

2008
Newsletter
2nd-3rd Quarter



Neuse River Region
Association of REALTORS®

President's Piece

By Susan Venters 2008 NRRAR President

We have been very busy throughout the 2nd and 3rd quarters.

27 NRRAR members received scholarships toward their GRI designation from NRRAR Scholarships

We had a wonderful Social at the Farmer's Market in May thanks to the Fabulous Social Committee and some wonderful spouses!

The NRRAR Board with the help of all of the committees have put together the 2008 NRRAR Membership Survey. The Survey is in the members hands currently and so far we have received a 13% response rate. Please take 10 minutes to take the survey and you will have an opportunity to have free 2009 membership dues!

Donations have been made to Boys and Girls Club, Relay for Life, Red Cross, Public Radio East, Homes4NC and Homes For Our Troops. Donations are allotted quarterly.

The new meeting location at Carolina Colours is working out very well. The Chelsea is catering and as always they are doing a wonderful job! Attendance has swayed from 80 - 180 for the luncheons. Please remember to sign in on-line and cancel if something comes up and you can't attend.

The NCAR Board of directors meets in Raleigh June 8-10. There are some issues that will effect each of you. I hope that everyone has read the update from the May meeting. If you would like to have more information I will send you the updates from the NCAR. They are proposing a one time \$50 assessment and a \$25 dues increase for 2009.

Currently we are at 90% of our monetary goal but we are at 46% of our participation goal. Currently we have one office that is 100% participation. Congratulations to Century 21-Zaytoun Raines!

The NRRAR Board is looking forward to seeing you at the next monthly meeting!

Good Selling,

Susan Venters
2008 NRRAR President



NATIONAL ASSOCIATION OF REALTORS®



NRRAR Leadership

2008 NRRAR Directors

Susan Venters	President
Martha Cook	President-Elect
Roland Bowen	Treasurer
Linda Rawls	
Marvin Raines	
Dianne Dunn	
Joy Harsen	
Tom Greer	
Mary Hall	
Amy Notargiacomo	

2008 MLS Directors

Ron Phillips	President
Ron MacLean	Vice President
Darlene Spivey	Sec/Treasurer
Nan Simcox	
Marvin Raines	
Tom Greer	
Jason Sanderson	
Katy Roberts	
Carol Wright	
Al Padgett	
Sandra Perry	
Billie Gaskins	

2008 NCAR State Directors

Susan Venters
Mary Hal

2008 NRRAR Committee Chairs

Membership	Denise Staton & Sandi Scott
Education/Orientation	Diane Dunn, Debbie Travers & Gwen Morrison
Grievance	Elaine Hiner
Professional Standards	Ron Phillips & Barbara Jackson
Ombudsmen	Marvin Raines
Social	Katy Roberts, Kristi Metts & Doris Bell
Community Service	Ann Little, Mary Hall & Debbie Hargett
RPAC	Linda Rawls
Equal Opportunity	Bernie Mallon & Gwen Morrison
Realtor Partner	Tom Mitchell & Amy Notargiacomo
Legislative	Rowland Bowen, Brenda & Mike Wilson
Aware-A-Van	Leslie Wheat, Julie Marsden, Kever Carpenter Linda Swindell, Brenda Gear & Doris Bell
Newsletter	Cynthia Gustafson
Mediation	Graves Vann & Arey Grady
Public Relations	Billie Gaskins, Donna Woodruff & Nancy Stallings
Safety Awareness	Mary Beth Simmelink & Ike Strawbridge
Commercial Alliance	Margaret Rose
Program	Drake Bratton

Welcome New Members



2008

May

READ:

Kenny Alphin – Keller Williams Realty

Lauren Adams

James Kennedy – Neuse Realty East

Rene Macrae – First Carolina Realtors

Donna Marshall – Tailored Real Estate

Samantha Proctor – Samantha’s Interiors

Christine Zelazo – Keller Williams Realty

INDUCTED:

Jacqueline Joplin – Century 21 Town and Country

Marcia Whitney – Keller Williams Realty

June

READ:

Jan Burke – Realty World Paradise Homes

Brenda Carpenter – Keller Williams Realty

Barbara Routszong – First Carolina Realtors

Stacey Siler – Coldwell Banker Willis Smith

INDUCTED:

Jim Kennedy – Neuse Realty East

Blair Lang – Arlington Place Realty

Rene Macrae – First Carolina Realtors

Samantha Proctor – Samantha’s Interiors

Christine Zelazo – Keller Williams Realty

Welcome New Members



2008

July

READ:

Dean Adams – Weichert Realtors, Olde South Associates

Pamela Adams – Weichert Realtors, Olde South Associates

Jason Arthur – Keller Williams Realty

James Black – Water Street Realty

Maggie Crosby – Keller Williams Realty

Ana Gil – Keller Williams Realty

John Ferrel – Water Street Realty

Linda Holland – Coldwell Banker Willis Smith

INDUCTED:

Kenny Alphin – Keller Williams Realty

Jan Burke – Realty World Paradise Homes

Brenda Carpenter – Keller Williams Realty

Donna Marshall – Tailored Real Estate

Barbara Routszong – First Carolina Realtors

Stacey Siler – Coldwell Banker Willis Smith



See You There.....



Calendar of Events 2008

JULY

4	Independence Day	
30	NRRAR Meeting	TBD

AUGUST

18-21	GRI 200	Greensboro
21-22	NAR Leadership Summit	Chicago, Il
TBD	NRRAR Membership Meeting	TBD

SEPTEMBER

TBD	NRRAR Social	Open
10-11	CRS 204	Greensboro
15-18	GRI 300	Wilmington

OCTOBER

7-8	CRB Financial Planning	Charlotte
20-23	GRI 100	Raleigh
23	Ninja Selling	Raleigh
28-29	SRES	Winston Salem

NOVEMBER

13-14	CRS 210	Greensboro
17-20	GRI 200	Asheville

DECEMBER

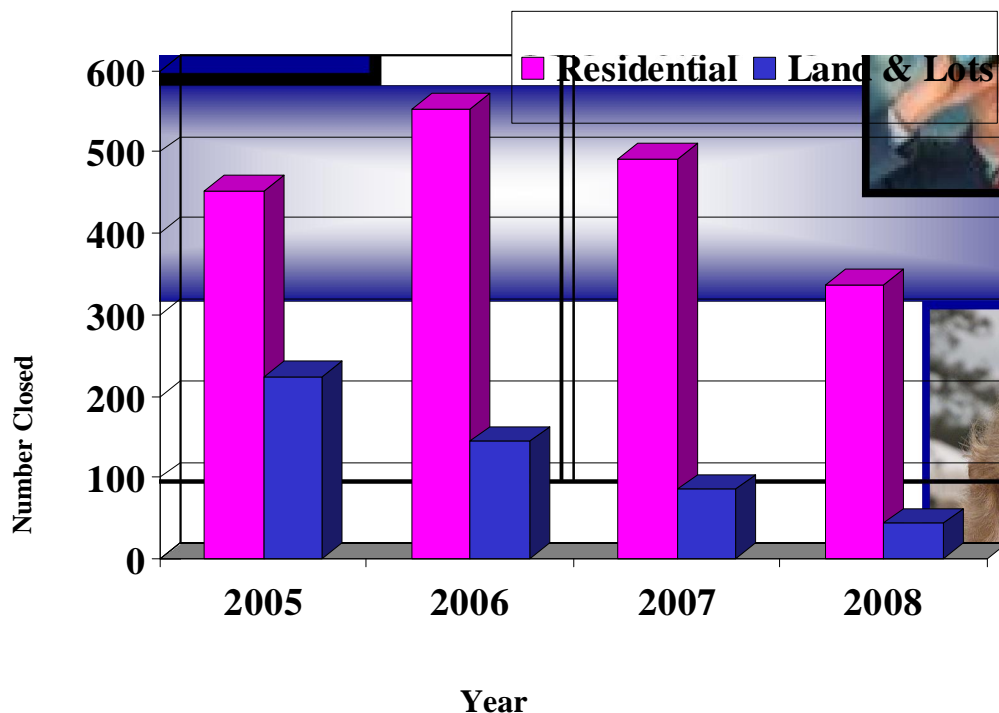
8-11	GRI 300	Charlotte
11	CRS-Maximize Your Potential	Charlotte

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

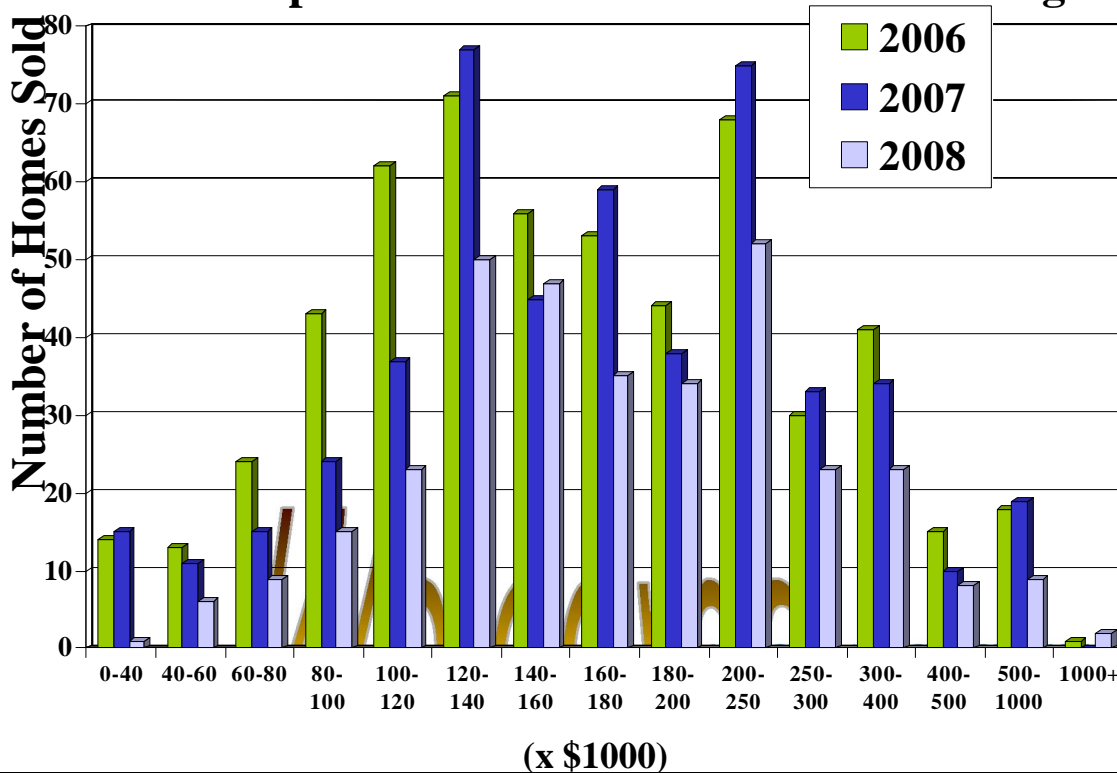
(Stats from NBBR MLS)



Sales Comparisons Year to Year



Price Comparisons - Homes Sold Jan 1 thru Aug 15



Absorption Rate ????

By Cynthia Gustafson
editor



Clearly, our market absorption rates show we are in a buyers market (see chart below, courtesy Zan Monroe of The Monroe Company). This is a good thing if you are working with buyers. It is their best time to buy!!! They have more homes to choose from and they will probably get it at a better price for their purchase than during a sellers market. It is important to remember that the absorption rates below are for all of the areas on our MLS: the area you focus on should be calculated separately.

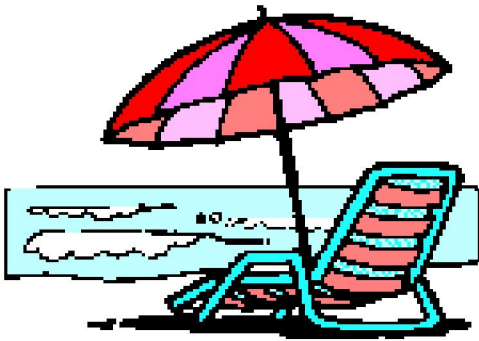
Absorption rates should be used in conjunction with other data. For example, our market is strong as evidenced by the homes sold comparison (see previous page). It may not be as “frenzied” as 2006 figures showed but we have had a good first quarter. Know your market!

Market Absorption Rates

NRRAR Coverage Area 08/25/2008

<u>Closed Transactions in Past</u>	<u>12 Months</u>	<u>6 Months</u>	<u>3 Months</u>
Number closed	1381	705	370
Average Number of homes Sold Per/Month	115.1	117.5	123.3
Currently Active	1268	1268	1268
Months Supply on Market	11.0	10.8	10.3

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



From your Commercial Alliance
Chair Margaret Rose:

Chair Chat

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

Please remember if you know anyone that should be nominated for the “Power of One” award please submit their names for review.

**Send all submissions to Billie Gaskins:
billie@coldwellbankerhomes.com**

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

Take a look at this website and pass it along to your friends and neighbors.

www.familywatchdog.us:80/



Chair Chat (continued)

From your REALTOR® Partners Chairs, Tom Mitchell and Amy Notargiacomo:



By becoming a REALTOR® you get a variety of benefits but with the day to day hustle we tend to forget. By going to the link below you be able to see and perhaps be reminded of what discounts you can receive in the office as well as on those much needed vacations!

www.realtor.org/realtor_benefits/indexhtml

The National Association of Realtors also offers many educational opportunities to help further and educate you in your REALTOR® career.

www.realtor.org/realtor_benefits/educational_tools.html



Chair Chat (continued)

Aware A Van

Now that Aware A Van has its own page on the NRRAR website, it is really easy to submit a listing to be on tour, and to sign up to Host Lunch or Desert.

If you have not gone to the web site yet, please check out the Aware A Van Committee page. Everything you ever wanted to know about Aware A Van is on that page! There is even step-by-step direction on how to fill out the form and sign up to be a host.

This year, one of our goals is to track seasonal fluctuations in attendance. You all can help us by making sure that you put a Sign-In sheet in your listing that is on tour, and to sign the sheet when you visit the home. (sign-in sheets are available on the website.)

We also use the Sign-In sheets for our monthly drawing at the monthly NRRAR Board Luncheon.

Thanks for making Aware A Van successful!!

Leslie Wheat, Julie Marsden, Brenda Gear, Doris Bell, Keever Carpenter,
Linda Swindell





Simple Computer Tips

Using TEMPLATES in Microsoft WORD

Many times in our business the need to create a special kind of document arises. Did you know Microsoft Word offers a rich menu of *templates* to help us create almost any kind of unique document? Below is a list of the various templates available in MS Word:

[Agendas](#)

[Award certificates](#)

[Brochures](#)

[Business cards](#)

[Calendars](#) - [2006 calendars](#) | [2007 calendars](#) | [2008 calendars](#) | [More...](#)

[Contracts](#)

[Envelopes](#)

[Expense reports](#)

[Faxes](#)

[Flyers](#) - [Event](#) | [Marketing](#) | [Real estate](#) | [More...](#)

[Forms](#) - [Academic](#) | [Business](#) | [Community](#) | [More...](#)

[Gift certificates](#)

[Greeting cards](#) - [Friendship](#) | [Get well](#) | [Holidays](#) | [More...](#)

[Inventories](#)

[Invitations](#) - [Business](#) | [Event](#) | [Party](#) | [More...](#)

[Invoices](#)

[Labels](#) - [Gift](#) | [Media](#) | [Mailing and shipping](#) | [More...](#)

[Letters](#) - [Academic](#) | [Business](#) | [Community](#) | [More...](#)

[Lists](#)

[Memos](#)

[Minutes](#)

[Newsletters](#)

[Plans](#)

[Planners](#)

[Postcards](#) - [Human resources](#) | [Marketing](#) | [Real estate](#) | [More...](#)

[Purchase orders](#)

[Receipts](#)

[Reports](#)

[Resumes and CVs](#) - [Basic](#) | [Job specific](#) | [Situation specific](#)

[Schedules](#)

[Statements](#)

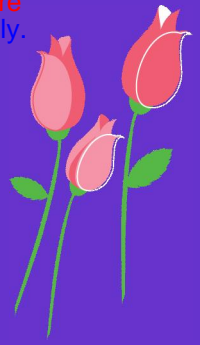
[Stationery](#) - [Letterhead](#) | [Specialty paper](#)

[Time sheets](#)

[More categories](#) - [Address books](#) | [Analysis worksheets](#) | [Advertisements](#) | [More...](#)

To access any of these helpful forms, simply click on *File, New*, and then on the menu that pops up on the right side of your screen, click on *Templates on Office Online*. The above list will appear. Click on any of them, and you will be taken to new screen offering you a variety of selections which you can then download. For example, under the listing of **flyers** you could click on the words **Real Estate**. The next screen contains the words **For Rent or Sale**. Click on that sentence, and you will be shown a selection of different kinds of real estate flyers. Select one, and a sample flyer will appear. If you like it, click on **DOWNLOAD**, and it will download to your PC, along with instructions on how to use the template.

Try a few of these templates. You might find it saves you a LOT of time in creating unique documents.



Spring Social



Social Committee



Thanks to the Social Committee for putting together a great Spring Social! Everyone had a great time as usual.

See everyone for the Fall Social!

