

e-Professional Edge

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

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May appears to be an extremely busy political month for our Association. Our Political Affairs Committee, under the chairmanship of Mike Moran and Connie Kowalske, is hosting our first annual REALTORS® Political Mixer. Approximately 125 politicians from every jurisdiction served by our Association have been invited to our May membership meeting at Salem Glen Country Club on Tuesday May 21 at 5:30 p.m. If you have any political or legislative concerns of any type, or simply want to meet your markets political office holders, don't miss it. The invitation lists starts with local Alderman and Council members and includes the State Legislators.

Speaking of politics and legislative issues, a number of events have occurred nationally in the last few weeks:

1- Due, in part, to an overwhelming response from REALTORS® and public opposition, the Secretary of the Treasury has delayed action on the banks request to enter into real estate brokerage and property management until 2003. 220 congressmen and 10 senators have now agreed to co-sponsor the Community Choice in Real Estate Act, which would stop banks from entering into the real estate industry. NAR has fought this campaign on your behalf since January, 2001 because enabling banks would lead to higher costs to con-

sumers, large scale consolidation in our industry, and potential conflicts of interests with the banks being able to steer buyers to their own insurance and loan products. There is prevailing sentiment that the market could become dominated by a handful of large banking conglomerates whose primary goal would be to control every aspect of buying a home.

2- NAR has also backed the Housing Affordability for America Act of 2002. This act would make permanent the FHA down payment simplification calculation, eliminate a cap on FHA 5/1 adjustable rate loans, reduce down payment amounts for teachers and public safety officers, and create a pilot program for no down payment FAA loans to public-safety officers that buy houses in designated high crimes areas.

3- The following members of your local Association are heading to Washington, DC May 14 -18 for the NAR Mid -Year Legislative Meetings: Ron Rosenberg, Ted Kelly, Mike Moran, Lou Baldwin, Monte White, Jo Caubre', Darren Edwards, Treasure Faircloth, Lee Ross and myself.

If you have any legislative concerns, by all means, let any of these members or staff know of them. Face-to-face meetings are scheduled with Richard Burr, Jesse Helms and John Edwards.

See you on May 21st at Salem Glen.

George Munford

Governmental Affairs Report

By Chuck Folds

Supreme Court Deals Blow to Property Rights

In a 6-3 decision, the U.S. Supreme Court ruled last week that temporary moratoriums on development imposed by governments are not a taking and do not require compensation. In *Tahoe-Sierra Preservation Council vs. Tahoe Regional Planning Agency*, the court rejected the argument that government prohibitions on development are constitutional takings that require compensation. The court decided these claims must be considered on a case-by-case basis, along with other factors such as the duration of the moratorium and the government's reasons for it.

Banks in Real Estate Delayed

The Treasury Department and the Federal Reserve Board will delay action until next year on the pending joint regulation that, if finalized as proposed, would permit financial holding companies and national bank financial subsidiaries to broker and manage real estate. Treasury Secretary Paul O'Neill informed House Financial Services Committee Chairman Michael G. Oxley (R-OH) of the decision in a letter responding to the Chairman's request for the status of regulation.

The O'Neill letter gives the banking community and proponents of the proposed regulation ample opportunity to withdraw their petition. The letter notwithstanding, H.R.3424/S.1839, the Community Choice in Real Estate Act, NAR-supported legislation that would prohibit the Treasury and the Fed from using the regulation to redefine real estate, is still pending in Congress. There are now 221 cosponsors in the House and 10 Senate cosponsors. Co-sponsors are still being sought to make it clear that if the banking community does not withdraw their petition, Congress will be forced again to express its intent in the next Congress.

You do not want to miss this opportunity to meet with your state lawmakers and discuss issues important to the real estate community. In order for Legislative Day to be effective and make an impact at the General Assembly, NCAR needs as many REALTORS® as possible to come to Raleigh on June 12th. Contact Chuck Folds at 659-5526 for details.

NPDES Phase II Rules:

The comments of the NCHBA as well as many other groups were completely ignored in the drafting of the temporary rules. However, NCDENR has now decided to go forward with implementing permanent rules by the end of the year. As this will allow for a public comment period, we need to illustrate the financial burden this is placing on the consumer, as well as the smaller local governments. Currently the County Commissioners Association feels that they are exempt from the rules. However, local governments will be required to apply for a permit by March 2003, but will not have to implement for five years.

Some highlights of the problems with Phase II include: schools are technically MS4's and would be required to get a permit, anyone can petition for a local government to be required to obtain a Phase II permit, and the illicit discharge requirements could go so far as to manage pet waste on private property.

Inspectnet.org

The Winston-Salem/Forsyth County Inspections Department now has a web page from which you can quickly download and print a Certificate of Occupancy. Currently, you can only look it up by permit number but soon it will work with an address as well. This will eliminate the need to go downtown or call the department to obtain C of O's. For more information call Tyres Tatum 727-2422.

Legislative Day in Raleigh- June 12th:

Board of Directors Report:

Below are highlights of the April Board of Directors meeting:

- Approved the reinstatement of 1 member
- Approved 2 new Affiliate members
- Authorized the Governmental Affairs Director to write up an application for NCAR Issues Mobilization funds and to ask the Home Builders Association to work with us to help fight taxation on new residential development in Davie County
- Heard a report from Bonzie Everson, NCAR Region 6 Vice President, about what is going on at the state association
- Heard a report from Lee Ross, MLS President, regarding the *HomeSpotter* publication and Supra fees
- Approved a selection for our nomination for NCAR's REALTOR®-of-the-Year
- Heard a report from Stephanie Hamberis, Marketing Director, about the upcoming golf tournament to raise funds for SCAN
- Heard a report from President George Munford about a task force that met to look into establishing a charitable foundation
- Tabled a request from a member for the Association to take over administration of a charity fund
- Agreed to commit to contributing \$6000 to Habitat for Humanity this year; hopefully the majority of the funds will come from raffle ticket sales.
- Heard a report from President George Munford about a cookout planned by the Political Affairs Committee, at which elected officials from local and surrounding areas will be invited; this will take the place of our regular May membership meeting
- Discussed a notice from the IRS and learned our CPA will meet with an IRS Dispute Resolution Officer to try to resolve the issue
- Reinstated membership for several members who paid late
- Discussed and approved a program recommended by the Membership Development Committee for the June membership meeting, which will be on handicapped issues in housing
- Approved a request from the Education Committee to offer Spanish classes

Comings & Goings

New Affiliate Members:

Lori Jobe (Irwin Mortgage)
Rachel Payne (First Citizens Bank)

Reinstated Membership:

Shelby W. Hill

On the Move:

Brooke Cashion (Re/Max Realty Consultants)
Tobbie Frazier (Coldwell Banker Triad)
Janel Hensley (Coldwell Banker Triad)
Bronda Martin (Coldwell Banker Triad)
Mark Maxwell (Graham & Boles Properties)
Teresa Ozburn (Re/Max Realty Consultants)
Susie Speas (Re/Max Realty Consultants)

12th Annual Tee Off Against Child Abuse

Proudly Presented By:

Winston-Salem Regional Association Of Realtors®

&

Winston-Salem Mortgage Bankers Association



Golf Tournament Proceeds Contributed To:

*Entry form and checks must be submitted before
June 1, 2002*

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Home Phone: _____

Business Phone: _____

E-mail Address: _____

My handicap or average score is: _____

My Playing Partners are:

1.

2.

3.

Please pair me with a team yes no

Sponsor level: _____ or

Number of Players: _____

**Return participation form and make
check payable to:**

**Tee Off Against Child Abuse
195 Executive Park Boulevard
Winston-Salem, NC 27103**

**Questions about the tournament
(336) 768-5560**

**Exchange Club Child Abuse
Prevention Center of North Carolina**



SCAN 500 W. Northwest Boulevard
Winston-Salem, N.C. 27105
336-748-9028, FAX 748-9030

Schedule of Events :

**For June 20th 2002
At The TANGLEWOOD
Championship Course**

11 AM:

Driving Range opens

12 PM:

Pre-Tournament Lunch

1PM:

Shotgun Start

5 PM:

**Post- Tournament
Awards Dinner**

**Tournament includes:
Lunch & Player Gift Pack, Beverage
Carts,
Post Golf Reception**

MAY BIRTHDAYS

- | | | | |
|-----------|----------------------------|-----------|--------------------------|
| 1 | Norwood Lide Jr. | 15 | Jean E. Middleswarth |
| 2 | Earl L. Edwards | | Joe L. Pinnix |
| 3 | Mark Converse | | Paul T. Speed |
| | Laverne W. Smoot | 16 | Tammy A. Boyd GRI |
| 4 | Brent Bruner GRI CRS | 17 | Donna L. Fiori ABR |
| | Lynn Christensen GRI | | Elizabeth H. Fulk |
| 5 | Scott Isenhour | | Barbara B. Reid |
| 6 | Gloria S. Matthews GRI CRS | 18 | Mark E. Fulk |
| | Jack Nelson | 19 | Keith Adams |
| | Dan Rath ABR | | Arthur L. Samet |
| 7 | Evelyn Haynes | 20 | Vicki H. Fleming GRI CRS |
| | Robert E. Leak Jr. | | ABR |
| 8 | Dawn Hensley | | Carolyn Hardy CRS |
| | Donald Williams | | Kay S. Hatcher GRI |
| 9 | John P. Cosgrove | | Sandy Turner GRI |
| | Melanie M. Kotlarsz | | Randy Yates |
| 10 | James Allison | 21 | Abe Mendez |
| | Mark C. Caudill SIOR | | Larua Le Vanhoy GRI MAI |
| | Steve Culler CRB | 22 | Gilbert L. Boger |
| | C. Norman Holleman | | Janice M. Lee GRI CRS |
| | Jean Nixon GRI CRS | | Ruth McCall |
| 11 | Alice Hall | 24 | Pamela L. Harper |
| | Susan Martin | | Rene H. Hutchins GRI |
| 12 | Penny Boyles GRI | | Andrew Reid Scott |
| | Charles Cardwell | 25 | Bill Shelton |
| | Cheryl Fink | | Bob Thomas |
| | Janel T. Hensley | 26 | Jim Whitehouse |
| 13 | Harvey J. McIntyre | 27 | Barbara Ripple |
| | Pam Pettus | 28 | Wendy G. Taylor GRI CRS |
| 14 | Fred Lewis | 29 | Richard W. Redding |
| | W. Hugh Wilson IV | 30 | Reynolds Lassiter |
| | | 31 | Cindy Botta Blackwell |

The Triad MLS Database is a Wealth of Information

Do you know that you are helping us to serve you better just by going to our website, <http://tempo.triadmls.com>? I realize that it may be hard to believe, but each time you use our website it allows us to obtain valuable information. We can then enter this information into a web analysis program which divides the information into different categories. A few categories we direct our attention to are: website activity level by the day of the week, activity level by the hour of the day, type of browser, operating system, and activity level of website visitors.

So, what does the information mean and how does it pertain to you? Website activity level by the day of the week and activity level by the hour will show us exactly what days of the week and what hours of the day are the busiest for our website. This will allow us to be prepared for heavy internet traffic on our servers; therefore, you will be able to access the information you need more efficiently.

The most commonly used browser and operating system are important to know for future product development. Currently, Tempo™ only works with Microsoft® Internet Explorer 5.0 or better and never Netscape® Navigator.

Most importantly, we need to know the activity level of website visitors. This information will show us if there are password violations present. We can contact users if their names and passwords are being used by someone else, but it is best to take precautionary measures. Users should frequently change their password and never share it with anyone.

The more information we learn about system and software usage, the better we can equip our help desk to serve you.

By:

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

NCAR NEWS

Sales of existing homes in North Carolina continued their strong pace in March, contributing to a healthy increase for the first quarter of 2002. According to statistics compiled by the North Carolina Association of REALTORS(r), Inc., 5,906 residential units were sold last month, an increase of 18 percent over February's sales and almost identical to sales posted in March 2001. Total sales dollars for the month were \$1,040,929,087 and the average existing home sales price was \$177,174. First quarter existing home sales showed a strong gain over the same time period a year ago. On an adjusted basis, 16,146 units were sold during the first quarter, 10 percent more than the 14,624 units sold during the first quarter of 2001. Quarterly sales totaled \$2,822,585,132, a 13 percent increase over the first quarter of last year. Areas of the state showing the strongest year-to-date increase in units sold include Haywood (41 percent), Jacksonville (32 percent) and Asheville (27 percent).

On the national front, existing home sales declined in March but remain well above historic norms. In a report released yesterday, the National Association of REALTORS(r) said that March sales fell 8.3 percent to a seasonally adjusted annual rate of 5.40 million units.

For detailed information, visit the Market Statistics area of NCAR's Web site at www.ncrealtors.org

Home Inspection Update

The North Carolina Home Inspector Licensure Board has officially recommended that, within the Summary Section of the home inspection report, the home inspector identify the potential problem with Polybutylene plumbing pipe, EIFS or Aluminum branch circuit wiring and the home inspector recommends further investigation, even though the Polybutylene, EIFS or Aluminum wiring does not affect the habitability of the dwelling.

In addition, the North Carolina Home Inspector Licensure Board has officially recommended that the following paragraphs concerning Polybutylene plumbing, Aluminum wiring and/or EIFS be included in each home inspection report, if applicable.

For Polybutylene plumbing: “Polybutylene plastic plumbing supply lines (PB) are installed in the subject house. Polybutylene has been used in this area for many years, but has had a higher than normal failure rate, and is no longer being produced. Copper and brass fittings used in later years seem to have made significant improvements in the failure rate. This subject property has (circle one) brass-copper-plastic fittings. For further details contact the Consumer Plumbing Recovery Center at 1/800/392-7591 or visit its web site: <http://www.pbpipe.com>.”

For Aluminum wiring: “Aluminum wiring is installed on 120VAC branch electrical circuits in the subject house. These single strand, branch circuit aluminum wires were used widely in houses during the mid 1960s and early 1970s. According to the US Consumer Product Safety Commission, problems due to expansion can cause overheating at connections between the wire and devices (switches and outlets) or at splices, which has resulted in fires. For further information on aluminum wiring contact the US Consumer Product Safety Commission via the Internet <http://cpsc.gov/>. It is recommended that the electrical system be evaluated by a licensed electrician.”

For Synthetic Stucco: “The subject house appears to be clad with a product known as exterior insulation and finishing system, “EIFS”, also referred to as “synthetic stucco”. EIFS clad houses have revealed moisture-related problems such as deteriorated wood framing and pest infestation. Testing of this cladding is beyond the scope of this inspection. Maintenance and testing guidelines are available from the NC Department of Insurance, Engineering Division 1/919/733-3901 and on the Internet at <http://www.NCDOI.com> or by contacting the Senegy/Thoro Claims Administrator at 1/800/350-4730.

For any additional information, please contact the North Carolina Licensed Home Inspector Association at 1/888/326-0622 or via the Internet <http://nclhia.com>

C&I Report By George Boss

During the first four months of the new year, the C&I Division has been focused on two primary things - program excellence for our monthly breakfasts and a definitive direction for a possible C&I Commercial Overlay Board, specifically, a “Triad Commercial REALTORS®” Overlay Board.

We’ve been very successful with informative, timely programs; but a commercial board involving the practitioners in Winston-Salem, Greensboro and High Point has generated modest interest, at best, from our neighbors. Previous focus group meetings involving the three cities have left the door open, however. There is a tentative meeting scheduled for sometime in May.

On April 17, our Winston-Salem Commercial Overlay Board Focus Group met, with several principals of companies also present. The difficulty of accomplishing a positive charge with our sister cities was reaffirmed. Equally frustrating was a lack of a single response to an email sent to our membership trying to identify the needs of our group and whether they are being met.

And finally, at our April 23, 2002 C&I Board Meeting we concluded that we would explore the changing of our bylaws which would keep our membership as part of the Winton-Salem Regional Association of REALTORS® as our board of choice but permit us to allow non-REALTORS® in the C&I. The NAR says this is possible, and we await the proper language for consideration. We, also, are identifying the leading commercial players in the Greensboro market to see if they are really aware of our efforts to form a “Triad Board”. This revelation will determine whether we can realistically join forces in some fashion or go it alone.

RPAC Nears Goal at \$13,312.00

Did you know..... RPAC was not only the largest contributor, but also the most bipartisan. RPAC was the only federal PAC to give more than one million dollars to both Republican and Democratic candidates.

\$1,000 Contributors

June Dinkins
Robert Helms
Lewis Hubbard
Brent Bruner

\$500 Contributors

Katy Boles
Tonda Burr
Paul McGill
Sam Ogburn Sr.
Douglas Dillard

\$250 Contributors

Rick Crowder	Beverly Godfrey
Bruce Hubbard	Tom Johnson
Trip Smithdeal	Deanne Lentz
Nat Taylor	
Lanier Williams	

\$99 Club

May Kinlaw	Jerri Russell
Sandee Lawless	Linda Sherrill
Virginia Newell	Linda Umstead
Liz Rudisill	Wendy Taylor
James Williamson	

\$100 Contributors

Lou Baldwin Jr.	Will Blackwell	George Boss	Cindy Blackwell
Gray Brewer	Richard Miller	Leigh Cortesis	Ginger McCollum
Lici Fansler	Ferrell Clay	Treasure Faircloth	Buster Robertson
Charles Freeman	Cathy Honeycutt	Carol Hudson	Lee Ross
C.J. Hyatt	Charles Miller	George Munford	Rod Hatcher
Elizabeth Ogburn	Mary Robertson	Ron Rosenberg	David Shaw
James Salzwedel	Sutton Slawter	Larry Biggs	Phyllis East
Jay Luke	Courtney Slawter		

Other Contributions:

Zana Bentz	Mickey Cruse	Mary Darezzo	Lara Carpenter	Cathy
Samuels				
Vicki Fleming	Mindy Smith	Mary Nell Humes	Paula Stephen	Catherine Rothrock
Lamar Taft	Leslie Porter	Shirley Ramsey	Laverne Smoot	Suzie Speas
Martha Rollins	John Stack	Jason Severt	Arthur Spaugh	Jessie DraftLa-
Maretta Salley	Jeanette Porter	Bronda Martin	Dennis Nichols	Sherrie Hill
James Singletary	Teresa Ozburn	Tim Hymes	Ritha Tuten	Robin Weant
Loeita Crews	William White	Everette Griffin	Benny Mayfield	Gwendolyn Hill
Steven Fowler	Susan Myers	Brad Millsap	Carma Miller	Sharon Cotton
Jack Nelson	Jim Whitehouse	Mark Hartsell	Amanda Miller	