



Neuse River Region Association of REALTORS®

FEBRUARY 2009 ~ NEWSLETTER

2131 S. Glenburnie Road, Suite 8, New Bern, NC 28562 Off: 52-636-5364 Fax: 252-636-6239

## PRESIDENT'S CORNER

## 2009 NRRAR Leadership



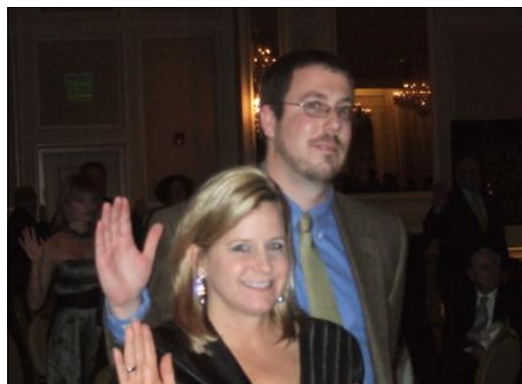
**Martha Cook**  
2009 President

Dear NRRAR Members,

I am very honored and thrilled to be the 2009 President of the Neuse River Region Association of Realtors. I have been a Realtor for eight years and very involved in the Association. I was Chairman of the Million Dollar Roundtable, Chairman of the Aware a Van Committee and a Board Member of the Neuse River Region Association of Realtors for seven years. I was the recipient of the Rookie of the Year award for the New Bern Board of Realtors, the Rising Star Award for the North Carolina Association of Realtors and most recently the Presidential Service award for the Neuse River Region Association of Realtors.

As I look forward to 2009, I see all of us getting back to basics and seeing the glass half full. You hear the saying, Is the glass half full or half empty? The purpose of this question is to demonstrate that a situation may be seen in different ways depending on one's point of view. How many times has someone asked you this year to look into your crystal ball? Have we hit the Real Estate bottom yet? Those were the burning questions of 2008. The truth is home prices are falling and mortgage rates are still near historic lows. There are also assistance programs for first-time buyers, such as the \$7500 tax credit/loan. There are great opportunities for home ownership. I look forward to meeting our opportunities in 2009 with a positive attitude and a positive outlook. I challenge everyone to see the glass as half full.

**Martha Cook**  
2009 NRRAR President



### January 2009 NCAR Inaugural Meeting Greensboro, NC

Martha Cook and Rowland Bowen inducted as 2009 President and Vice-President NRRAR.

**Martha Cook**  
President: 252-635-2373  
MarthaCook@ColdwellBankerHomes.com

**Rowland Bowen**  
President Elect: 252-637-9969  
RowlandB@WeichertOldeSouth.com

**Linda Rawls**  
Treasurer: 252-444-3333  
Linda.Rawls@ColdwellBankerFirst.com

**Susan Venters**  
Past President: 252-249-0253  
Susan.Venters@RiverDunes.com

**Lana Cieszko**  
Director, Havelock 252-670-1904  
LanaC@always-online.com

**Dianne Dunn**  
Director, New Bern: 252-636-3301  
DDunn@DDunn.com

**Tom Greer**  
Director, At Large: 252-633-0075  
Tom@C21ActionRE.com

**Joy Harsen**  
Director, New Bern 252-633-4888  
Partners@NeuseRealty.com

**Amy Notargiacomo**  
Director, Havelock 252-447-8188  
Amy@HavelockHomesOnline.com

**Marvin Raines**  
Director, At Large 252-633-3069  
NewBern@C21ZR.com

## Association Staff

**Darlene Spivey**  
Association Executive 252-636-5364  
Darlene@NRRAR.com

**Greta Mitchell**  
Membership Support 252-636-5364  
Greta@NRRAR.com

Neuse River Region Association of REALTORS®  
FEBRUARY 2009 ~ NEWSLETTER

Page 2

## General Membership Meeting

### MARK YOUR CALENDARS!

NRRAR Monthly Membership Meeting/Luncheon  
**February 25, 2009 11:30am to 1pm**  
Carolina Colours Pavilion

This event is FREE to all NRRAR Members—\$10 per guest.

**Remember to Sign Up on the Website:**

**[www.NRRAR.com](http://www.NRRAR.com) (Meetings/Events)**

## Welcome New Members!

### New Members to be Read: (January)

Kristina Buckner	Coldwell Banker First Realty
Tracy Campbell	Coldwell Banker First Realty
Timothy Dalhouse	Buyer's Market Realty
Jami Horton	Re/Max by the Water
Marie McClellan	Re/Max by the Water
Edward Michaelson	Coldwell Banker Willis-Smith
Anna Paduhovich	Weichert Realtors, Olde South Associates
Kelly Roppo	Coldwell Banker First Realty
Douglas Sinclair	Crystal Coast Home Realty

### New Members to be Inducted: (January)

Jason Arthur	Keller Williams Realty
William Hermance	Weichert Realtors, Olde South Associates
Jo Ann Thaxton	Century 21 Town and Country Realty

## 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:

Leslie Wheat, Linda Swindell,  
Brenda Gear, Bea Anderson,  
Darlene Boyd

### Newsletter:

Dianne Dunn, Susan Venters

### Mediation:

Graves Vann, Arey Grady

### Public Relations:

Nancy Stallings

### Safety Awareness:

Mary Beth Simmelink,

### Commercial Alliance:

Margaret Rose

**\*\* Contact information located at:**

**[www.NRRAR.com](http://www.NRRAR.com)  
(Membership Directory)**

## RPAC CONTRIBUTIONS

**THANK YOU! ... TO ALL MEMBERS WHO HAVE CONTRIBUTED TO RPAC!**



Congratulations to the following companies who had 100% Agent Participation for 2008:

Century 21-Zaytoun-Raines, Coldwell Banker First Realty,  
Coldwell Banker Willis-Smith, First Carolina Realty

**\* LOCAL \* EDUCATION-TRAINING**

**March 25, 2009, 11:30 to 1:30** Carolina Colours Pavilion,  
**Topic: “Thriving in a Shifting Market”,**  
 Leslie McDonnell, CRS, ABR, Howard Brinton’s StarPower  
**FREE educational event to NRRAR members (Includes Lunch!)**

**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 on Day 2!**  
*(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, CRS Elective coming to New Bern! - 1-day Ninja Selling**  
 \$4,000 Education Grant towards registration fee. More Details to follow.

**Coming in July:** Technology Tips for Realtors!

**Sign Up Early at [www.NRRAR.com](http://www.NRRAR.com)**  
 (Education or Meetings/Events)

**February  
 CALENDAR OF EVENTS**

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

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

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

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

**MARCH  
 CALENDAR OF EVENTS**

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

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

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

**25 SPECIAL EDUCATION EVENT — FREE!**  
 11:30 to 1:30 Carolina Colours Pavilion  
**“Thriving in a Shifting Market”**  
 This event is in lieu of the monthly Membership Meeting and  
**LUNCH IS INCLUDED!**  
**Sign Up at NRRAR.com**  
 (Education)

**Education Tips:**

**UPDATE your Contact Information on NRRAR.com:**

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

**UPDATE your Contact Information on MLS:**

- Login to InnoVia, Select Maintenance, Agent Maintenance (OR, upload your photo)
- Click on Search, Select Printer Friendly
- Click on User ID, and correct your information!

**\* OTHER EVENTS/COURSES \***

**February 18, 2009 — GREEN 01** (NAR’s Green Designation Core Course).  
 NC Association of Realtors®, Greensboro, NC  
 Sign Up at [www.NCRealtor.org](http://www.NCRealtor.org) NCREEF

**March 9-12 — GRI 200 Series**  
 Embassy Suites Crabtree, Raleigh, NC

**NEW Online Courses — ABR, CRS**  
[www.NCRealtors.org/NCREEF/online.cfm](http://www.NCRealtors.org/NCREEF/online.cfm)

## 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](http://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.**

### 2009 MLS Officers and Directors:

President: Ron MacLean	CaptainRonM@hughes.net	249-4940
Pres-Elect: Marvin Raines	NewBern@C21ZR.com	633-3069
Secy/Treas: Darlene Spivey	Darlene@NRRAR.com	
Greer, Tom	TGreer@HistoricNewBern.com	633-0075
Outlaw, Dana	Dana@DanaOutlaw.com	633-1201
Padgett, Al	Al@AIPadgett.com	447-7900
Perry, Sandra	Sandy@NeuseRealty.com	633-4888
Phillips, Ron	RonPhil@earthlink.net	672-8412
Roberts, Katie	KTRoberts@ec.rr.com	444-3333
Simcox, Nan	Nan@CallNan.com	637-2010
Wright, Carol	CarolWright@OrientalBuyersBroker.com	249-2700

### MLS Tips & Info:

- Listing History Link** is now back on the Agent Display.
- How to Avoid Duplicate listings** on the HotSheet, by using the "Save Partial" button when entering a new listings:
  - Scan or convert to PDF format, your signed disclosures, survey and brochure before you start.
  - Be sure to have at least 1 photo ready to upload (preferably all 12).
  - Copy the exact seller names and legal description from the county tax records.
  - Prepare your "Remarks", room sizes, directions, and private "Agent Remarks", etc. so you will have ALL information ready to enter without interruptions.
  - If you are interrupted, Click the "**Save Partial**" button, name the file and it will be saved until you return.
  - When you're ready to publish to **MLS**, Click on **Maintenance, Listings**, and "**Get Partial**". Finish adding your information and click on "**Save**"!

## February CALENDAR OF EVENTS

	<p><b>Every Tuesday</b> <b>by Appointment</b> <b>with Association Office:</b> Sentrilock Training 10-11am MLS Training 11-12pm</p>
16	<p><b>MLS Board Meeting 8am.</b> (Association Office)</p>
25	<p><b>NRRAR BOD Meeting, 7:30am</b> (Association Office)</p>
25	<p><b>NRRAR General Membership Meeting/Luncheon</b> 11:30 am—1pm</p>

## MARCH CALENDAR OF EVENTS

	<p><b>Every Tuesday</b> <b>by Appointment</b> <b>with Association Office:</b> Sentrilock Training 10-11am MLS Training 11-12pm</p>
16	<p><b>MLS Board Meeting 8am.</b> (Association Office)</p>
25	<p><b>NRRAR BOD Meeting, 7:30am</b> (Association Office)</p>
25	<p><b>SPECIAL EDUCATION EVENT — FREE !</b> 11:30 to 1:30 Carolina Colours Pavilion <b>"Thriving in a Shifting Market"</b> This event is in lieu of the monthly Membership Meeting and <b>LUNCH IS INCLUDED!</b> <b>Sign Up on NRRAR.com</b> <b>(Education)</b></p>

**\*\* 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											
Median Price	\$183,000											
List/Sale Ratio	94%											
Avg. DOM	162											

## 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						

### 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

