

# e-Professional Edge

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

May 2005

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## From Your President's Desk

Paul McGill

Just what exactly goes on at the NCAR Legislative Meeting? Plenty! And from start to finish, the meeting provided a forum for information gathering and networking with elected officials that was invaluable to our association.

This year's meeting began on April 11, 2005 when several people from WSRAR joined me to travel to Raleigh. It was the first time I had been to the NCAR Legislative Meeting, and I have been in this business 25 years this year! I was not disappointed, and my time was well spent. Lt. Governor Beverly Pardue set the pace for an action-packed forum when she spoke at the NC CRS Chapter. As a licensed REALTOR®, Pardue relates to our needs and concerns and her delivery was quite impressive. On our first day, we also attended the Large Board Forum, of which we are the fifth largest, following Charlotte, Raleigh, Asheville, and Wilmington. It was great to meet with the other Large Boards who have similar issues/agendas; we were briefed by President Vic Knight about various events and votes to take place and briefed by Stephanie Simpson, Chief NCAR legislative staff person in Raleigh.

The following day, Wendy Taylor and I attended a Presidents/Presidents Elect Forum where various helpful items were discussed. Then I went to a NCAR Candidate Forum, where Sandra O'Connor from Greensboro spoke about her candidacy for Treasurer, Danny Brock announced his 2006 President Elect candidacy (to follow Cindy Chandler's NCAR presidency in 2007). Several others spoke of their RVP candidacy. Later in the day we both attended Regional Caucuses of which we are part of Region 6. Our very own Treasure Faircloth, Region 6 Vice President, hailed forth with all kinds of pertinent information and Ferrell Clay also spoke, giving the regional attendees very good information, answering questions and preparing us for the Board of Directors Meeting that convened late afternoon.

At that meeting we heard from President Vic Knight, were provided current financial reports, governance reports including updates on the statewide voting, bylaws updates, etc. I think the most important topic discussed was from Tom Heffner, the Chairperson of the Governance Task Force. This report was from a 15-member task force studying the streamlining of the Board of Directors and in essence they proposed forming a delegate body to give one delegate for every 500 members in a Board. This exclusive group would then have the authority to elect all "statewide" elected positions. Region 7, which includes Charlotte, made a motion to hire a mediator and have a new study group appointed to continue to work on this issue. It was overwhelmingly approved by the state-wide Board of Directors who attended the meeting.

The most important event was on Wednesday April 13. The day began with a legislative briefing at the Sheraton. Then we went by bus on this very rainy, cold day to meet with our legislators at the North Carolina General Assembly. It truly was a very impressive event with about 250 REALTORS® from across the state. A REALTOR® rally was held in the auditorium of the General Assembly where we heard from many legislators. WSRAR member Julia Howard's message was a highlight of the event and

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

### Mediation

#### The Winning Solution

Did you know that Mediation services are available to you at no cost through your Association? Even REALTORS®, who are committed to high standards of conduct, occasionally have honest business disputes with other professionals. There is an ongoing need for efficient and economical mechanisms to resolve such disputes.

Arbitration is valuable and is mandated by the Code of Ethics for REALTORS® to settle disputes with other REALTORS®, but mediation is simpler and easier. Mediation can take place after a complaint has been filed with the Association, before it proceeds to the arbitration hearing. If both parties agree, mediation can take also place before a formal complaint has been filed. Mediation is available at no charge.

Some of the key features of mediation are:

#### Voluntary/Private Process

- Parties voluntarily enter the mediation process
- Parties can leave the process at any time
- Parties have complete control over the outcome

#### Neutral/Impartial Mediation

A trained mediator is available who mediates only matters in which he/she remains neutral and impartial (There are several trained mediators to choose from). The mediator is familiar with real estate practices and customs in the local marketplace.

- Facilitates and assist with negotiations
- Enhances the parties' abilities to understand their own and each others' needs
- Helps the parties understand the alternatives to settling

#### Confidential Process

- Mediation is a confidential settlement process.
- Neither the mediator nor the parties disclose the communications or conduct of the mediation.
- Ethical violations discovered as a result of participation in the mediation are not reported and information from the mediation cannot be used against either party. Settlements discussed in mediation are not admissible in arbitration.

Mediation is purely voluntary. No one has to use it, but it can save time and money and can be quicker, easier, and more amicable for resolving business disputes than arbitration. Mediation allows creative solutions, improves poor communication, and clarifies misunderstanding because parties come together and talk.

At the conclusion of mediation, agreement can be reached or both parties can be given a specified period of time, not to exceed forty-eight (48) hours, to consider the resolution. If no agreement is reached, the parties are free to pursue arbitration.

If you would like to have more information about the mediation process, please go to <http://www.realtor.org/libweb.nsf/pages/fq700#topicd> or call WSRAR at 336-768-5560.



## Governmental Affairs Report

### May 2005

It is budget time again for both the City and County. What does this mean to you? It impacts everyone from a property tax perspective but also affects real estate professionals from a couple of different perspectives. First, let's take a look at property taxes.

If you own a home, you recently received a "revaluation notice" showing the new appraised tax value on your home. By law, the county is required to look at all the property that was taxed last year and determine how much tax revenue was raised. Then, using the exact same list of property, they must take the new property valuations and see what rate would be used to generate a "revenue neutral" tax rate. Since property values tend to rise, the tax rate would need to be decreased to produce this revenue neutral number. In the case of Forsyth County, the tax rate would need to be decreased from 70.8 cents per \$100 of value to 64.7 cents per \$100 of value. If this were done, some citizens would have a property tax decrease, some an increase and some would remain the same. Overall, the total amount of property tax raised would be roughly the same as before the revaluation took place. Before you start banking on your property tax not increasing, you need to understand the rest of the budget process.

As the various agencies and departments in the County assess their budget needs for the upcoming fiscal year, those requests are passed on to the County Commissioners. At the Budget Work Session on March 21, the County Commissioners received requests for nearly \$35 million in additional spending. In order to fund all of the requests, the new tax rate would need to be nearly 74 cents per \$100 of valuation, a tax increase of over three cents! The County Commissioners are not eager to raise taxes to that level, so they have two options. First, they sort through all of the budget requests and prioritize those requests, thereby reducing the total expansion request. Second, they look at additional sources of revenue outside of property taxes. These include fines, fees and other revenue sources. As a result, you will undoubtedly hear discussion about increasing zoning fees, increasing planning fees, increased permit fees and, perhaps, discussion about new taxes.

Your Office of Government Affairs is continually trying to monitor discussions involving new fees, new taxes and increases in any existing fees or taxes. Our purpose is to keep you, our members, aware of any such discussions, as well as to educate the City and County officials as to how such fees and taxes would impact REALTORS® and Home Builders. We will try to keep you abreast of how the budget discussions progress. We also need you to stay in touch with us and let us know how you feel about various budget proposals, as well as what type of impact they may have on your profession. Two-way communication is the best way for us to accurately reflect your position on budget matters. By working together, the Office of Government Affairs hopes to work with City and County officials to manage both revenues and expenses in such a way as to maintain a positive environment for Homebuilders and REALTORS®.

# May Membership Meeting

**4TH ANNUAL POLITICAL MIXER  
WSRAR MEMBERSHIP MEETING  
MAY 17, 2005  
REYNOLDA HOUSE— 2250 REYNOLDA RD.**

**POLITICAL MIXER:  
5:45 PM—8:00 PM**

*Meet with candidates and members of the Home Builders  
Association*

*Heavy hors d'oeuvres and cocktails*

**FOR DIRECTIONS:**  
<http://reynoldahouse.org/gi.html>

**OPTIONAL TOURS OF REYNOLDA HOUSE**

**5:00 PM—5:45 PM**

**COST : \$5.00 PER PERSON**

**RSVP & PAYMENT MUST BE**

**RECEIVED BY MAY 6 AT THE**

**ASSOCIATION OFFICE**

**RSVP by MAY 6, 2005**

**FAX: 336-768-7295**

**OR EMAIL:**

**[wsrar@wsrar.com](mailto:wsrar@wsrar.com)**

**CANCELLATIONS needed  
by MAY 9, 2005**

***Diamond Sponsors***

***THANK YOU!***



## Lou Baldwin Receives Prestigious First Annual "Federal Political Coordinator of the Year"



Vic Knight, NCAR President giving Lou Baldwin award at April NCAR legislative meetings in Raleigh

### **Federal Political Coordinators Keep REALTOR® Issues in Front of Elected Officials**

When legislators on Capitol Hill consider laws that could affect the housing industry, REALTORS® can rest assured that their concerns are front and center, thanks to a group of dedicated liaisons known as Federal Political Coordinators (FPC). These individuals are responsible for maintaining contact with designated members of Congress and helping to coordinate NAR's legislative agenda.

NCAR salutes its 2005-2006 FPC's for their commitment to advancing the REALTOR® message among members of the N.C. congressional delegation.

#### **Lou Baldwin**

*For Sen. Richard Burr*

Lou Baldwin is the owner and president of Baldwin Companies based in Winston-Salem. Serving as FPC to Sen. Burr is something that Baldwin knows well as he was FPC to Congressman Burr for 10 years. Baldwin has been active on the state level as an NCAR director and chairman of NCAR's Property Management Division. Locally, he served the Winston-Salem Regional Association of REALTORS® (WSRAR) as president, vice-president, secretary-treasurer and as chairman of numerous committees. Baldwin was recently recognized by the *Business Journal of the Triad* as "One of the 50 Most Influential People in the Triad," and was recognized in 2004 as one of "40 Leaders Under 40."

## **N.C.: Rule Would Require Broker License for All**

(March 31, 2005) -- The North Carolina Association of REALTORS® is working with the state's real estate commission to draft proposed legislation that would require all real estate practitioners to hold a broker license, says Rick Zechini, NCAR's director of regulatory affairs.

Under the proposed licensing structure, someone entering the profession would have to become a broker before being able to do business as a licensed real estate professional, says Zechini. Applicants would be required to complete a 90-hour prelicensing course and pass the state license examination.

The new licensee would then be classified as a "provisional broker." Provisional brokers would have to complete an additional 90-hour of course work within two years of licensure. Then the provisional status would be terminated.

Zechini says a provisional broker would have to be supervised, just as a salesperson is now under existing law, until the post-licensure course is completed. "If provisional brokers fail to complete the post-licensure course within two years, their licenses would be cancelled," he says.

The driving force behind the proposed change is the growing number of consumer complaints to the North Carolina Real Estate Commission about "inexperienced and uneducated" real estate practitioners. NCAR's membership also has expressed "concern over the lack of professionalism and consumer protection in the state."

Existing salespeople would be transitioned to brokers either through satisfaction of an experience requirement of working four years in real estate as a broker or salesperson within the last six years or by completing a transition course. NCAR is working with the Real Estate Commission's legal staff to draft the legislation, which, if voted into law, would go into effect on March 1, 2006.

—By Bridget McCrea for REALTOR® Magazine Online

**Congratulations to Sandra Hamrick (Coldwell Banker Triad) and Dan Sawyers (Weichert, REALTORS® – Ridgetop) for earning the ABR designation.**

**Congratulations to Jason Morgan (Keller Williams Realty) for earning the GRI designation.**

**Congratulations to Marie White (Keller Williams Realty) and Mary Vicens (Prudential Carolinas Realty) for receiving the ABR designation.**

# Exclusivity Determines Who You Can Work With

## Code of Ethics and Standards of Practice of the NATIONAL ASSOCIATION OF REALTORS®

### Article 16

#### Standard of Practice

##### 16-13

All dealings concerning property exclusively listed, or with buyer/tenants who are subject to an exclusive agreement shall be carried on with the client's representative or broker, and not with the client, except with the consent of the client's representative or broker or except where such dealings are initiated by the client.

Before providing substantive services (such as writing a purchase offer or presenting a CMA) to prospects, REALTORS® shall ask prospects whether they are a party to any exclusive representation agreement. REALTORS® shall not knowingly provide substantive services concerning a prospective transaction to prospects who are parties to exclusive representation agreements, except with the consent of the prospects' exclusive representatives or at the direction of prospects. (Adopted 1/93, Amended 1/04)

## NORTH CAROLINA REAL ESTATE COMMISSION RULES

### A.0104 Agency Agreements and Disclosure

(c) In every real estate sales transaction, a broker or salesperson shall, at first substantial contact directly with a prospective buyer or seller, provide the prospective buyer or seller with a copy of the publication "Working with Real Estate Agents," review it with him or her, and determine whether the agent will act as the agent of the buyer or seller in the transaction. If the first substantial contact with a prospective buyer or seller occurs by telephone or other electronic means of communication where it is not practical to provide the "Working with Real Estate Agents" publication, the broker or salesperson shall at the earliest opportunity thereafter, but in no event later than three days from the date of first substantial contact, mail or otherwise transmit a copy of the publication to the prospective buyer or seller and review it with him or her at the earliest practicable opportunity thereafter. For the purposes of this rule, "first substantial contact" shall include contacts between a broker or salesperson and a consumer where the consumer or broker or salesperson begins to act as though an agency relationship exists and the consumer begins to disclose to the broker or salesperson personal or confidential information.

### ***NCAR FORMS AVAILABLE IN SPANISH!***

**Some of the most widely used NCAR Standard Contract Forms have been translated into Spanish and are now available on NCAR's Web site.** The NCAR Equal Opportunity and Cultural Diversity Committee spearheaded this initiative to help Hispanic consumers better understand the documents they were signing and to help reduce the liability of practitioners working with Spanish-speaking clients. It's important to note that the Spanish forms are for "information" purposes only. A person may read the Spanish version for information, but will still need to sign the English version of the form. Visit NCAR's website at [www.ncrealtors.org](http://www.ncrealtors.org) for these forms.

## ***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*

# April Membership Report

## Membership Changes

### New MLS Companies:

Atlantic Appraisal Group (Stephen Waller, Appraiser)  
Compass Realty Group (Tanya Pontillo, Broker)  
GolfSource, LLC (Larry Harrell, Broker)  
House Trackers Realty (Jeanne Eaton, Broker)  
Ideation Properties, Inc. (Mark Sanger)  
LaMonica Realty (Sheila LaMonica, Broker)

### Transfers:

Treasure Faircloth (from Coldwell Banker Triad to Allen Tate, REALTORS®)

Virginia Hackley (from Prudential Carolinas Realty to Leonard-Ryden-Burr Real Estate)

Mary Gettys Hardwick (from Prudential Carolinas Realty to Allen Tate, REALTORS®)

Riley Lynch (from Coldwell Banker Triad to Allen Tate, REALTORS®)

Brenda Mabe (from Ann Chilton Realty to Coldwell Banker Triad)

### REALTORS® Transferring from Other Associations:

Randy Durso (Pennington & Company)  
Ed Lewandowski (Keller Williams Realty)  
Sheila Taylor (Prudential Carolinas Realty)

### New REALTOR® Members:

Amanda Ackley (Coldwell Banker Triad)

Joshua Barnette (Your Home Superstore)

Linda Bray (Keller Williams Realty)

Nicholas Broome (Keller Williams Realty)

Geneva Burcham (Prudential Carolinas Realty)

Gerard Carone (Carone Appraisal Services)

Archie Comfort (Keller Williams Realty)

Janie Deren (Prudential Carolinas Realty)

Brenna Fallin (Prudential Carolinas Realty)

Christopher Frantz (Allied Commercial Realty, Inc.)

Charles Fulk (The Meridian Realty Group, Inc.)

Josh Greer (Coldwell Banker Triad)

Sherri Holloway (Coldwell Banker Triad)

Lorri Jones (Century 21 Swicegood Wall & McDaniel)

Wess Markowitz (Coldwell Banker Triad)

Arshi Paul (Prudential Carolinas Realty)

Holly Prillaman (Prudential Carolinas Realty)

Stanley Robbins (Sterling Properties of the Carolinas, Inc.)

Bruce Roberts (C-21 Lohr Realty)

William Sherrill (Your Home Superstore)

Doris Short (Century 21 Swicegood Wall & McDaniel)

Kendra Smith (Weichert, REALTORS® – RidgeTop)

Michael Sonbert (Mike Sonbert Realty)

Marie Denise Spooner (C. Edwards & Company, Inc.)

Emma Taylor (Allen Tate, REALTORS®)

Chandra Thomason (Coldwell Banker Triad)

Susan Wearn (Prudential Carolinas Realty)

Lory Wells (New Horizons Realty & Appraisal)

Jeffrey Wheeler (Robertson Realty Inc.)

### New Affiliate Members:

Chris Clark (All Seasons Pest Control)

Dale Liner (Certified Property Inspections)

### Leave of Absence:

Stephen Cox (RE/MAX Realty Consultants)

## Board of Directors Report

Below are highlights of the April Board of Directors meeting:

Approved six new MLS company memberships

Approved 29 new REALTOR® Members

Approved three REALTORS® transferring from other Associations

Approved two new Affiliate Members

Approved leave of absence status for one member

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## Membership Totals Report

(as of April 22, 2005)

REALTORS®	1153
Affiliates	99
Institute Affiliates	12
Public Service	1
Life Members	<u>29</u>
<b>TOTAL</b>	<b>1294</b>
Applied for Membership	30
Non-Member Licensees	184
MLS Participants	1515
RCA Participants	112
PMD Participants	31

(Continued from page 10)

Heard from James Gore, with the Winston-Salem Foundation, about the services his company offers; Tabled a vote on establishing a charitable fund until the next Board meeting

Heard a report from the Government Affairs Director on the Tree Save Amendment, Wal-Mart re-zoning update, maps of the Northern Beltway project, and the upcoming political mixer.

Heard reports from the division heads

Were informed our grant request for down payment assistance during our American Dream Weekend was not approved at the last meeting of the Homes4NC Foundation but it is expected to be discussed again in June

Reviewed proposed changes to education requirements to convert from a salesperson's license to a broker's and additional training for brokers-in-charge

Reviewed a letter from our legal counsel advising us to not take any further action on NAR's mandated Bylaws change regarding mortgage bankers with a broker's license not being allowed to be REALTOR® members until this issue can be examined more thoroughly

Heard a report on the recent NCAR Legislative Meetings including discussion of proposed changes to the way NCAR is governed

Discussed the requirements for including an optional RPAC contribution on dues invoices and decided to include a separate letter or card about RPAC in the annual dues billing envelope

# May Birthdays



- 1** Norwood Lide Jr.  
Angela Mitchell  
George W. Nedriga  
Kelly S. O'Dell
- 3** Laverne W. Smoot
- 4** Jon Bruner GRI  
Lynn Christensen GRI  
Sam L. Stone ABR  
Patrick A. Vaughan
- 5** Scott Isenhour
- 6** Gloria S. Matthews GRI CRS  
Jack Nelson  
C. Owen Phillips  
Dan Rath ABR CRS
- 7** Evelyn Haynes  
John Manning  
Millard F. Martin
- 8** Frank Fowler  
Dawn Hensley  
Christopher Stewart  
Donald Williams
- 9** John P. Cosgrove  
Marie V. Love GRI
- 10** James Allison GRI  
Mark C. Caudill SIOR  
Steve Culler CRB  
Charles N. Holleman  
Janice M. Lee  
Jean Nixon GRI CRS
- 11** Alice Hall  
Susan Martin  
Bill Sinclair  
Rita Kay Spiker
- 12** Penny Boyles GRI CRS e-PRO  
Charles Cardwell  
Cheryl Fink  
Janel T. Hensley
- 13** Renee McDaniel  
Harvey J. McIntyre
- 14** Fred Lewis  
Matt Pannell  
W. Hugh Wilson IV
- 15** Joe L. Pinnix  
Dan Sawyers ABR  
Paul T. Speed
- 16** Tammy A. Watson GRI
- 17** Abdoulaye Barry  
Donna L. Fiori ABR  
Barbara B. Reid
- 18** Mark E. Fulk  
Jeff Norris
- 19** Keith Adams
- 20** Vicki H. Fleming GRI CRS ABR  
Carolyn Hardy CRS  
Kay S. Hatcher GRI  
Jayne Sommer  
Sherri York
- 21** Abe Mendez  
Rhonda Pedersen  
Larua Le Vanhoy GRI MAI
- 22** Gilbert L. Boger  
Janice M. Lee GRI CRS  
S. Derek May GRI
- 23** James P. Kendrick
- 24** Shirley N. Branyon  
Katherine C. Chalk  
Pamela L. Harper  
Rene H. Hutchins GRI  
Andrew Reid Scott  
Carol Speciale
- 25** Ranny Lee Clubb  
Bob Thomas
- 26** Christopher D. Livengood  
Jim Whitehouse
- 27** James Dudziak  
Barbara Ripple
- 28** Ralph A. Harding  
Wendy G. Taylor GRI CRS
- 29** Arpi Nagy  
Richard W. Redding  
Dale Underhill
- 30** Reynolds Lassiter  
Stephen H. Wolfe  
Brien S. Woosley
- 31** Cindy Botta Blackwell  
J. Lynn Rutledge GRI  
Sue Wearn

RPAC CONTRIBUTIONS \$9,797.00 (as of 04/30/2005)

\$1000

Christa Holt

Paul McGill

Wendy Taylor

\$500

Shannon Blalock

Ferrell Clay

Treasure Faircloth

Lici Fansler

Lewis Hubbard

Sam Ogburn, Sr.

\$365

Tracey Boy Bethune

George Munford

Ronald B. Rosenberg

\$250

Vicki Fleming

Phil W. Johnson

Tom F. Johnson

Richard Miller

\$100 & up

Jo Caubre'

John Cosgrove

Victoria Frye

Audrey Fuhrmann

Gwendolyn A. Hill

Carol Hudson

Vic Knight

Susan Myers

James Piedad

Julie Poplin

Monte White

Bruce Williams

James Williamson

\$99

Jane Bodenhamer

Teresa Bodenhamer

Michael S. Clapp

Gloria Duckworth

Kristina Farrell

Linda Gutierrez

Dorothy Hall

Mary Hendricks

Cecily Hooks

Dale Hughes

C.J. Hyatt

Laural Johnson

Monnie Johnson

Emily Keller

Lynda Lengyel

Dene' Logie

Marvin Luck

Zana Marette

Shalonn Martin

Loy McGill

Anthony McGoldrick

John H. McPherson

Pat Small

Robin Smith

Beverly Supple

Emma Taylor

Lisa Yewdall

As a REALTOR®, how can you make a difference in the problem of affordable housing? Homes4NC makes it easier for REALTORS® to be part of the solution by providing a variety of opportunities for each REALTOR® to get involved. You can join a committee, volunteer to give a presentation or make a donation.

Take advantage of an opportunity to show people wherever you go that REALTORS® are committed to creating affordable housing. You can proudly display your support of the NCAR Housing Opportunity Foundation by ordering a special Homes4NC license plate. These special license plates provide a visible message to your clients, entire community, or anyone following your lead that REALTORS® help provide homes throughout North Carolina.

Applications are available at Homes4NC.org or by calling Pam White at 800-443-9956. You can order a regular Homes4NC license plate for \$30 or a personalized license plate with a combination of four letters or letters and numbers for \$60. Picture your license plate suggesting to BUY1.

Twenty-four first edition Homes4NC license plates with the first issued numbers will be available through a silent auction at the Homes4NC booth outside the Business Village during the NCAR Convention. These first edition Homes4NC license plates are a permanent reminder that your contribution counts for affordable housing.

### **Vacation Raffle**

Dreaming of a nice vacation? Picture yourself listening to the sound of ocean waves rolling onto the moonlit beach outside your hotel room. Or maybe you prefer the quiet relaxation of a secluded cottage nestled in the mountains of western North Carolina. Now picture getting to take the vacation of your dreams without having to dip into your retirement fund. Would you like a chance to make that dream come true?

Homes4NC is offering you the opportunity to win one of nine exciting vacations by purchasing a \$30 raffle ticket, or increase your chances of winning with 4 raffle tickets for \$100. These vacation packages have been donated from around the state and will be given away at the NCAR Inaugural Meeting in January.

You can purchase your tickets during the NCAR Convention at the Homes4NC booth located at the entrance to the Business Village or by calling foundation director Pam White at 800-443-9956. Sales will be limited to 2,000 tickets and you do not have to be present at the Inaugural Meeting to win. Ticket purchases are a tax-deductible donation for the 1,991 ticket holders who do not win.

### **Interest on Real Estate Trust Accounts (IORETA)**

Homes4NC was established to provide a vehicle for funding community-based affordable housing projects from trust account interest. Interest can be earned on real estate trust accounts in North Carolina if the money is used for affordable housing projects in the state in a manner approved by the North Carolina Real Estate Commission.

A REALTOR® may elect to create or maintain an interest-bearing trust account for those funds of clients which, in the agent's good judgment, are nominal in amount or are expected to be held for a short period of time. Funds deposited in a permitted interest bearing trust account under the plan must be available for withdrawal upon request and without delay. A real estate firm participating in the interest bearing trust plan may terminate participation at any time by notifying their financial institution.

For the convenience of financial institutions, the bank enrollment and reporting procedures for IORETA have been set up in a similar manner to the attorney's foundation (IOLTA). Unlike IOLTA, participation with Homes4NC is completely voluntary.

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In order to qualify, both the real estate firm who owns the trust account and the bank where the account is maintained must agree to participate by filling out the appropriate enrollment forms. The name of the account at the bank should be changed to indicate that Homes4NC is an "interest beneficiary only" (IBO) and Homes4NC's tax identification number (45-0530518) should be used on the account for reporting interest.

### Example:

#### The Account:

Great Realty  
John Q. Public/Sales Trust Acct.  
123 Main Street  
Hometown, NC 22222  
Great Realty Tax ID#

#### Becomes:

Great Realty – JohnQPublic/Sales Trust Acct  
Homes4NC – Interest Only Beneficiary  
123 Main Street  
Hometown, NC 22222  
Tax ID #45-0530518

Headings for signature cards and any other customer account agreements are changed in a like manner except that abbreviations are not used. At most banks, new signature cards are signed, but the account numbers and the other commission required information on checks and deposits does not change. The bank also requires a letter to be submitted by the broker stating that the bank can charge the account for interest earned to the benefit of Homes4NC. These charges are deducted from the interest earned on the account. Finally, a new Notice of Trustee or Escrow Account is issued for the changed accounts that is signed by the broker and then delivered to and acknowledged by the bank.

For more information on IORETA or how you can support Homes4NC, contact foundation director Pam White at 800-443-9956 or [pwhite@ncrealtors.org](mailto:pwhite@ncrealtors.org).

(continued from page 1)

other notable speakers included Senator Tony Rand. We then visited our respective legislators. Lou Baldwin, our resident political expert, ushered us around to the various office of Julia Howard, Dale Folwell, Bill McGee, Larry Womble, Earline Parmon, Larry Brown, Bryan Holloway, and I am proud to say your delegation found them all in their respective offices, hard at work. We went by the offices of Senator Ham Horton and Senator Linda Garrou, but unfortunately did not get to speak to them directly. We were provided wonderful wooden covered picture albums with their names engraved on the front and the REALTOR® logo on the inside; these were received warmly as they truly were useful mementos.

This was a very worthwhile and informative trip for me as I am sure it was for the others who walked the halls with us. It helped us understand what goes on in Raleigh and let the legislators know that REALTORS® are interested in the political process and that we are involved! If you, as I, have never attended this meeting, TRY to go next year. I will promise that you will get more out of it that you can imagine!

My special congratulations to Lou Baldwin who received the first ever NCAR award for his fine work in being the Federal Political Coordinator for Congressman Burr for 10 years and now the Federal Political Coordinator for Senator Burr! Great work Lou!

**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 #
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
May 31	Update	8:30 am-12:30 pm	LJVMC	Bill Gallagher	9905
May 31	<b>Environmental Issues in Real Estate</b>	2:00 pm - 6:00 pm	LJVMC	Bill Gallagher	2242
June 9	Update	8:30 am-12:30 pm	LJVMC	John Carroll	9905
June 9	<b>Contact to Contract: <i>Agony or Ecstasy?</i></b>	2:00 pm - 6:00 pm	LJVMC	John Carroll	2260

(Continued on next page)

**Mark your calendar, select courses and return entire form with payment to:**

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)*

**Cost: \$40.00 per class**

**Amount Enclosed** \_\_\_\_\_

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

**MAIL YOUR REGISTRATION FORM TO THE WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®.**

**WE CANNOT TAKE REGISTRATION OVER THE PHONE.**

Make checks payable to W-S Regional Association of REALTORS®, Inc.

**OR**

**(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*