

# e-Professional Edge

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

March 2005

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## From Your President's Desk

Paul McGill

CHANGE! It is Tuesday night, February 22 and I have just returned from a wonderful evening at Winston Salem State University's beautiful Cleon Thompson Center. It was a community celebration dinner in honor of the successful recruitment of Dell to Winston Salem. Don Flow, Mayor Allen Joines, Commissioner Gloria Whisenhunt, and top representatives of Dell spoke and the City Council, County Commissioners, State Senators, House Representative Virginia Foxx and many others attended to toast the company and its partnership with our area.

Change is coming and it is good; we're getting the long needed diversity of jobs and vocations in our community as we continue to change from the tobacco and textile days of the past into the bio tech and tech businesses of the future. This week, *Fortune Magazine* named Dell "America's #1 Most Admired Company"! They have just come to Winston Salem and it took a lot of teamwork and the combined efforts of many people in Winston Salem, the region, the state and nationally to get them here! This week's cover of *Fortune Magazine* read, "Dude, DELL'S # 1". Now their company is in Winston Salem. It was interesting. Tonight, an employee of Dell was seated at each table. The new Personnel Director for the Winston-Salem facility was at my table. We asked if she had moved here yet, and she had bought a house and would be moving soon. Where we asked? She had bought in High Point! Well you know what we wanted to say at that point, but we didn't! Why there we asked? And here is the interesting answer; again I think it is a change from past reasons for most people, who want to be near good schools or churches or work. In her high stress job she wanted very much to be near a good health club and she found that club in High Point and bought a house very close by it! A good health club proximity determined where this new buyer in our market purchased her home. Regionalism lives. Change.

Changes are happening in the way the North Carolina Real Estate Commission is going to categorize our Real Estate Licenses in the future. Did you know that the Real Estate Commission is proposing legislation in the 2005 General Assembly that would revise the requirements for a broker to serve as a broker in charge, establish a "broker only" licensing program, revise the requirements for future licensees, and increase and expand the continuing education per student fee. You can get the whole scoop by logging onto [www.ncrec.state.nc.us](http://www.ncrec.state.nc.us)

Good news. David Lereah, NAR's Chief Economist says economic conditions this year will be similar to economic conditions in 2004. He forecast home sales to decline two percent to a total of 6.54 million in 2005 from a record of 6.68 million last year. The medium new home price is forecast to raise 6% in 2005 to \$232,100. And locally we have stats for Forsyth, Stokes, Davie, and Davidson Counties thru Tempo, along with Interrealty, which you will find in this issue. Please look these over, they are quite interesting and just confirm the positive changes in the area that are helping our unit sales and price increases.

And ending on change, please join us for our monthly Dinner Meeting, March 15, 2005 at OLD SALEM for our continuing journey this year into the "Treasures" of the WSRAR Region! We are going to dine in the 21 century Old Salem Visitors Center and hear one of our members, Jim Salzwedel, play the wonderfully restored 205 year old Tannenberg Organ (built 1799-1800 stored in 1910, restored over a number of years and then put in new Visitors Center in 2003). We will also hear a presentation from a senior Old Salem Staff member on the exciting and wonderful events going on in the marvelously restored Town of Salem. Old Salem is a living historic town, the third and central town of the original 98,000 acre tract named Wachovia. Salem construction was started in 1766 and the non-profit organization named Old Salem began its work in earnest in 1950. How fortunate we are to have had visionaries help save a big part of our history!



## Jo Caubre', RCE, e-PRO Executive Vice President

Affordable Housing Key Issue for NCAR

Homes 4NC

The North Carolina Association of REALTORS® established in 2004 the Housing Opportunity Foundation, Homes 4NC, to promote safe, decent, affordable housing for all in North Carolina. Why is affordable housing an issue? It requires an income of \$39,000 to qualify for a median priced home in the Triad area; however, many police officers, licensed nurses, and school teachers' salaries fall below this amount.

Homes4NC is controlled by a Board of Directors made up of volunteers from the real estate industry and other state-wide representatives. I am pleased to serve on this Board and was appointed to the original Task Force that investigated the feasibility of a Housing Opportunity Foundation. Other state associations, including Maine and Colorado, have very successful programs where interest on trust accounts was collected and donated to nonprofit and public agencies that help low to moderate income families with housing needs.

Homes4NC has been successful in getting this program started in NC. When a buyer gives earnest money to purchase a house, a REALTOR® deposits this in an interest-bearing account. The interest earned on these accounts is donated by REALTORS® to Homes4NC. The accrued interest collected, coupled with other fund raisers, generates funds that are available for grants to nonprofit agencies that provide direct services to North Carolinians.

Another way for REALTORS® across the state to show their support for affordable housing is to purchase the Homes4NC license plate. The regular Homes4NC license plate fee is \$30. You can order a personalized plate for \$60. Three hundred applications are needed to initiate the issuance of Homes4NC license plates. This is a great way for a REALTOR® to let the public know that they are endorsing the NCAR Housing Opportunity Foundation.

Homes4NC helps the homeless, victims of domestic violence, first-time homebuyers, families threatened with eviction or losing their homes, victims of natural disasters, and more. Only housing related organizations are eligible for funding, and they must be based in North Carolina with a 501(c) (3) status.

The NCAR Housing Opportunity Foundation "provides housing opportunities that change lives." For further information contact Pam White, Director at [pwhite@ncrealtors.org](mailto:pwhite@ncrealtors.org) or [www.Homes4NC.org](http://www.Homes4NC.org).





## Governmental Affairs Report

### March 2005

#### ISSUES UPDATE

##### **Tree Save/Street Trees**

It has been an extremely busy first quarter. In January, the Planning Board reviewed the Tree Save/Street Trees proposal. By a vote of 7-2, the Board voted to recommend that the elected bodies "Deny" the ordinance. It is not yet known how the City Council and County Commissions will handle this issue. It is anticipated to be resolved some time in March. The Home Builders and the REALTORS Associations have worked hard to make sure that the ordinance, as presented, is acceptable to both Associations if implemented as drafted.

##### **Inspection Positions**

The Inspections office has requested two additional inspectors, one to handle erosion control and the other to be a mechanical inspector. It is believed that the positions could be added as soon as possible with no additional funding needed for the remainder of this fiscal year. On an ongoing basis, the additional salaries would be covered by an increase in fees. This proposal is a continuation of the agreement made between the Home Builders, REALTORS and the Inspections Section in early 2004 that additional fees would be acceptable if services were enhanced. These two positions will certainly help speed up plan review and the permitting process.

##### **Impact Fees**

Davidson County has raised the issue of charging an impact fee of \$1500 on all new residential construction of more than five units. The rationale is that new subdivisions that would lead to a need for more public schools need financial support to meet the need. While there is currently no written proposal to review, it is not too early for members to express their concern to the Davidson County Commission that this is not a wise, or fair, route to take. The legislature has not given Davidson County fee authority for this type of fee. It is hoped that the Commission will recognize this fact and not pursue this source of funding. A task force of concerned citizens is being put together to review this issue with the Commission. The Joint Office of Governmental Affairs will participate in this discussion and keep the membership posted on any developments.

##### **Winston-Salem/Forsyth County Planning Board**

Three seats on the City/County Planning Board are up for appointment this year. Two of the seats are for City appointment and one for County appointment. Paul Mullican, who has provided excellent service to this board for the past four years, has been re-appointed by the County Commission, and is expected to be affirmed by the City Council at their next meeting. Mr. Mullican has been a very active citizen in home builder and real estate issues and is to be applauded for his willingness to serve the community for another four years. I am sure each of the members of HBAWS and WSRAR join me in congratulating Paul on his reappointment!

##### **DID YOU KNOW?**

2004 was an all time record for new home starts and existing home sales in the US. All indications were that this torrid pace would have to slow in 2005, especially with interest rates beginning to rise. However, initial numbers in January of 2005 show that new home starts were at a 20 year high and that pace is not expected to diminish much over the rest of the year! It looks to be another good (and VERY busy) year for Home Builders and REALTORS!

# March Membership Meeting

**MARCH 15, 2005**

**5:45 PM– Social**  
**6:15 PM– Dinner**  
**6:45 PM– Program**

Free to Members  
Guest: \$20.00

Visitor's Center  
in Old Salem



**PROGRAM: REDISCOVER OLD SALEM**

**RSVP by March 7, 2005**

**FAX: 336-768-7295**

**OR EMAIL: [wsrar@wsrar.com](mailto:wsrar@wsrar.com)**

**CANCELLATIONS needed by March 11, 2005**

**FOR DIRECTIONS:**

**<http://www.oldsalem.org/visit/location.htm>**

*Diamond Sponsors*

**THANK YOU!**



## End of Year Housing Statistics

Housing sales this past year were strong in the WSRAR market and throughout our state and country. The number of residential sales in Forsyth, Stokes, Davie, and Davidson counties was **7,739** this past year, compared to 6,653 in 2003. The average list price in 2003 was \$157,511 and that increased to **\$164,483** for 2004. The average closed price also increased – for 2004 it was **\$160,683**, up from \$153,452 in 2003. The average days on market dropped slightly to **109** for this past year compared to 117 in 2003. *(statistics derived from Tempo data)*

Interealty reported new residential listings input into Tempo through WSRAR increased **31%** from 2003; a total of **10,506** new listings were entered last year.

There was positive news across the state concerning home sales. In 2003, 92,523 homes were sold in North Carolina. This number increased **21%** to **112,188** sales in 2004. The average sold price jumped to **\$193,817** – a **4%** increase over 2003's average price of \$184,606.

NAR reported increases in sales and closed prices across the country in 2004. This past year, approximately **6,675,000** homes were sold, a **9.4%** increase over 2003. In 2004 the average sold price was **\$184,100** - **8.3%** higher than 2003.

NAR President Al Mansell, CEO of Coldwell Banker Residential Brokerage in Salt Lake City, said the United States is in a long-term housing expansion. "The reason we keep setting annual records for home sales is that we continue to experience the right combination of factors necessary for strong activity, led by low interest rates," he said. "Mortgage interest rates have continued to defy expectations and are lower than anticipated. Low interest rates continue to offer opportunities to first-time buyers – a huge potential market given the generational bulge and who believe that housing is a good investment. They provide a ready market for existing owners wishing to make a trade, so there is strong demand in every sector of the housing market."

## 2005 Housing Forecast

RISMEDIA, Feb. 9 – Home sales will be down from the high-water marks set in 2004 but are expected see the second-best year on record in 2005, according to the National Association of Realtors®.

Existing-home sales are forecast to decline 2.0 percent to a total of 6.54 million\* in 2005 from a record 6.68 million last year. New-home sales are projected at 1.11 million this year, down 6.2 percent from a record 1.18 million in 2004. Housing starts are seen at 1.92 million units this year, a decline of 1.8 percent from 1.95 million 2004, which was the highest level of housing construction since 1978.

David Lereah, NAR's chief economist, said economic conditions this year will be similar to 2004. "Even with a growing economy and improving job market, inflation should stay tame with only modest upward pressure on interest rates," he said. "The relationship between mortgage interest rates, family income and home prices will remain favorable for home buyers in most of the country."

Lereah forecasts the 30-year fixed-rate mortgage to rise modestly to 6.3 percent by the end of the year, and average 6.0 for all of 2005 compared with an average rate of 5.8 percent in 2004.

The national median existing-home price should increase 5.0 percent in 2005, with the annual price expected at \$193,300. The median new-home price is forecast to rise 6.0 percent in 2005 to \$232,100. By contrast, appreciation rates in 2004 were 8.3 percent for existing homes and 12.3 percent for new homes.

"This slowing in the rate of home-price appreciation will be welcome news for home buyers, yet the market remains favorable for home sellers because housing inventory levels are tight," Lereah said. "The home price gains expected this year will remain above the high end for historic norms, which are 1 to 2 percentage points higher than the overall rate of inflation."

Inflation will remain modest with the Consumer Price Index rising 2.5 percent this year. The U.S. gross domestic product is projected to grow by 3.9 percent in 2005, while the unemployment rate is forecast to decline to 5.0 percent by the third quarter.

Inflation-adjusted disposable personal income is seen to grow 3.9 percent this year, while the consumer confidence index should rise to 105 by the end of the year.

More detailed information about NAR's economic outlook, as well as other analysis of real estate industry statistics, can be found in the February issue of NAR's Real Estate Outlook: Market Trends and Insights. The publication may be purchased by calling 800/874-6500.

## ***2005 SPONSORS CLUB***

**Thank you very much to our 2005 sponsors. Because of their generosity, we are able to do wonderful events for our members. We could not do it without YOU!**

### **DIAMOND LEVEL**

Coldwell Banker Triad	\$2,000.00
Keller Williams Realty of W/S	\$2,000.00
RE/MAX Realty Consultants	\$2,000.00
Winston-Salem Journal	\$2,000.00
Prudential Carolinas Realty	\$2,000.00

### **RUBY LEVEL**

Branch Banking & Trust	\$1,000.00
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### **EMERALD LEVEL**

Alpha Mortgage Corp.	\$750.00
Countrywide Home Loans	\$750.00
Granite Mortgage	\$750.00
Piedmont Federal Savings/Loan	\$750.00
James Wooten Realty, Inc.	\$750.00
Mulvaney Homes	\$700.00

## SAPPHIRE LEVEL

Allegacy Federal Credit Union	\$500.00
Bank of America Mortgage	\$500.00
Kavanagh Homes	\$500.00
McGill Realty	\$500.00
Piedmont Natural Gas	\$500.00
Southern Community Bank	\$500.00
W/S Mortgage Bankers Assoc.	\$500.00
Wachovia Mortgage Corporation	

## CITRINE LEVEL

Cannon & Company, LLP	\$250.00
Charter One Mortgage	\$250.00
Distinctive Properties	\$250.00
DR Horton, Inc.	\$250.00
Home Real Estate Co.	\$250.00
Leonard-Ryden-Burr Real Estate	\$250.00
The Real Estate Book	\$250.00
Wells Fargo Home Mortgage, Inc	\$250.00
Wells,Jenkins, Lucas & Jenkins	\$250.00

## AMETHYST LEVEL

Home Sectors	\$100.00
McNeely Pest Control	\$100.00
Realty Courier Service, Inc.	\$100.00
W.H. Wilson Termite & Pest Service	\$100.00

### *Continuing Education Sponsors*

***Full Day-Mulvaney Homes & Professional Inspection Associates***

***Half Day-Wachovia Mortgage Corporation***

# February Membership Report

## Membership Changes

### New MLS Companies:

Buyer-Side Realty (Jim King, Broker)  
 Carolina Farm Credit (Danny Snider, Appraiser)  
 Carone Appraisal Service (Jay Carone, Appraiser)  
 Doug Cook Realty (P. Doug Cook, Broker)  
 Leading Edge, REALTORS® (Jack Ingle, Broker)  
 Mike Sonbert Realty (Mike Sonbert, Broker)  
 New Horizons Realty (Lory Wells, Broker)  
 R E Moore Realty (Richard Moore, Broker)

### Transfers:

James Allison (from Prudential Carolinas Realty to Re/Max Realty Consultants)  
 Grace Andronica (from Prudential Carolinas Realty to Leonard Ryden Burr Real Estate)  
 Kristen Bodford (from Premier Carolina Properties to Keller Williams)  
 Jim Bray (from C-21 Lohr Realty to Miller-Shaw, Inc.)  
 Therese Francin (from Weichert, REALTORS® to Re/Max Realty Consultants)  
 Kristi Idol (from Prudential Carolinas Realty to Re/Max Realty Consultants)  
 Mark Jacobs (from Prudential Carolinas Realty to Re/Max Realty Consultants)  
 Clement Little (from Prudential Carolinas Realty to Re/Max Realty Consultants)  
 Kim Strohacker (from C-21 Swicegood Wall McDaniel to Coldwell Banker Triad)  
 Rhea Witherspoon (from Prudential Carolinas Realty to Re/Max Realty Consultants)

### REALTORS® Transferring from Other Associations:

Linda Bray (Keller Williams Realty)  
 Jason Morgan (Keller Williams Realty)  
 James Wall (Keller Williams Realty)

### Resignations:

George Bell (George Bell, Broker)  
 Clifton Caviness (ASAP Appraisal)  
 Brenda Journey (Gable Mortgage Group)  
 Serge Kruczko (Coldwell Banker Triad)  
 David Lennon (Summit Real Estate)  
 Betsy Shepherd (Coldwell Banker Triad)  
 Ignacio Vasquez (Coldwell Banker Triad)  
 Victoria Wener (Coldwell Banker Triad)  
 Amelia Young (Coldwell Banker Triad)

### New Affiliate Members:

Hope Adkins (Salem Kitchen)  
 Cynthia Cornia (Real Estate Executive Magazine)  
 Natalie Dillard (Granite Mortgage)  
 Melanie Price (State Farm Insurance)

### Board of Directors Report:

Below are highlights of the February December Board of Directors meeting:

Approved eight new MLS company memberships

Approved four new Affiliate Members

Approved three REALTORS® transferring from other Associations

Approved the resignation of nine members

Heard a request from a member of the Community Service Committee who asked the Association to sponsor a tennis tournament to raise funds for Ronald McDonald House and Habitat but the Board decided not to participate due to previous commitments to other fundraising events

Heard from Pam White, Director of Housing Opportunity Foundation for the North Carolina Association of REALTORS®.

Heard a report from the Government Affairs Director on appointments to City/County positions

Heard reports from the division heads

Reviewed a signed agreement with the Surry County Board to provide administrative services for 2005

Heard that the North Carolina Real Estate Commission is seeking legislation to create broker-only licensing and to revise broker-in-charge requirements

Decided to join Downtown Winston-Salem Partnership

Voted to give \$200 to NAR for Habitat for Humanity International to construct homes in the areas hit by the Tsunami

Received a list of dates for NCAR Area Meetings and NCAR Professional Standards Programs

Approved a bid to update and repair the sign in the front yard at the Association office

Heard a report on 2005 Sponsor's Club contributions

## Membership Totals Report

(as of February 28, 2005)

REALTORS®	1137
Affiliates	97
Institute Affiliates	12
Public Service	2
Life Members	<u>29</u>
<b>TOTAL</b>	<b>1277</b>
Applied for Membership	55
Non-Member Licensees	181
MLS Participants	1488
RCA Participants	110
PMD Participants	30

Glenda McCormick has been named the Member Services Director for the Winston-Salem Regional Association of REALTORS®. She serves as the primary contact for member services and coordinates the activities of the Grievance, Professional Standards, and Membership Development Committees. She is responsible for overseeing the physical facility and working with vendors. She also supervises and directs the work of the front desk "Office Assistant".

Congratulations, Glenda!

Misty Couch is our new Office Assistant. Be sure to say hello to her when you visit the office!

# March Birthdays



- 1** Teresa A. Chalmers  
Debbie W. Emblar CRS  
Lad Landau  
John H. McPherson Jr. GRI ABR  
Susan H. Mickey  
Dinah Myers
- 2** Steven C. Fowler  
Barry C. Schline
- 3** Brian W. Creasy  
Doris Hohman  
Robin L. Lyerly  
Deborah D. Taylor  
Karen Wall  
L Wayne Yarbrough
- 4** Rosemary S. Butler  
Alan C. Gordon
- 5** Bill Crews  
Betty Hampton
- 6** Wendy S. Butler  
Marylee B. Hester
- 7** Ralph E. Cates  
Paula Robinson
- 8** Connie Angel GRI  
David R. Garner GRI  
Treva Huffstetler  
Gene Walker
- 9** Chuck Greene
- 10** Donna Barham  
Bobby G. Shanks  
Ted L. Spencer
- 11** Martha C. Abernethy GRI  
Richard D. Barnes  
Rebecca A. Brown  
Amanda K. Shore  
Stephen Stokes
- 12** Michael F. Adamson  
Ferrell Clay ABR  
Karen C. Myers  
Nancy Phelps CRS ABR
- 13** Donald G. Gerber  
Jan Harmon  
David Southern
- 14** George W. Boss
- 15** Heidi Carr  
Maryann Cinc  
Barbara H. Mendenhall GRI CRS
- 16** Lou Ann Lael  
Ann C. Rice  
Bobbie S. Roberts GRI  
Mustafa Shabazz
- 17** Karen S. Jones
- 18** Michael D. Carter  
Millard Hodge GRI  
Patricia Reynoso  
Layton C. Spencer
- 19** Peggy E. Boles  
Jeff Green  
John Thomas Stanfield
- 20** Lawrence E. Gordon  
Mehdi Kaussari  
Dee M. Parrish e-PRO  
Carol A. Ray ABR  
Chris Stonehouse  
Patti S. Sturdy GRI ABR  
Mary Ann Vescio  
Mike Zimmerman
- 21** Donald B. Williams
- 22** Victoria E. Frye GRI CRS ABR  
Anne T. Shore  
Phillip L. Wynne
- 23** James Bailey  
Erin M. Cunningham
- 24** Vicki S. Crutchfield  
Darline Grant  
Mike Hendrix  
Sylvia S. Jordan GRI  
Denise Lawrence  
Gail B. Pawlik ABR
- 25** Connie O. Kowalske GRI CRS ABR  
Leslie P. Porter CCIM
- 26** Nicola E. Cannon  
Suzanne L. Davis  
Neal C. Foster MAI  
Zana Murette  
Ann M. Roush
- 27** Virginia S. Hackley  
Butch Ray  
Greg L. White
- 28** Cynthia R. Dixon  
Ingrid A. Dunlap  
Terry Roberts  
Sam Swift GRI CRS  
Bradley Westphal
- 29** S. Kirk Bjorling  
Grant D. Clark  
Tom Kitchene  
John B. Lewis III
- 30** Caroline H. Batten  
Christopher Kelley  
Sandra E. Robertson  
Ron K. Warden
- 31** Katie L. Carter  
Sandra C. Hedrick  
Stephen L. Lawson

RPAC CONTRIBUTIONS \$1349.00 (as of 02/28/2005)

\$1000	
Paul McGill	
\$250	
Phil W. Johnson	
\$99	
John H. McPherson	

## **2005 Legislative & Regulatory Preview**

By: Stephanie Simpson & Rick Zechini

The North Carolina General Assembly kicked off the long session at noon on January 26, 2005. The North Carolina Association of REALTORS® Legislative & Regulatory staff will be monitoring the progress of thousands of bills and working directly with policy makers, testifying before legislative committees and keeping you informed about what is happening on the issues that impact your business. With little change after the November statewide elections, REALTORS® can expect a positive political climate on the most critical issues facing our industry. The following is a list of issues we expect to be on the table during the 2005 session.

### **DEFEND SCHOOL CALENDAR LEGISLATION**

Although NCAR had a huge victory with the passage of **HB 1464 (School Calendar Changes)** during the 2004 session, we are expecting the opponents to seek legislation in 2005 to weaken or repeal our hard fought efforts. In addition to possible legislation, the State Board of Education and the Department of Public Instruction will be implementing the basic parameters set out in HB 1464 for setting public school calendars across the state and establishing waivers and exemptions. The policies to determine which school systems qualify for exemptions and waivers are still being developed. NCAR will be closely monitoring their implementation and interpretations of the law very closely.

### **OPPOSE ANY HOUSING TAXES AND FEES**

The real estate industry will continue to be a prime target to generate revenue for the state and local governments. These taxes can be levied in many forms such as a transfer tax, an impact tax, or an impact fee. NCAR has been extremely successful in stopping these initiatives at the state level, but many local governments, who are frustrated by their lack of success at the General Assembly, may try to levy impact fees without legislative approval. The real estate industry must educate local officials to the devastating consequences that these fees and taxes have on homeownership. Legislators are also considering other revenue options that could hurt our industry such as expanding the sales tax in North Carolina to include professional services. This would have a significant impact on the real estate industry as virtually all real estate services involved in a home sale may be subjected to a sales tax.

### **SUPPORT APPROPRIATION TO THE HOUSING TRUST FUND**

NCAR has joined a coalition of pro-housing advocates that includes; the AJ Fletcher Foundation, NC Homebuilders, the NC Justice Center and the Low Income Housing Coalition, in seeking additional funding in 2005 for the North Carolina Housing Trust Fund. The Housing Trust Fund is North Carolina's only state-funded and state-designed resource for financing affordable housing and is managed by the N.C. Housing Finance Agency.

### **STORMWATER**

After successfully advocating for the invalidation of over-zealous state stormwater rules, NCAR along with the NC Home Builders Association was able to work out compromise stormwater legislation last legislative session. Many environmental groups, however, appear to be unsatisfied with the compromise and will likely be pushing for more stringent stormwater legislation.

### **LANDLORD TENANT ACT**

Low income housing advocates appear to be pursuing legislation amending the landlord tenant statutes, including changes that would place new requirements on landlords and limit their ability to charge administrative fees.

### **SEDIMENTATION**

The Department of Environment and Natural Resources is working on legislation to amend the Sedimentation Act, which is the Act that requires a permit for land disturbing activity and prescribes vegetated cover requirements. At this point it is unclear what changes the Department will be pursuing.

### **CHANGES TO THE VACATION RENTAL ACT**

The Real Estate Commission, upon the request of the North Carolina Vacation Rental Managers Association (VRMA), recently appointed the Vacation Rental Advisory Committee (Committee) to study issues associated with the Vacation Rental Act (Act). The Committee and the Commission both have recommended changes to the Act that will require legislation during the 2005 session.

### **INSURANCE**

Property casualty coverage is an underwriting requirement for conventional, government-assisted and commercial mortgages. Without insurance, lenders will not lend; without mortgages the great majority of sales transactions cannot be consummated. NCAR will continue to work with lawmakers, the NC Department of Insurance, insurance agents and insurance companies to make certain property and casualty insurance is available and affordable.

***(continued on page 15)***

(continued from page 14)

## **Regulatory Issues**

### **DO NOT CALL RULES**

Last year the Federal Trade Commission and the Federal Communications Commission amended their rules to create the Do Not Call Registry. The Do Not Call registry is a database that contains the telephone numbers of people who do not want to receive telephone sales solicitations. Individuals can register by telephone or the internet and telemarketers are required to consult the registry quarterly to make sure that they do not call any of the telephone numbers on the registry. These rules supercede all less restrictive state Do Not Call laws, thus undermining the efforts of NCAR to obtain legitimate exemptions under state law. NAR and NCAR have formally requested clarification from the FCC on how the rules will be applied to the real estate industry. NCAR has also developed a thorough website with detailed information on the Do Not Call Rules (<http://www.ncrealtors.org/legis/DoNotCallNewsletter.htm>).

### **DO NOT FAX RULES**

The FCC also adopted rules that require any person or entity sending an "unsolicited advertisement" by fax to first obtain the signed, written consent of the recipient. This change will not only affect REALTORS®, but will also restrict the ability of local boards to communicate with members, vendors, and sponsors. Thanks to the efforts of NCAR and NAR the FCC has twice stayed the effective date of the Do Not Fax Rules, which are now set to go into effect on July 1, 2005. In the meantime, NCAR and NAR are urging the passage of legislation that will allow businesses and associations to fax existing clients and members without written consent. See the NCAR website for a detailed explanation of the Do Not Fax Rules (<http://www.ncrealtors.org/legis/donotfax.htm>).

### **DO NOT E-MAIL LAW AND RULES**

Although the "CAN-SPAM Act of 2003" is designed to target deceptive, fraudulent, and pornographic commercial emails, the bill's provisions impact how REALTORS® and boards market their services. The Act imposes requirements on those who send commercial email. The FTC was also directed to study the idea of creating a Do Not E-Mail Registry and thankfully the FTC concluded that such a registry would be cumbersome and ineffective. Many of the questions regarding how the CAN-SPAM Act will impact the REALTOR® community will be answered when the FTC adopts regulations that interpret and implement the Act. NCAR and NAR remain actively involved in the development of these regulations. NAR has an excellent overview of the Act at [http://www.realtor.org/rohighlt.nsf/files/Anti-Spam%20Q&A.pdf/\\$FILE/Anti-Spam%20Q&A.pdf](http://www.realtor.org/rohighlt.nsf/files/Anti-Spam%20Q&A.pdf/$FILE/Anti-Spam%20Q&A.pdf).

### **METHAMPHETAMINE LAB CLEANUP RULES**

The Commission for Health Services will be adopting cleanup standards for property used for the manufacture of methamphetamine. These standards are being developed because the chemicals used in the production of methamphetamine are often toxic and residues left from production may result in adverse health effects for future residents of the property. NCAR and the Apartment Association of North Carolina have been sharing the real estate industry's concerns and perspectives with respect to these rules and are optimistic for a reasonable result.

### **COASTAL HABITAT PROTECTION PLAN**

The State is in the process of adopting a 500-plus page plan designed to protect North Carolina's coastal fisheries habitat. The plan could have far-reaching impacts on development, as the draft plan contains proposals such as increased buffers, more stringent impervious surface limits and even impact fee authority. NCAR is partnering with the NC Home Builders Association to bring about changes to the plan that will result in a balance between environmental interests and private property rights.

### **UTILITIES COMMISSION RULES ON TELECOMMUNICATION ACCESS**

The North Carolina Utilities Commission is in the process of regulating the contractual relationships that developers and building owners have with telecommunications companies. The Commission has been focused on the issue of whether these contracts should be able to limit the ability of telecommunications companies that are not parties to the contracts to deliver telecommunications services to tenants of the developments or buildings. After the Commission failed to consider the interests of the real estate community, NCAR assisted in amassing a coalition of state and national real estate groups to intervene in the process.

If you have any questions on these or other issues facing the real estate industry, please call the NCAR Legislative Office at 800-443-9956.

**WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®, INC. (SPONSOR #1037)**

**ALL COURSES ARE NC REAL ESTATE COMMISSION APPROVED FOR CONTINUING EDUCATION**

**2004-2005 Update and Elective Courses – 4 hours credit per course:**

Please *mark* the course(s) you wish to take:

DATE	COURSE	TIME	PLACE	INSTRUCTOR	COURSE #
March 3	Update	8:30 am-12:30 pm	LJVMC	Cindy Chandler	9905
March 3	<b>Commercial Real Estate Brokerage I</b>	2:00 pm - 6:00 pm	LJVMC	Cindy Chandler	2315
April 7	Update	8:30 am-12:30 pm	LJVMC	Tom Mahlum	9905
April 7	<b>Listings – A Two Act Play</b>	2:00 pm - 6:00 pm	LJVMC	Tom Mahlum	2189
May 7	Update	8:30 am-12:30 pm	LJVMC	Vicki Ferneyhough	9905
May 7	<b>Advice from the Experts</b>	2:00 pm - 6:00 pm	LJVMC	Vicki Ferneyhough	2370
May 31	Update	8:30 am-12:30 pm	LJVMC	Bill Gallagher	9905
May 31	<b>Environmental Issues in Real Estate</b>	2:00 pm - 6:00 pm	LJVMC	Bill Gallagher	2242
June 9	Update	8:30 am-12:30 pm	LJVMC	John Carroll	9905
June 9	<b>Contact to Contract: Agony or Ecstasy?</b>	2:00 pm - 6:00 pm	LJVMC	John Carroll	2260

(Continued on next page)

**Mark your calendar, select courses and return entire form with payment to:**

Winston-Salem Regional Association of REALTORS®, Inc.

Attn: Nancy Yarborough

195 Executive Park Blvd.

Winston-Salem, NC 27103

Phone (336) 768-5560 Fax (336) 768-7295

Name \_\_\_\_\_

*Type or print as appears on license*

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ **License#** \_\_\_\_\_ E-mail Address \_\_\_\_\_

*(Mandatory)*

**Cost: \$40.00 per class**

**Amount Enclosed** \_\_\_\_\_

**DISCOUNT NOTE: If taking 2 classes in one day you may deduct \$10.00 from the total.**

**MAIL YOUR REGISTRATION FORM TO THE WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®.**

**WE CANNOT TAKE REGISTRATION OVER THE PHONE.**

Make checks payable to W-S Regional Association of REALTORS®, Inc.

**OR**

**(Continued on next page)**

If you would like to pay by VISA or MasterCard, complete the following information.

Charge to:  VISA  MasterCard

Account No. \_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_

Card ID No. \_\_\_\_\_ (last three digits found on the back of your credit card)

Expiration Date \_\_\_\_ / \_\_\_\_

Cardholder's Name \_\_\_\_\_

Authorized Signature \_\_\_\_\_

**MAKE A COPY OF THIS COMPLETE FORM FOR YOUR RECORDS**

**Tips for Successful Registration**

Remember to check each class desired and return the entire registration form. Your real estate license number is a vital part of your application. Double check to be sure it is correct. Mail your registration form to the Winston-Salem Regional Association of REALTORS. We cannot take registration over the phone. Mail a copy of your completed registration form before sending it in. You will receive a confirmation letter in the mail. Please compare it with your copy to be sure the dates coincide. You MUST present your real estate license pocket card, or a copy of your license at check-in before class. Check-in times are posted in your confirmation letter; please plan accordingly.

**CANCELLATION POLICY : NO REFUNDS**

are available for C/E courses sponsored by the  
Winston-Salem Regional Association of  
REALTORS. We will apply funds to another  
Winston-Salem Regional Association of  
REALTORS C/E course within the current  
licensing year if written notice is received no later  
than three (3) business days prior to the scheduled  
course.

## IMPORTANT INFORMATION

### PLEASE POST

The following is the list of coordinates and their respective placement in our HomeSpotter publication. Please use this as a guide to determine the quadrant that your listing will be placed in HomeSpotter. All information is pulled directly from your data inputted into MLS. When mapping coordinates, please use a Forsyth County map. If you need further assistance please contact Susan or Shannon at 768-5560.

#### South East Forsyth County

33D4, 33D5, 34A4, 34A5, 34B4, 34B5, 34C4, 34C5, 34D4, 34D5, 35A4, 35A5, 35B4, 35B5, 35C4, 35C5, 35D4, 35D5, 36A4, 36A5, 36B4, 36B5, 36C4, 36C5, 49D1 – 5, 50A1 – 5, 50B1 – 4, 50C1 – 4, 50D1 – 4, 51A1 – 4, 51B1 – 5, 51C1 – 5, 51D1 – 5, 52A1 – 5, 52B1 – 5, 52C1-C5, 51C1 – 5, 63D1, 64A1

#### South West Forsyth County

AREAS: 47 & 48,

29C4, 29C5, 29D3, 29D4, 29D5, 30A4, 30A5, 30B4, 30B5, 30C1, 30C2, 30C4, 30C5, 30D4, 30D5, 31D4, 31D5, 32D4, 32D5, 33A4, 33A5, 33B4, 33B5, 33C4, 33C5, 45C1, 45D1, 45D2, 45C2, 45D3, 31A4, 31A5, 31B4, 31B5, 31C4, 31C5, 32A4, 32A5, 32B4, 32B5, 32C4, 32C5, 46A1, 46A2, 46A3, 46B1, 46B2, 46B3, 46C1, 46C2, 46C3, 46C4, 46D1, 46D2, 46D3, 46D4, 46D5, 49A1 – 5, 49B1 – 5, 49C1 – 5, 61A1 – 3, 61B1 – 3, 61C1 – 3, 61D1 – 3, 62A1 – 2, 62B1 – 2, 62C1, 62D1, 63A1, 63B1, 63C1

#### North West Forsyth County,

ALL of AREA 16 & 17

GRIDS: 4A2, 4B2, 4C2, 4A3, 4B3, 4C3, 4A4, 4B4, 4C4, 4A5, 4B5, 4C5, 18A1 – 5, 18B1 – 5, 18C1 – 5, 29C3, 30D1, 30D2, 30D3, 30A2, 30A3, 30B2, 30B3, 30C3, 31A1 – 3, 31B1 – 3, 31C1 – 3, 31D1 – 3, 32A1 – 3, 32B1 – 3, 32C1 – 3, 32D1 – 3, 33A1 – 3, 33B1 – 3, 33C1 – 3, 1C2, 1C3, 1C4, 1D2, 1D3, 1D4, 1D5, 2A2 – 5, 2B2 – 5, 2C2 – 5, 2D2 – 5, 3A2 – 5, 3B2 – 5, 3C2 – 5, 3D2 – 5, 15C1 – 5, 15D1 – 5

#### North East Forsyth County

ALL OF AREAS 19 & 20

4D2 – 5, 5A2 – 5, 5B2 – 5, 5C2 – 5, 5D2 – 5, 6A3 – 5, 6B3 – 5, 6C3 – 5, 6D3 – 5, 7A3 – 5, 7B3 – 5, 7C3 – 5, 18D1 – 5, 21A1 – 5, 21B1 – 5, 21C1 – 5, 33D1 – 3, 34A1 – 3, 34B1 – 3, 34C1 – 3, 34D1 – 3, 35A1 – 3, 35B1 – 3, 35C1 – 3, 35D1 – 3, 36A1 – 3, 36B1 – 3, 36C1 – 3

#### OTHER:

Davidson County Davie County Stokes County Surry County Yadkin County Rockingham County Wilkes County Alleghany County, Beach 700, Mountain 800, Lake 900, Other 999

# Triad MLS Training

## Tempo™ Classes and Training Schedule

### ***Each Monday (except holidays)***

#### **9:00a.m. – 12:00p.m. - Basic Training (Required class)**

Adds 30 minutes but includes Prospects & Financials, currently taught as separate classes

#### **12:30p.m. – 1:00p.m. – CMA**

Moved to follow Basic Training class

#### **1:00p.m. – 2:00p.m.– Realist**

Moved to follow CMA. Also, 1 hour shorter. Currently, too much time allotted for class.

#### **2:00p.m. – 2:30p.m.- Add/Edit**

Moved to follow Realist. Students use Realist with Add/Edit

### ***Directions***

From 1-40 and NC HWY 68, take NC HWY 68 towards High Point

Make a right on Willard Dairy Road (between Piedmont Parkway & Premiere Drive

Take an immediate left into the parking lot

Triad MLS office faces NC HWY 68 and is in the same building as Capra's Deli

*Please park between the two buildings and enter through the back entrance at Suite 110.*

*Triad Multiple Listing Service, Inc.*

*2640 Willard Dairy Rd.*

*Ste. 110*

*High Point, NC 27265*

*Telephone: 841-1337*