

# e-Professional Edge

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

November 2002

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## From the President's Desk

By George Munford



In another example of how well-spent your dues dollars are, a survey produced in September has indicated that the \$20

million NAR Public Awareness Campaign has worked very well. This campaign is funded by a \$20 member dues assessment that you have paid for in your dues. The survey indicated that 65% of consumers are more likely to select a real estate professional who is a member of NAR, that REALTORS® are well-trained to tailor their services to meet consumers' needs, and that using a REALTOR® makes selling a house much easier than trying to do so without one. Ninety-five percent of all REALTORS® would like to see more advertising to support the REALTOR® cause. The TV ads are seen on such shows as "The West Wing", "Dateline", "CSI" and "Law and Order." Four thousand two hundred TV and radio ads are running. All are targeted to hit the 25—54 year old worker with household incomes of \$50,000 plus.

In regards to the insurance crisis that is hitting our industry, NAR has cre-

ated a National Task Force that will, among other things, analyze factors that have caused the crisis, identify the implications of using insurance scoring, and shared claims databases on real estate transactions, explore the feasibility of NAR providing alternative insurance products for its members, and create resources and strategies for state associations to address insurance availability and affordability issues.

Speaking of task forces, our own MLS Restructuring Task Force is wrapping up its work with final recommendations for the Strategic Planning Committee. In next month's newsletter, we will fully update you on those recommendations, as well as the results of the Member Survey recently emailed.

Lastly, due to much controversy over correctness, timing, and availability of MLS listings and sales statistics, Triad MLS has voted to contribute \$1,200 quarterly to compensate Dr. Donald Judd, (a PhD) with UNC-G's business faculty by compiling true and proper numbers for each respective market in Triad MLS. Hopefully, soon the numbers will be available to every MLS member on an instantaneous basis through the Website beginning with the end-of-year report in January, 2003.

# Governmental Affairs Report

By Chuck Folds

## **PHASE II TEMPORARY RULES ADOPTED BY EMC (from NCHBA):**

Phase II stormwater requirements were adopted by the Environmental Management Commission on October 10th. In spite of NCHBA's objections, the Codifier of Rules approved the temporary rule and it will go into effect on November 1st.

The Environmental Management Commission and Division of Water Quality were very secretive about the content of the temporary rule. Some provisions were added after the public hearing process and no additional comment was allowed by the EMC. In particular, the EMC added a requirement that the post-construction requirements be implemented in all affected cities and counties by March 3, 2005. This represents the ONLY minimum measure with a specific deadline. NCHBA suspects that the reason is so that local governments can use development fees to fund their entire stormwater program.

Finally, the state has initiated permanent rule-making. It is our understanding that the effective date for the permanent rule will be August 2004. However, the EMC stated in their October 10th meeting that some provisions in the temporary rule will change through the permanent rule process. In particular, the impervious area threshold for low density development of 24% may be reduced to 12%. That means that all development that exceeds 12% imperviousness will have to use engineered stormwater controls to control runoff. As you know, this is even more restrictive than the impervious limit within most drinking water supply watersheds. Please take the time to look at the temporary rule as your local government will most likely need to adopt an ordinance with those provisions in it.

## **Boarding Houses/Satellite Dishes:**

A recommendation that may soon come from the Winston-Salem Alderman Community Development/ Housing/ General Government Committee could possibly include a UDO text amendment changing the maximum number of unrelated individuals in single family rental property from 4 to 2. This is in response to serious boarding and rooming house problems that exist primarily in the southeast part of the city. Some unintended consequences include making any rental housing that has more than two unrelated individuals illegal, and raising questions about the definition of "family." This could effectively raise rents for individuals renting houses throughout the county.

Some concerns about the proliferation of satel-

lite dishes had also been raised in the committee. Due to the fact that local governments may not generally enforce satellite dish placement, the committee strongly encourage property owners and managers to prohibit residents from placing dishes in front yards or attached to walls or roofs facing a public street. They also encourage implementation of such measures through provisions regarding satellite dish location in rental or lease contracts, Codes of Covenants and Restrictions for condominium projects, and/or deed restrictions.

## **Southeast Forsyth County Sewer:**

During the permitting process of a facilities plan for a sewer outfall that would serve the Caleb's Creek project in Kernersville, NCDENR indicated to Kernersville and the City/County Utilities that in order for the plan to be approved they must mitigate the impact of not only that development but also secondary impacts of the sewer outfall. The suggestion by DENR was that the town and county apply Deep River Basin rules to the area to be served by the sewer, which is approximately 3,800 acres in the Union Cross, Watkins Ford Rd, Abbott's Creek, Hwy 66 area.

The city-county planning board's position is that, concerning the area that is in the county's jurisdiction, there should be no imposed regulation of this nature until there is a recommendation from the planning board, and the planning board is waiting on the Union Cross Area Plan Committee to finish. At that point it would be appropriate to consider this type of regulation and present it to the county commissioners.

The developers on the project hired a team of lawyers and met with DENR and with cooperation with Kernersville arrived at a preliminary settlement that would require the town to impose rules similar to those in the Deep River watershed for the Town of Kernersville but not require the county to do so. These rules recently went before the Kernersville Board of Aldermen. Due to the importance of the Caleb's Creek project, and the extension of this sewer line to the town, the Aldermen unanimously approved the new rules. In the Lower Abbott's Creek Basin within the town limits of Kernersville there will now be 50' vegetative buffers on perennial and intermittent streams, and connectivity of these buffered areas will be incorporated into site plans.

## **Frequently Asked Questions About Mold**

By:Dr. Nathan Yost, MD.

Dr. Nathan Yost, MD is a Principal with the Building Science Corporation, a building and construction consulting firm. Over the last twenty years, Dr. Yost has been a home builder, and a medical doctor specializing in respiratory illness. NAR has hired Dr. Yost on a contractual basis to provide its members with information and analysis on the scientific aspects of mold and moisture issues. The information contained in this FAQ is strictly the opinion of Dr. Yost, does not reflect NAR policy, and should not be construed as medical advice.

### ***What causes mold to develop?***

Mold requires nutrients, water, oxygen and favorable temperatures to grow. Nutrients for mold are present in dead organic material such as wood, paper or fabrics; mold can also derive nutrients from some synthetic products such as paints and adhesives. Mold requires moisture, although some mold species can obtain that moisture from moist air when the relative humidity is above 70 per cent. Many molds thrive at normal indoor temperatures; few if any molds are able to grow below 40 F or above 100 F. Outside this range molds may remain dormant or inactive; they may begin to grow again when the temperature is more favorable. Temperatures well above 100 F will kill mold and mold spores, but the exact temperature required to kill specific species is not well established.

### ***How does mold get into a building?***

Molds are decomposers of organic material such as wood, plants and animals. Mold and mold spores are found in high concentrations wherever there is dead matter such as a pile of leaves, manure or compost. Mold spores enter buildings through the air or on people, animals and objects that are brought into the building. Spores are small bundles of genetic material and chemicals (similar to seeds) that molds make under certain conditions.

### ***Are there harmful and non-harmful molds?***

There are only a few molds that can cause infection in healthy humans. Some molds cause infections only in people with compromised immune systems. The biggest health problem from exposure to mold is allergy and asthma in susceptible people. There are more than 100,000 types of mold. Good information has been developed for only a small number of these molds – at least in terms of their effects on human health. Most people tolerate exposure to moderate levels of many different molds without any apparent adverse health effects.

Some molds produce powerful chemicals called "mycotoxins" that can produce illness in animals and people. Scientific knowledge about the health effects of these toxins on humans is quite limited.

### ***Does mold affect everyone the same way?***

No. Some individuals have a genetic makeup that puts them at risk for developing allergies to mold. People who have an allergy to mold, especially if they also have asthma, can become ill from exposure to a small amount of mold. Individuals also seem to be quite different in their response to exposure to the toxic chemicals that some molds release. These differences between individuals contribute to the difficult question of determining safe exposure limits for mold.

### ***How much mold exposure is harmful?***

No one knows the answer to this question for several reasons. Individuals are very different with respect to the amount of mold exposure they can tolerate. Children under the age of one year may be more susceptible to the effects of some molds than older individuals. Measuring or estimating "exposure" levels is very difficult. "Exposure" means the amount of mold (microscopic spores and mold fragments) that gets into a person usually by breathing, but also by eating or absorption through the skin. For example, a building may have a lot of mold in the walls but very little of that mold is getting into the air stream. In that case the people working or living in that building would have little mold exposure.

## **Frequently Asked Questions About Mold** cont from page 3

### ***Can mold exposure cause brain damage or death?***

Although some "experts" claim that individuals have brain damage or have died because of exposure to mold and especially mold toxins, there is no good science at this time to support these claims. Consequently it is prudent to minimize one's exposure to really moldy environments. By "really moldy" we mean where there are large visible areas of mold (more than a few square feet) or the building has a "musty" odor because of hidden mold growth. There are many epidemiological studies showing that people who live in houses with dampness have many more health problems, especially respiratory, than do people who live in dry houses. This association does not "prove" that it is the mold that is responsible for the increase in illness. However, it does support the assertion that it is not wise to live in damp, moldy buildings.

### ***Does tighter building construction promote mold development?***

Tighter building construction does not by itself promote mold growth, but tight construction combined with some poor choices in design, building materials or operations can increase the probability of mold growth. What do we mean? The tighter the building construction the less air exchange there is between the inside air and the outside air. Whatever gets into the inside air stays there longer than it would in a house with loose construction. Moisture that gets into the air from activities such as cooking, bathing and even breathing will remain in a tight house longer than it would in a loose house. That's why exhaust fans should be installed in bathrooms and kitchens and vented to the **outside**. Clothes dryers should also be vented to the outside.

Tight construction permits control of the air exchange between the inside and the outside and can prevent the deposition of moisture in walls and roofs. Controlling moisture, including indoor relative humidity is the key to preventing mold growth. Tight building construction when combined with source control of moisture (exhaust fans) and controlled ventilation (intentional introduction of outside air) reduces the probability of mold growth in a building. Controlled ventilation can be provided by a duct that brings outside air to the return side of the air handler of a forced air system. A timing device or fan cyclor can be programmed to have the air handler turn on for a specified number of minutes each hour even when there is no call for heating or cooling. In cold climates controlled ventilation is frequently provided by a heat recovery ventilator (HRV).

### ***Do new building materials (e.g. drywall or paper faced gypsum board) promote mold growth?***

Mold needs water, a nutrient source, oxygen and favorable temperature to grow. Many species of mold love paper faced gypsum board. Why? Making paper involves the mechanical and chemical processing of wood. Paper is largely pre-digested so it is easy for mold to get nutrients from the paper. But unless there is enough moisture present mold can't grow on the paper. If paper faced gypsum board is kept dry, it can be used and still not have mold. This material is kept dry by controlling the interior relative humidity, keeping rain from entering roofs and walls, and NOT using paper faced gypsum in areas that are likely to get wet. This means **no** paper faced gypsum board in shower and tub areas. Cement board, mortar or non-paper faced gypsum can safely be used in these damp areas because these products do not contain nutrients to support mold growth.

### ***Are there reliable tests to indicate the presence of mold?***

Almost all of us already have two effective mold detectors: our eyes and our noses. If black or green discoloration is noticed that is fuzzy in appearance and is in a location that is damp or had been damp, it is almost certainly mold. If a building smells musty, there probably is mold somewhere; the mold may be on boxes stored in a basement or in walls or in the crawl space. If you want to find mold, look for the presence of water or a location where water was likely to have been. If there is still any question about whether the black stuff is mold, have a reliable laboratory examine the material. All you need to know is whether mold is seen when the material is examined under the microscope.

## **Frequently Asked Questions About Mold** cont from page 4

An increasing number of companies are offering "air testing for mold." On the surface this seems like a reasonable thing to do. The problem, however, is that the results of most air sampling for mold are meaningless for two reasons. Air sampling for mold was not developed to determine if an environment was safe or had a dangerous level of mold in the air. Air sampling was developed to help identify the location of a hidden reservoir of mold. If the source of mold is already identified, air sampling does not provide additional meaningful information. Furthermore, safe or toxic levels of air borne mold have not been established. An individual air sample for mold provides a "snapshot" of what was in the air during the few minutes of sampling. The results may not be indicative of the amount of mold that is in the air during most of the day.

Air sampling for mold should be done either to obtain an answer to a question that cannot be answered without the air sampling or to obtain data as part of a research project. The Center for Disease Control (CDC), the U.S. Environmental Protection Agency (EPA) and the American Conference of Governmental Industrial Hygienists do not recommend routine air testing for mold.

### ***If mold is present, what's the best way to get rid of it?***

The answer depends on how much mold is present and where it is located. If the mold is on furnishings or boxes simply discard the materials. Moldy materials are not considered hazardous waste; they can be sent to a regular landfill. However, it is smart to seal the mold material in heavy plastic to protect the people who handle it in transit and prevent spreading large amounts of the mold into the building as you carry the material out of it.

If the mold is on a hard surface but occupies less than 10 square feet wash the area with soapy water (scrubbing with a brush may be necessary), rinse and allow the area to dry before repainting. If you have asthma, severe allergies and a weakened immune system get someone else to do the clean up.

Larger areas (greater than 10 square feet in area) should be cleaned by someone with experience in doing this type of work. Remember, determine what caused the moisture problem and correct that problem. Otherwise, mold is likely to recur.

### ***Is it possible to completely eliminate mold from the inside of a home or office building?***

The answer depends upon what is meant by "completely eliminate mold." To keep a building completely free of mold spores requires very efficient air filtration and is only accomplished in special situations such as hospital operating rooms and manufacturing "clean rooms." Remember, mold spores are in the outside air virtually all the time and some of them will get inside buildings.

However, it is possible to keep mold from growing inside a building. Moisture control is the key to controlling mold in interior spaces. Air filtration can contribute to lowering mold spores in the air but is secondary to moisture control.

***Should I use bleach to get rid of mold?***No. Although bleach will kill and decolorize mold, it does not remove mold. Dead mold can still cause allergic reactions. It is not necessary to kill mold to remove mold. Soap and water and scrubbing can remove mold from hard surfaces. The Environmental Protection Agency (EPA), the Center for Disease Control (CDC) and the New York City Health Department agree that bleach or other biocides should not routinely be used to clean up mold.

### ***How do I know when the mold clean up is finished?***

The mold clean up is finished when there is no visible mold remaining and there is no dust or dirt remaining that could contain large amounts of mold and mold spores. Routine clearance testing for mold is not necessary. Leaving a few mold spores behind is not a problem if **the underlying moisture problem has been corrected**. Remember that mold spores are virtually everywhere. Even if all mold and mold spores are removed as part of the cleanup, spores from outside will re-enter that space. The spores won't be able to grow unless water is also present.

# Mold

**T**he latest hot-button issue in the real estate industry actually has been around for quite some time. Although media outlets throughout the country are reporting on mold as if it's a new health concern, fungal contamination of homes has been getting attention since biblical times, Ron Howell, an industrial hygiene consultant with the Occupational & Environmental Epidemiology Branch of the N.C. Department of Health & Human Services Division of Public Health, told NCAR's Task Force on Mold. The task force is examining potential risks that the presence of mold in properties could pose for NCAR members, and will make recommendations for reducing or managing those risks.

"The mold issue has really exploded over the last year or two," he said. "We've been completely overrun with questions." All this attention has resulted in an increased awareness among the members of the general public — and a flood of mold-related lawsuits in states such as Texas and California, some of which have resulted in multimillion-dollar judgments. There have been few mold complaints in North Carolina, however, said Tom Miller, general counsel for the N.C. Real Estate Commission.

But while mold is not yet a major issue here, and the focus of the lawsuits in the other states has not been on agents, REALTORS® should be aware that such lawsuits always are a possibility. There are some things you can do to manage your risk short of becoming a mold expert, starting with learning some basic facts about the fungus.

## NAR BOD Addresses Mold Concerns During Midyear Meetings

During the 2002 REALTORS® Midyear Legislative Meetings & Trade Expo in May, NAR's Board of Directors approved a number of recommendations related to the growing concerns about mold and mold-related liability, including the following:

1. Seller property condition disclosures should include mold-related conditions, water intrusion and presence of known existing or past mold (other than that which is known not to adversely affect the property or its occupants).
2. State associations should work with their state lawmakers to adopt laws that will provide defense against liabilities for brokers and associates who have disclosed known mold conditions.
3. NAR will work to ensure availability of errors and omissions coverage for mold-related claims.
4. NAR will conduct educational programs and work with other groups to disseminate information about mold and its hazards.

Source: NAR Internal News Service Report 5/18/02

## Fast Facts on Mold

- According to the New York City Department of Health, there are more than 100,000 species of mold, and at least 1,000 are common in the United States, including the mil-

dew commonly found in bathrooms.

- To grow, molds need the appropriate nutrients (organic materials, including those found in wallpaper glue, some paints, greases, paper, textiles and wood products), temperature (59- 122° is optimal) and moisture.
- Under the optimal conditions listed above, mold growth will appear within 24-48 hours.
- Molds produce tiny spores to reproduce. These spores are found in both indoor and outdoor air, and everyone is exposed to them on a daily basis.
- Although most varieties are harmless, under certain conditions, some molds produce potent toxins called mycotoxins.
- Mold spore exposure can result in allergic reactions (including hay fever symptoms and asthma attacks); infections; and eye, skin and respiratory tract irritation.
- While a lot of media attention has been focused on the so-called "toxic molds," which can cause rashes, flu-like symptoms, burning sore throats, nosebleeds, fever, headache, memory loss, diarrhea and impaired immune systems, most people experience these health effects after ingesting, not inhaling, the spores. Scientific data have not proven that people can inhale enough spores for it to be toxic. Large exposures usually are associated with certain occupations, like agriculture.
- There is no agreed-upon standard for acceptable mold spore exposure — some people simply are more sensitive than others.

## Finding the Fungus

While Miller told task force members that the commission is "not expecting agents to inspect for mold," there are some signs you can look for when conducting your basic visual inspections of a property.

"A visual inspection is the most important initial step (in determining whether there is a mold problem)," Howell said. Start by looking for signs of water damage, he said, as moisture is the primary cause of mold growth. Be sure to pay particular attention to surfaces such as wallboard or ceiling tiles, because staining on walls and ceilings is one of the surefire indicators of mold growth. Other red flags include musty odors, Howell added.

Miller cautions, though, that REALTORS® should be careful about discussing mold with their clients or customers. Don't make mold an issue unnecessarily, he told the task force. "There are no new risks with mold that weren't there a year ago."

If your client or customer broaches the subject with you, your best bet would be to refer them to a reputable source for more information. The Environmental Protection Agency, for example, has an extensive mold-resources Web page ([www.epa.gov/iaq/pubs/](http://www.epa.gov/iaq/pubs/))

Continued on page 16

# Board of Directors Report:

Below are highlights of the October Board of Directors meeting:

- Approved the resignation of two REALTORS®
- Approved the reinstatement of one REALTOR®
- Approved three REALTORS® transferring from other Associations
- Approved one new Affiliate member
- Heard a report from the CPA regarding the 2001 financial statements and tax returns
- Heard a report from the Governmental Affairs Director regarding sprawl and bulk container fees for multi-family residences
- Heard a report from the MLS President that Triad MLS has hired someone to prepare Triad-wide statistics on a monthly basis; these statistics and economic reports will be available to the media and to members
- Approved of a re-application for the Triad Commercial Overlay Board
- Decided to have the President appoint a task force to investigate how our Association can effectively support affordable housing efforts
- Reviewed packets that are given to new real estate agents
- Approved the wording for an addition to the Administrative Policy Manual that limits Committee Chairs to a three-year term
- Heard a report on the recent raffle to raise funds for Habitat; the raffle raised \$3850 and the Association will chip in \$2150 from reserves to meet out \$6000 financial commitment this year
- Decided to pay off the loan on the Association building in November when a CD matures (this was on the recommendation of our CPA)
- Approved the 2003 Budget
- Took no action on a letter from a member regarding financing for a property located on the northern beltway
- Reviewed NCAR's position on non-attorney closings
- Heard a report from the Finance Director on changes to NAR's dues policies that will be voted on at the NAR Convention
- Reviewed the latest membership totals report
- Approved of the Education Committee sponsoring Code of Ethics and Update continuing education courses in February

## Membership Changes

### Transfers:

Karen Maready (Pennington & Company)  
 Erin Moorefield (Swicegood Wall & McDaniel)  
 LaMaretta Salley (Re/Max Realty Consultants)

### REALTORS® Transferring from Other Associations:

William C. Lakey, Jr. (Coldwell Banker Triad)  
 Marvin Joe Luck (Graham & Boles Properties)

### REALTOR® Secondary Membership:

Judy Latham (Re/Max Realty Consultants)

### New Affiliate Member:

Danita Mitchell (Carolinas Real Data)

### Applicants:

Kelly Carter (Keller Williams Realty)  
 Ranny Clubb (Clubhouse Realty)  
 Rick Handy (Handy Realty)  
 Dale King (Prudential Carolinas Realty)  
 Louis Longworth (New Millennium Realty)  
 Martha Martz (Coldwell Banker Triad)  
 Christine Ritchie (Graham & Boles Properties)  
 Douglas Scott (Doug Scott, Appraiser)  
 Mustafa Shabazz (New Millenium Realty)  
 Benjamin Styers (Coldwell Banker Triad)

## Membership Totals Report

(as of October 31, 2002)

REALTORS®	992
Affiliates	78
Institute Affiliates	11
Public Service	4
Life Members	<u>27</u>
TOTAL	1112
Applied for Membership	44
Non-Member Licensees	135
MLS Participants	1205
C&I Participants	103
PMD Participants	32

## Condo Sales Ease, Maintain Record Pace

(November 5) -- Sales of existing condominiums and cooperatives slipped in 2002's third quarter but remain on track for a new annual record, according to the NATIONAL ASSOCIATION OF REALTORS. Existing condo and co-op sales eased 1.3 percent to a seasonally adjusted annual rate\* of 815,000 units in the third quarter from an 826,000-unit pace in the second quarter. Sales remained 5.4 percent above the 773,000-unit level of sales activity in 2001's third quarter.

The three strongest quarters on record for condo sales are all in 2002, said David Lereah, NAR's chief economist. "So far this year, the annual pace of condo sales has averaged an 826,000-unit pace," he said. "This is far above our previous annual record of 746,000 units set in 2001, so we'll easily set a new record this year."

Low mortgage interest rates continue to spark sales in the condo market as they have in the single-family home market. The average commitment rate on a 30-year conventional fixed-rate mortgage was 6.29 percent in the third quarter, down from 6.82 percent in the second quarter, according to Freddie Mac; it was 6.97 percent in the third quarter of 2001. Last quarter's average interest rate was the lowest since the Freddie Mac series began in 1971.

Condos remain an important market segment for first-time homebuyers, said NAR President Martin Edwards Jr. "In high-cost markets, condos often are the only option for entry-level buyers," he said. "Although there has been a trend over the last few years for higher sales of luxury condominiums, the majority of condo units are less costly than single-family homes." Edwards is a partner in Colliers Wilkinson & Snowden Inc., Memphis, Tenn. "The median condo prices continue to rise at double the rate of single-family homes, driven by increasing sales of higher-end units," Edwards said.

The median existing condo price was \$143,000 in the third quarter, which is 14.9 percent higher than the same quarter in 2001. The median is the midpoint, which is a typical market price where half of the units sold for more and half sold for less. By comparison, the median-priced existing single-family home was \$161,800 in the second quarter, up 7.2 percent from a year ago. The typical single-family home costs 13.1 percent more than the median-priced condominium.

In the South, condo/co-op resale activity rose 2.7 percent in the third quarter to a 383,000-unit pace; this was 9.1 percent higher than the same quarter in 2001. The median price in the South was \$117,500, which was 19.4 percent higher than a year ago.

Existing condo and co-op sales in the Midwest rose 2.1 percent from the second quarter to a level of 96,000 units in the third quarter, and were 7.9 percent above the third quarter of 2001. The median resale condo price in the Midwest was \$150,400, up 9.1 percent from a year ago.

In the West, the sales pace of condos and co-ops fell 4.9 percent from the second quarter to an annual rate of 214,000 units in the third quarter; however, it was 2.4 percent above the sales rate during the third quarter of 2001. The median price in the West was \$167,100, up 15.6 percent from a year earlier.

In the Northeast, condo/co-op resales dropped 8.2 percent between the second and third quarters to a 123,000-unit pace; they were 0.1 percent below the third quarter of 2001. However, the region experienced the sharpest price increase in the country. The median price in the Northeast was \$146,400, up 19.7 percent from a year ago.

\* The seasonally adjusted annual rate for a particular quarter represents what the total number of actual sales for a year would be if the relative resale pace for that quarter were maintained for the year's four consecutive quarters.

--*REALTOR Magazine Online*

## **IMPORTANT INFORMATION PLEASE POST MLS GRID FOR PLACEMENT IN HOMESPOTTER**

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 Stephanie or Susan 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 – 5, 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

## **National Outlook**

The residential housing market is expected to remain historically strong as the U.S. economy continues to recover; commercial real estate sectors should improve in 2003 and 2004.

During the general economic slowdown, housing remained the strongest sector in the U.S. economy. The NATIONAL ASSOCIATION OF REALTORS attributes higher levels of housing activity to low mortgage interest rates, strong household formation, and relatively low unemployment rates. Those robust market fundamentals mean a record performance can be expected this year.

Existing-home sales in 2002 are expected to top last year's all-time record, with 5.47 million sales projected—up 3.2 percent from 2001. The 30-year fixed-rate mortgage will hover near historic lows through the end of this year but should rise slowly to 7.2 percent by the end of 2003. Adjustable-rate mortgages may become more attractive to first-time buyers as the spread between fixed and adjustable rates has increased.

New-home sales are expected to rise 2.2 percent from last year's record to 929,000 units in 2002. Housing starts are forecast to total 1.65 million this year, an increase of 3.1 percent.

Growth of the Gross Domestic Product is forecast to average 2.4 percent this year. Consumer price inflation for 2002 is pegged at only 1.6 percent, while disposable personal income is expected to increase 4.4 percent. Unemployment is expected to gradually decline to 5.4 percent by the end of 2003.

The median existing-home price for 2002 will rise to \$157,800, an increase of 6.8 percent from last year. New-home prices are projected to increase 4.9 percent in 2002 to a median of \$183,700.

After unprecedented levels of activity during the first part of 2002, and with mortgage interest rates rising to 7.2 percent by the end of 2003, home sales will be relatively slower but still strong through next year. 2003 is expected to be one of the top three on record: existing-home sales should reach 5.28 million, while new-home sales are projected to total 907,000 units. Home prices have been rising rapidly in many areas of the country, but a better balance between buyers and sellers means the rate of increase will slow to historic norms in 2003. The median existing-home price is forecast to rise 4.1 percent next year, while the typical new-home price should grow by 4.9 percent. Commercial sectors should improve in 2003 and 2004.

Commercial real estate leasing activity is expected to strengthen over the next two years. Although construction is expected to expand more rapidly and boost the supply of vacant space, stronger job growth should greatly improve the market outlook in 2003 and 2004.

Net absorption of retail space is turning around this year and projected to rise to about 122 million square feet in 2003 and an additional 76 million in 2004. Vacancy rates should slip to 11.8 percent next year, while retail rents should rise 1.1 percent in 2003 after experiencing a slight decline this year.

For the office market, net absorption of space is expected to grow to 139 million square feet in 2003 following a recovery in the labor markets, with another 99 million square feet in 2004. Vacancy rates should decline to 14.7 percent in 2003, while rents are expected to rise 1.3 percent after a softening in 2002.

In the warehouse sector, a rebound in manufacturing is expected to increase demand for space in many markets this year. Net absorption is expected to rise to 133 million square feet in 2003, with an additional 90 million in 2004. Vacancy rates should shrink to 8.6 percent in 2003, but rents are expected to experience modest declines.

The multifamily sector has been experiencing some weakness this year with many households making the transition from renting to owning; however, net absorption is expected to rise to about 161,000 units in 2003. The average vacancy rate should decline to 6.6 percent next year, while rents are projected to experience downward pressure before rising in 2004.

# November Birthdays



- |           |  |           |  |
|-----------|--|-----------|--|
| <b>1</b>  | Paul G. Carter Jr.<br>Ruth Prongay   |           |  |
| <b>2</b>  | Linda T. Umstead GRI CRS ABR   |           |  |
| <b>3</b>  | Vickie Hundley<br>Pat Johnston GRI<br>Curtis Leonard<br>Glen Stanley                     | <b>15</b> | Mary L. Wilson<br>Frankie Winters  |
| <b>5</b>  | Billy D. Miller<br>Joan Milman<br>Janice E. Williams                                     | <b>16</b> | Beau Dancy GRI<br>John N. Davis III  |
| <b>6</b>  | Don O. Hampton   | <b>17</b> | Bronda S. Martin<br>Robert Sanders Jr.   |
| <b>8</b>  | Bruce Hatton   | <b>18</b> | William J. McAlindon<br>Penney G. Street<br>Kristin Wooten   |
| <b>9</b>  | Ida Rose Dillon<br>Joyce Holton<br>Gene Nail ABR<br>Sue T. Simmons<br>Michael E. Vaughn  | <b>19</b> | Diane E. Barber GRI<br>Debra Conrad-Shrader<br>R. Arthur Spaugh  |
| <b>10</b> | Sandra Elliott<br>Pauline R. Jessup<br>William Turner                                    | <b>20</b> | Nancy Herr ABR   |
| <b>11</b> | Larry C. Boles<br>Peter A. Heaven<br>Jack W. Pegg<br>Vonda Lee Russell GRI<br>Nat Taylor | <b>21</b> | Rosanne J. Clark<br>Richard M. Miller GRI  |
| <b>12</b> | Eugene L. Harbuck GRI  | <b>22</b> | Sharon Fonville-Frye<br>Janet R. Masters GRI ABR<br>John J. Petitto GRI CRS                              |
| <b>13</b> | Tara L Cranfill<br>Susan L. Everhart-Moffitt<br>Dee P. Parker GRI ABR<br>Judy Snyder     | <b>24</b> | Larry E. Jacobs  |
| <b>14</b> | Diane Brown<br>Red Foust<br>Janie Hightower<br>Melta Mebane<br>Jimmy R. Sowers GRI       | <b>25</b> | Sabrina Carswell<br>Clifton Caviness<br>John-Mark Mitchell GRI CRS<br>Kay W. Shugart<br>Judith E. Sidden |
| <b>15</b> | Furman G. Burt<br>Lynn Gough<br>Jody Hudson<br>Lori Jobe<br>E. Marvin Styers             | <b>26</b> | Kathy E. Snow  |
|           |  | <b>27</b> | Mary C. Darezzo GRI<br>Martie M. Stevens   |
|           |  | <b>28</b> | Michael E. Lopez   |
|           |  | <b>29</b> | Barbara L. Johnson<br>Elaine Mohl<br>Susan M. Myers ABR<br>Elizabeth A. Ogburn GRI                       |
|           |  | <b>30</b> | Sammy G. Ballas<br>Dwain Kimel   |

## Tempo™ Update – Broker Reports

We have just released a new report for Office Brokers and Head Brokers in Tempo™, the Waived User Report. The purpose of this report is to help Brokers abide by the Triad MLS rules and regulations regarding waived users.

You can access the report from within Tempo™ by clicking on My Page, Office Broker (or Head Broker,) Reports, Waived User Report. The report allows a Broker to see those users in his/her office that are waived and also allows the Broker to click on the User's name to send an email to Triad MLS if the status of that user is incorrect or if they are no longer with that office. The Head Broker gets to see all waived users in all their offices.

According to the Triad MLS rules and regulations, "Unlicensed individuals or those whose real estate or appraisal licenses are inactive and who are solely engaged in soliciting business as a relocation coordinator or employed as a secretary are not considered users but must have an approved Waiver Request on file with the Triad MLS. Waived users may not be performing any acts requiring licensure as outlined in Articles 1&2, as approved by the North Carolina Real Estate Commission. Any individual having either a broker or salesman license or who is licensed or certified as an appraiser is considered a user."

"Participants of the Service may be exempted by approved written waiver, from the payment of a recurring participation fee for an unlicensed individual or individual whose appraisal or real estate license is inactive. If the broker-in-charge who signs the Triad MLS Waiver Request Application resigns from his or her Association, the waiver application is null and void and must be resubmitted to Triad MLS. If the waived user either obtains an active real estate or appraisal license or begins performing acts requiring licensure, the Participant must notify both the Association and the Triad MLS Board of Directors in writing within ten (10) business days and the waived user must become a dues-paying user of the Triad MLS. If the Participant does not notify the Association and the Triad MLS Board of Directors, he or she will be subject to penalties imposed by the Board of Directors. Violators will be billed for MLS access from the date (plus 10 days) they obtained an active real estate or appraisal license."

### **Waiver Request Procedure:**

1. Triad MLS Waiver Request Applications must be submitted to Triad MLS on the form shown as Exhibit 3a of the Rules and Regulations. (Also available for download from the Triad MLS web site at [www.triadmls.net](http://www.triadmls.net).)
2. Upon receipt of the waiver, user will be assigned a 14 day password. The user must attend training class at the Triad MLS office prior to the expiration of the password.
3. If the Triad MLS Board of Directors denies the Waiver Request Application, the staff from the Shareholder or from the Association of REALTORS® who subscribe to the Service shall notify the Participant Member as to the reason(s) why the waiver was denied.
4. The decision of the Triad MLS Board of Directors is final.

### **Temporary Waiver Request Procedure:**

1. Triad MLS Waiver Request Applications must be submitted to Triad MLS on the form shown as Exhibit 3b of the Rules and Regulations. (Also available for download from the Triad MLS web site at [www.triadmls.net](http://www.triadmls.net).)
2. Triad MLS will assign a 14 day password. If the temporary person will need the password longer than 14 days, they must attend training class.

You can link to our other newsletters from the Triad MLS web site online at [www.triadmls.net](http://www.triadmls.net).

By:

Darrin D. Edwards , MBA  
Executive Vice President  
Triad MLS, Inc.

# THANKS TO OUR RPAC CONTRIBUTORS

## \$1000

June Dinkins  
Robert E. Helms  
Lewis E. Hubbard  
Brent Bruner

## \$500

Katy Boles  
Tonda T. Burr  
Paul McGill  
Sam Ogburn Sr.  
Mike Moran

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Rosena Dillard  
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John-Mark Mitchell  
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Rick Crowder  
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Beverly Godfrey

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James Singletary  
Lorita Crews

## WHAT'S IS RPAC AND WHY CONTRIBUTE?

PACs have been around since 1944, when the Congress of Industrial Organizations (CIO) formed the first one to raise money for the re-election of President Franklin D. Roosevelt. A Political Action Committee (PAC) is a popular term for a political committee organized by like-minded people for the purpose of raising and spending money to elect and defeat candidates. The PAC's money must come from voluntary contributions from members rather than the member's dues treasury. PACs represent business, labor or ideological interests. PACs can give \$5,500 to a candidate committee per election (primary, general, run-off or special). They can also give up to \$15,000 annually to any national party committee, and \$5,000 annually to any other PAC. PACs may receive up to \$5,000 from any one individual.

RPAC is the muscle behind NAR. RPAC represents 200,000 politically active REALTORS that members of Congress want as their friends. Recent legislative and regulatory successes include:

- The continued preservation of the mortgage interest deduction.
- Tax relief benefiting the real estate industry.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.
- Eliminating burdensome regulations inhibiting environmental quality and healthy real estate markets.

RPAC remained the nation's largest business trade association PAC with disbursements of \$3.7 million dollars to the federal candidates and national political committees in the 2000 election cycle. In addition, RPAC spent a record \$800,000 on our Opportunity Race program that mobilizes REALTORS® to be active in congressional campaigns. This represented huge growth over the 1998 cycle when RPAC contributed \$2.8 million to candidates and spent \$600,000 on the Opportunity Race program. RPAC continued its bipartisan tradition, contributing 60% of its funds to Republicans and 40% to Democrats, and was the only PAC to contribute over \$1,000,000 to candidates from each party. RPAC was on the winning side of 93% of the 441 congressional races we contributed to, and we won 86% of the 63 Opportunity Races we conducted.

100% of your contribution is used to elect pro-REALTOR candidates: 30% of your contribution will be forwarded to 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. Your contribution to RPAC is a vote for a pro-REALTOR Congress, regardless of political party.

**Many thanks to Paul McGill and Linda Umstead WSRAR RPAC Chairs, for their tremendous fundraising efforts!!**

## HABITAT FOR HUMANITY REALTOR WEEK

**Let's get these houses finished!**  
**Join us for any half day NOVEMBER 13th, 14th or 15th,**  
**Our Habitat houses are almost done, we need you to help with the finishing touches.**  
**Lunch will be provided so come out and spend the day helping**  
**someone fulfill their homeownership dreams!**

**Please contact Stephanie Hamberis at 768-5560 or stephanieh@wsrar.com**  
**if you are interested in volunteering!**

**A list of activities taking place during each day of REALTOR Week is available.**

### **WHAT REAL ESTATE ISSUE(S) COST YOU MONEY?**

**WE ARE ASKING FOR HOT TOPICS TO FORM A PROGRAM TO**  
**INFORM THE MEMBERSHIP OF POTENTIAL PROBLEMS THAT**  
**WILL COST YOU MONEY OR PROGRAMS THAT WILL HELP**  
**YOUR AGENTS MAKE MONEY.**

**THE PROGRAM WILL BE PRESENTED ASAP FOR TOPICS OF**  
**INTEREST. PLEASE SEND ANY HOT TOPICS (PROBLEMS)**  
**YOU HAVE HAD OR ANY THAT WILL BENEFIT YOUR FELLOW**  
**MEMBERS.**

**PLEASE HAVE THESE HOT TOPICS BACK TO NANCY AT**  
**NANCYY@WSRAR.COM BY NOVEMBER 7, 2002.**

### **MOLD continued from page 6**

mol-dresources.html), as does the N.C. Department of Health & Human Services' Division of Public Health ([www.epi.state.nc.us/epi/oii/mold/](http://www.epi.state.nc.us/epi/oii/mold/)). NAR's Virtual Library at REALTOR.org also contains a variety of mold resources. To minimize your risk, it is a good idea not to refer a client or customer to any particular inspector or expert, as there are no federal or state regulations that establish qualifications for persons who test for or remediate mold. But there are some steps that can be taken to ensure that your client gets the best possible assistance. The N.C. Department of Health & Human Services' Division of Public Health Web page on mold has tips on hiring a mold consultant or contractor.

Howell explained that much of the mold testing being done today is being overused or misused, especially air sampling. "Air testing is variable," he said. "The amount of spores depends on the day." Air testing also is problematic because it does not tell you where the mold is; it only indicates the presence and number of mold spores, he added.

#### **Fighting Mold Growth**

Miller told the group that, up until now, NCREC had treated mold as a symptom of another problem — excessive moisture. Howell's presentation to the task force echoed that opinion. Although there is no "quick fix" for mold or the moisture that causes it, he said, the best way to deal with it is to find the source of the moisture and get rid of it. "You've got to fix that moisture problem," he said. "If you don't, it's gonna come back."

One thing to be aware of, though, is that you never can completely eliminate mold or its spores from homes and buildings. "Mold is a fact of life," Howell said. "The key is keeping it in check."

## *Association Success Story* *As featured in Fall 2002 issue of* *REALTOR Association Executive Magazine*

At a time when many associations are looking for ways to help members display their listings online, the Winston-Salem Regional (N.C.) Association of Realtors has found success printing listings in a custom magazine distributed to the public.

"The salesperson no longer controls client access to property listing information, so why not give the public this information in its entirety with salespeople's names and numbers underneath the color photos of the homes they list," says Stephanie Hamberis, the association's marketing director. The idea was a hit with members, and after a few years of planning, Winston-Salem debuted HomeSpotter, a full-color, glossy, monthly magazine that features all active MLS listings. It is distributed to 15,000 consumers throughout the county.

Unlike other association home magazines, HomeSpotter is free to members and consumers. MLS participants can opt out of participating in the magazine but none do, says Hamberis. Display advertising is also available for sale to members. To be able to offer this benefit for free, the association partnered with its local newspaper, The Winston-Salem Journal, to handle the publication's advertising sales, printing, and distribution. "The Winston-Salem Journal, which has a large real estate section and a loyal readership, was eager for the chance to be the exclusive sponsor in print for all area homes," says Hamberis. HomeSpotter is available on every newspaper rack in Winston-Salem and surrounding counties as well as Realtor offices and freestanding racks. Although the venture isn't profitable yet for the association or the Winston-Salem Journal, the two groups estimate that they will begin dividing revenues within six months. Demand for HomeSpotter from Realtors and consumers living and working on the outskirts of distribution routes is pouring in, so the newspaper has increased distribution, says Hamberis.

Not only has the publication been "an overwhelming success" with existing members, but it has helped attract a wave of new members from surrounding areas, who have joined the association to get their listings advertised in HomeSpotter, says Hamberis.

### **WSRAR Sponsored Spanish Classes**

If you missed the Spanish classes offered by your Association in October, don't fret—the response was good enough, your Association will definitely be offering them again. Sixteen members took the 4 classes by John Ashburn, a retired Spanish teacher at West Forsyth High School. Already a request has been made to offer advanced classes. Numerous property managers took the classes—one manager manages an apartment complex with 140 Hispanic tenants. The following participants took the classes:

Sharon Washington, Heather Mullican, Angelia Harron, April Reid, Janet Daniel, Robin Bare, Oscar Stewart, Audrey and Norman Drouillard, Larry Eubanks, Peggy Myer, Carolyn Hodge, Alene Evans, Florette Melton, Mary Darezzo, Jesse Hymes, Sharon Hancock, Kathy Clark, Treasure Faircloth

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**Date: Wednesday December 11<sup>th</sup>, 2002**

**Time: 10:00 to 11:00 am**

**Location: Winston-Salem Regional Association of REALTORS<sup>®</sup>**

**195 Executive Park Blvd.,**

**Winston-Salem, NC 27103**

*To RSVP please contact Stephanie Hamberis, 336-768-5560 or [stephanieh@wsrar.com](mailto:stephanieh@wsrar.com)*