

e-Professional Edge

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

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MARCH 2004

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From Your President's Desk

By Trip Smithdeal

Well, our first membership meeting went off quite successfully. The food and accommodations at the Hawthorne Inn met our expectations. Also, Kay Johnson's speech on being successful with people kicked off our "Leadership Speaker Series" with a bang.

Your Association's commitment to bring to you quality speakers will continue in March with Mike Lipsey. First Citizens Bank and the Association have teamed up to bring Mike for a seminar and to speak to us at our membership meeting luncheon on March 16, 2004. He is a nationally known real estate educator and speaker. We are offering a seminar entitled "Systems for Success" that morning from 9 a.m. to 12 p.m. His seminar is generally geared toward commercial practitioners; however, our residential agents would certainly pick up great points in negotiation, prospecting, networking and selling real estate. People from all over the state are attending this seminar! He will speak about "Leadership in Real Estate" as the keynote speaker for our membership meeting. Call the Association office now and reserve your seat. I look forward to seeing you there!

My father farmed some as a hobby and I learned some valuable principles from him. These principles truly relate to real estate sales; great salespeople are much like great farmers.

First, you reap what you sow. A farmer is paid based on sowing. If he doesn't sow the seeds he won't have any results. We as salespeople need to sow seeds in our business through education, prospecting and networking that will have results. My goal is to provide you with some of those seeds through our Speaker Series, Continuing Education opportunities and events that will allow you to meet other REALTORS® and business leaders in our Association and the Triad area.

The second principle is that you reap much more than you sow. The farmer who sows corn will receive much more corn than he originally invested. If you will take advantage of these opportunities, I promise you that your business will grow to heights you never expected. It won't happen instantaneously, but over time you will see the results of your sown seeds and hard work.

On another note, your Association is finishing up the Strategic Plan and I look forward to sharing that with you soon. I wanted to thank all the volunteers who contributed their thoughts and ideas on what they wanted from their Association. We had over 100 Association members give their time and energy to help formulate this Strategic Plan. We would not have as complete and encompassing a plan without their help and input.



Committee Highlight:

Orientation

The 2004 Orientation Committee

Julie Poplin, Chair; Janel Hensley, Vice-Chair

Members: Jane Bodenhamer, Sherri Buxton, Dani Griffith, Gloria Guldberg, Cecily Hooks, John Lewis, Phil Rector, Mary Jo Sanchez, Deborah Swift, Martha Wood, Nancy Brady (2003 Chair), Billye Keith Jones

Following our commitment to “enhance the knowledge, proficiency, and professionalism of the membership” of our Association, the Orientation Committee has made some significant changes for 2004. One being that due to an emphasis on volunteerism in our 2003 Orientation sessions, we’ve had an increase in our committee size! We will continue to reiterate the importance of volunteering, contributing to RPAC, and continuing to pay dues in a timely manner to new members of the WSRAR. We encourage all participants to look for ways to become involved and we point out ways that the Association benefits each of us.

This year we’ve also expanded to six Orientation Sessions (2/5, 4/8, 6/10, 8/5, 10/7, and 12/2) due to an increase in participants. As a result, we have added additional instructors for each topic covered to help with the overload and alleviate burnout. We have some very talented volunteer instructors that make spending a day of instruction painless and very informative.

We are including this year two new video presentations from NAR; one highlighting the benefits of membership and the second on Safety. We are also fortunate to have Bruce Rudd teaching a short session on Home Inspections and what they need to look for in a home inspector.

Again, we have talented and enthusiastic volunteers that are working to make our 2004 Orientation sessions a success for our participants and the Association. Our aim is to induct new members that are knowledgeable and dedicated REALTORS®.

Respectfully submitted,

Julie Poplin

Governmental Affairs Update

By Chuck Folds

Winston-Salem Regional Association of REALTORS®

March, 2004

Real Estate Signs: Please remember the following rules as you post off-site directional or lead-in signs. In residential districts, **Real Estate signs are not to exceed 6 square feet in size, and are only allowed from Friday noon to Monday noon.** These signs are always to be located/erected out of the public right-of-way. As a rule of thumb, always locate outside of any utility poles, or if no poles are present, the inspections department uses a 12-ft off the curb measure. **It is vital to the preservation of these rules that you abide by them.**

Impact Fee Facts: As the budget season gets underway, there will no doubt be more discussion of impact fees, in particular in addressing the school budget. I thought it might be a good idea to give you some facts to remember and use as you follow this debate.

- Impact fees are ultimately paid by home buyers, not developers or home builders.
- Impact fees reduce the affordability of housing, especially for low and middle income families.
- Impact fees are regressive. The same impact fee must be assessed on a \$50,000 house as on a \$500,000 house.
- Imposition of impact fees erodes public support for revenue bond issues. Revenue bonds will be more difficult to pass if voters are already paying impact fees.
- Impact fees are discriminatory. Infrastructure, including schools, benefit everyone in a community and, therefore, should be paid for by the public at large. Imposing the cost of infrastructure on just a small segment of the community – new home buyers (many of whom are current residents) – is unfair.
- Impact fees are multiplied over the period of the loan. The present value of an impact fee over a 30-year mortgage is more than three times the fee assessed. For a \$3000 impact fee, over a 30-year mortgage, home buyers will be paying more than \$9000 more for housing.

- Most new homes are bought by existing residents, therefore you are not “charging a new resident” for their impact. To carry this logic a step further, if the intent is in fact to charge a resident (in addition to what they already pay in property taxes) for their “impact” on a particular public facility (such as the schools), then the inequity in the proposal becomes clear when you consider; empty nesters buying new homes and paying an impact fee, families with children purchasing existing homes and not paying an impact fee, or families in existing homes whose children begin to reach school age while not paying an impact fee. Schools are funded with broad based revenues because good schools benefit the entire community. To begin charging a form of “user fee” or “initiation fee” to residents of new housing could be detrimental to the idea that since good schools benefit the entire community, then the cost should be equally shared.

- You will often hear those who support impact fees suggest that housing doesn’t generate as much revenue as it demands in services. This is not true. The problem with that theory is that it ignores other revenues, fees, and economic benefits of housing construction. Additionally, the positive economic impacts of residential development not only occur during construction, but continue to occur annually.

According to a recent *Economic Impact of Housing Study*, the economic impact of the construction of the 1,635 homes permitted in the year 2000 in Forsyth County are estimated to have:

- increased the county output by \$455 million
- increased the county employment by 3,940 jobs
- increased the total tax revenue by \$7.3 million
- increased the public sector costs by \$1.8 million

Furthermore, the annual ongoing occupancy of those homes is estimated to: increase county output by \$56.4 million, increase county employment by 784 jobs, increase total local tax revenue by \$4.9 million, and increase local public sector costs by \$3.9 million. Since that study was conducted, there has been an additional ½ cent sales tax added to the county revenues. Clearly, the literally thousands of dollars of retail purchases made during the construction and occupancy of new homes generate additional sales tax revenue not included in the study.

March 16TH, 2004

SEMINAR & MEMBERSHIP MEETING

Part of WSRAR'S Leadership Speaker Series



Michael J. Lipsey

President, The Lipsey Company

**“Systems for Success: Selling, Presenting, Negotiating
& Serving in Commercial Real Estate”**

Seminar 9:00a.m. to 12:00p.m.

Meeting Address about “Leadership in Real Estate”

Sponsored in part by:



Do something amazing.

Email sreese@wsrar.com for registration information or go to www.wsrar.com

Limited space available!

From the Triad MLS Help Desk

Tempo™ Changes and Updates

Here are some recent changes and updates to the Tempo™ system.

- § The Directions field is now a **required field** in Tempo™. Directions to the listing address are now required when adding or editing a listing. You must enter required data to save your listing. As with all other required fields, the text color is Blue.

- § A value change has occurred in the Tempo™ system. Anywhere the word 'Mobile' appeared, either within Add/Edit or Search Fields, the new value is 'Manufactured'. This name better describes Manufactured Housing.

- § A Realist® Tab was created under the Tax button on the Tempo™ toolbar. This tab provides a link to Realist.com® and displays all available counties within Realist® as it relates to Triad MLS.

- § In Add/Edit, when entering data on the first page of your listing, you can click the 'Select Tax Parcel' button which will link to the Realist® Tax Parcel lookup and Auto Fill the appropriate 'Assessor Account Number' based on the address entered. Then, by clicking on the 'Assessor Account Number' link in Realist®, the system will return that value to your listing within Tempo™. This works on all counties available through Realist® as it relates to Triad MLS.

You can link to our other newsletters from the Triad MLS web site online at www.triadmls.net.

If you are trying to use Tempo in ANY WAY that you think might require you to give someone your password to do it for you, STOP. Do not give out your password to ANYONE, for ANY REASON, not even your assistant. They need their own password too. Call the Triad MLS helpdesk at 336-841-1337 for assistance in the proper use of your Tempo access. The fine for sharing a MLS password is \$1000 – the first time. The second offense brings with it a \$3000 fine and the third time someone is found sharing a MLS password, they will lose their right to access the MLS system for 6 months.

Edited By:
Darrin D. Edwards, MBA
Executive Vice President



New NAR Public Awareness Campaign Ads Air March 8th

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

When you paid your REALTOR[®] dues in 2004, the amount of \$20.00 went to the National REALTOR[®] Association to pay for the media campaign to educate the public about the benefits of using a REALTOR[®] in the purchase or sale of their home.

NAR's Public Awareness Campaign steps to the next level to reflect issues and market changes that are meaningful and relevant to both consumers and members. Two new TV ads make a stronger, more direct differentiation of REALTORS[®] and the value they provide. Additionally, the message suggests that consumers "Ask your agent if they're a REALTOR[®] and a member of the National Association of REALTORS[®]."

These TV ads feature real people relating their own experiences about buying and selling a home, and how going through the process without the help of their REALTOR[®] is a poor option. This campaign features real-life buyers and sellers – not paid actors – telling it like it is: how and why REALTORS[®] are an important and trusted part of helping them achieve their piece of the American dream. The 2004 campaign departs from the "Real Estate Is Our Life" tagline to a theme that differentiates REALTORS[®] in the marketplace. The new ads directly communicate the role, professionalism, and importance of a REALTOR[®] in the transactional process.

In addition to the REALTOR[®] differential ads, Good Neighbor television ads will continue to run nationwide. In these ads, consumers see how REALTORS[®] are making extraordinary commitments to improve the quality of their communities. These commercials show the good deeds and community building efforts of REALTORS[®] who through acts of kindness, caring and concern, make their communities a better place to live, work and play.

Please be sure to explain to your clients and customers the importance of using a professional in the real estate transaction process. Every time you tell the public you are a REALTOR[®] you tell them you subscribe to a strict Code of Ethics, you are a member of the largest trade association in the United States, and you are informed about issues that affect the real estate business. That's a lot of mileage from one trademark! Wear your REALTOR[®] pin and "be proud" you're a REALTOR[®]!

Membership Totals Report (as of February 16, 2004)

<u>REALTORS®</u>	1048
Affiliates	82
Institute Affiliates	13
Public Service	2
Life Members	<u>31</u>
<u>TOTAL</u>	1176

Applied for Membership	7
Non-Member Licensees	161
MLS Participants	1296
RCA Participants	112
PMD Participants	32

Congratulations to Christa Holt on earning the GRI designation.

***CHANGES TO WEB-SITE:* www.wsrar.com**

Log-in has changed!

USERNAME: Member's **LAST NAME** example: Roberts

If your name is hyphenated or you use two last names, please use just the last part of your name, example: Roberts-Jester or Roberts Jester, use only Jester for username.

If your name has an accent mark, example: O'Brien or Caubre', delete accent mark: Obrien or Caubre.

February Membership Report

Membership Changes

Transfers:

John Alspaw (from J.C. Properties to RE/MAX Realty Consultants)

Jimmy Barrett (from RE/MAX Realty Consultants to Keller Williams Realty W/S)

Vicki Bullard (from Prudential Carolinas Realty to RE/MAX Realty Consultants)

Tobbie Frazier (from Foccus Properties to RE/MAX Realty Consultants)

Allen Gentry (from Graham & Boles Properties to RE/MAX Realty Consultants)

Alan Gordon (from Miller-Shaw, Inc. to HomeSeeker Realty)

Steve Hill (from Steve Hill Real Estate to C-21 Swicegood Wall & McDaniel)

Lisa Jones (from Forsyth Realty to RE/MAX Realty Consultants)

Susan Parker (from Prudential Carolinas Realty to RE/MAX Realty Consultants)

Mustafa Shabazz (from Platinum Properties to Keller Williams Realty W/S)

Robert Southern (from October Realty to Prudential Carolinas Realty)

New MLS Companies:

Flo Realty (Florence Adams, Broker)

Uwharrie Real Estate (Andy Morris, Broker)

New Affiliate Members:

Ximena Dockery (BB&T)

Brenda Journey (Gable Mortgage Group)

Leave of Absence Status:

Steven M. Owens (Coldwell Banker Triad)

Resignations:

Norma Atkins (Lanier Williams, Inc.)

Kevin Beeson (RBC Centura)

Debra Conrad-Shrader (Graham & Boles Properties)

Sue Durette (Homeward Bound Realty)

Ephraim Grubbs (Roberts Realty)

Tracie Phillips (Tracie Phillips Realty)

Dean Piatt (Coldwell Banker Triad)

Irving Seigler (Sieglar Real Estate)

Carolyn Sutherlin (Turn Key Realty)

Board of Directors Report

Below are highlights of the February Board of Directors meeting:

Approved two new MLS companies

Approved the resignation of nine members

Approved two new Affiliate Members

Approved Leave of Absence status for one member

Heard a report from Richard Blankenship, from Franklin Street Investments, on funds the Association has invested with his company

Heard a report from Julie Poplin, Orientation Committee Chair

Heard a report from the Governmental Affairs Director regarding a recent planning board hearing in which someone spoke in favor of impact fees to help pay for schools; we will make sure the school board is aware of our position on this issue

Heard a report from Curtis Reid, 2004 PMD Chair

President Smithdeal updated the Board on the Mike Lipsey Seminar to be held on March 16

Discussed the idea of holding a triad-wide social this summer

Decided to send our Cultural Diversity Committee Chair to an Affordable Housing Certification Class to be held on March 24

Received a letter of thanks from the Outer Banks Association thanking us for our donation to their disaster relief fund

Existing-Home Sales Down but Still Historically High in January 2004

WASHINGTON (Feb. 25, 2003) – Sales of existing single-family homes were down in January from near-record highs but remain exceptionally strong, according to the National Association of Realtors®.

Existing-home sales declined 5.2 percent in January to a seasonally adjusted annual rate* of 6.04 million units from a downwardly revised level of 6.37 million in December, which was the third highest pace on record. Last month's sales activity was 2.0 percent above the 5.92 million-unit pace in January 2003. The record was a 6.68 million sales rate in September 2003.

David Lereah, NAR's chief economist, said monthly changes at this volume of home sales are relative. "We have to keep in mind that the level of home-sales activity over the last six months has been the strongest on record," he said. "The January pace was the sixth-highest ever and is above the total forecast for this year. We can expect month-to-month ups and downs, but the long-term trend is for home sales to stay close to record territory this year.

"Given the high level of sales in January, it's hard to read much into a monthly decline. However, unusually bad weather in much of the country may have postponed some sales," Lereah said.

NAR President Walt McDonald, broker-owner of Walt McDonald Real Estate in Riverside, Calif., said low interest rates are an obvious factor in the good sales performance. "Strong household formation and an improving economy create housing demand," he said. "The continuing low level of mortgage interest rates is icing on the cake for the housing market."

According to Freddie Mac, the national average commitment rate for a 30-year, conventional, fixed-rate mortgage was 5.71 percent in January, down from 5.88 percent in December; it was 5.92 percent in January 2003. "On an annual basis, we have to go back to the early 1960s to see mortgage interest rates where they are today," McDonald said.

The national median existing-home price was \$168,700 in January, up 5.4 percent from January 2003 when the median price was \$160,000. The median is a typical market price where half of the homes sold for more and half sold for less.

Housing inventory levels declined 4.3 percent at the end of January with 2.20 million existing homes available for sale, which represents a 4.4-month supply at the current sales pace.

Regionally, existing-home sales in the South rose 2.0 percent from December to an annual rate of 2.60 million units in January, and were 6.1 percent higher than a year ago. The median price of an existing home in the South was \$155,500, which was percent 4.3 higher than January 2003.

The home resale pace in the West declined 5.7 percent to an annual rate of 1.64 million units in January; however, the pace was 4.5 percent stronger than January 2003. The median existing-home price in the West was \$234,500, up 7.9 percent from the same month a year earlier.

In the Northeast, existing-home sales fell 12.5 percent from December to a pace of 630,000 units in January, and were 6.0 percent below the level in January 2003. The median existing-home price in the Northeast was \$212,300, up 17.2 percent from a year ago.

Homes in the Midwest were reselling at an annual rate of 1.18 million units in January, down 13.2 percent from December, and were 3.3 percent below January 2003. The median price in the Midwest was \$134,300, up 1.5 percent from a year earlier.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing more than 972,000 members involved in all aspects of the residential and commercial real estate industries.

Continued on page 22

Free Forms Software and Member Discounts on www.ncrealtors.org

by Diane Greene, NCAR Communications & Marketing Director

Traffic on NCAR's Web site continues to grow as members across the state discover the great resources they have at www.ncrealtors.org. In July, we had nearly 10,000 unique visitors who viewed more than 84,000 pages. Those numbers are expected to grow as even more members take advantage of our online tools, such as the interactive forms software that became available just last month.

Download RealFA\$T Forms Software

NCAR members can now take advantage of a great new member benefit: Free interactive real estate forms software from RealFA\$T. Download the software directly from NCAR's Web site by clicking on the "Download RealFA\$T Software" link on the home or members pages. Once you log in with your user name and your password, you'll be linked with the RealFA\$T page, which contains all the information you need to download the software. Be sure to print a copy of your registration information for your records, and follow the instructions on the page.

Link to Hundreds of Related Web Sites

If you're looking for the Web site of an affiliated organization, such as your local board, NAR, a specialty group, or even your daily newspaper, you'll want to browse our "Smart Links" page. It's your one-stop resource to the real estate industry and N.C. sites you visit regularly. Just click on "Smart Links" from the home page or member page for quick access to the information you need.

Check Out Special Member Discounts

As a member of NCAR, you can take advantage of our group buying power with special discounts on services you use everyday. From wireless phone service to insurance programs, we've negotiated members-only pricing from some of the most trusted names in the business. Get more information by clicking on the REALTOR® Partners logo on our members page and start saving today.

Password Protection Safeguards Member Benefits

NCAR Town Meeting:

TRIAD AREA will be on Tuesday, March 9 at NCAR headquarters in Greensboro, 4511 Weybridge Lane, 3:30pm to 5:00pm with a reception immediately following. NCAR Leadership will present issues & answer your questions. Please RSVP NO LATER THAN 5 DAYS BEFORE THE SCHEDULED MEETING. Call WSRAR at 768-5560 for registration info.

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,

RPAC CONTRIBUTIONS \$4312.90 (as of 02/26/04)**\$1000:****Sharon Collins****Janice Williams****\$500:****Katy Boles****Trip Smithdeal****\$250 and Up:****Larry Cox****Paul McGill****James Vanzant****\$100:****Phil Johnson****Ron Rosenberg****James Salzwedel****Debbi Shields****\$99 & under:****T. Lynn Ray****C.A. Street**

March Birthdays



- 1** Debbie W. Embler CRS
Lad Landau
John H. McPherson Jr.
- 2** Mary Lynne Baysinger ABR
Steven C. Fowler
Barry C. Schline
- 3** Brian W. Creasy
Doris Hohman
Robin L. Lyerly
Deborah D. Taylor
Karen Wall
Wayne Yarbrough
- 4** 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
Stephen Stokes
- 12** Michael F. Adamson
Ferrell Clay ABR
Karen C. Myers
Nancy Phelps CRS ABR
- 13** Jan Harmon
David Southern
- 14** George W. Boss
- 15** Heidi Carr
Maryann Cinc
Barbara H. Mendenhall GRI CRS
- 16** Ann C. Rice
Bobbie S. Roberts GRI
Mustafa Shabazz
- 17** Ifeoma Egbuna
Karen S. Jones
- 18** Millard Hodge GRI
Patricia Reynoso
- 19** Peggy E. Boles
Jeff Green
S. Lee Mabe
John Thomas Stanfield
- 20** Mehdi Kaussari
Dee M. Parrish
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
- 23** James Bailey
- 24** Vicki S. Crutchfield
Darline Grant
Mike Hendrix
Sylvia S. Jordan GRI
Denise Lawrence
Gail B. Pawlik
- 25** Connie O. Kowalske GRI CRS ABR
Leslie P. Porter CCIM
- 26** Nicola E. Cannon
Suzanne L. Davis
Neal C. Foster MAI
Louis Longsworth
Zana B. Marette
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
- 29** S. Kirk Bjorling
Grant D. Clark
Tom Kitchene
John B. Lewis III
- 30** Caroline H. Batten
Ron K. Warden
- 31** Katie L. Carter
Sandra C. Hedrick
Stephen L. Lawson

Winston-Salem Regional Association of REALTORS®

2004 SPONSORS CLUB

DIAMOND

Allegacy Federal Credit Union
 Keller Williams Realty of W/S
 Winston-Salem Journal

RUBY

Prudential Carolinas Realty, Inc.

EMERALD

Alpha Mortgage Corporation
 BB&T
 Granite Mortgage, Inc.
 Piedmont Federal Savings & Loan
 Shugart Enterprises, LLC

SAPPHIRE

Bank of America Mortgage
 Graham & Boles Properties
 Countrywide Home Loans
 Piedmont Natural Gas Co.
 Southern Community Bank & Trust
 The Real Estate Book – Winston-Salem

PEARL

Baldwin Property Management
 CCB Salem Group
 Cannon & Company, LLP
 Charter One Mortgage
 McGill Realty
 Michael D. Avent & Assoc.
 Miller-Shaw, Inc.
 Washington Mutual
 Wells, Jenkins, Lucas & Jenkins, PLLC
 Winston-Salem Mortgage Bankers

AMETHYST

Bunch & Braun, PLLC
 Centex Homes
 McNeely Pest Control, Inc.
 Poindexter Pest Control, Inc.
 Premier Pest Control
 Realty Courier Service, Inc.

**A SPECIAL THANK YOU
 TO ALL OUR**

2004 SPONSORS!

2004 DUES BILLING Breakdown

NCAR DUES

A portion of your dues, \$2.89, provides you a copy of the Tar Heel REALTOR® magazine each month.

Dues payments to NCAR are NOT deductible as charitable contributions for Federal income tax purposes. Such payments, however, may be deductible as an ordinary and necessary business expense. NCAR lobbying dues are NOT deductible for income tax purposes. The portion of NCAR dues attributable to lobbying expenses is **\$14.56**, which is **15.33%** for **2004**.

NAR DUES

Dues payments to NAR are NOT deductible as charitable contributions for Federal income tax purposes. Such payments, however, may be deductible as an ordinary and necessary business expense. NAR lobbying dues are NOT deductible for income tax purposes. The portion of your NAR dues attributable to lobbying expenses is **\$14.00**, which is **22.00%** for **2004**.

Your 2004 NAR dues include an **additional \$20** mandatory assessment of all REALTOR® members to fund a nationwide public awareness image campaign that includes TV network and cable ads highlighting the value a REALTOR® brings to a transaction and stressing the importance of using a REALTOR®. **The entire amount of this assessment qualifies as deductible dues.**

If you have any questions, please consult your business tax advisor/consultant.

2003 DUES BILLING: INFORMATION YOU NEED!

NCAR DUES

A portion of your dues, \$1.99, provides you a copy of the Tar Heel REALTOR® magazine each month.

Dues payments to NCAR are ***NOT deductible*** as charitable contributions for Federal income tax purposes. Such payments, however, may be deductible as an ordinary and necessary business expense. NCAR lobbying dues are **NOT deductible** for income tax purposes. The portion of NCAR dues attributable to lobbying expenses is **\$10.96**, which is **14.61%** for **2003**.

NAR DUES

Dues payments to NAR are ***NOT deductible*** as charitable contributions for Federal income tax purposes. Such payments, however, may be deductible as an ordinary and necessary business expense. NAR lobbying dues are ***NOT deductible*** for income tax purposes. The portion of your NAR dues attributable to lobbying expenses is **\$13.00**, which is **20.00%** for **2003**.

Your 2003 NAR dues include an **additional \$20** mandatory assessment of all REALTOR® members to fund a nationwide public awareness image campaign that includes TV network and cable ads highlighting the value a REALTOR® brings to a transaction and stressing the importance of using a REALTOR®. ***The entire amount of this assessment qualifies as deductible dues.***

If you have any questions, please consult your business tax advisor/consultant.

Triad MLS Training -

Triad MLS is pleased to announce a new set of FREE Tempo™ classes designed for your specific needs. Have you attended Tempo™ training since we first cutover to Tempo™ in 2001? If not, then you need to take a look below at our new classes.

We have added significant changes and enhancements to Tempo™ since 2001; a new Prospecting module, Broker Reports, CMA Wizard, and of course the invaluable Realist™ tax product. As a result, the original required class (Basic Training) became too difficult to comprehend in the time allotted. So, we broke out the basics for new members in the new Basic Training class and created specific classes for the other Tempo™ modules.

Please review the schedule below, pick out a class that you would like some additional training in, and show-up at the scheduled time. It's that easy!

Class Schedule (to begin JANUARY 5, 2004)

- Basic Training (Required class) - Mondays at 9am – 11:30am
Basics of Tempo™ Roster, Searches, and Reports.
- Add/Edit - Mondays at 1pm – 1:45pm
Adding new properties and editing current properties. Not all users have Add/Edit permission--look under "My Page" on the navigation bar in Tempo™. If you see Add/Edit, then you have permission. If you don't have it and you want it, see your Broker-In-Charge.
- Prospects - Mondays at 2pm – 2:30pm
Setup and management of prospects within Tempo™.
- Financial Reports - Mondays at 3pm – 4pm
Explanation of financial reports available within Tempo™ - Amortization Schedule, Buyer's Worksheet, and Seller's Net Sheet.
- Realist (Tax) - Tuesdays at 1pm – 3pm
Detailed instruction regarding tax searches, downloading and label printing. This is an extremely valuable part of Tempo™. A Great farming tool!!
- CMA Wizard - Tuesdays at 3:30pm – 4pm
In depth explanation of CMA Wizard. Creates a CMA within Tempo™ which can be printed or emailed.
- Broker Class - First Wednesday of each month at 1pm – 2pm
Offered for users with Office and Head Brokers permissions only. This class teaches you how to manage access for your staff and agents. Also, reports will be explained. If you have any questions regarding management level functionality, this is your time to ask!

Please arrive at the Triad MLS office on time. Anyone arriving 10 minutes after the scheduled start time will not be admitted in the class.

All classes are limited to 20 attendees on a first come, first serve basis. Registration is currently not necessary for individuals.

You can link to other newsletters from the Triad MLS web site online at www.triadmls.net.

By:

Darrin D. Edwards, MBA

Affordable Housing Workshop

Date: March 24, 2004

Time: 9:00a.m. – 3:00p.m.

Location: Forsyth County Health Department

799 N. Highland Avenue

Winston Salem

The Center for HomeOwnership and Forsyth County Department of Housing will be hosting an Affordable Housing Workshop. Representatives from the following organizations will be on hand to give an overview of their individual programs:

- City of Winston-Salem Housing/Neighborhood Development
- USDA Rural Development
- New Century- Individual Development Account Program
- Winston-Salem/Forsyth County Housing Partnership
- North Carolina Housing Finance Agency
- Housing Authority of Winston Salem-Section 8 Housing Vouchers

The purpose of this class is to familiarize local real estate agents with all the programs available to give assistance to their clients. Upon completion of the class, you will be certified as an **Affordable Housing Agent**.

We feel that by educating everyone about our programs, together we can continue to help people to succeed in the goal of Home Ownership.

Please confirm your attendance by March 19th (as seating is limited) to Diane (Dee) Hile 733-0286 or via e-mail dhile@centerforhomeownership.org, or Ashley Powell at 727-2540 or via e-mail at apowell10@triad.rr.com

REGISTRATION:

Please send this form with your payment to: **Center for Homeownership, 206 N. Spruce Street, Suite 2-B, Winston Salem, N.C. 27101, Attn: Affordable Housing Seminar**. Registration will not be confirmed until payment is received. **Registration deadline is March 19th, 2004 at 5:00 P.M.** Registration cost will cover continental breakfast & lunch. Each participant will receive an **Affordable Housing Binder** with all pertinent information about all local housing programs.

Registration fee is \$ 35.00 per person:

NAME _____

Organization _____

Address _____

City _____ State _____ Zip _____

Telephone Number _____ Fax _____

Regular Lunch _____ Vegetarian Lunch _____

LUNCH & LEARN**MARCH 11TH at 11:30a.m.****“Inspect The Inspectors”**

Several inspectors will be on hand to for you to grill with your hard-nosed questions! Don't miss this opportunity!

Only the first 50 people can attend, so Email Glenda at wsrar@wsrar.com ASAP

To reserve your space!

April Membership Meeting will be held at the Hawthorne Inn at 5:45pm & will feature:

Hank Battle, Jr.

Headmaster of

Forsyth Country Day

Part of WSRAR'S

“Leadership Speaker Series”

Comp Books are available on CD. This product is a FANTASTIC alternative or addition to your printed Comparable Book. It contains all the same data as the book, with the addition of COLOR PHOTOS! The CD uses the functionality of Adobe Acrobat to allow you to zoom in on the properties and search in a variety of ways.

THE COST OF THE CD DEPENDS ON THE NUMBER OF ORDERS WE RECEIVE-MORE ORDERS, LOWER COST TO YOU!

Go to www.wsrar.com and click on Member Benefits for a printable form!

DON'T FORGET:

NCAR “Spring Trust Account Caravan”

Register online at: www.ncrec.state.nc.us



Go to <http://www.ncrealtors.org/index.cfm> for more info about companies & benefits!

LAND 101 will be held again

APRIL 21st & 22nd!

Printable form will be included with

weekly report!

CONTINUING EDUCATION COURSE SCHEDULE 2003-2004

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

2003 – 2004 Update and Elective Courses – 4 hours credit per course

Check next to desired course(s):

Date Course #	Course	Time	Place	Instructor	Instructor ID
<input type="checkbox"/> March 18	Update This update is specially modified for commercial real estate agents	8:30 a.m. – 12:30 p.m.	LJVMC	Cindy Chandler	9904
<input type="checkbox"/> March 18	Ethics for the Commercial Agent	2:00 p.m. – 6:00 p.m.	LJVMC	Cindy Chandler	2466
<input type="checkbox"/> April 01	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Bill Gallagher	9904
<input type="checkbox"/> April 01	Top 10 Disciplinary Complaints	2:00 p.m. – 6:00 p.m.	LJVMC	Bill Gallagher	2572
<input type="checkbox"/> April 17	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Vickie Ferneyhough	9904
<input type="checkbox"/> April 17	3 Top Troubles	2:00 p.m. – 6:00 p.m.	LJVMC	Vickie Ferneyhough	2329
<input type="checkbox"/> May 20	Update	8:30 a.m. – 12:30 p.m.	LJVMC	George Bell	9904
<input type="checkbox"/> May 20	Property Disclosure; Reducing Risk	2:00 p.m. – 6:00 p.m.	LJVMC	George Bell	2606
<input type="checkbox"/> June 3	Update	8:30 a.m. – 12:30 p.m.	LJVMC	Jodi Lee Tate	9904
<input type="checkbox"/> June 3	The REALTORS® Code of Ethics	2:00 p.m. – 6:00 p.m.	LJVMC	Ted Kelly	2372

The Winston-Salem Regional Association of REALTORS® is in the process of obtaining an online elective course. Please check our website at www.wsrar.com for the latest information about courses.

Mark your calendar, select courses and return entire form with total payment

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)

Credit Card # CARD ID #
(Last 3 digits on back of card)

Visa MasterCard Expiration Date / /

OR

CHECKS MADE PAYABLE TO:

W-S Regional Association of REALTORS®, Inc.

Cost: \$40.00 per class: Amount Enclosed

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

MAKE A COPY OF THIS COMPLETE FORM FOR YOUR RECORDS

Continued from page 9

The annual rate for a particular month represents what the total number of actual sales for a year would be if the relative pace for that month were maintained for 12 consecutive months.

Seasonally adjusted annual rates are used in reporting monthly data to factor out seasonal variations in resale activity. For example, home sales volume is normally higher in the summer than in the winter, primarily because of differences in the weather and family buying patterns.

Minor revisions have been made to monthly seasonally adjusted annual sales rates for 2001 through 2003. Each February, NAR Research reviews seasonal activity factors and fine-tunes recent historic data based on findings during the last year; there are no revisions of historic price data. The revisions are posted at the Research link below.

Existing-home sales, which are based on transaction closings, differ from the U.S. Census Bureau's series on new-home sales, which are based on contracts or the acceptance of a deposit. In the count of new-home sales, the house can be in any stage of construction ranging from not started to fully complete. The count of existing-home sales is based on completed transactions in which the home usually is ready for occupancy. Because of these differences, it is not uncommon for each series to move in different directions in the same month. In addition, existing-home sales, which generally account for 85 percent of total home sales, are based on a much larger sample and typically are not subject to large prior-month revisions that are fairly common in the new-home sales series.