J. Brunt<br>Charles J. Jones Jr.                            |
| <b>13</b> | Gordon Pfefferkorn<br>Sandee Lawless GRI CRS<br>ABR<br>Paul McGill GRI<br>Melinda D. Leonard GRI                     | <b>28</b> | William N. Shore GRI<br>Lynn Ray CRS ABR<br>Kathy Hustus<br>Chris D. Groce       |
| <b>14</b> | Romie Lee Flynn<br>Linda Nossar  | <b>29</b> | Ron Creasy<br>Carol K. Whicker GRI CRS<br>April Strader Bullin<br>Greta Frye GRI |
| <b>15</b> | Kathy D. Clark GRI CRB<br>Renee Stephen<br>Deborah R. Swift GRI CRS  | <b>30</b> | Margie W. Cashion GRI<br>Richard E. Maxey Jr. CPM                                |