

# e-Professional Edge

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

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October 2002

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## From the President's Desk

By George Munford



If you haven't filled out the email survey from our Association, please do so. Although the response so far has been good we need a vast majority of our

members to respond. If you're going to pay your dues, you might as well have some input into how they are spent – this is an excellent opportunity. You also can win \$100 as all participants are entered into a drawing. Hit the link on the email that attached this newsletter or go to [www.wsrar.com](http://www.wsrar.com) to reach the survey.

Our State Association Convention was held 9/22- 9/25 at the Grove Park Inn in Asheville. Thirty-three of our local Association members attended. Some of the highlights:

Our one and only Ted Kelly was named REALTOR of the Year for our State Association for 2002. Ted is the 5<sup>th</sup> Realtor of the Year from Winston-Salem since the award's inception in 1950. Ted also was re-elected 1 of 3 Directors to NAR in a very highly contested election against six other excellent candidates. Ted's undying passion for our industry is extremely well known, and now is well rewarded. Congratulations, Ted.

At a "Broker Superstar Panel" two of the four speakers made it sound like the banks coming into real estate is a fore-

gone conclusion. The real question is what is their business model and how do we partner with them.

Walt McDonald, 2002 1<sup>st</sup> Vice President of NAR, told a breakfast group that the homeowner's insurance industry is in a major crisis that certainly will affect REALTORS®. In Florida, State Farm is no longer writing new policies (as is the case in 17 other states) after the Insurance Commissioner denied a 132% increase in premiums. Sinkholes, mold and hurricanes have already forced SAFECO and Allstate out of the market. In some cases insurers will not issue policies for closings if a hurricane is even remotely on the radar screen. REALTORS® are having to get buyers to get policies as soon as a house goes under contract to insure that they'll have a policy at closing. In Texas, the average homeowner's policy costs \$847 which is 83% above the national average. New policies are not being issued for houses that have had water damage in the previous three years and some homeowners are being denied coverage due to low credit scores!

NCAR is in the process of forming two Presidential Advisory Groups to research the feasibility of making all our NCAR-approved forms available to members interactively, and whether NCAR should offer a technology hotline similar to the legal

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# Governmental Affairs Report

By Chuck Folds

## Government Affairs Update- October 2002 Winston-Salem Regional Association of REALTORS® Chuck Folds

### 2002 Elections:

On October 9<sup>th</sup> the Winston-Salem Chamber of Commerce will be holding a candidate forum co-sponsored by the Home Builders Association of Winston-Salem and the Winston-Salem Regional Association of REALTORS®. The event is scheduled for 8:00 am at the Anderson Center on the campus of Winston-Salem State University. Surveys have been sent to candidates in the local and state races and the survey results will be made available to the membership. The races of primary concern for this area are the State House seats vacated by Lyons Gray, Theresa Esposito, and Pete Oldham. Also, there are two Forsyth County Commissioner seats to be on the November ballot, one vacated by Earline Parmon's departure. **GET OUT AND VOTE ON TUESDAY, NOVEMBER 5<sup>TH</sup>!!**

### Walkertown Planning Board:

The Town of Walkertown is accepting applications for their soon to be appointed planning board. The town has been growing and is located in a somewhat strategic area in the county. Due in part to the impending arrival of sewer to Walkertown, town leaders felt it was time for the them to get more officially involved in land use planning issues. Please contact me if you live in Walkertown and are interested in applying.

### Street Standards:

The Town of Kernersville notified the city/county planning board August 2001 of a text amendment proposal to request the town be allowed to impose their street standards for new development in areas they intend to annex, much the way the City of Winston-Salem does in the "gray areas." In response, a stakeholders committee was formed including the towns, WSDOT, NCDOT, engineering, public works, and the development community. The intent of the committee was to create a street standard for the growth management and future growth areas of the county.

Last week the stakeholders group arrived at a

consensus table that takes care of a few of our primary concerns: elimination of the curb and gutter requirement for developments with densities between 1 and 3 units per acre, elimination of any sidewalk requirement, and elimination of 1" surface binder at the end of construction. Not on the current draft table is language (which will be in the subdivision regs) stating that subdivisions built outside a municipality, that have one or more roads that directly access and connect to a street within municipal limits, will be required to use that municipalities street standards. This is in part due to the high probability of annexation as well as the increased traffic on the municipal street by citizens who are not yet taxpayers of the municipality.

### General Assembly Adjourns (from NCAR):

At 3:32 a.m. on Friday morning, October 4, the House and Senate gaveled the longest legislative biennium in state history to a close. The North Carolina Association of REALTORS® was there working up to the last bill to protect the real estate industry. Without your continuing efforts we would not have seen the many successes that we did including improving availability for homeowner's insurance, protecting realtors from telemarketing legislation, passing a bill to allow swimming pools to continue being built in the coastal areas and stopping all transfer tax and impact fee legislation. A complete session wrap-up is in the works and should be featured in the *Tar Heel REALTOR®* magazine.

### Legislature Could Return to Raleigh for Redistricting (from NCAR):

Despite the apparent end to the 2002 short session, legislators could return to Raleigh after elections this fall to redraw legislative districts. After the N.C. Supreme Court struck down districts that legislators drew last year, legislators convened a special session in May to draw new districts. But Democratic leaders have kept the special session open since then, running two sessions simultaneously. Republicans have speculated for months that Democrats intend to use the special session or convene a new one after the November elections to redraw legislative districts - especially if Republicans win control of the N.C. House or Senate.

WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®, INC.

**SELF-HELP CREDIT UNION  
&  
THE SURRY COUNTY HOUSING  
CONSORTIUM**

**NEEDS YOUR HELP!**

We have over \$400k to help you close those deals that are short on cash.

**Please join us to hear more about this very  
“HOT TOPIC”**

**Thursday October 17<sup>th</sup>, at 10 am  
WSRAR**

**195 Executive Park Blvd  
Winston Salem NC 27103**



<u>COUNTY</u>	<u>LOAN LIMITS</u>	<u>HOUSEHOLD INCOME LIMITS (80% AMI)</u>				
		<u>1 PERSON</u>	<u>2 PER</u>	<u>3 PER</u>	<u>4 PER</u>	<u>5 PER</u>
Alamance	NONE	31,400	35,900	40,400	44,900	48,450
Alleghany	NONE	24,450	27,950	31,450	34,950	37,750
Caswell	NONE	25,500	29,100	32,750	36,400	39,300
Davidson	NONE	31,400	35,900	40,400	44,900	48,450
Davie	NONE	31,400	35,900	40,400	44,900	48,450
Forsyth	NONE	31,400	35,900	40,400	44,900	48,450
Guilford	NONE	31,400	35,900	40,400	44,900	48,450
Randolph	NONE	31,400	35,900	40,400	44,900	48,450
Rockingham	NONE	25,000	28,550	32,100	35,700	38,550
Stokes	NONE	31,400	35,900	40,400	44,900	48,450
Surry	NONE	24,450	27,950	31,450	34,950	37,750
Wilkes	NONE	24,800	28,350	31,900	35,450	38,250
Yadkin	NONE	31,400	35,900	40,400	44,900	48,450

**SURRY COUNTY  
HOUSING CONSORTIUM  
\$300,000 LEFT  
No Interest!  
Deferred for life of loan**



**FEDERAL HOME LOAN  
BANK OF ATLANTA  
\$140,000 LEFT  
No Interest!  
Forgiven after 5 years!**

**PAUL G. MINISH REALTOR® OF THE YEAR AWARD**

**PURPOSE OF THE AWARD:** To recognize those REALTORS® in our Association who have contributed and are continuing to serve their local Association, state Association, and community.

**QUALIFICATIONS FOR THE AWARD:**

- ◆ The candidate must be an active REALTOR® member of our Association
- ◆ The candidate should be one who has served our Association and helped the image of the real estate profession and is prominent and successful in their field
- ◆ The candidate must have made contributions over the years, as well as the present, to their church, community and civic organizations

The current President of the Association and division heads do not qualify for the award. The REALTOR® of the Year Selection Committee consists of the last three recipients and the current Presidents of the Association and the Multiple Listing Service.

**PAST RECIPIENTS OF THE AWARD:**

- |                           |                           |
|---------------------------|---------------------------|
| 1966 – Tom Lambe          | 1984 – No award given     |
| 1967 – John Stanfield     | 1985 – Kathy Clark        |
| 1968 – Frank Rhodes       | 1986 – No award given     |
| 1969 – David Rice         | 1987 – Mary Ann Parrish   |
| 1970 – No award given     | 1988 – Bruce Hubbard      |
| 1971 – Charlie Church     | 1989 – Sam Ogburn, Sr.    |
| 1972 – Cliff Vaughan      | 1990 – Phil Johnson       |
| 1973 – June Dinkins       | 1991 – Nick Angel         |
| 1974 – Henry Nading       | 1992 – Vicki Van Buren    |
| 1975 – No award given     | 1993 – J. Lanier Williams |
| 1976 – Don Britt          | 1994 – Treasure Faircloth |
| 1977 – Lewis Hubbard      | 1995 – Tom Johnson        |
| 1978 – June Dinkins       | 1996 – David Shaw         |
| 1979 – Chummy Grubbs      | 1997 – Vernon Ferrell     |
| 1980 – Rick Crowder       | 1998 – Ted Kelly          |
| 1981 – No award given     | 1999 – Ferrell Clay       |
| 1982 – Kapp Ogburn, Sr.   | 2000 – Connie Kowalske    |
| 1983 – Gordon Pfefferkorn | 2001 – Lou Baldwin        |

Entries should be submitted on the form below by **October 31, 2002**. Entries should be faxed to 768-7295 or mailed to:  
WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®, INC.  
195 Executive Park Blvd.  
Winston-Salem, NC 27103

**PAUL G. MINISH REALTOR® OF THE YEAR AWARD**

NOMINEE \_\_\_\_\_ NOMINATED BY \_\_\_\_\_ DATE \_\_\_\_\_

1. LOCAL ASSOCIATION POSITIONS, DUTIES, AND CONTRIBUTIONS:

\_\_\_\_\_

2. COMMUNITY POSITIONS, DUTIES, AND CONTRIBUTIONS:

\_\_\_\_\_

3. NCAR POSITIONS, DUTIES, AND CONTRIBUTIONS:

\_\_\_\_\_

## Legislative Update

### Local Sales Tax Increase Passes The General Assembly

The Senate gave final approval Wednesday to a bill that would authorize a half-cent increase in the sales tax. The Senate voted 28-15 for the legislation after the House voted 58-54 to give final approval to the bill. The bill now goes to Gov. Mike Easley for his signature. SB 1292 - Local Sales Tax Acceleration will allow counties to raise the sales tax effective Dec. 1, with no local referendums required. The money would go to both county and municipal governments. Under legislation approved last year, the state and local governments were already scheduled to swap a half-cent sales tax beginning July 1. The state portion would transfer to the counties. But the latest bill will allow the counties to begin imposing the additional tax seven months earlier, leading to the temporary increase as both state and county governments collect their portions until July.

<http://newsobserver.com/news/story/1765396p-1775206c.html>

### Homeowner's Insurance Bill May Get Committee Hearing

SB 1279 - Homeowners' Reinsurance Facility, may be scheduled for a hearing next week before the Senate Insurance & Consumer Protection Committee. Since homeowners' insurance is a necessary component of securing a mortgage and buying and selling a home, the inability to obtain insurance is detrimental to the real estate industry. NCAR has been a big supporter of the bill and participated in a meeting with Norma Mills of the office of the President Pro Tempore, Marc Basnight and a group of stakeholders, including the insurance industry, the Department of Insurance and the NC Homebuilders. During the lengthy meeting, it was clear that the Senate wanted to help with the problem of coastal insurance and getting a bill through this session. Many questions however were raised about how the Reinsurance facility would operate, and it was obvious consensus could not be reached on the

facility concept. However, several other short-term options were discussed and may be drafted as early as next week. NCAR has been working to keep this issue in the forefront and are hopeful that we can get something moving before the end of session. We will keep you posted.

### Senate Finance Committee Passes Huge Economic Incentives Bill

HB 1734 - N.C. Economic and Job Stimulus Creation, passed the Senate Finance committee this week and now goes to the Senate floor. The legislation contains millions of dollars in cash grants and incentives for businesses. If adopted by the Senate, will return to the House, which has passed an earlier version, for a final vote. The bill is expected to face opposition in the House, where legislators are concerned about a list of incentives and public projects that have been added to the bill. The legislation, which began as a jobs-creation program, now provides for a new biotechnology training facility; a cancer treatment center; a reduced corporate income tax; and annual grants to the travel, tourism and film industries.

<http://newsobserver.com/front/Business/story/1765293p-1775284c.html>

FedEx's project at Piedmont Triad International Airport is years behind schedule, in part because of litigation and a protracted environmental impact study by the federal government.

<http://newsobserver.com/news/story/1765400p-1775205c.html>

### Compromise Reached on Toll Roads Bill

The House this week gave final approval to a compromise bill that would set up a turnpike authority to build up to three toll roads in North Carolina. The compromise passed on a 74-33

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## C & I Report by George Boss

At our October 8, 2002, membership breakfast the following slate of officers and directors will be nominated for 2003:

**Chairman - Rod Hatcher**

**Vice-Chairman - Phil Doyle**

**Secretary/Treasurer - Mark Hartsell**

**Assistant Secretary/Treasurer -**

**Wendy Taylor**

**Director (3 Year Term) - Paul McGill**

**Director (3 Year Term) - Ray Collins**

**Directors remaining on the Board are**

**Will Blackwell (one year Term) and**

**George Boss (Past Chairman).**

In August and September efforts to form a commercial overlay board continued. Formal applications were submitted to each of the Associations' boards in the 12 county Piedmont Triad. Each board was asked to approve or disapprove; and, if any board disapproved, the application would be considered "contested"; and, a hearing to resolve the issues would take place on September 12, 2002, at the NCAR office --- before the NCAR convention in Asheville beginning September 22, 2002.

All of the Association's boards approved with the exception being Greensboro; they abstained. This meant no September 12 hearing, and the NCAR Executive Committee would be next to hear our application in Asheville. They voted favorably --with only the representative from the Greensboro abstaining. At the general membership/NCAR directors meeting on Wednesday, September 25, the application was presented to the directors requiring two thirds approval in order to move forward to the NAR convention in November for final approval.

To our surprise and dismay --- especially after the Executive Committee's favorably vote --- High Point and Greensboro Association's Presidents addressed the meeting, questioning the support for the COB application; that there were too many unanswered questions, etc. The application was voted down with 15 votes shy of the needed two thirds.

There was no doubt that our friends in Greensboro "blind-sided" us; that they had purposely planned around the September 12 hearing; had misled the Executive Committee of their intentions; and, felt that their chance for denial could be best served in front of directors who were mostly residential brokers and who probably had no knowledge about a commercial overlay board. We didn't expect any political saber rattling; and unfortunately, it worked for them. We will have our guard up next time.

The program for the October membership breakfast will be a Power Point presentation by Planning of the "Legacy" development guide. Please note that Carolinas Real Data will also have an educational update presentation immediately following the meeting.

And finally, on November 13, 2002, High Point will host a joint C & I luncheon at the High Point Country Club. Don Kirkman, President of the Piedmont Triad Partnership will be the speaker.

# Board of Directors Report:

## Board of Directors Report

Below are highlights of the September Board of Directors meeting:

- Approved 1 REALTOR® transferring from another Association
- Approved 2 new Affiliate Members
- Recommended a nominee for the City/County Planning Board
- Approved a \$200 expenditure to co-sponsor the Chamber's candidate forum
- Approved of a change to how members are appointed to serve on the Triad MLS Board of Directors
- Approved of Bylaws amendments to go before the membership for a vote in November
- Decided to place a three year term limit on committee chairs
- Decided to appoint two separate committee chairs for Community Service and Social Committees next year
- Decided to have a logo contest and to pay the winner's annual dues
- Approved of a contract with Superior Real Estate to provide an on-line store, via our web site
- Appointed an Election Committee to help with counting votes at the September meeting
- Approved a motion to not sell or give out member's email addresses
- Approved a motion to no longer permit charging for continuing education classes or REALTOR® Store purchases; DR's may still be billed for store purchases for their office but agents will need to pay by cash, check, MasterCard, or VISA. Decided to charge \$50 for REALTORS® from other Boards/Associations who wish to take our Orientation Course

## Membership Totals Report

(as of September 30, 2002)

REALTORS®	994
Affiliates	77
Institute Affiliates	11
Public Service	4
Life Members	<u>27</u>
TOTAL	1113

Applied for Membership	34
Non-Member Licensees	133
MLS Participants	1188
C&I Participants	103
PMD Participants	32

## Membership Changes

### Transfers:

- Leslie Glaspey (Miller-Shaw, Inc.)
- Jene Horne (Prudential Carolinas Realty)
- Angela Kalamaras (Prudential Carolinas Realty)
- Larry Maguire (Keller Williams Realty)
- Rosemary Maguire (Keller Williams Realty)
- Jonathan Sapp (Keller Williams Realty)
- Helen Stubblefield (Graham & Boles Realty)
- John Stubblefield (Graham & Boles Realty)
- Sharon Washington (New Millennium Realty)

### REALTOR® Transferring from Another Association:

- Paula Mosteller (Graham & Boles Properties)

### New Affiliate Members:

- C. Cris Jarrell (Maintenance and Repair Source, Inc.)
- Orlando Peterson (Triad Pest Control)

### Applicants:

- Paula Bradford (Keller Williams Realty)
- Barry Carlton (Carton Realty)
- Kenneth Clay (Re/Max Realty Consultants)
- Lawrence Federer (Ridge Realty)
- Cesar Gordola (C-21 Mayfield & Hill)
- Darlene Grant (Re/Max Realty Consultants)
- Gray Harper (Messick Properties Group)
- Tony Holloway (Keller Williams Realty)
- Angela Horner (Angela Horner, Appraiser)
- Tom Lynge (C-21 Lohr Realty)
- Robert Nixon (Home Real Estate)
- Michael Prince (Miller-Shaw, Inc.)
- Megan Renegar (Swicegood Wall & McDaniel)
- Bryan Rogers (Pennington & Company)
- Louisa Sohmer (Graham & Boles Properties)
- Robert Turner (Turner Associates)
- Barbara Whitaker (Whitaker Properties)

# TED KELLY NAMED NORTH CAROLINA REALTOR OF THE YEAR

**REALTOR® Ted Kelly of Winston-Salem was named 2002 North Carolina REALTOR® of the Year, the highest honor awarded by the 25,000-member North Carolina Association of REALTORS®. Kelly received the award on Sept. 23 during a special ceremony at NCAR's Annual Convention. He is the 53rd recipient of the prestigious award, which recognizes dedication and service to the organization, the real estate industry and the community.**

**"It's very humbling," Kelly said after receiving the award. "This is the highest honor I've ever received in my life, and I know my father's smiling down from heaven."**

A veteran of the U.S. Marine Corps, Kelly entered the real estate industry in the mid-1980s on the advice of his father, who had worked as a handyman for several real estate companies in Winston-Salem. Before becoming a REALTOR®, Kelly had been in the music business for a number of years.

As a broker with RE/MAX Realty Consultants in Winston-Salem, he has been an active member of the REALTOR® organization at all levels. Locally, Kelly has worked in virtually every capacity within the Winston Salem Regional Association of REALTORS®. He was president of the association in 1995, and was recognized as the Winston-Salem REALTOR® of the Year in 1998. He also served as president of the Triad Regional Multiple Listing Service in 1992.

On the state level, Kelly was president of the N.C. Association of REALTORS® in 1998. He also was a regional vice president in 1993-94 and has been an NCAR Director for 12 years.

Kelly also has been very involved on the national level. He is a member of the National Association of REALTORS®' Board of Directors and has been a member of their Professional Standards Committee for 10 years. In 2001, he served as National Chairman of Professional Standards, and he currently serves as National Chairman of Interpretations and Procedures. He's the first North Carolinian to serve in either capacity.

The North Carolina REALTOR® of the Year Award was initiated in 1950 and was the first of its kind in the United States. All North Carolina recipients receive the Clendenin Cup, given in honor of the Clendenin family from Greensboro and Raleigh, long-time leaders in the state's real estate community. Every state association of REALTORS® in the nation has since adopted a similar program.

## **IMPORTANT INFORMATION PLEASE POST MLS GRID FOR PLACEMENT IN HOMESPOTTER**

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 Stephanie or Susan 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 – 5, 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

## Low Interest Rates Expected To Keep Housing Healthy

Walter Molony 202-383-1177  
Wmolony@realtors.org

WASHINGTON (October 2, 2002) – Lower-than-projected mortgage interest rates are expected to sustain housing at healthy levels, according to the National Association of Realtors®.

David Lereah, NAR's chief economist, said mortgage interest rates have moved lower than most forecasters expected. "The silver lining in the cloud of economic uncertainty is historically low mortgage interest rates," he said. "The 30-year fixed mortgage interest rate dipped under 6.0 percent at the end of September to a 40-year low."

"To a great extent, lower interest rates are offsetting the effects of uncertainty over the economy and international events," Lereah said. NAR forecasts existing-home sales to rise 3.2 percent for all of 2002 to a record of 5.47 million units, followed by a historically strong 5.28 million sales in 2003. "Back in January, we were only expecting 5.25 million existing-home sales in 2002. Although there was a surge of sales activity during the first five months of this year, we've settled down to a very sustainable and historically strong pace for the foreseeable future."

New-home sales are projected to rise 2.2 percent to a record of 929,000 units in 2002, with 907,000 sales next year. Housing starts should rise 3.1 percent to a total of 1.65 million units this year, with the same level of activity expected in 2003.

Lereah said the national median existing-home price this year is pegged at \$157,800, up 6.8 percent from 2001; it should rise 4.1 percent in 2003, which would mark a return to a normal appreciation pattern as the market comes into a better balance between buyers and sellers. The typical new-home price is projected to be \$183,700 in 2002, an increase of 4.9 percent from last year. A similar rise is seen in 2003.

The association projects growth in the U.S. gross domestic product to average 2.4 percent for all of this year and 3.1 percent in 2003. Consumer price inflation should be a negligible 1.6 percent in 2002, with CPI expected at 2.3 percent in 2003.

NAR forecasts the unemployment rate to trend downward to 5.3 percent by the third quarter of 2003. Inflation-adjusted disposable personal income is forecast to grow 4.4 percent in 2002 and 3.5 percent next year.

More detailed information about the association's economic outlook, as well as other analysis of real estate industry statistics, can be found in the October issue of NAR's *Real Estate Outlook: Market Trends and Insights*. The publication may be purchased by calling 800/874-6500. Walter Molony 202-383-1177 Wmolony@realtors.org

# October BIRTHDAYS



**1** Audrey E. Drouillard  
James H. Jones  
Worthy K. Keener Jr.  
Marvin J. Luck  
Jodi Tate GRI ABR  
Helen H. Wright

**2** Ken Butler  
Chris B. Garner GRI  
Lisa G. Jones  
Larry V. Maguire E-PRO ABR  
Gwyn S. Stewart GRI  
Lynn R. Stewart  
Gus Street GRI CRS ABR

**3** Jennifer W. Chrysson GRI  
Clarence Lambe Sr.

**4** Tannon Hardy III  
Ed Welborn

**5** Tom Hatcher  
Jen'e Horne ABR  
Curtis E. Reid RAA

**6** Richard A. Anderson  
Mickey Cruse  
Cromer R. Grubbs Jr.  
Jim Polk  
Brenda B. Shoaf

**7** Jane B. Bodenhamer  
Garland M. Jones  
Hoyt Royal

**8** Jane Marie Combs

**9** Samuel A. Thomas

**11** W.L. Dillard  
George R. Ernst  
Steve C. Hill  
Brenda Hutchins GRI  
Joyce B. Pusey  
Ritha H. Tuten

**12** Bob L. Garwood GRI

**13** John A. Holdren  
Allan Land  
Gaye W. Morgan CPM  
Deborah D. Poore  
Martha Rollins

**14** Fannie Fleming  
Clayton M. Leslie  
Jennifer D. Stroud  
Peggy Teague

**15** Arnold G. King  
Bill Transou

**16** Sam E. Cooper GRI  
Consuelo Kral GRI CRS  
Mary Ann Upchurch

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Howard L. Hullett  
Frank C. Kane  
Bob C. Robbins  
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Bonner Thomason

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Sharon F. Giddens GRI CRS  
Ronald W. Loftis Jr. MAI

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Buster Robertson  
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Elaine Tesh

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Mark Thompson GRI

**29** Roy Anderson GRI CRS  
Terri S. Davis  
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**30** Florette Melton

**31** Nancy M. Anderson GRI CRS  
Anne M. Priester GRI

## Have you been to Triad Info?

Do you wish you could refer back to those important messages and tips that appeared on the Tempo™ Welcome Screen? The important information that you are looking for might be found on the Triad Info page. From within Tempo™, click on Member Info, then Triad Info.

- **Password Security** - Please maintain the secrecy of your Tempo password. Do not allow ANY-ONE to access Tempo with the use of your password under any circumstances, even if you actually log in for them. Each person who needs access to the MLS system must have their own user name and password. This includes office staff and agent's assistants. If you feel the security of your password has been breached, change it immediately and notify the Triad MLS office. Any breach in security, without immediate notification to Triad MLS, can result in fines of \$1,000 or \$3,000 or a 6 month suspension.
- **Tax Auto-Pop is now available** for Davidson, Guilford, Forsyth, and Randolph counties. When adding a new listing, enter the county and street address and click "Select Tax Parcel".
- **Tax Department Links** – At Triad Info, Triad MLS has links to the following county's Tax Departments: Guilford, Davidson, Davie, Forsyth, Randolph, Rockingham, and Stokes. These are not Triad MLS websites; therefore, Triad MLS does not support or maintain them. If you have any questions regarding these websites please contact the appropriate county.
- **Quick Search Default for Status** - On the Residential Quick Search the default for Status is currently Active, Pending AB, Contingent, and Contingent AB. (AB is accepting backup offers.)
- **Property Photos & Media Links** - According to Triad MLS Rules & Regulations photos are required for all listings except land listings. Photos of new construction shall be submitted as soon as the exterior of the building is complete. No additions or alterations may be made to the photos, ie: company logos, banners, advertising verbiage, etc. Media links are limited to property photos, property images or property tours.
- **Personal Property** - According to the NC Real Estate Commission, unattached items to be left with a sold property must be listed as personal property (i.e., free standing stove).
- **Remarks on Property Data Form** - According to the Triad MLS Rules & Regulations, Section 1.2, the remarks section of the Property Data Form shall not contain any personal agent information or hyperlinks.

The Triad Info page also includes a link to the searchable list of Triad MLS Frequently Asked Questions (FAQ). You can link to our FAQ and other newsletters from the Triad MLS web site online at [www.triadmls.net](http://www.triadmls.net).

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

# THANKS TO OUR RPAC CONTRIBUTORS

## \$1000

June Dinkins  
Robert E. Helms  
Lewis E. Hubbard  
Brent Bruner

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Katy Boles  
Tonda T. Burr  
Paul McGill  
Sam Ogburn Sr.  
Mike Moran

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Rosena Dillard  
Lanier Williams  
Foss T. Smithdeal III  
Rod Eller  
Deanne Lentz  
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Rick Crowder  
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George Bell

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Treasure A. Faircloth  
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Louis B. Baldwin Jr.  
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Sutton Slawter  
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Cathy Rothrock  
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## WHAT'S IS RPAC AND WHY CONTRIBUTE?

PACs have been around since 1944, when the Congress of Industrial Organizations (CIO) formed the first one to raise money for the re-election of President Franklin D. Roosevelt. A Political Action Committee (PAC) is a popular term for a political committee organized by like-minded people for the purpose of raising and spending money to elect and defeat candidates. The PAC's money must come from voluntary contributions from members rather than the member's dues treasury. PACs represent business, labor or ideological interests. PACs can give \$5,500 to a candidate committee per election (primary, general, run-off or special). They can also give up to \$15,000 annually to any national party committee, and \$5,000 annually to any other PAC. PACs may receive up to \$5,000 from any one individual.

RPAC is the muscle behind NAR. RPAC represents 200,000 politically active REALTORS that members of Congress want as their friends. Recent legislative and regulatory successes include:

- The continued preservation of the mortgage interest deduction.
- Tax relief benefiting the real estate industry.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.
- Eliminating burdensome regulations inhibiting environmental quality and healthy real estate markets.

RPAC remained the nation's largest business trade association PAC with disbursements of \$3.7 million dollars to the federal candidates and national political committees in the 2000 election cycle. In addition, RPAC spent a record \$800,000 on our Opportunity Race program that mobilizes REALTORS® to be active in congressional campaigns. This represented huge growth over the 1998 cycle when RPAC contributed \$2.8 million to candidates and spent \$600,000 on the Opportunity Race program. RPAC continued its bipartisan tradition, contributing 60% of its funds to Republicans and 40% to Democrats, and was the only PAC to contribute over \$1,000,000 to candidates from each party. RPAC was on the winning side of 93% of the 441 congressional races we contributed to, and we won 86% of the 63 Opportunity Races we conducted.

100% of your contribution is used to elect pro-REALTOR candidates: 30% of your contribution will be forwarded to National RPAC to fund key U.S. House and Senate races; 70% remains in the state to be used in state and local elections. RPAC is neither a Republican nor a Democratic organization. Your contribution to RPAC is a vote for a pro-REALTOR Congress, regardless of political party.

**Many thanks to Paul McGill and Linda Umstead WSRAR RPAC Chairs, for their tremendous fundraising efforts!!**

## **HABITAT FOR HUMANITY REALTOR WEEK**

**Let's get these houses finished!**

**Join us for any half day throughout the week of **November 12-16.****  
**Our Habitat houses are almost done, we need you to help with the finishing touches.**  
**Lunch will be provided so come out and spend the day helping someone fulfill their homeownership dreams!**

**Please contact Stephanie Hamberis at 768-5560 or [stephanieh@wsrar.com](mailto:stephanieh@wsrar.com) if you are interested in volunteering!**

**A list of activities taking place during each day of REALTOR Week is available.**

FROM THE PRESIDENT CONTINUED FROM PAGE 1

hotline that Will Martin provides. If you have an interest in serving or have input please call NCAR at 294-1415. If you're ever wondering about the productivity of the Joint legislative Committee consider this: the committee's and Chuck Fold's protest and input resulted in more reasonable and less excessive street construction standards being imposed in unincorporated areas of Forsyth County in the future. The result is that sidewalks will not be required in low-density areas (a savings of \$1200-\$1500 per lot). An extra 1" of asphalt on the finished street will not be required (a savings of \$200-\$300 per lot), and curb and gutter will not be required in low-density neighborhoods (a savings of \$4000-\$6000 per lot). Great work!

On a happy note, you should be pleased that, although investors have lost \$5.5 trillion in the stock market since 2000, they have earned \$2.3 trillion back from home price appreciation. Some of this is attributable to the fact that 68% of our population owns homes while 50% own stocks. See you in November.

LEGISLATIVE UPDATE CONTINUED FROM PAGE 5

vote. The Senate approved the bill on Monday night. It is now on its way to Gov. Mike Easley. The bill would provide for a toll road to be built in an area that has a population greater than 650,000, one that has a population fewer than 650,000 and another anywhere in the state. State officials have said that the toll road project for the 650,000-plus population area would likely go in the Gaston-Mecklenburg area. In addition to building three toll roads, the bill authorizes the turnpike authority to study building three more roads. The bill would authorize the turnpike authority to use the power of eminent domain to condemn property for toll roads. It would also require the tolls to come off the roads once the bonds are paid off and a maintenance fund is established. Under the bill, the turnpike authority would have a board consisting of nine members. The governor would appoint five and the speaker of the House and the president pro-tem of the Senate would each appoint two.

<http://newsobserver.com/news/story/1765547p-1775165c.html>