



Neuse River Region Association of REALTORS®

June 2009 ~ NEWSLETTER

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

PRESIDENT'S CORNER

2009 NRRAR Leadership



Martha Cook
2009 President

Dear NRRAR Members,

"Haulin' and Hoping, Drivin' and Showing, Drive em until they drop, prayin' and pitchin' ".If you've ever taken a class with Bill Gallagher..these words are very familiar!!

We are finding ourselves all of the sudden doing a lot of this lately! This is great news! I've often had the question asked while Haulin' and Hoping...What is there for children to do in New Bern? At first thought, you take a deep breath and say "well there is the Tryon Palace and the Firemans Museum"

Then silence... well I was tired of the silence so I started doing some research... and WOW, do we have activities for children!

Pump it Up- 252-634-2400. The new Inflatable Party Zone. They have classes to build motor skills and Jump and Art combining art classes and playtime.

Playdate- 252-633-5557 Drop in Child Care and Parents Night Out

New Bern Parks and Recreation- 252-639-2900.They have a Directory of Facilities and Services that is well worth having in your possession.

Twin Rivers YMCA- 252-638-8799

Basketball- YMCA 252-638-8799 offers youth basketball and the New Bern Parks and Recreation 252-639-2900

Camps- Lots of local overnight camps including Camp Seafarer, Camp Sea Gull, Camp Don Lee , Camp Albemarle, Camp Caroline

Youth Baseball- Including Babe Ruth through the New Bern Parks and Recreation- 252-639-2900

Craven County Library- 252-638-7815- They have summer reading programs and storytime offered all year.

Carriage Tours- 252-675-5360- Have you seen the Cinderella Carriage- Who wouldn't want to ride in that!

New Bern Civic Theatre- 252-633-0567 They offer summer programs for children.

A Day at the Farm- Tour a Historic Dairy Farm- 252-514-9494

Croatan National Forest- 252-638-5628- Walking Trails, Camping and Boating

Art Classes- Art and Materials- 252-634-3411

Dance Studios- Several Dance studios in the area offering Tap, Ballet and Jazz

Accidental Artist- 252-634-3411 Paint your own pottery

Movies- Both local Movie Theatres offer summer movies in the mornings at a discount. Southgate Cinema 6 and Neuse Boulevard Cinema

Bowling- The Strike Zone 252-637-6033

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Martha Cook

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Association Staff

Darlene Spivey

Association Executive 252-636-5364
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Greta Mitchell

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

General Membership Meeting

MARK YOUR CALENDARS & Sign Up!

The next Membership Meeting is June 24th from 11:30am
To 1pm (Carolina Colours Pavilion)

(Lunch included)

www.NRRAR.com (Meetings/Events)

“Making Home Affordable”

If you know of anyone who is having trouble making their home payments or is in danger of foreclosure you can direct them to the government website where they can see if they qualify for help under the “Making home affordable” program.

<http://makinghomeaffordable.gov/>

Welcome New Members!

New Members to be Read:

Jacqueline Jreisat—Prudential Clear Water Realty

Christina Schneider—RBC Bank

Tom Todaro—Prudential Clear Water Realty

New Members to be Inducted:

Stewart Ashford—Orsus, LLC

Susan Braaten—Keller Williams Realty

Karen Coker—Prudential Clear Water Realty

Jennifer Johnson—Prudential Clear Water Realty

Tracy Muse—Weichert Realtors Olde South Associates

Penny Stubbmann—Keller Williams Realty

RPAC CONTRIBUTIONS



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%, so let's get working!

RPAC Chairperson: Linda Rawls 252-444-3333
Linda.Rawls@ColdwellBankerFirst.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,

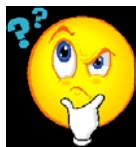
Commercial Alliance:

Margaret Rose

** Contact information located at:

www.NRRAR.com
(Membership Directory)

*** LOCAL * EDUCATION-TRAINING**



DON'T FORGET !
CE Update Deadline is June 10th



ReNew your License by July 1st

The 2008-2009 License year is July 1, 2008 through June 30, 2009. CE Deadline is June 10th. No courses will be offered between June 11th and June 30th.

For MORE information, go to the North Carolina Real Estate Commission website,

Login to "Licensees Only" - Renew & Schedule of Courses

<http://www.ncrec.state.nc.us>

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)

June 24, Realfast 2 Go Training— Free, Don't miss it!

(Directly after the NRRAR General Membership Meeting/Luncheon)

80% of Realtors using Realfast are still using version 6, which will be going away shortly, in lieu of this online program.

Sign Up Early at www.NRRAR.com

**June
CALENDAR OF EVENTS**

	Every Tuesday by Appointment with Association Office: Sentrilock Training 10-11am MLS Training 11-12pm
10	Ninja Selling!
15	MLS Board Meeting 8am. (Association Office)
24	NRRAR BOD Meeting, 7:30am (Association Office)
24	RealFast 2 Go Training , following the General Membership Meeting

**July
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)
29	NRRAR BOD Meeting, 7:30am (Association Office)
29	NRRAR General Membership Meeting/Luncheon 11:30 am—1pm (Carolina Colours Pavilion)

*** 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

NCAR Government Affairs Updates: www.nc-20.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.

Wireless InnoVia

MarketLinx has released Wireless InnoVia, which provides access to the InnoVia MLS system from a wide variety of mobile devices. You can use Wireless InnoVia from virtually any location to change a listing price or status, extend an expiration date, schedule an open house or record a showing appointment.

Building on InnoVia's existing property search and photo gallery functions, Wireless InnoVia 3.0 offers several other new features, including a hot sheet, contact manager, message center and listing cart, as well as new property mapping capabilities and a redesigned user interface.

Prospect Manager Webinar

Upgrades to Prospect Manager will be released soon, providing new functionality. We will be following the release with a webinar training session, so Stay tuned!

“Act as though it were impossible to fail”

Ron MacLean

President, NRRAR Multiple Listing Service

Direct line 252.249.4940

2009 MLS Officers and Directors:

President: Ron MacLean	CaptainRonM@hughes.net	249-4940
Pres-Elect: Marvin Raines	MRaines@C21ZR.com	633-3069
Secy/Treas: Darlene Spivey	Darlene@NRRAR.com	
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Simcox, Nan	Nan@CallNan.com	637-2010
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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	96	67	101							
Median Price	\$183,000	\$165,000	\$179,700	\$166,000	\$155,000							
List/Sale Ratio	94%	96%	95%	95%	96%							
Avg. DOM	162	151	191	157	208							

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	11.3	10.5	9.8		

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



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The Swing Zone- 252-634-4263, They have batting cages, Putt Putt Golf, Arcade, Paint Ball and a Skate Park

Kinston Indians Baseball-(252) 527-9111 Minor League Baseball

Moo Cow Cafe-252-672-9269

New Bern Area Soccer League 252-635-6700

On Deck Batting Center- 252-472-5290 Batting Cages and Personal Baseball Instruction

Atlantic Beach and Fort Macon- How lucky are we!!!

AND FINALLY...

Tryon Palace- 252-514-4900. The NC History Education Center is set to open this year

Firemans Museum- 252-636-4087

I'm sure there are many more opportunities for children in the area, but at least there when asked the famous question...I'll have an answer!!

Happy Haulin' to you all!

Martha Cook