

e-Professional Edge

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

Volume 1, Issue 1

February 2002

From the President's Desk

Inside this issue:

<i>C&I Report</i>	2
<i>Government Affairs Report</i>	2
<i>RPAC-Your Best Investment</i>	3
<i>Keybox Alert</i>	3
<i>Board of Directors Report</i>	4
<i>Big Grab</i>	5
<i>June Dinkins Lunch Held</i>	5
<i>Supra Demonstration held at Benton Center</i>	7
<i>Continuing Education Schedule</i>	9



The month of February dictates that many thanks are in order for the committee Chairmen for 2002. Charlie Freeman, Trip Smithdeal, Mark Hartsell, Penny Boyles and Debbi Shields, Kathy Clark, Martha Wood, Tom Johnson, Jerri Russell, Nancy Brady and Elizabeth Perkinson, Connie Kowalske and Mike Moran, David Shaw, Paul McGill and Linda Umstead, Nancy Brower, Ted Kelly. They have spent a great deal of time setting up meetings to accomplish goals and objectives from our strategic plan. There is a lot of work to be done. If you would like to get involved call Nancy Yarborough at the Association office. Thank you to the committee Chairmen for 2002. Your dues dollars have brought a Taj Mahal of a 15,000 square foot office building and training facility in the new NCAR Headquarters building at Grandover Resort in Greensboro. Traveling south on I-85, it is the 1st building you will see in Grandover. The William Kutz Training Center is a state-of-the-art audio visual training room that will seat 65 people and has been leased by the North Carolina Real Estate Educational Foundation for courses, seminars, etc. that were formerly held in costly hotels.

Bill Bass of Asheville has been sworn in as 2002 NCAR President. The Real Estate Commission is working on producing an environmental issues class on future mandatory education. The forms committee of NCAR will be addressing possible development of an inspection addendum to address inconsistencies between the standard Offer to Pur-

chase and Contract and the Standards of Practice of NC Home Inspectors by request of the Charlotte Regional Realtors Association. According to the Legislative committee, no bills proposing transfer taxes or impact fees were passed even though 25 bills were proposed in the state legislature. (and you ask why we give to RPAC?). A featured presentation was a Risk Management summit conference on the subject of measuring square footage moderated by Winston-Salem's own George Bell. The panel consisted of a Real Estate Commission attorney, an appraiser, and 7 other representatives of small, medium, and large boards. A vast majority of boards continue to adopt a fixed square footage guideline. The only board in North Carolina not requiring any report of square footage is Highlands Cashiers. Their market is traditionally a 6-month market with much custom construction and most of the buyers are from Atlanta, which, as a market, stopped reporting square footage since the late 1970's. Wilmington requires a range within 100 sq. ft; the Outer Banks board enlarges the range to 200 sq. ft. Charlotte and Raleigh, after a tremendous amount of research, both have adopted a requirement of fixed square footage reporting. NAR's Public Awareness Campaign starts its 5th season this week. 2004 radio spots start now and 1344 television ads begin on March 11th of 2002. Your dues are at work. See you in March.

C&I Report by George Boss

The NAR and the NCAR are making a concerted effort to provide more leadership and encourage more involvement for the commercial broker.

Locally, our Commercial & Industrial division is continuing program excellence during the first half of the year with emphasis on the progress of the Fed Ex hub; Winston-Salem Business Inc. outside of the Winston-Salem chamber of Commerce umbrella, and the continued efforts of the Piedmont Triad Partnership in “regional” economic development. Statewide, they are developing a long range strategic plan for Commercial & I members to enhance the value of NCAR membership for commercial real estate professionals. Some key areas of discussion and recommendation: 1– Develop informational resources with an electronic list-serve for all interested brokers, and hyperlinks should be provided to prime websites– with NCAR investigating the possibility of developing a partnership with a s with a “service of choice”. Deliver more continuing education programs for the commercial broker which can be used by commercial overlay boards as a revenue source. Develop program curriculum at state conventions cooperating with groups such as NAIOP, CCIM, and

SIOR. Continue opposition to transfer taxes, impact fees and allowing banks in real estate and push towards the need for interstate reciprocity, license portability and a lien law. As an example, the Charlotte

Region Commercial Board of REALTORS® has proposed a position paper recommending that a non-resident without an active North Carolina real estate license, but who has an active real estate license in the U.S. To partner/associate with a North Carolina actively licensed real estate broker in order to handle a real estate transaction with North Carolina. Many of the plans and recommendations can be further enhanced by a larger area commercial overlay board——such a board is being considered this month by the Winston-Salem, Greensboro, and High Point C& Boards.

Government Affairs Update by Chuck Folds

NAR is continuing to add co-sponsors to bills in the House and Senate to prevent big banks from entering the real estate brokerage and management business. There are currently 144 co-sponsors for this bill, called The Community Choice in Real Estate Act of 2001. <http://www.naractioncenter.com/biggrab>

Adequate public facilities ordinances (APFO) have recently been publicly suggested to address the problem of school funding. The concept of an APFO is simple on the surface: try to ensure that public facilities needed to serve new development are constructed, or funded, in conjunction with the development. An APFO attempts to accomplish this by placing the burden of building or paying for public facilities on new development. While no one argues the need for public facilities to keep up with development, this type of regulation poses a threat to housing availability and affordability.

By the time this regulation is suggested, public facilities for current development is inadequate. An APFO could be used to deny a new residential development on the basis that public facilities are not sufficient to serve existing population, much less new residences. The city or county

may simply fail or refuse to take the necessary steps to improve these facilities to a level to support the growth of the area. Approval of projects would be contingent on the new development paying for an inequitably large share of the costs required to provide adequate infrastructure. The new home-buyer would be carrying a greater burden of the costs associated with growth. Even though it appears that this type of ordinance would be charging “new residents”, existing residents purchase a majority of new housing. As a result of denials of development projects, APFO’s commonly result in de facto building moratoria, which under certain circumstances may violate NC and US Constitutions.

This is not just a real estate industry issue, and as your government affairs director I will be communicating these points and more. Additionally, we are committed to being a proactive participant in the search for a solution to meeting the funding needs of public schools.

RPAC Your best Investment

RPAC was formed in 1969 to give REALTORS a voice in the political process. Every member in the industry can contribute to the process voluntarily. RPAC supports a multitude of issues regarding real estate, private property rights, banks trying to get into the real estate transaction, and impact fees to name a few issues. You might be thinking that you already contribute to a candidate and I applaud you for your involvement as a citizen of this community and nation. But sometimes it takes more than just one contribution to make a difference. The best way to be heard is to unite so that your voices are heard. You can do that through RPAC by combining your dollars with other colleagues, confirming that your concerns will be heard on Capitol Hill this year. Join with your colleagues and make a commitment to protect your profession today. Watch your voice make a difference. RPAC Contributions as of February 13, 2002 are \$8,273.00: The following is a list of contributors to date: \$1000 donators; June Dinkins, Robert Helms, and Lewis Hubbard. \$500 donators;

Katy Boles, Tonda Burr, Paul McGill, and Sam Ogburn Sr. \$250 donators; Bruce Hubbard, Trip Smithdeal, Nat Taylor, and Lanier Williams. \$99-249 donators; Will Blackwell, George Boss, Gray Brewer, Charles Freeman, Carol Hudson, C.J. Hyatt, May Kinlaw, Sandee Lawless, Charles Miller, George Munford, Virginia Newell, Elizabeth Ogburn, Mary Robertson, Ron Rosenberg, Liz Rudisill, Jerri Russell, James Salzwedel, Linda Sherrill, Sutton Slawter, and Linda Umstead.

You might be asking, how is your contribution used? 100% of your contribution is used to elect pro-REALTOR® candidates: 30% of your contribution will be forwarded to the National RPAC to fund key U.S. House and Senate races; 70% remains in the state to be used in state and local elections. RPAC is neither a Republican nor a Democratic organization.

Keybox Alert

Members of our Association need to be aware that changes are in the air concerning the economics of our electronic keybox system. Supra, the manufacturer of our keyboxes and provider of our "KIM" system since 1994, has let it be known nationally that all Associations whose service contracts have expired (as ours has) will need to convert to their new system as soon as possible. To our typical agent the change will be that the agent will pay \$90-120/year rather than \$15.00/year as he has for the last six years. For the additional charge, the agent will be using a keybox key that updates every night and will provide showing information on his listings every 24 hours (as long as the key is placed in the cradle every night). No more traveling to a house to read a keybox! The key will also have message capability. The new keyboxes will hold three keys and the drop time will be reduced to one second (current keyboxes will work with the new system as well). Under the proposed scenario, the new keyboxes will still be bought by either principals or agents for \$100/box. Supra will also make available a shell for Palms 5.0 or higher with which an agent can carry the MLS with him for \$24.95/month (or they can finance a Palm with the shell for \$34.95/month).

It is a verified fact that Supra's products that we have been using are of excellent quality. The failure rate nationally is less than 3%. The liability question is almost negligible. The Wilmington Association members had \$370,000 invested in electronic boxes when they converted to the new system a few months ago. Due to quality, lack of liability, and the desire not to walk away from \$370,000, they voted to convert to the new system.

The alternatives available are simple – walk away from your investment in electronic boxes, buy combination or mechanical keyboxes at an approximate cost of \$45-50 each, or move on with life. A task force consisting of Sharron Shaw, Byron East, Steve Culler, Wendy Taylor, Lee Ross and myself researched and discussed this issue and the alternatives. The recommendation from this task force that was approved unanimously by your Association Board of Directors on 1/21/02 was to pursue a new contract with Supra with the best possible terms we could negotiate. In order to cooperate to the fullest extent possible with our Greensboro, High Point and Thomasville neighbors, another task force with two members from each Association will be meeting to negotiate with Supra.

Supra representatives were at our Association office all day in October 2001 doing a presentation on their new products. Be aware that they have offered to return on February 19, 2002 4:45 p.m. at Benton Convention Center to do another presentation prior to our Association dinner meeting.

Board of Directors Report

Below are highlights of the January Board of Directors meeting:

- Approved the resignation of 13 members
- Approved 3 new Affiliate members
- Discussed a possible Supra lockbox conversion; approved a motion to initiate contact with the Greensboro and High Point Associations to try to get them to negotiate a contract as a group
- Nominated a candidate for NAR's Distinguished Service Award
- Decided to appoint a Public Relations Task Force
- Approved of changes to the Triad MLS Rules & Regulations
- Reviewed a list of the 2002 Committee Chairs
- Decided to promote the e-PRO course to our members

Comings & Goings

Welcome Aboard:

New Affiliate Members:

Alison Ball (Southern Community Bank)
Chuck Greene (BellSouth)
Andrea York (Southern Community Bank)

Sorry to See You Go:

John Cockerham (City of Winston-Salem)
Tommy Cole (Coldwell Banker Triad)
Dennis Collins (Coldwell Banker Triad)
Jon Cortis (The Polaris Realty Group)
Julie Edwards (Coldwell Banker Triad)
Jessie Golden (Cooper Realty)
Tom Hall (A K. Hovnanian Company)
Susie Hershey (Cynthia S. Hershey, Broker)
Frances L. Mills (Coldwell Banker Triad)
Leigh Osborne (Keller Williams Realty)
Kathleen Ramich (Kathleen Ramich, Broker)
Evalina Schmidt (Evalina Schmidt, Broker)
Chales Smith (Charles L. Smith Realty)

On the Move:

Peter Heaven (Pennington & Company)
Denise Jenkins (Graham & Boles)
Judy McManus (Centex Homes)
Tom Sands (Ogburn Properties)
Rosie Shackelford (Prudential Carolinas Realty)

Dues Must be Paid by February 28 In Order to Maintain Membership

According to our Bylaws, dues must be paid by February 28, 2002 in order to maintain your membership. If dues are not received by this date, your REALTOR® membership will be dropped and you will have to repay the \$500 Initiation Fee and retake the Orientation Course to rejoin. You may pay your dues by MasterCard or VISA. Please call Tracy at 768-5560 if you have any questions.

Don't Let One-Bank shopping Take Over Your Market

Some of the nation's big banking conglomerates want Congress to believe they'll bring one-stop shopping to the home buying process. But what the big banks really have in mind is "one-bank shopping," and that's not good for consumers.

This idea, in the form of a proposal before the Federal Reserve Board and U.S. Treasury, would permit financial holding companies and national bank financial subsidiaries to engage in real estate brokerage and management services.

While the Fed and Treasury have failed to finalize this proposal for more than a year, Realtor supported legislation in the U.S. Congress would stop the proposal dead in its track and forbid the nation's big banks from adding real estate to their growing list of permitted activities.

If banks are allowed to get into real estate brokerage, they'll pressure consumers to buy their proprietary products—mortgages, insurance and other financial offerings—whether or not they are the best options for them. With their access to private financial data about their depositors, borrowers, credit card holders, and investors, big bank conglomerates could use this information to cross-sell their real estate clients with services and products they may or may not need at prices that

may not be competitive. Realtors across the country, are urging Congress to pass H.R.3424, the "Community Choice in Real Estate Act" and the Senate companion bill S-1839, which would prevent a handful of megabanks armed with the unfair competitive advantages of a federal bank charter from dominating the real estate industry and driving out of business thousands of local, community-based small businesses.

Realtors take a stand and write your members of Congress to ask them to support H.R. 3424 and S. 1839, which would keep banks out of real estate brokerage and keep local real estate brokerage and keep local real estate companies in business. Just go to www.realtor.org/biggrab.nsf click on "take action now" Click on "first time visitors" If you fill in the necessary information you will be sending a message to your members of Congress.

Members Honor June Dinkins



In a recent luncheon in January, Recipients of the June Dinkins Political Affairs Award honored June Dinkins by treating her to lunch. Lou Baldwin organized the impromptu gathering and everyone enjoyed the opportunity to share stories. It was a nice treat that Cliff was able to come from Charlotte to honor June as well.



Association Dinner Meeting /Supra Demonstration

Our February Association dinner meeting is scheduled for Tuesday, February 19 at 5:45p.m. Prior to the dinner meeting the Association will sponsor a Supra Demonstration at 4:45p.m. Supra will have representatives and their product line on hand to share with the members. It should be an informative evening and one you will not want to miss. Plan to attend to gain valuable information. You do not need any reservations to attend the Supra demonstration. After the Supra program, join the Association for the social/dinner meeting and our program for the evening will be a Home Inspector Panel discussion featuring Bruce Rudd, Andy Hilton, Dick Reynolds, and Brian Miller. They will be prepared to address current topics, problem areas, and answer your questions. It should be a very informative program. If you have not made plans to attend, call Nancy at the Association 768-5560. Again, you do not need any reservations to attend the supra demonstration.

CE Continuing Education Classes

**All courses are NC Real Estate Commission Approved for
Continuing Education**

2001 – 2002 Update and Elective Courses – 4 hours credit per course

Check desired course(s):

	Date	Course	Time	Place	Instructor
!	February 21	Update	8:30 a.m. – 12:30 p.m.	TBD*	Deborah Long
!	February 21	Internet Investigations	2:00 p.m. – 6:00 p.m.	TBD*	Deborah Long
!	March 21	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Vickie Ferneyhough
	March 21	The Out Of Towner	2:00 p.m. – 6:00 p.m.	LJVMC	Vickie Ferneyhough
!	April 20	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Tom Mahlum
!	April 20	1031 Tax Free Exchange	2:00 p.m. – 6:00 p.m.	LJVMC	Tom Mahlum
!	May 9	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Susan Wall
!	May 9	Realty Feud #2	2:00 p.m. – 6:00 p.m.	LJVMC	Susan Wall
!	May 16	Update	8:30 a.m. – 12:30 p.m.	LJVMC	
	Cindy Chandler				
	This update is specially modified for commercial real estate agents				
!	May 16	Ethics for the Commercial Agent	2:00 p.m. – 6:00 p.m.	LJVMC	Cindy Chandler
!	June 6	REALTOR® Code of Ethics	8:30 a.m. – 12:30 p.m.	LJVMC	Ted Kelly
!	June 6	Update	2:00 p.m. – 6:00 p.m.	LJVMC	Lawson Newton

For further information, please call Nancy Yarborough at the Association office 768-5560