

e-Professional Edge

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

August 2005

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From Your President's Desk

Paul McGill

August 16 we will have our monthly meeting at the Habitat for Humanity Re-Store and Offices at 339 Witt Street, just off Stratford Road and Knollwood Street. We are going to have a wonderful evening and our "Hoedown for Habitat" will also make a little money for Habitat. We will be raffling off some lovely items including three very nice pieces of jewelry and will have at least 15 other items. We are currently selling 250 tickets at \$10 each. My theme this year is the Treasures of Winston Salem and Habitat is certainly one of these treasures! Have you experienced the faces of the folks that are moving into the houses that Habitat has built for them with their help? It truly is *their* treasure chest, and the Habitat Re-Store that we will tour is full of treasures -- items that people who are renovating their homes have donated, as well as corporate donations of building materials! This is the ultimate dream for the people who move into these homes, the Dream of Home ownership is realized! Come join us, have fellowship and fun! We'll have all the barbecue you can eat and we'll even have ice-cold beer! In January, Brenda Diggs was named the Director of Habitat. The following article, reprinted with her permission was written for the Habitat Spring newsletter. We are so happy she is leading Habitat as they continue on their journey for the build of the next 200 homes in Forsyth County! See you at the Hoedown!

"To accomplish great things, we must not only act, but also dream; not only plan, but also believe." These words were inscribed on a note that I received from a Habitat for Humanity supporter. It appropriately describes what I feel as I begin this wonderful journey as Executive Director/CEO of Habitat for Humanity of Forsyth County.

I am grateful to have this wonderful opportunity to serve as a representative of an organization that reaches out to help others realize the ultimate dream of becoming home owners. It is rare in life that one finds the right opportunity with the right position, at the right time and for the right reasons. For that I am truly grateful!

I started this new journey on January 10, 2005 with tremendous excitement, enthusiasm, and energy. I inherited a great team of staff, board, volunteers, and current Habitat homeowners who share my passion and desire to improve the quality of life in our community by helping people to build a better life for themselves. Additionally, I am grateful to the many donors and friends of Habitat who have been exceptional supporters, believe in the mission of Habitat and are committed to continue to help us make a positive difference across this community.

As my new journey has begun and many of you have welcomed me with a level of excitement and enthusiasm equal to my own. Thank you for what you have done and thank you for what you will do to help me turn dreams into reality. I believe we have the winning combination to accomplish great things.

Brenda Diggs



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

Basic Principles of the Code of Ethics

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities and to conduct their business in accordance with the tenets set forth below.

1. Protect and promote your client's interest, but be honest with all parties.
2. Avoid exaggeration, misrepresentation and concealment of pertinent facts.
Do not reveal facts that are confidential under the scope of your agency relationship.
3. Cooperate with other real estate professionals to advance your client's best interest.
4. When buying or selling, make your position in the transaction or interest known.
5. Disclose present or contemplated interest in any property to all parties.
6. Avoid side deals without your client's informed consent.
7. Accept compensation from only one party, except with full disclosure and informed consent
8. Keep the funds of clients and customers in escrow.
9. Assure, whenever possible, that transactional details are in writing.
10. Provide equal service to all clients and customers.
11. Be knowledgeable and competent in the fields of practice in which you ordinarily engage. Obtain assistance or disclose lack of experience if necessary.
12. Present a true picture in your advertising and other public representations.
13. Do not engage in the unauthorized practice of law.
14. Be a willing participant in Code enforcement procedures.
15. Ensure that your comments about other real estate professionals are truthful.
16. Respect the exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with their clients.
17. Arbitrate contractual and specific non-contractual disputes with other REALTORS® and with your clients.

Remember as a REALTOR® you subscribe to the Code of Ethics. If information is needed about how to file a complaint or you have any questions concerning the Code of Ethics or Arbitration rules call Glenda McCormick at the WSRAR office at 768-5560 or email her at gmccormick@wsrar.com.

For a copy of the full Code of Ethics of the National Association of REALTORS® go to <http://realtor.org>



Governmental Affairs Report

July 2005

As the summer season draws to a close, the pace of regulatory activity affecting our industry starts to heat up. This article will focus on a topic that will have dramatic impact on how you do business in our community. The proposal is to establish new street standard guidelines for Winston-Salem and Forsyth county. The Planning Staff have spent the better part of two years trying to develop a new section of the UDO regarding street standards and related issues. The primary purpose is to encourage street connectivity, enhance the use of street trees in residential subdivisions, require more sidewalks, strengthen requirements on the quality of roads that developers must build and shorten the length of cul-de-sacs allowed in new neighborhoods.

Currently, developers are allowed to build private roads to a lesser engineering degree than the standard required to be maintained by the City DOT or the state DOT. This has caused complications for homeowners when the neighborhood is completed, the homeowners take over responsibility for common areas and infrastructure, and it is determined that the Homeowners Association would like to turn their roads over to the City for maintenance. Oftentimes a large payment is due from the Homeowners in order to upgrade their roads to current City standards. The HOA is shocked and upset at the thought of having to assess thousands of dollars per homeowner to upgrade the roads. Under the current proposal, developers will have to build all streets (public or private) to a minimum standard that would be acceptable for acquisition by the City. The question at hand is whether or not this will cause development prices to increase dramatically or not. The other option is for developers to set aside a performance bond that could be used to upgrade streets at a future date. As long as this requirement does not cause prices to skyrocket, it would appear to be in the best interest of all to impose this new standard.

A second aspect of this ordinance is to limit cul-de-sac length to 800 feet (currently 1200 feet). It is believed that long cul-de-sacs are a hindrance to provision of services to residents. There have been some instances where fire, police or rescue have not been able to enter a cul-de-sac to get to the property needing assistance. By limiting the length to 800 feet all residents would be more readily accessible from the entrance of the cul-de-sac even if an accident or some other obstruction blocked the cul-de-sac right of way. This appears to be a good compromise between the market, who greatly prefer cul-de-sac lots as options, and the City and County emergency response teams who want to be able to provide quick response times to all residents.

Finally, perhaps one of the most dramatic impacts of this ordinance is the requirement for sidewalks on at least one side of all residential subdivision streets and the increased requirement of planting street trees on residential streets. Much debate and compromise has been involved in trying to ascertain where, at a minimum, sidewalks should be required and where and how many street trees would be required. The Planning staff, utilities department, and neighborhood groups have been in constant dialogue about how best to meet the varied positions of each group. The consensus was that sidewalks should be available on at least one side of streets within neighborhood and on both sides of busier streets that lead to commercial areas. The original position concerning sidewalks was to require them on both sides of all residential streets, which would have had a terrible fiscal impact on residential subdivisions. This more moderate position is much more acceptable to our membership.

I have attempted to capture the most important aspects of this proposal, yet there are numerous other aspects that could merit discussion. Anyone that would like a copy of this proposed ordinance should feel free to contact us and we will send a copy of the proposal. All comments to this proposal are welcome. It will be presented at a public hearing in August, so the sooner we receive your comments, the better. Have a great rest of the summer!

August Membership Meeting

Winston-Salem Regional Association of REALTORS®

“Hoedown for Habitat”

with the WSRAR Community Service Committee

Time: 5:45 PM until ?

Date: 08/16/05

PLAN TO ATTEND OUR AUGUST MEMBERSHIP MEETING

Location: Habitat RESTORE - 339 Witt Street

FOR DIRECTIONS CONTACT THE WSRAR OFFICE—768-5560

Come enjoy a bluegrass band, barbeque, sweet tea, beer and a fantastic raffle (tickets \$10.00 each) benefiting Habitat for Humanity of Forsyth County. There are many raffle items, and only 250 tickets are being sold! Items include jewelry, spa gift certificates and many other fabulous prizes! The drawing will be held that night! You don't have to be present to win, so call the WSRAR office for tickets!

PLEASE RSVP BY August 8, 2005 at 5:00 P.M.

**No cost for members and only \$20.00
for guests**

Respond by fax 768-7295 or email to wsrar@wsrar.com

Diamond Sponsors

THANK YOU!



What's New?

Summer Sizzles and So Does Housing

There's no cooling today's housing market. Both existing-home sales and new-home sales are heading for yet another record-breaking year in 2005, according to NAR's latest forecast. Existing-home sales are expected to rise 2.8 percent to 6.97 million this year. New-home sales should increase 3.2 percent to 1.24 million in 2005, also a record. Although we should come off of sales peaks in the months ahead, mortgage interest rates have remained lower than expected, and job gains are providing additional stimulus, meaning unprecedented sales totals this year," says NAR Chief Economist David Lereah.

Even Pending Home Sales are Sizzling

The Pending Home Sales Index, the leading indicator for the housing market, slipped from near-record levels but remains historically high. NAR's Pending Home Sales Index, based on data collected for May, stands at 124.9, which is 2.0 percent below April but 3.7 percent above May 2004. Pending home sales typically close within one or two months of signing. "We're running about 25 percentage points higher than what is considered to be historically strong," notes NAR Chief Economist David Lereah.

Just How Hot /S the Market?

Sales of existing homes were at the second highest pace on record in May as mortgage interest rates continued to decline. Total existing-home-sales—including single-family, town homes, condominiums and co-ops—slipped 0.7 percent in May to a seasonally adjusted annual rate of 7.13 million from a record of 7.18 million in April. Sales were 3.5 percent up from a year earlier. An ongoing problem is the tight supply of homes available for sale, which is pushing gains in home prices, according to NAR.

According to NCAR anyway you measure it, sales of N. C. existing homes are red-hot! Unit sales sizzled in June along with the temperatures, increasing 10 percent from June 2004. On a year-to-date basis, sales were 15 percent higher than those recorded during the same time period a year ago.

As for WSRAR April 2005 year-to-date sales increased 16.7 percent in the number of sales and 73.0 increase in dollar volume.

New Fax Law Confirms EBR Exception

The "Junk Fax Prevention Act of 2005" ("Act") has permanently inserted the "established business relationship" ("EBR") exception into the federal laws governing facsimile communications. The law became effective July 9, 2005, when President Bush signed the bill. Under the new law, a fax can be sent to anyone with whom the sender has an EBR, so long as the sender received the fax number voluntarily or had received the fax number prior to the enactment of the Act.

NAR and other business groups supported this legislation, as this pro-business legislation avoids burdening businesses with the requirement of gathering consents for faxes sent to their clients or those who requested faxed information. In order to comply with the Act's requirements, members, brokerages and associations should immediately document all fax numbers in their possession for those individuals, clients, members, firms and/or MLS participants with whom they had an EBR at the time of the Act's effective date. The law also gives the FCC the authority to completely exempt nonprofit trade associations from the Act's requirements with respect to an association's communications with its members, but to exercise that authority, the FCC must adopt a rule specifically providing for that exception.

I. Background

The Federal Communications Commission ("FCC"), under the authority given it by Congress in the Telephone Consumer Protection Act of 1991 ("TCPA"), adopted rules governing fax transmissions in 1992. The TCPA contains a specific prohibition against sending unsolicited advertisements to a telephone facsimile machine. The TCPA allows the sending of faxes containing advertisements to individuals who have given their express consent to receive the fax.

The TCPA defines an "unsolicited advertisement" as "any material advertising the commercial availability or quality of any property, goods, or services which is transmitted to any person without that person's prior express invitation or permission." The penalties for violating the TCPA are \$500/fax, with treble damages for willful violations. Consumers have a private right of action under the law, so the law can be enforced by consumers, state attorneys general, or the FCC.

In 1992, the FCC established rules pursuant to the TCPA. These rules require all messages sent via facsimile machines clearly contain the date and time that the message is sent as well as the identification of the business entity or individual sending the message and the telephone number of the machine sending the message or of the business entity or individual sending the message. This information must be contained in a margin either at the top or the bottom of each page transmitted or on the first page of the transmission. Following the issuing of the rules, an FCC order clarified that the rules apply to the sending of faxes to personal computers equipped with, or attached to, modems and to computerized fax servers.

Based on the language in the TCPA, the FCC concluded in their 1992 rulemaking that an EBR provides evidence of the required express permission to send an unsolicited fax. The FCC also interpreted "express permission" to allow for oral consent from the fax recipient.

In 2003, the FCC reversed its prior policy position, and changed its rules to state that a facsimile advertisement is considered "unsolicited" unless the sender had obtained express written permission from the intended fax recipient which clearly indicates the recipient's permission to receive the fax and also contains the fax number where the faxes will be sent as well as the recipient's signature. The effective date of these new rules was postponed by the FCC on three occasions due to an outcry from the business community, and this new legislation

means that the proposed rules will never take effect.

II. New Requirements for Sending Unsolicited Advertising Faxes

Under the revised law, there are three requirements that apply to sending unsolicited advertising faxes:

- (1) The sender must have an "established business relationship" with the recipient;
- (2) The sender must have obtained the customer's fax number through methods described in the legislation;
- and
- (3) The sender must provide an opt-out mechanism that meets the Act's requirements (set forth below)

A. EBR Requirement

The Act expressly adopts the EBR definition used in the FCC's rules until 2003 but expands the definition to cover businesses in addition to the residential customers. Under the earlier rules, an EBR had the following definition: "a prior or existing relationship formed by a voluntary two-way communication between a person or entity and a... subscriber with or without an exchange of consideration, on the basis of an inquiry, application, purchase or transaction by the... subscriber regarding products or services offered by such person or entity, which relationship has not been previously terminated by either party." Thus, a business has an EBR with anyone (i) with whom it has had a transaction, –or, (ii) with someone who made an inquiry to the business.

i. EBR for associations

For a REALTOR® association, the association has an EBR with current members of the association, since the act of paying dues qualifies as a transaction for purposes of this exception. Thus, the association can freely send faxes to its members. Additionally, the association has an EBR with anyone who has purchased association services. This could include, for example, nonmembers who took a class at the association or made some other purchase from the association or former members of the association. Faxes could also be sent to individuals who have made inquiries about membership or services provided by the association, such as through a fax-on-demand system.

ii. EBR for brokerages

For brokerages, an EBR exists with consumers in the same way it does under the "do not call rules", except there are currently no time restrictions for an EBR in the Act. In general, the brokerage could send a fax to any consumer who makes an inquiry to the brokerage. The Act will permit brokerages to send faxes to consumers in the same way it can call consumers with whom it has such an EBR, notwithstanding that their phone numbers appear on the "do not call" registry.

Brokerages will also need an EBR to send other brokerages faxes about listings. A brokerage would have an EBR with any brokerage with whom it has participated in a cooperative transaction. Additionally, the brokerage would be allowed to fax listings to any broker who has made an "inquiry" to the brokerage, and the inquiry need not be related to the particular listing that the brokerage would like to fax to the other broker. The brokerage could receive the "inquiry" in any communication form, whether such as by phone call or email. Of course, an email is preferable, since it would provide the brokerage with a written record of the inquiry. For brokerages who regularly exchange listing information through faxes, the brokerages may want to exchange written consents to receive each other's faxes (written consent is effective until revoked).

B. Obtaining Recipient's Fax Number

Next, the Act requires that the senders have obtained the recipient's fax number in one of two specific ways. First, if the sender had an EBR with the recipient and also possessed the recipient's fax number prior to the Act's effective date (July 9, 2005), the sender may send faxes to that number. In this scenario, it does not matter how the sender obtained the recipient's fax number. Any sender which qualifies for this category should retain and document the fact that it had the recipient's fax number on the Act's effective date. This would include membership applications for REALTOR® associations. For brokerages, the best document source would be any communications it has had with other firms, agents/brokers, or consumers where the fax number is disclosed, such as in a listing agreement or purchase contract.

However, if the sender has not obtained the recipient's fax number prior to the Act's effective date or does not have an EBR with the recipient at the time of the Act's effective date, the sender will have to obtain the fax number from the recipient through (1) a "voluntary" communication of the fax number within the parties' EBR or (2) a number from a public source such as a directory, advertisement, or an Internet website.

The Act does not define a "voluntary" communication, but one of the following written communications provided to the entity sending the fax and containing a fax number would likely qualify as a voluntary communication: a business card; letterhead; invoices; and fax cover sheets. Of course, any communication where the receiving party voluntarily gives the sender their fax number qualifies, whether it is given in an email or even in a conversation. However, it is advisable that the sender obtain a written record of the fax number, so as to protect itself from anyone who later claims to have not given the fax number to the sender. If the sender obtains the fax number from a public source, it should make a copy of the source if it is something like a directory or print out the page, if it is a website.

C. Opt-out Requirement

The Act requires that faxes containing unsolicited advertisements must contain an opt-out mechanism in order to allow the recipient the ability to opt-out of receiving future faxes from the business. The opt-out must also be included in faxes even where the sender has the recipient's written consent to send the fax. The opt-out must:

- (1) be clear and conspicuous in its terms and on the first page of the fax (cover sheet if using one)
- (2) state that the recipient has the right to opt out of future unsolicited advertisements, and that the sender's failure to comply within the shortest reasonable time (to be determined by the FCC, and until defined, brokerages and associations should quickly process opt-out requests to avoid lawsuits) is unlawful;
- (3) include FCC language detailing an effective opt-out request (to be provided by the FCC); and
- (4) provide a telephone and fax number where recipient can send opt request as well as a cost-free mechanism for opting out. The opt-out mechanism must be available 24 hours a day, 7 days a week.

The Act directs the FCC to create rules setting forth opt out request language and also to state what constitutes a "cost-free mechanism" for opting out. Right now, a cost-free mechanism that would comply is a toll free number. It is unclear whether an email address would qualify as a cost-free mechanism.

Possible opt-out language a business could use until the FCC provides its specific language:

"The recipient of this facsimile may request that the sender not send any future similar documents to a designated facsimile machine or machines. The sender's failure to comply, within the shortest reasonable time, with an appropriate request is unlawful. To opt out of further facsimile advertisements from this sender, please [call or fax] [FILL-IN toll-free number] [email if desired] at any time on any day of the week."

III. FCC Rules & Possible Future Rulemaking

In order to clarify the Act, the Act directed the FCC to adopt rules within 270 days of the Act's effective date. Some of the required rulemakings are specified in the Act. First, the FCC will adopt rules specifying the form of the opt-out language. Second, the FCC must establish the time in which a business has to honor an opt-out request. Finally, the FCC will clarify what constitutes a cost-free opt out mechanism.

The Act also gives the FCC the discretion to conduct two other rulemakings. First, the FCC can create a nonprofit exception to the Act's requirements. This exception would allow "professional or trade associations that are tax-exempt nonprofit organizations" like REALTOR® associations to send faxes to its members in furtherance of the association's exempt purpose without having to include the opt-out notice. This exception can only be created after the FCC conducts a rulemaking on this issue and determines through the rulemaking that the opt-out mechanism is not necessary to protect association members from unsolicited advertising faxes from the association.

Second, the Act gives the FCC the ability to shorten the EBR time period. In order to take such an action, the FCC must make the following findings: first, that the EBR exception has generated consumer complaints; second, that the EBR time periods are inconsistent with customer expectations; third, the costs and benefits to recipients associated with a more limited EBR time period; and finally, the effect of costs associated with a more limited time period on small businesses. The Act states that the FCC must wait at least three months from the Act's effective date before it may undertake such a rulemaking.

IV. Conclusion

New legislation has enshrined the "established business relationship" exception in federal facsimile laws. The Act's EBR exception allows businesses to send commercial faxes to its customers and business partners without having to gather express written consents. Under the new law, a fax can be sent to anyone with whom the sender has an EBR, so long as the receiver received the fax number voluntarily or had received the fax number prior to the enactment of the Act. The FCC will conduct further rulemakings to clarify certain aspects of the new law as well as possibly expand the law to completely exempt associations' communications with their members.

Pictures from July 15th Breakfast Meeting



Networking

Mr. Hubbard,
Wendy's mentor.



Wendy in
action!

Sponsorship opportunities are available at these upcoming events:

September 8	Top Producer Panel
September 16	REALTOR® Safety
November 18	Breakfast Meeting
December 16	Breakfast Meeting

*Our December 8th Lunch & Learn will feature Michael Boyd and our sponsor is **SunTrust.***

Membership Development - bringing you value-added programs.

Congratulations New REALTOR Members:

Hamlin Andrews (Keller Williams Realty)
Ursula Britt (Carolina Direct Realty Options)
Claudie S. Campbell (Coldwell Banker Triad)
William T. Carpenter (Heritage Property Brokers)
Krista Davis (Keller Williams Realty)
Thomas DePietro (Heritage Property Brokers)
Robin Eller (Keller Williams Realty)
Ann Flinchum (Aspenwood Properties)
Marjorie Foster (Keller Williams Realty)
Jane Hinshaw (Keller Williams Realty)
Donald Jones (Leonard-Ryden-Burr Real Estate)
Timothy McIntyre (Realty 1 Properties)
Ruth McMasters (Keller Williams Realty)
Deborah Mickles (Robertson Realty)
Martha Nifong (Robertson Realty)
Sylvie Oswald (Prudential Carolinas Realty)
Christopher Parsons (Prudential Carolinas Realty)
Leigh Pate (Leonard-Ryden-Burr Real Estate)
Debbie Riggs (Leonard-Ryden-Burr Real Estate)
John Robertson (Coldwell Banker Triad)
Max Segersbol (Framax)
Trop Shepherd (Century 21 Triad Davie)
Gail Sullivan (Prudential Carolinas Realty)
John Switzer (Your Home Superstore)
Jacqueline Watts (Red Door Realty)
Elizabeth Wendt (Robertson Realty)

2005 SPONSORS CLUB

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

DIAMOND LEVEL

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

RUBY LEVEL

Branch Banking & Trust	\$1,000.00
Truliant Federal Credit Union	\$1,000.00

EMERALD LEVEL

Alpha Mortgage Corp.	\$750.00
Countrywide Home Loans	\$750.00
Granite Mortgage, Inc.	\$750.00
Piedmont Federal Savings/Loan	\$750.00
Shugart Enterprises, LLC	\$750.00
Mulvaney Homes	\$700.00

SAPPHIRE LEVEL

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

CITRINE LEVEL

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

AMETHYST LEVEL

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

Continuing Education Sponsors

Full Day-Mulvaney Homes & Professional Inspection Associates

Half Day-Wachovia Mortgage Corporation

July Membership Report

Membership Changes

New MLS Companies:

Callahan Investments, LLC (Tracy Callahan, Broker)
 Cardinal Realty (Jeff Nance, Broker)
 Conner Realty (Neal Conner, Broker)
 Heritage Property Brokers (Tom DePietro, Broker)
 James Bennett, Broker
 LME Properties (Landon Elder, Broker)
 Realty 1 Properties, Inc. (Tim McIntyre, Broker)
 Triad Home & Land Co. (J.C. Grose, Broker)

Transfers:

Cheryl Biazzo (from Keller Williams Realty to Leinbach Auction & Realty)
 Sharon Cotton (from Prudential Carolinas Realty to Allen Tate, REALTORS®)
 Ed Lewandowski (from Keller Williams Realty to Allen Tate, REALTORS®)
 Stacey Leyba (from Prudential Carolinas Realty to Keller Williams Realty)
 Kent Masencup (from Keller Williams Realty to Weichert, REALTORS®)
 Jerri Russell (from Keller Williams Realty to Russell Triad Properties)
 Beverly Williams (from RE/MAX Realty Consultants to Keller Williams Realty)
 Lisa Yewdall (from Allen Tate, REALTORS® to Weichert, REALTORS®)

REALTORS® Transferring from Other Associations:

Anne Coffey (New Carolina Realty)
 Jeff Hodousek (Keller Williams W/S)

Resignations:

Darin Bauguss (Real Estate Options)
 Anthony Harrelson (Hometown Realty Kernersville)
 James King (Buyer-Side Realty)

Reinstatement:

Greta Frye (Lewis-Bray, LLC)

Board of Directors Report

Below are highlights of the July Board of Directors meeting:

Approved eight new MLS company memberships

Approved two REALTORS® transferring from other Associations

Approved the resignation of three members

Approved the reinstatement of one member

Approved 26 new REALTOR® members

Heard a report from the Government Affairs Director

Heard reports from division heads

Heard an update from the joint Home Inspectors/ REALTORS® Committee Chair

Heard an update on the upcoming hospitality suite that we are co-hosting with the Greensboro Association at the NCAR Convention

Confirmed that we are adopting NAR's mandatory Bylaws amendment regarding mortgage bankers not being allowed to be REALTOR® members

Approved signing a Trust Agreement with Winston-Salem Foundation to establish a charitable fund; also approved the Mission Statement, Vision Statement, Slogan, and Core Values of our charitable fund and a budget to promote and market the fund

Approved door prizes for the AE Conference and the NCAR Convention

Asked staff to develop criteria for a Rookie of the Year Award

Membership Totals Report (as of July 29, 2005)

REALTORS®	1206
Affiliates	103
Institute Affiliates	12
Public Service	1
Life Members	<u>29</u>
TOTAL	1351
Applied for Membership	32
Non-Member Licensees	193
MLS Participants	1571
RCA Participants	114
PMD Participants	32

Congratulations to John McPherson with Coldwell Banker Triad for earning the CRS designation.

Congratulations to Shirley Rule with Prudential Carolinas Realty for earning the ABR designation.

August Birthdays



- 1** Bonny Ballard Cooper
Michael Hobson
Don Miller
Sandy Wetherhold
- 2** Richard W. Bell
Judy W. Garrett
Nancy D. Marshall
Robert M. Southern
- 3** Vicki Peters
Ella D. Styers GRI CRS
Jeffery White
- 4** Kenneth G. Harper
Sherri H. Holloway
- 5** J. Max Dwiggin GRI
David D. Motley
- 6** Ron W. Herrin GRI
Todd Hutchins ABR
Kristi K. Idol
Timothy McIntyre
Mary-Jo Sanchez
- 7** Rebecca L. Arnott
Rick Berrier
Geneva T. Burcham
Leslie Hardy
Kenneth G. Sales
- 8** Pat Robertson
Robert T. Stimpson
- 9** Les Buchan
Douglas R. Friend
Nell K. Hamilton GRI CRS
William J. Lakey
Mike Lewis GRI
Dewey M. Linville Jr.
Janice J. McDaniel GRI ABR CRS
Sonja Rawly
Debi F. Tornow GRI CRS ABR
- 10** Pamela J. Boyle GRI
Gwendolyn A. Hill GRI CRS
Rose J. Miller GRI
Susan Mosher
Graydon O. Pleasants SIOR
Foss T. Smithdeal III GRI
- 11** Becky E. Anderson GRI CRS
Sandra Schmidt
- 12** Beverly Holly
Stephen Stonehouse
Francine S. Taylor
- 13** Brooke W. Cashion GRI
Linda Liu GRI
- 14** M. Douglas Avent Jr.
Jean W. Brewer
Gloria Duckworth
J.D. Mabe
Oscar F. Stewart III
- 15** Elaine M. Calloway
David Cooper GRI
Jacqueline W. Coulston
Charlene Liles
H.D. Sheldon
- 16** Frances S. Vogler
- 17** Daniel W. Donathan
Byron G. East GRI CRS
Mary Jo Grubbs
- 18** Ken Blackburn
- 19** Sharon Collins GRI
John Stubblefield
- 20** Corey A. Brothers
Nancy Currie
Patricia A. Goins-Campbell GRI
Julia C. Howard
Jules W. Smythe Jr. ABR
Paula Stephen GRI
- 21** James S. Lawson
Deanne Lentz GRI CRS ABR
Carver Rudolph
Jane B. Whitlock GRI
Lisa L. Wise
- 22** Hope Adkins
Jerome K. Chadwick
Sandra T. Collins ABR
Chuck Loignon
Norma V. Nail CRS GRI ABR
Sandra Kiser Smith
Jerrie Wemlinger
- 23** James T. Baucom GRI CRS
Carolyn W. Hodge GRI CRS
Nancy Mershon
Christopher Parsons
Chris Perry
Laura Vines
- 24** Gayle M. Hampton GRI CRS
Georgie C. Thompson
- 25** Sara-Peyton McCormick
Kelly G. Rybak
- 26** Larry Cox
Jeff Geary
Dale King
Jeannette Porter GRI
- 27** Shari Dee Hancock
Chad Joyce
Mark Robertson
Deborah S. Shields GRI
- 28** Nancy C. Davis
Robert L. Harlan MAI
Brian Maas
David Passerallo
Judy E. Ricardo
- 30** Kelly E. Leak
- 31** Mary Adams Bruton
Richard R. Moore
Verniece Whitaker

RPAC CONTRIBUTIONS \$21,061.00 (as of 07/31/2005)

\$1000

Louis B. Baldwin, Jr.

Brent Bruner

Christa Holt

Bruce Hubbard

Ted Kelly

Paul McGill

Wendy Taylor

\$500

Shannon Blalock

Jon Bruner

Ferrell Clay

Treasure Faircloth

Lici Fansler

Lewis Hubbard

Richard Miller

Sam Ogburn, Sr.

James Vanzant

\$365

Tracey Boy Bethune

Penny Boyles

George Munford

Ronald B. Rosenberg

\$300

Janice Williams

\$250

Donna Barham

Tina Brabandt

Vicki Fleming

Mark Jacobs

Phil W. Johnson

Tom F. Johnson

John Kennedy

Clement Little

Lynn Ray

Michael Ryden

\$100 & up

James Allison

Brooke Burr

Elaine Calloway

Jo Caubre'

Raymond D. Collins

John Cosgrove

June Dinkins

Gary Ettinger

Victoria Frye

Audrey Fuhrmann

Shelly Hartman

Rod Hatcher

Gwendolyn A. Hill

Carol Hudson

Paul Jones, III

Vic Knight

Connie Kowalske

Scott Marshall

Heather Mullican

Susan Myers

Sam C. Ogburn, Jr.

James Piedad

Julie Poplin

Chris Stonehouse

Monte White

Bruce Williams

James Williamson

\$99

James Ale

John Alspaw

Linda Arvanitis

Jane Bodenhamer

Teresa Bodenhamer

Frances Bonnett

Debbie Burns

Wendy Butler

Rita Cain

Suzanne Campbell

Michael S. Clapp

Cathy Cottle

Gloria Duckworth

James Emmons

Kristina Farrell

Ann Flinchum

Sharon Fonville-Frye

Linda Gutierrez

Kim Hackel

Virginia Hackley

Dorothy Hall

Mary Hendricks

Cecily Hooks

Dale Hughes

C.J. Hyatt

Laural Johnson

Monnie Johnson

Donald C. Jones

Emily Keller

James Kendrick

Lynda Lengyel

Curtis Leonard

Dene' Logie

Marvin Luck

Brian Maas

Zana Marette

Shalonn Martin

Ginger B. McCollum

Sara-peyton McCormick

Loy McGill
Anthony McGoldrick
John H. McPherson
Jeff Norris
Elizabeth Ogburn
Leslie Porter
Jim Ramsey
Debbie Riggs
Mark Saunders
Brenda P. Sechrist
Pat Small
Robin Smith
Jack Stack
Philip Stewart
Steve Stonehouse
Darlene Strickland
Beverly Supple
Emma Taylor
Greg White
Lanier Williams
Kristin Wooten
Lisa Yewdall

IMPORTANT INFORMATION

PLEASE POST

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

South East Forsyth County

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

South West Forsyth County

AREAS: 47 & 48,

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

North West Forsyth County,

ALL of AREA 16 & 17

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

North East Forsyth County

ALL OF AREAS 19 & 20

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

OTHER:

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

Triad MLS Training

Tempo™ Classes and Training Schedule

Each Monday (except holidays)

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

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

12:30p.m. – 1:00p.m. – CMA

Moved to follow Basic Training class

1:00p.m. – 2:00p.m.– Realist

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

2:00p.m. – 2:30p.m.- Add/Edit

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

Directions

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

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

Take an immediate left into the parking lot

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

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

Triad Multiple Listing Service, Inc.

2640 Willard Dairy Rd.

Ste. 110

High Point, NC 27265

Telephone: 841-1337