

# e-Professional Edge

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

January 2005

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## From Your President's Desk

Paul McGill

Our Association just completed a wonderful year, thanks in no small part to the efforts of 2004 President, Trip Smithdeal, the Board of Directors and committee chairs, and the support of our dedicated staff under the direction of Jo Caubre'. We accomplished much, and certainly a highlight of the year occurred at the NAR Convention in Orlando with the recognition of our own Tom Bush, North Carolina's first winner of the national Good Neighbor Award! Another "first" for our Association occurred with the affordable housing issue and the premiere of the fall Affordable Housing Weekend. We look forward to continuing this particular initiative in 2005.

This year, we are committed to building on our past successes, establishing new initiatives and growing the organization for the future. Our Association will continue to be a leading resource for real estate professionals and will work to assure that our association continues its position of excellence as a statewide leader.

Specifically, we look to 2005 as an opportunity to increase public knowledge of the benefits of using a REALTOR and plan to develop and implement programs to accomplish this strategy. Our association will work to further develop a core presence in the Triad and will establish an Economic Development Task Force to identify key avenues to increase involvement. We will also coordinate partnership opportunities with all three Triad Associations. Recognizing the importance of communication, we will also increase visibility of the Association to our members and look forward to rolling out special services through our new Member Services position staffed by Glenda McCormick.

Our Association will showcase area "treasures" at membership meetings. As REALTORS®, we see many people and we are in fact ambassadors for our community. At on-site meetings, you'll see first hand some of the places that make our town special and you will subsequently be able to tell your clients about them. The brand new Children's Museum, located on Brookstown Avenue near Old Salem, will be the site of our February meeting. The brainchild and 75<sup>th</sup> anniversary gift of the Junior League of Winston-Salem, the Children's Museum is an inclusive place for children to play, learn and explore. In March, our meeting will be held at the recently opened Old Salem Visitors Center. REALTOR® Jim Salzwedel will play the restored Tannenberg organ for us and a member of Old Salem's executive team will share information about the exciting things happening in this historic area. Stay tuned for information on future events.

RPAC does a great deal for our industry. Last year, eighteen percent of our members gave over \$24,000. Our goal this year is to increase member participation to forty percent and greatly increase contributions. A fun and ever-popular Karaoke night at our April meeting will raise funds for this worthwhile project. Ted Kelly, a NCAR trustee for RPAC and the 2005 RPAC committee chair, will lead the charge for increased participation. Remember, RPAC protects your rights as a REALTOR® and protects our industry. I hope that you will consider a donation this year.

I believe that our Association is well positioned to meet member needs and achieve significant accomplishments. 2005 will be an exciting year and I am honored to represent the Winston-Salem Regional Association of REALTORS®.



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

### **Existing Home Sales Hit Record**

2004 has been a great year for the real estate business. Low interest rates helped the market for existing single-family home sales to set the highest monthly pace on record in November, according to the National Association of REALTORS®.

Nationally, November sales activity was 13.2 percent above November 2003. David Lereah, NAR's 'chief economist, said low interest rates get much of the credit. "Mortgage interest rates dropped a quarter of a percentage point in late summer and then stabilized," he said. "Coupled with a growing labor market and a raising economy, this created optimal conditions for the housing sector."

Lereah expects economic conditions in 2005 will be comparable with this year. "Our forecast for the housing market is for a continuation of strong home sales, although down a little from the record setting pace of 2004," he said. "We think slower sales will help to create a better balance between home buyers and sellers."

The Winston-Salem real estate market was significantly impacted when the Brown-Williams Tobacco upper-level employees made their move to Winston-Salem. Through July 31, the Winston-Salem MLS saw a 61.7% increase in the number of homes sold between 250,000 – 299,000, 64.0% increase in \$300,000 and \$399,999, 54.8% in \$400,000 - \$499,999 and 75.8% increase in homes over \$500,000.

Additional information on the housing market in Winston-Salem's MLS, is that "the percentage of sales to the number of new listings" ratio is 60.7% for the first ten months of 2004, up from 57.4% for the same period in 2003.

2004 was a banner year for home sales nationally and in our local MLS area. With interest rates expecting to remain very low and Dell expecting to create 1,500 jobs for the Triad, these factors suggest demand for housing will continue. Locally we may see 2005 out pace the record sales of existing homes that occurred in 2004.

From WSRAR, "Best Wishes for a Happy and Prosperous New Year" -- The Winston-Salem Regional Association of REALTORS®, "The Voice for Real Estate", is Winston-Salem's largest trade association, representing 1,300 members.



## Governmental Affairs Report

### January 2005

As the end of the year approaches, I want to again thank you for allowing me the privilege of working with you this past quarter. While I am still trying to get totally up to speed on the myriad of issues that affect your working environment, I feel that together we have already made some very good strides in a number of issues. We have worked with the planning staff on decorative streetlights, minor subdivisions, tree save and tree protection ordinances and street connectivity issues. Thanks to all of you who have helped to clarify and express our position on these, and other, issues. A big thank you to everyone who was able to attend the County Commissioners' and/or the City Council's Public Hearing on the Dell Incentive package. The Commissioners and Council members were very impressed at the large turnout from the business community.

#### **TAX TIME**

The end of the year is a time people begin assembling their tax information. As the Office of Joint Governmental Affairs has researched various issues over the last few months, a few tax related items have been discovered. We thought it may be helpful to you to summarize a couple of opportunities that may be available to you. As always, be sure to get tax advice from a professional before claiming any of these options.

In October, a new depreciation allowance was approved for tenant improvements, changing the depreciable life from 39 years to 15 years. All improvements put into place from 10/25/04 through 12/31/05 are eligible for this new schedule. While this is a temporary change, it does set the appropriate depreciation schedule at a more realistic 15 years. Future sessions of Congress will be asked to make this change permanent.

In researching the depreciation issue, it was also discovered that a law was passed in 2003 giving a 30% depreciation bonus for tenant improvements put into service between 9-10-01 and 9-11-04. Tenant improvements were to be depreciated over a 39 year, straight line depreciation schedule. However, an additional 30% of the total tenant improvements could also be deducted in the first year, as long as they were placed in service during the eligible timeframe. If you have tenant improvements that may qualify, but submitted your taxes without this bonus, it may be possible to resubmit your taxes in order to claim this additional depreciation.

Additional tax benefits can be obtained by prepaying dues, fees and other tax deductible business expenses before December 31. It may be to your advantage to have these items paid in this year's budget to help offset your 2004 tax obligations. Again, it is vital that you talk with a tax professional before embarking on a tax strategy.

Thank you, again, for the privilege of working with you. If there is any way that the Office of Joint Governmental Affairs can assist you, please do not hesitate to contact either Kim or myself. We hope each of you had a very happy holiday season!

*The Winston-Salem Regional Association of REALTORS® , Inc.*

*invites you to the Inaugural Dinner Dance*

*Forsyth Country Club  
Saturday, the Twenty Second of January  
Two Thousand and Five*

*Social – 5:45 pm.*

*Seated Dinner – 6:30 pm.*

*Presentation of REALTOR® of the Year Award and Installation of Officers and Directors*

*Music by Charles Greene Groupe*

*Please respond on or before January 14, 2005*

*Members – No Charge*

*Guest - \$35.00*

*Reservations Required*

*Black Tie (Optional)*

*RSVP by response card, fax to 336-768-7295, or email [wsrar@wsrar.com](mailto:wsrar@wsrar.com)*

<b>2005 OFFICERS and DIRECTORS</b>
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<b><i>President</i></b>	Paul McGill
<b><i>President-Elect</i></b>	Wendy Taylor
<b><i>Vice-President</i></b>	Byron East
<b><i>Vice-President</i></b>	Audrey Fuhrmann
<b><i>Secretary-Treasurer</i></b>	Chris Livengood
<b><i>Director (3 year term)</i></b>	Christa Holt
<b><i>Director (3 year term)</i></b>	Julie Poplin
<b><i>Director (2 year term)</i></b>	Penny Boyles
<b><i>Director (2 year term)</i></b>	Jerri Russell
<b><i>Director (1 year term)</i></b>	Carol Hudson
<b><i>Director (1 year term)</i></b>	John Cosgrove
<b><i>MLS Chair</i></b>	Rod Eller
<b><i>RCA Chair</i></b>	Darrell McCormick
<b><i>PMD President</i></b>	Richard Miller
<b><i>Immed. Past President</i></b>	Trip Smithdeal

### **REALTORS® COMMERCIAL ALLIANCE**

<b><i>Chairman</i></b>	Darrell McCormick
<b><i>Vice Chairman</i></b>	Philip Stewart
<b><i>Secretary-Treasurer</i></b>	Bill Shore
<b><i>Asst. Sec/Treasurer</i></b>	Steve Fowler
<b><i>Director (2 year term)</i></b>	Stan Forester
<b><i>Director (2 year term)</i></b>	Brad Millsaps
<b><i>Director (1 year term)</i></b>	Paul McGill
<b><i>Immed. Past Chairman</i></b>	Ray Collins

### **PROPERTY MANAGEMENT DIVISION**

<b><i>President</i></b>	Richard Miller
<b><i>Vice-President</i></b>	Frank Kane
<b><i>Secretary</i></b>	Randy Honeycutt
<b><i>Treasurer</i></b>	Tom Johnson
<b><i>Director (3 year term)</i></b>	Rita Crews
<b><i>Director (2 year term)</i></b>	Larry Eubanks
<b><i>Director (1 year term)</i></b>	Elizabeth Ogburn
<b><i>Immed. Past President</i></b>	Curtis Reid

## **Protecting Real Estate Information**

### **NATIONAL ASSOCIATION OF REALTORS® 2005**

Protecting all forms of real estate information has become increasingly difficult because digital information can be so easily copied, stolen, destroyed or maliciously altered. Agents need new management tools and technologies to better control and protect information. Practitioners should implement the following essential information security practices to comply with existing and future regulations and minimize exposure to liability and business disruption:

Authenticate the identity of any party with whom you share or exchange information. It is important to establish the identity of any individual before exchanging digital information in an online interaction.

Label sensitive and proprietary information as company confidential in accordance with company policy.

Always secure client and company confidential documents.

Disclose the company's "standard of care" that will be applied to any personal or sensitive business information to clients and prospects.

Contact company officials whenever a security breach is suspected.

Never download any files or attachments you are not expecting.

Install personal firewall and virus-scanning software on personal computers.

Regularly back-up business information according to company procedures.

Change personal passwords and other access codes every ninety days, or more frequently, in accordance with company policy.

Take company-specified steps to protect company information from unauthorized access, alteration, destruction, modification or disclosure.

Treat all communication sent through a public wireless access point ("Wi-Fi hot spot") as visible to the public unless you are using a virtual private network (VPN).

The Internet created a major shift in the way real estate practitioners collect and make listing information available to consumers. The next major shift will affect how all forms of real estate information are protected and controlled. The need for practitioners to preserve consumer privacy, protect critical business information and control the point of sale will continue to grow. Supporting industry efforts to remain as the "trusted" first point of consumer contact requires that agents continue to work to improve information security procedures and technology protections.

Though industry business models, participants, regulation, threats and technology will continue to change, information security will remain a mandatory requirement at the center of the real estate transaction process. Sensitive information will be shared electronically between an ever-growing set of devices and organizations. Brokers will invest in technologies that provide for more efficient transactions. Greater convenience and service quality must also include preservation of consumer privacy and control of company information.

All practitioners have a vital role to play in the evolution of the industry's information security policy, practices and protection infrastructure. Real estate is an interconnected industry where the security of all systems and companies can be compromised by the weakest link. The broad adoption of information security guidelines will help practitioners secure and control all their information, continuously adapt their operations and remain the consumer's trusted advisor in an increasingly competitive marketplace.

## **Welcome To Our New REALTOR® Members!**

Rebecca L. Arnott (Coldwell Banker Triad)  
Michael D. Carter (Michael D. Carter, Broker)  
Gina H. Cozza (Prudential Carolinas Realty)  
Jim Deaton (Prudential Carolinas Realty)  
Deanna L. Doty (Keller Williams Realty)  
Lawrence E. Gordon (C-21 Lohr Realty)  
Ellen Griffith (Coldwell Banker Triad)  
Melody Hamm (Pennington & Company)  
Anthony T. Harrelson (Hometown Realty Kernersville)  
Shelby W. Hill (Shelby W. Hill Realty)  
Cherie Holmes (RE/MAX Realty Consultants)  
Jack Ingle (Miller-Shaw, Inc.)  
Laural Johnson (Prudential Carolinas Realty)  
James P. Kendrick (RE/MAX Realty Consultants)  
Stephen C. Leslie (Pennington & Company)  
Karey A Lynch (Prudential Carolinas Realty)  
Deanna McIlwain (Coldwell Banker Triad)  
Michael L. Messick (Coldwell Banker Triad)  
Laura H. Nelson (Coldwell Banker Triad)  
Rene' Armand Plante' (Coldwell Banker Triad)  
Deborah Stewart (Coldwell Banker Triad)  
Belinda Tate (Wellbridge Associate)  
Caressa Vance (Coldwell Banker Triad)  
Sherry M. Whitt (Sterling Properties)  
Sandye Williamson (Allen Tate, REALTORS®)

# December Membership Report

## *Membership Changes*

### **New MLS Companies:**

Michael D. Carter, Broker (Michael Carter, BIC)  
 I.M. Latimer Realty (Ian Latimer, BIC)  
 North Point Properties (Ron Duncan, BIC)  
 Red Door Realty (Jacob Cashion, BIC)  
 Salem Real Estate (McCartney Hagaman, BIC)  
 Shelby W. Hill Real Estate (Shelby W. Hill, BIC)

### **Transfers:**

Marvin Joe Luck (from Prudential Carolinas Realty to Allen Tate, REALTORS®)  
 Dave Passerallo (from Keller Williams Realty to Coldwell Banker Triad)  
 Jennifer Sapp (from Landmark Properties to Allen Tate, REALTORS®)  
 Sutton Slawter (from Prudential Carolinas Realty to Allen Tate, REALTORS®)

### **REALTORS® Transferring from Other Associations:**

Mitchell Blevins (from GRRRA to Aspenwood Properties)  
 Lynda Lengyl (from HPRAR to Allen Tate, REALTORS®)

### **Resignations:**

Carolyn Transou (Carolyn Transou, Broker)

### **New Affiliate Member:**

Brian Elam (Brock and Scott, PLLC)

## *Board of Directors Report*

Below are highlights of the December Board of Directors meeting:

Approved six new MLS company memberships

Approved one new Affiliate Member

Approved two REALTORS® transferring from other Associations

Approved the resignation of one member

Approved 25 new REALTOR® members

Were advised that Interealty will begin shipping books to individual offices next year

Were advised by the Association attorney that email voting by directors is not legal in our state

Ratified a decision of a Professional Standards hearing panel

Approved a contribution to the Debbie Coleman fund

Approved signing an agreement with NCAR to promote the Partners Program

Approved Board meeting dates for 2005

## Membership Totals Report (as of December 20, 2004)

REALTORS®	1144
Affiliates	95
Institute Affiliates	11
Public Service	2
Life Members	<u>29</u>
<b><i>TOTAL</i></b>	<b><i>1281</i></b>
Applied for Membership	10
Non-Member Licensees	198
MLS Participants	1472
RCA Participants	110
PMD Participants	33

Congratulations to **Dan Rath** of Keller Williams Realty for receiving the CRS designation.

Congratulations to **Phillip Rector** of Mundy Realty for receiving the GRI designation.

# January Birthdays



- 1** Bill F. Bodsford  
Paige J. Owen  
Sid H. Stapleton ABR
- 2** Michael E. Cashion  
Donald L. Martin  
Robert W. Sparks  
Chris Thompson
- 3** Mindy Smith
- 5** Robin S. Cook ABR  
Sharon Cotten  
Treasure A. Faircloth GRI CRS  
Walter J. Kinsey Jr. ABR GRI
- 6** Stephen C. Leslie  
Annette Westmoreland
- 7** Leland H. Ross III  
Sherry M. Whitt
- 8** Rachel Payne  
Kimberly A. Potts
- 9** Jeff L. Bryant  
Melissa C. Gossage  
Debbie Johann  
Carey Z. Sams  
Louisa J. Sohmer  
Anne K. Walker GRI CRS ABR
- 10** Larry Barker  
Jessie Golden GRI  
Mary Nell Humes GRI CRS  
John Kennedy  
Andrew G. McDowell  
Martha A. Waggoner GRI ABR  
Glenn Winfree GRI CRS
- 11** Ellen K. Moore WCR  
Philip J. Stewart Jr. CPM
- 12** Brian S. Davidson  
Michael L. Messick
- 14** Kenneth G. Ketner
- 15** Betty A. Callahan GRI CRS  
Douglas M. Clayton  
Belinda Tate
- 16** Dennis J. Paloumbas  
Phyllis C. Wilcox
- 17** Gina H. Cozza
- 19** Linda Mitchell CRS ABR  
Robert J. Parent  
David E. Shaw GRI  
Darvis G. Stanley  
Larry Wise II
- 20** Stanley F. Forester  
Mary K. Parks
- 21** George R. Bell GRI CRS ABR  
Janet B. Jones  
Dorothy S. Leonard GRI
- 22** Monnie Johnson  
Luray H. Jordan GRI CRS  
Stephanie H. LeFever  
Brenda P. Mabe  
S. Vanessa Mouton  
Don Myers  
LaDonna P. Potts
- 23** Stanley Morgan  
Mary Ann Parrish  
Jim Walker
- 24** Alice F. Fansler GRI CRS ABR e-PRO  
Denise J. Fant ABR  
Lawrence L. Federer  
Emily Keller  
Dewey Robertson
- 25** Pauline K. Chandler  
Kathy Phillips  
Vicki B. Van Buren GRI CRS
- 26** John S. Washington  
Derry A. White
- 27** Elizabeth S. Swicegood GRI
- 28** Vickie L. Farrior
- 29** Susan Barbour  
Cheryl T. Kiger GRI  
Don A. Marshall  
Gary Semones
- 30** Harris Gupton  
Christina J. Robbins  
Pamela Wolfman
- 31** Keith Boles  
Donna M. Poe GRI ABR

## **Triad MLS Tempo™ Updates - Limited Service Listings**

There is a new listing type in Tempo® of "LS" which is for Limited Service listings. Section 1.2.1 of the Triad MLS Rules and Regulations states that a Limited Service listing is, "listing agreements under which the listing broker will not provide one, or more, of the following services:

- (a) arrange appointments for cooperating brokers to show listed property to potential purchasers but instead gives cooperating brokers authority to make such appointments directly with the seller(s);
- (b) accept and present to the seller(s) offers to purchase procured by cooperating brokers but instead gives cooperating brokers authority to present offers to purchase directly to the seller(s);
- (c) advise the seller(s) as to the merits of offers to purchase;
- (d) assist the seller(s) in developing, communicating, or presenting counter-offers; or
- (e) participate on the seller(s) behalf in negotiations leading to the sale of the listed property will be identified with a list type of "LS" in MLS compilations so potential cooperating brokers will be aware of the extent of the services the listing broker will provide to the seller(s), and any potential for cooperating brokers being asked to provide some or all of these services to listing brokers' clients, prior to initiating efforts to show or sell the property."

The Triad MLS Board of Directors has set a deadline of January 1, 2005 for the listing type to be changed to "LS" in add/edit for all listings that meet the description above. All contact information must be removed from the "remarks" field and the new "agent only" remarks field can be used to communicate any contact information.

You can view this article and other newsletter articles from the Triad MLS web site online at [www.triadmls.net](http://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.

By:  
Crystal Brown  
Executive Administrative Assistant/IT Support  
Triad MLS, Inc.

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

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

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

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

DATE	COURSE	TIME	PLACE	INSTRUCTOR	COURSE #
January 6	Update	8:30 am-12:30 pm	LJVMC	Vicki Ferneyhough	9905
January 6	<b>Understanding Real Estate Economics</b>	2:00 pm - 6:00 pm	LJVMC	Vicki Ferneyhough	2666
February 24	Update	8:30 am-12:30 pm	LJVMC	George Bell	9905
February 24	<b>And the Commission Says.....</b>	2:00 pm - 6:00 pm	LJVMC	George Bell	2270
March 3	Update	8:30 am-12:30 pm	LJVMC	Cindy Chandler	9905
March 3	<b>Commercial Real Estate Brokerage I</b>	2:00 pm - 6:00 pm	LJVMC	Cindy Chandler	2315
April 7	Update	8:30 am-12:30 pm	LJVMC	Tom Mahlum	9905
April 7	<b>Listings – A Two Act Play</b>	2:00 pm - 6:00 pm	LJVMC	Tom Mahlum	2189
May 7	Update	8:30 am-12:30 pm	LJVMC	Vicki Ferneyhough	9905
May 7	<b>Advice from the Experts</b>	2:00 pm - 6:00 pm	LJVMC	Vicki Ferneyhough	2370

(Continued on next page)



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

Charge to:  VISA  MasterCard

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

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

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

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

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

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

**Tips for Successful Registration**

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

**CANCELLATION POLICY : NO REFUNDS**

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

## IMPORTANT INFORMATION

### PLEASE POST

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

#### South East Forsyth County

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

#### South West Forsyth County

AREAS: 47 & 48,

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

#### North West Forsyth County,

ALL of AREA 16 & 17

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

#### North East Forsyth County

ALL OF AREAS 19 & 20

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

#### OTHER:

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

# Triad MLS Training

## Tempo™ Classes and Training Schedule

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

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

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

#### **12:30p.m. – 1:00p.m. – CMA**

Moved to follow Basic Training class

#### **1:00p.m. – 2:00p.m.– Realist**

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

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

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

### ***Directions***

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

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

Take an immediate left into the parking lot

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

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

*Triad Multiple Listing Service, Inc.*

*2640 Willard Dairy Rd.*

*Ste. 110*

*High Point, NC 27265*

*Telephone: 841-1337*