



Neuse River Region Association of REALTORS®

April 2009 ~ NEWSLETTER

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PRESIDENT'S CORNER

2009 NRRAR Leadership



Martha Cook
2009 President

Dear NRRAR Members,

I made a pact with myself this year to venture out of my comfort zone and explore any and all educational opportunities. One of those we all recently enjoyed was the training offered by NRRAR. It was great! I received so many positive comments from that session.

Another wonderful offering is from MarketLinx and the CMA training on April 16. There are numerous other webinars free of charge. I recently took one regarding short sales that was very worthwhile. To find more information, please check the NAR® and NCAR® websites...which brings me to the

next big discovery... The NAR Website.

The NAR website is invaluable, in fact their motto is Right Tools-Right Now and they are not kidding. I received an email this month stating that NAR was giving away two training CD's for FREE! (our favorite word these days). I went online and ordered two free CD's, regularly around \$40 each. I had been on the website before to get emails from NAR but still was not aware of all the offerings. Go to **www.Realtor.org**. At the top right corner you can register and log in. From the home page you can gather a lot of facts regarding our market. Just today I learned NAR has their on radio show on XM radio and you can also access it online. On the left margin you can click New Media and that gives you all the latest Real Estate headlines making the news.

Also, on the left margin is a tab for Education. That shows you all the Realtor University (yes, we have a university) classes offered, webinars and information on Designations. You can subscribe to receive emails from NAR regarding educational opportunities.

One of my favorite topics is Government Affairs, also found on the left margin. That tab is filled with invaluable information that we all need to know. It covers RPAC and Issues Mobilization.

Other key information is Research, Technology, Realtor Benefits and NAR meetings. The site is available and free. I urge you all to take a moment to explore the NAR website. Make sure you go to every place it says to subscribe and you will receive useful information via email!

Homer Ray and Brenda Wilson, members of your education committee, will be including information on the two websites in the next Orientation to be held in May. Everyone is invited to the orientation as a refresher. **Just sign up on www.NRRAR.com to reserve your spot!**

As you can see, we are surrounded by education, but we have to put forth the effort to take advantage of it!! Challenge yourself to one educational opportunity per month!!

Martha Cook, 2009 NRRAR President

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Martha Cook

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Association Staff

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Association Executive 252-636-5364
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Greta Mitchell

Membership Support 252-636-5364
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General Membership Meeting

NRRAR Spring Social!

Thursday, April 30th

Social Hour: 5:30 to 6:30pm

Dinner: 6:30 to 7pm

New Bern Farmer's Market

Sign up on website!

www.NRRAR.com

2009 Committee Chairs & Co-Chairs

Membership:

Denise Staton, Sandi Scott

Education/Orientation:

Dianne Dunn, Debbie Travers

Grievance:

Elaine Hiner

Professional Standards:

Barbara Jackson, Donna Harmatuk

Ombudsmen:

Marvin Raines

Social:

Kristi Metts, Doris Bell

Community Service:

Ann Little, Debbie Hargett

RPAC:

Linda Rawls

Equal Opportunity:

Kathy Adolph, Connie Sithens

REALTOR® Partners:

Tom Mitchell, Amy Notargiacomo

Legislative:

Mike Wilson, Brenda Wilson

Aware-A-Van:

Brenda Gear, Darlene Boye,
Bea Anderson, Linda Swindell,

Newsletter:

Dianne Dunn, Susan Venters

Mediation:

Graves Vann, Arey Grady

Public Relations:

Nancy Stallings

Donna Woodruff

Safety Awareness:

Mary Beth Simmelink,

Commercial Alliance:

Margaret Rose

**** Contact information located at:**

**www.NRRAR.com
(Membership Directory)**

Welcome New Members!

New Members to be Read: (March)

Jennifer Johnson—Prudential Clear Water Realty

New Members to be Inducted: (March)

Tim Dalhouse—Buyer's Market Realty

Rodney Myers—Century 21 Action Associates

Lisa Norris—Prudential Clear Water Realty

RPAC CONTRIBUTIONS

The Realtor Political Action Committee (RPAC) is joining forces with **Homes4NC** to raise money for both of these very worthy causes. **A huge yard sale will be held on Saturday, May 9.** Plans are being made although it will most likely be held at the old Kia Car Sales location (formerly the old Honda sales and service location) on Highway 17 just outside of New Bern. When cleaning your garages and attics save those treasures for someone who will enjoy having them and help RPAC and Homes4NC raise needed funds.



RPAC donations are coming along and a few companies have attained 100% participation such as Coldwell Banker Willis Smith and Century 21 Town and Country. We are looking for a total 100% by the May meeting, so let's get working!

RPAC Chairperson: Linda Rawls 252-444-3333

Linda.Rawls@ColdwellBankerFirst.com

*** LOCAL * EDUCATION-TRAINING**

April 16, 9am to 10:30 — Marketlinx WEBinar — Free

Quick & Comprehensive CMA's—Sign up under Board News on the front page of MLS InnoVia!

May 6-7, and Oct. 21-22 NB Chamber Commerce

NRRAR Orientation

While this course is the NAR requirement for new members, **ALL agents are welcome to attend for a refresher session !**

(Limited seating, so sign up early)

Day 1, 12-4pm - Intro to NAR, NCAR, NRRAR & Speakers

Day 2, 8:30am-3:30pm - Business Planning, Contracts/Forms, Finding your way around the MLS.

June 10, 8:30 to 5pm Carolina Colours Pavilion

Ninja Selling by CRS Instructor Zan Monroe

This course fee is normally \$145. **NRRAR is subsidizing YOUR fee!**

Members- Only \$30, and \$100 for non-members

(Lunch included - flyer with more information on the website—limited seating)

Don't Miss it! Sign Up Early at www.NRRAR.com

PLEASE update your information:

NRRAR.com: Select Member Login, Edit my Profile—add your phone numbers and other information.

MLS Profile:

- Login to InnoVia, Select Maintenance, Agent Maintenance (OR, upload your photo)
- Click on Search, Select Printer Friendly
- Click on User ID, and add phone numbers and email address!

*** OTHER EVENTS/COURSES ***

GREEN 01 (NAR's Green Designation Core Course).

NC Association of Realtors®, Greensboro, NC

Sign Up at www.NCRealtor.org NCREEF

NEW Online Courses — ABR, CRS

www.NCRealtors.org/NCREEF/online.cfm

**April
CALENDAR OF EVENTS**

**Every Tuesday
by Appointment
with Association Office:**
Sentrilock Training 10-11am
MLS Training 11-12pm

20 **MLS Board Meeting 8am.**
(Association Office)

24 & 25 **Relay for Life—Grover C Fields School, 7pm Survivor Lap, 9pm Luminary Service**

29 **NRRAR BOD Meeting, 7:30am**
(Association Office)

30 **NRRAR Spring Social
5:30pm Farm Market**
(No General Membership Meeting)

**May
CALENDAR OF EVENTS**

**Every Tuesday
by Appointment
with Association Office:**
Sentrilock Training 10-11am
MLS Training 11-12pm

4 **Homes4NC Golf Tournament**
1:00pm Cypress Landing Golf Club

9 **NRRAR Yard Sale**
Proceeds to RPAC
(Place to be announced)

18 **MLS Board Meeting 8am.**
(Association Office)

27 **NRRAR BOD Meeting, 7:30am**
(Association Office)

27 **NRRAR General Membership Meeting/Luncheon**
11:30 am—1pm
(Carolina Colours Pavilion)
Sign Up at NRRAR.com

BOARD OF DIRECTOR DECISIONS

Details are available at the Association

Highlights of the NRRAR Director decisions can be found on the Association website www.NRRAR.com under the section titled Members Only.

MLS CORNER

Questions or Suggestions? . . . Please contact your MLS directors—not the Association office. Remember that all directors represent the entire membership, regardless of the companies they are affiliated with.

InnoVia, under Board News announces a CMA webinar training class:

“MarketLinx will be holding an online training webinar on Quick and Comprehensive CMAs in InnoVia. The webinar will take place on Thursday, April 16th, from 9:00am to 10:30am EST. You can attend this class from your own computer. You will see the trainer’s screen and listen via your computer speakers or your phone.

To register, go to InnoVia and the announcement under “**Board News**”. You then just simply click the link below within the announcement. Once registered you will receive a confirmation email with instructions with the number to call and login code, OR use this link:

<https://www1.gotomeeting.com/register/443754711>

Please plan on logging into the class a few minutes early on the 16th to get connected.”

Our plans are to offer you a training class each quarter. It’s now up to you. Your attendance will give your MLS Board the incentive to keep delivering education to you. See you in class!!!!

A successful agent is an educated one.

Ron MacLean, President

NRRAR Multiple Listing Service

249-4940

2009 MLS Officers and Directors:

President: Ron MacLean	CaptainRonM@hughes.net	249-4940
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Perry, Sandra	Sandy@NeuseRealty.com	633-4888
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Roberts, Katie	KTRoberts@ec.rr.com	444-3333
Simcox, Nan	Nan@CallNan.com	637-2010
Vesco, John	John_Vesco@coastalnet.com	444-3790
Wright, Carol	CarolWright@OrientalBuyersBroker.com	249-2700

**** STATE OF THE MARKET ****



Be Knowledgeable - Know your Stats about our Local Market!

Source: Statistics from Neuse River Region MLS Service

	2004	2005	2006	2007	2008
# Homes Sold	1882	2426	2431	1974	1463
"Median" Sold Price	\$129,000	\$152,500	\$162,900	\$169,900	\$173,000
List/Sale Ratio	98%	98%	98%	97%	96%
Avg. DOM	93	73	68	102	151

2009	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec
# Homes Sold	44	85										
Median Price	\$183,000	\$165,000										
List/Sale Ratio	94%	96%										
Avg.	162	151										

Absorption Rates

The Number of Months' Supply of Homes, based on prior **3 month's sales**. **NOTE:** These statistics are based on the entire MLS. The area you focus on should be calculated separately.

Aug 08	Sept 08	Oct 08	Nov 08	Dec 08	Jan 09	Feb 09	Mar 09	Apr 09	May 09	June 09	July 09
6.7	7.1	7.7	8.8	10.2	11.4	10.9					

Newsletter Committee

Please submit your information by email to the following Co-Chairs. **Deadline is the 1st day of Each Month:**

Dianne Dunn: DDunn@NewBernHomes.com

Susan Venters: Susan.Venters@RiverDunes.com

The Mark of Integrity

