

# 2007 Newsletter 2nd Quarter



Neuse River Region  
Association of REALTORS®

## *President's Piece*

*By Mary Hall 2007 NRRAR President*

This year marks THE TWENTIETH ANNIVERSARY of our Most Revered Executive Officer, Darlene Spivey. This article is dedicated to her.

Darlene started working with the New Bern Board of Realtors as a single mother, having previously shared ownership of Strictly Stitching, a needlework business on Trent Road. She was hired to type the MLS book on a typewriter at \$3.35 per hour. At that time a CLS (Collective Listing Service) was used. The Board hired a company to visit the then 38 real estate companies and deliver new listing sheets. Then, pictures of listings were encouraged, but not required. There were 407 active listings in 1987 with 12 areas, with an average residential sales price of \$85,218. Prices ranged from \$68,600 for a 1221 sf house in Fox Hollow to \$146,750 for a 2000 sf waterfront listing on Brice's Creek. Days on the market averaged 76.

New Bern Realtors didn't have an MLS until 1988. Dues then were \$240 per year, with a \$100 application fee. Monthly meetings were held at the Sheraton, with lunch being included in the membership fee. We had 147 members then. Marylus Menius was Board President and Dana Outlaw was Realtor of the Year. The Board of Directors was made up of Joyce Long, Pete Mallard, Rose Howell, Ed Guirkins, Greg Wilkinson, Marylus Menius, Clara Harrison, Dana Outlaw, and Steve Little. (Almost half of those members are gone now, but well remembered.) Our current office was purchased in 1991, at a cost of \$63,000. Before then, an office on Trent Road was rented from Chuck Tyson, with furniture borrowed from Gray Wheeler.

Today, NRRAR has more than 500 members and includes well over 200 companies. Our listings extend well beyond Fairfield Harbour, New Bern, Craven, and Jones County. There are currently 1,553 active residential listings, with an average list price of \$210,309 and average DOM of 111. Quite a difference!



Darlene Spivey

Thank You Darlene for Your  
20 Years of Service!!!



# POINTS TO PONDER

By Mary Hall 2007 NRRAR President

## The Station

By Robert J. Hastings

Tucked away in our subconscious is an idyllic vision. We see ourselves on a long trip that spans the continent. We are traveling by train. Out the windows, we drink in the passing scene of cars on nearby highways, of children waving at a crossing, of cattle grazing on a distant hillside, of smoke pouring from a power plant, of row upon row of corn and wheat, of flatlands and valleys, of mountains and rolling hillsides, of city skylines and village halls.

But uppermost in our minds is the final destination. On a certain day a certain hour, we will pull into the station. Bands will be playing and flags waving. Once we get there, so many wonderful dreams will come true, and the pieces of our lives will fit together like a completed jigsaw puzzle. How restlessly we pace the aisles, damning the minutes for loitering ---- waiting, waiting, waiting for the station.

"When we reach the station, that will be it!" we cry.

"When I'm 18."

"When I have put the last kid through college."

"When I buy a new 450 SL Mercedes-Benz!"

"When I have paid off the mortgage!"

"When I get a promotion!"

"When I reach the age of retirement. I shall live happily ever after!"

Sooner or later we must realize there is no station, no one place to arrive at once and for all. The true joy of life is in the trip. The station is only a dream. It constantly outdistances us.

"Relish the moment" is a good motto. It isn't the burdens of today that drive men mad. It is the regrets over yesterday and the fear of tomorrow. Regret and fear are twin thieves who rob us of today.

So stop pacing the aisles and counting the miles. Instead, climb more mountains, eat more ice cream, go barefoot more often, swim more rivers, watch more sunsets, laugh more, cry less. Life must be lived as we go along.

The station will come soon enough.



# NRRAR Leadership

## 2007 NRRAR Directors

Mary Hall	President
Susan Venters	President-Elect
Marvin Raines	Treasurer
Martha Cook	
Linda Rawls	
Rowland Bowen	
Dianne Dunn	
Marcia Werneke	
Tom Greer	
Jeff Medlin	

## 2007 MLS Directors

Ron Phillips	President
Ron Maclean	Vice President
Darlene Spivey	Sec/Treasurer
Nan Simcox	
Marvin Raines	
Tom Greer	
Dianne Dunn	
Bob MacDonald	
Al Padgett	
Sandy Perry	

## 2007 NCAR State Directors

Mary Hall  
Susan Venters

## 2007 NRRAR Committee Chairs

Membership	Sharon Seawell & Sandi Scott
Education/Orientation	Joy Harsen & Debbie Travers
Grievance	Joe Simcox
Professional Standards	Ron Phillips & Barbara Jackson
Ombudsmen	Marvin Raines
Social	Mary Candace Lewis, Wendy Jones, Katy Roberts
Community Service	Ann Little, Ric Fountain, Wayne Brazelton & Debbie Hargett
RPAC	Susan Venters
Equal Opportunity	Bernie Mallon
Realtor Partner	Tom Mitchell
Legislative	Brenda & Mike Wilson
Aware-A-Van	Leslie Wheat, Julie Marsden, Kever Carpenter Linda Swindell, Danine Jaster
Newsletter	Marcia Werneke & Cynthia Gustafson
Mediation	Graves Vann & Arey Grady
Public Relations	Billie Gaskins & Ruby Scheer
Safety Awareness	Mary Beth Simmelink & Ike Strawbridge
Commercial Alliance	Margaret Rose
Program	Susan Venters

# Welcome New Members



**2007**

August

**READ:**

Thomas Bussineau – Weichert Realtors Olde South Associates

Kristie Jasper – Jasper Appraisals

Linda Reddoch – Ellis Real Estate Development

Kristine Taal – Clear Water Marketing

Sonia Williams – Keller Williams Realty

**INDUCTED:**

Howard Neviser – IBX Real Estate and Development

John Otto – Keller Williams Realty

Hilde Tipton – Keller Williams Realty

Lycia Tomlinson – John Vesco , Inc. Real Estate

Joe Whaley – Weichert Realtors, Olde South Associates

Jason Wilson – Land Concepts and Solutions

September

**TO BE READ:**

Beatrice Cole – Keller Williams Realty

Eddie Daniels – Anthony French

Angela Jovanovich – IBX Coastal Properties

Kenneth Weber – Keller Williams Realty

**TO BE INDUCTED:**

Darlene Boyd – Weichert Realtors Olde South Associates

Tom Bussineau – Weichert Realtors Olde South Associates

John Otto – Keller Williams Realty

Linda Reddoch – Ellis Real Estate

Kristine Taal – Clear Water Marketing

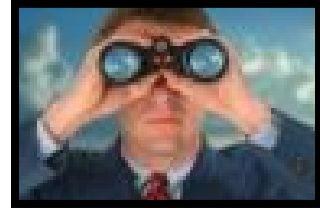
Hilde Tipton – Keller Williams Realty

Lycia Tomlinson – John Vesco, Inc. Real Estate

Sonia Williams – Keller Williams Realty



# See You There.....



## Calendar of Events 2007

### DECEMBER

6-7	CRS 210 Building Referral	Grandover Resort Greensboro
10-13	GRI 200 Series	Marriott Exec Park Charlotte
14	Christmas Ball	New Bern Convention Center

### JANUARY

1	New Years Day	Board Office CLOSED
7-10	GRI 100 Series	Grandover Resort Greensboro
10	CRS-Ninja Selling	Marriott Exec Park Charlotte
TBA	Membership Luncheon	New Bern Convention Center

### FEBRUARY

18-21	GRI Series 100	Charlotte- Maroitt
21	CRS: Ninja Selling	Charlotte- Marriott
TBA	Membership Luncheon	New Bern Convention Center

### MARCH

10-13	GRI 200 Series	New Bern Riverfront Convention
TBA	Membership Luncheon	New Bern Convention Center

### APRIL

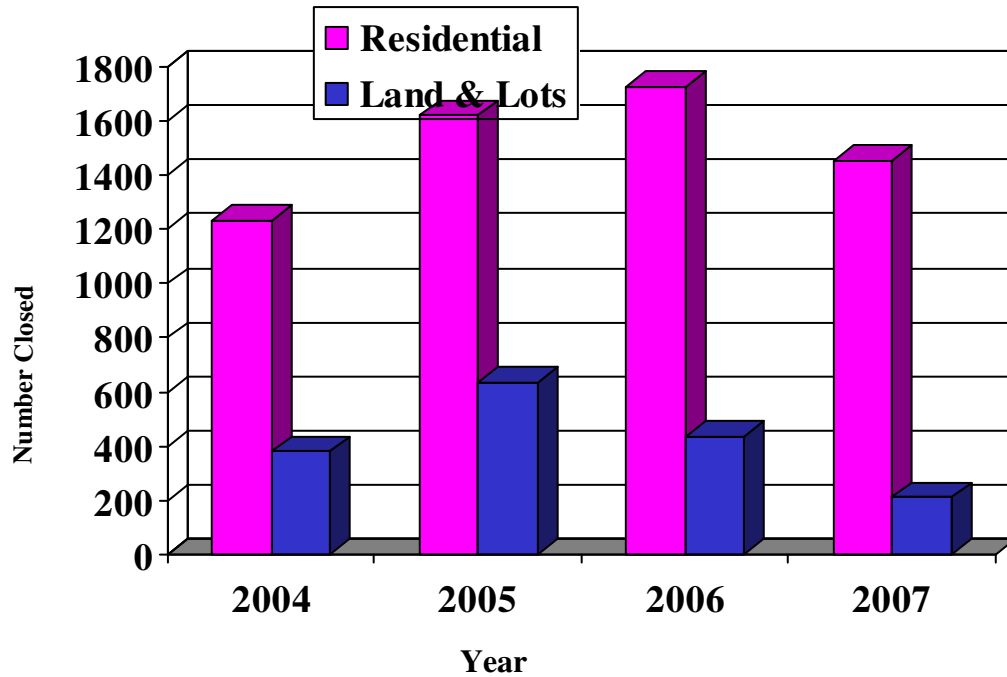
14-17	GRI 300 Series	McKimmon Center-Raleigh
17	CRS 103: Maximize Potential	McKimmon Center-Raleigh
TBA	Membership Luncheon	New Bern Convention Center

# ??? What's in a Number???

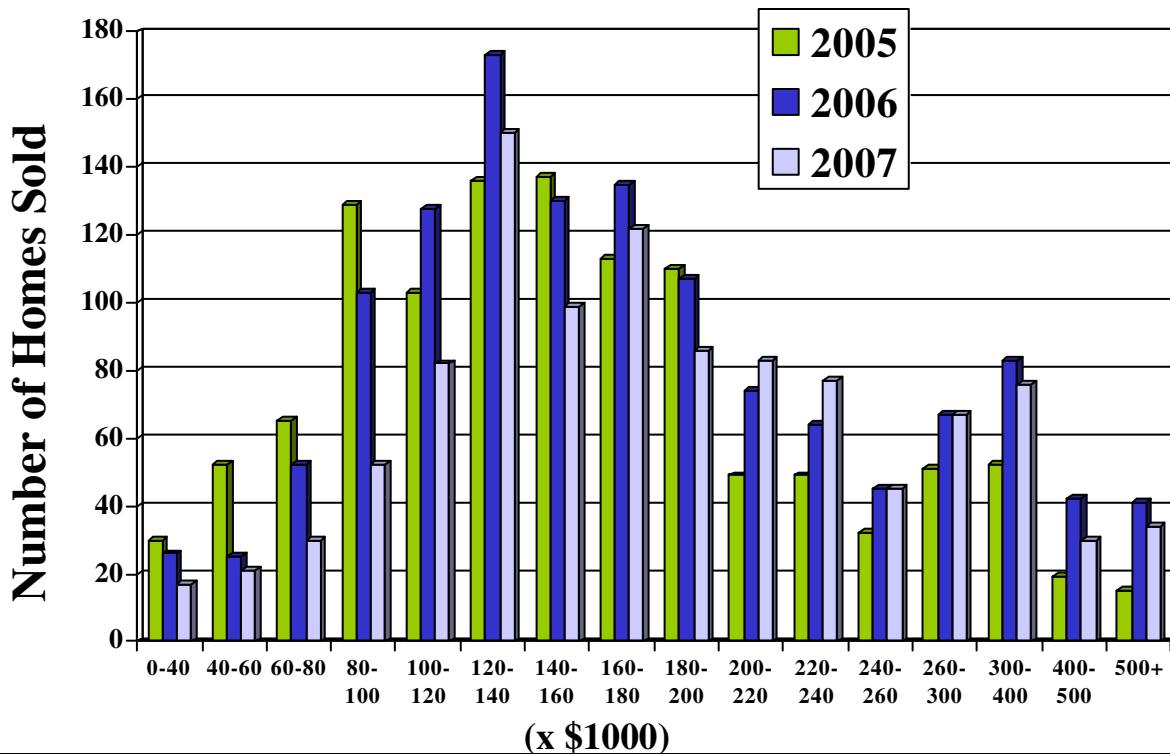
(Stats from NBBR MLS)



Sales Comparisons Year to Year  
January 1 thru August 31



Price Comparisons - Homes Sold Jan 1 thru June 30



# Absorption Rate ????



By Marcia Werneke  
editor

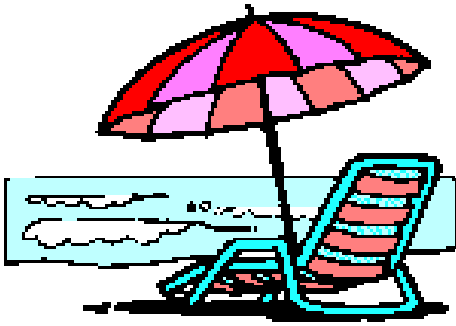
We are still in a buyer's market (see chart below, courtesy Zan Monroe of The Monroe Company).

## Market Absorption Rates

New Bern MLS 09/04/07

<u>Closed Transactions in Past</u>	<u>12 Months</u>	<u>6 Months</u>	<u>3 Months</u>
<b>Number closed</b>	2061	1063	474
<b>Average Number of homes Sold Per/Month</b>	172	177	158
<b>Currently Active</b>	1578	1578	1578
<b>Months Supply on Market</b>	9.9	8.9	10

**6 MONTHS SUPPLY = BALANCED MARKET**  
**LESS THAN 6 MONTHS SUPPLY = SELLERS MARKET**  
**MORE THAN 6 MONTHS SUPPLY = BUYERS MARKET**



# Chair Chat

**The following article was pulled off of the Realtor.org website courtesy of Billie Gaskins, your Public Relations Chair:**

Buying or selling a home is never an easy process. All the different and confusing terms, the huge stacks of paperwork, all the forms that need to be filled out. Although it's an exciting experience, it can also be a very stressful one.

You need someone you can trust. Someone who can put your mind at ease because you know they're going to do the right thing and act in your best interest. Someone who will protect your rights.

When you enlist the services of a REALTOR®, you can be confident that you're being dealt with honestly. Every member of the National Association of REALTORS® makes a commitment to adhere to a strict Code of Ethics, which is based on professionalism and protection of the public.

The Code of Ethics is a promise—as a customer of a REALTOR®, you can expect honest and ethical treatment in all transaction-related matters. It is mandatory for REALTORS® to take the Code of Ethics orientation and they are also required to complete a refresher course every four years.

The actual Code itself contains 17 Articles and is quite comprehensive. To help you better understand exactly what the Code of Ethics is and how it benefits you as a customer; here is a summary of the key principles, which is referred to as the [REALTORS®' Pledge of Performance and Service](#).

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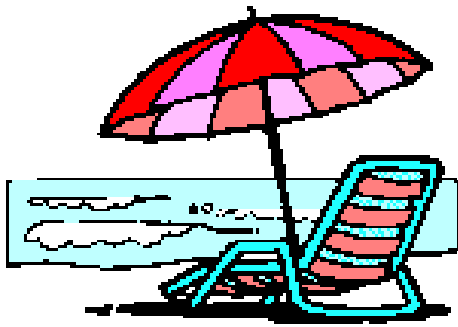
**From Mary Beth Simmelink and Ike Strawbridge your Safety Awareness Chairs:**

## **CELL PHONE 911 LOCATOR**

You may remember that a young woman was recently abducted from a Target parking lot in Overland Park, a suburb of Kansas City. Her body was discovered many miles away in Missouri. She was located by the sequence of cell phone towers that picked up her cell phone location.

She had not attempted to dial out but when her family was trying to call her, the towers could sense her phone. Sadly, the authorities were not able to reach her in time. However they were able to locate her body which was in an area where they never would have searched without the cell phone tower information. You might find this information helpful. The cell phone “locator” can be either set on “E911” in which case you must dial out to be located, or it can be set to be on all the time. By having it on all the time, you can be located by emergency services through the police if you fail to respond.

**All** cell phones have this feature. It's called Location. It is under the “Settings” or “System” tool. Once you turn this on, your phone will be traceable. (select “Location on” instead of E911 only”  
To stay safe, everyone needs to check their phone to make sure this feature is turned on.



# Chair Chat

**From Margaret Rose your Commercial Alliance Chairperson:**

## **First Commercial Educational Offering A Success**

In conjunction with its annual gathering, the North Carolina CCIM Chapter presented the CCIM Intro Course:

Introduction to Commercial Investment Real Estate Analysis; at the Sheraton Hotel on Sept. 26 and 27. Forty persons registered and attended from NC, SC and VA. Doug Sawyer of Roanoke, VA a popular and seasoned instructor, specializes in commercial sales, office leasing and the development of small shopping centers and industrial space.

As part of the gathering, the NC CCIM chapter members were entertained by Mel Melton & the Wicked Mojos at the networking reception, and golfed at the Emerald Golf Club. A preview of the new 1031 class which NC CCIM will offer next year was presented by representative of Wachovia. Richard Dickerson with The Brooks Group facilitated a session entitled:

How to maximize your Time and grow your Listing:

If you are interested in a power point on this session please contact Margaret Rose, Neuse Realty, 633-4888 email Margaret@neuserealty.com, For chapter information, visit [www.nc-ccim.org](http://www.nc-ccim.org) and for course info call CCIM institute , 800-621-7027, [www.ccim.org](http://www.ccim.org)

Thank you to all from the NRRAR who attended the gathering or registered for the course. It was a great honor to have the CCIM group in New Bern.

**From Tom Mitchell your Realtor Partner Chairperson:**



## *Partner of the Month: **OFFICE DEPOT***

***DESIGN, PRINT, AND SHIP ALL IN ONE TRIP!***

Take advantage of the Office Depot price cuts for NC REALTORS® this fall with:

\$.02 black and white copies

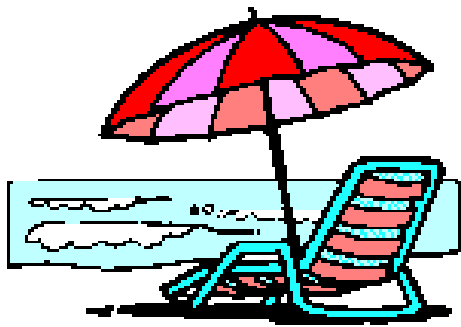
\$.37 color copies

35% off services including laminating, folding, and cutting.

Office Depot is marking down print services during November for NC REALTORS®, and members need to first sign up on the Office Depot partner page on [www.ncrealtors.org](http://www.ncrealtors.org) to receive the reduced prices.

While online you can shop (including submitting your print jobs), or register a credit card in order to receive the discounts in the stores.

Questions? Please visit [www.ncrealtors.org](http://www.ncrealtors.org) to learn more about Office Depot and all of the NCAR REALTOR® Partners. Or call Kristin Miller at 1-800-443-9956



# Chair Chat

**From Joe Simcox your Grievance Committee Chairperson:  
Pathways to Professionalism**

These professional courtesies are intended to be used by REALTORS® on a voluntary basis, and cannot form the basis for a professional standards complaint.

**Respect for the Public:**

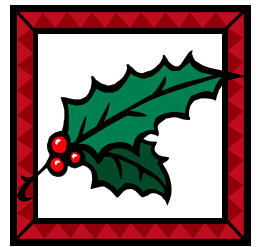
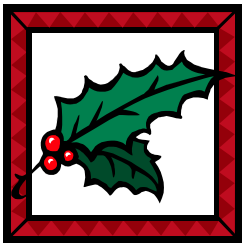
- (1) Always follow the “Golden Rule.”
- (2) Always respond promptly to inquiries and requests for information.
- (3) Schedule appointments as far in advance as possible; call if you are delayed or must cancel an appointment.
- (4) Always schedule property showings in advance.
- (5) If a prospective buyer decides not to view an occupied home, promptly explain the situation to the listing broker or the owner.
- (6) Communicate with all parties in a timely fashion.
- (7) Enter listed property first to ensure that unexpected situations, such as pets, are handled appropriately.
- (8) Leave your business card if not prohibited by local rules.
- (9) Never criticize property in the presence of the owner.
- (10) Inform sellers that you are leaving after a showing.
- (11) When showing an occupied home, always ring the doorbell or knock before entering. Knock before entering any closed room.
- (12) Present a professional appearance at all times; dress appropriately and have a clean car.
- (13) If the seller is home during a showing, ask their permission before using the telephone or bathroom.
- (14) Advise the clients of other brokers to direct questions to their agent or representative.
- (15) Communicate clearly; do not use jargon not readily understood by the general public.
- (16) Be aware of and respect cultural differences.
- (17) Show courtesy and respect to the general public.
- (18) Be aware of and meet all deadlines.
- (19) Promise only what you can deliver and keep your promises.

**Respect for Property:**

- (1) Be responsible for visitors to listed property; never allow buyers to enter property if unaccompanied.
- (2) When the seller is absent, be sure to turn off the lights, shut windows, and lock doors after a showing.
- (3) Tell buyers not to smoke in listed property.
- (4) Use sidewalks; if weather is bad, take off shoes and boots inside the property.
- (5) When a property is vacant, check that heating and cooling controls are set correctly and check the outside of the property for damage or vandalism.

**Respect for Peers:**

- (1) Call the listing broker to report the results of any showing.
- (2) Notify the listing broker immediately if anything appears wrong with the property.
- (3) Notify the listing broker if there appears to be inaccurate information on the listing.
- (4) Share important information about a property, including the presence of pets; security systems; and whether sellers will be present during the showing.
- (5) Show courtesy, trust, and respect to other real estate professionals.



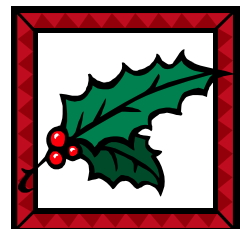
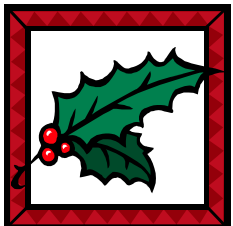
*2007 Annual Christmas Ball*  
*December 14th*  
*Cocktail Hour 6:30-7:30*  
*Dinner 7:30-8:30*  
*Special Dessert Presentation 8:30-9*  
*Music by "The Phase Band" 9-1*  
*\$50/single*  
*\$95/couple*

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Ann Little wanted to remind us of those who serve us everyday unselfishly.

When you make out your Christmas cards, please include one more card to one of these brave men and women. Send it to the following address:

A RECOVERING AMERICAN SOLDIER  
c/o Walter Reed Army Medical Center  
6900 Georgia Avenue NW  
Washington, DC 20307-5001



# Development Developments

## CERT granted non-profit status



The Fairfield Harbour Community Emergency Response Team (CERT) has been granted Federal non-profit 501(C) 3 status as a registered Non-Profit Association by the Internal Revenue Services.

Program Director Judy Ross said "This is a significant step forward to further develop our capability to serve the residents of Fairfield Harbour and the surrounding area in a disaster. The non-profit status enables Fairfield Harbour CERT to request and receive donations of material goods and/or financial help to purchase operational equipment and training materials and the donors can now take advantage of tax benefits for part or all of the value of their donation."

Fairfield Harbour CERT is a registered Non-Profit Association of Volunteers operating under the management and direction of Craven County Emergency Management and the Tri-Community Fire Department.

### What are CERT volunteers trained to do?

Prepare yourself, your home and your community and make a meaningful contribution in a disaster.

Learn fire safety and how to use a fire extinguisher and put out small fires.

Learn light search-and-rescue techniques.

Learn basic first-aid techniques and triage (sorting and preparing injured for further treatment).

Understand disaster psychology and its impact on CERT team well-being.

Learn what CERT's role in terrorism is.

Learn administration and organization of personnel, materials, comforting and supporting injured.

The community needs more residents willing to be trained. Become a trained CERT volunteer and help yourself, your family and residents in time of a disaster.

For CERT volunteer training course information, contact Marcia Richmond, 633-5570, Harvey Pye, 633-7857, or Judy Ross, 635-1435.

*Harvey Pye*

To continue this section of the newsletter we would like to get input from all of you. If you know of anything happening around the area in a development that you are familiar with we would like to place it in this section of the newsletter.

With the growth that our area has experienced over the past few years this should be helpful to all of us.

# NRRAR Member News

## Fall Social 2007



Thank you to those of  
you that participated in  
the  
reverse drawing.



### ***Congratulations***

***Neuse Realty*** the winner of the Sun Journal's Readers Choice Award for Best Real Estate Firm for the 2nd year in a row

***Barbara Crawford*** the winner of the Sun Journal's Readers Choice award for Best Real Estate Agent

### **Just a Reminder**

The "Power of One" award will be presented to one of our deserving members monthly. If you know a member that has gone the extra mile, giving of himself or herself to help better our community, or just been there to support a friend...tell us the story...We will be accepting nominations and the reason you feel this person needs to be consider via e-mail at [bgaskins@carolinacolours.com](mailto:bgaskins@carolinacolours.com).

Please don't forget to vote!!