



Neuse River Region Association of REALTORS®

March 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



Dear NRRAR Members,

February has been an extremely busy month for us all, both locally and nationally. We have all seen the traffic pick up with regards to inquiries and actual lookers. That is great news to all of us!

Martha Cook
2009 President

There have also been some national headlines that are extremely important and impact us. The stimulus package was not what we had hoped for but it is a start. We wanted to see the \$15000 tax credit for all home buyers but we got an \$8000 tax credit for first time home buyers. This is a tax credit, not a loan. Again, it is something and it should help us.

The next big agenda item is the Department of Insurance approving the statewide increase in rates. I attended a meeting this month conducted by a newly formed group named NC20, Inc. I urge you to go to their website www.nc-20.com. It is valuable information that we all need to be aware of. Dare County has filed a lawsuit questioning the rate increase. The coastal counties were hit with much higher increases than the rest of the counties. History shows the damage due to hurricanes happens in the western counties as well. The rate hikes are going into effect in May. The lawsuit is asking for a freeze on the current rates until more information is gathered and reviewed. They feel the rate increases need to be more equitable statewide. There is much more to this topic, so I urge you to go to the website for more information.

Please remember that next month, March 25th will be our first FREE educational opportunity. We will have lunch and a dynamic speaker, Leslie McDonnell. Plan to meet at Carolina Colours at 11:30 until 1:30. I look forward to seeing you all. You can sign up on the NRRAR website now. As always, if you have any questions, comments or concerns, please feel free to contact me or any NRRAR Board member.

Martha Cook

2009 NRRAR President

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Martha Cook

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Association Staff

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General Membership Meeting

MARK YOUR CALENDARS & Sign Up!

In lieu of a regular meeting this month, we have a **Special Free Education Event!** **Wed. March 25, 11:30 to 1:30pm**

(Lunch included)

Topic: "Thriving in a Shifting Market"

Leslie McDonnell, CRS, ABR, Howard Brinton's StarPower

www.NRRAR.com (Meetings/Events)

Welcome New Members!

New Members to be Read: (February)

Rodney Myers – Century 21 Action Associates

Lisa Norris – Prudential Clear Water Realty

New Members to be Inducted: (February)

Kristina Buckner – Coldwell Banker First Realty

Tracy Campbell – Coldwell Banker First Realty

Jami Horton – Re/Max by the Water

Marie McClellan – Re/Max by the Water

Edward Michaelson – Coldwell Banker Willis-Smith

Anna Paduhovich – Weichert Olde South

Kelly Roppo – Coldwell Banker First Realty

Douglas Sinclair – Crystal Coast Home 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
(Membership Directory)**

RPAC CONTRIBUTIONS

There's still time to help with your 2009 donation to the Realtor Political Action Committee, to support the numerous issues we have in Eastern NC.

ALL donations (any size) are most welcome!

Contact the Association office: 638-5364,

OR the RPAC Chairperson: Linda Rawls 252-444-3333

Linda.Rawls@ColdwellBankerFirst.com



THANK YOU! ... TO ALL MEMBERS WHO HAVE ALREADY CONTRIBUTED!

*** 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, 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

**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)

**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)

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

**29 NRRAR General Membership
Meeting/Luncheon**
11:30 am—1pm
(Carolina Colours Pavilion)
Sign Up at 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 correct your information!

*** OTHER EVENTS/COURSES ***

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

NC Association of Realtors®, Greensboro, NC

Sign Up at 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

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.

As I mentioned at the February Membership meeting, your MLS Board is all volunteer. We meet Monday, the week prior to the NRRAR Director's meeting. During the month we have individual committee meetings based on a subject issue so we can get this resolved, fixed or in process before our next meeting.

If I were to choose words that summarize our MLS Board, I would use *committed, objective, outspoken and caring*. We are all available if you need to discuss an issue or make a suggestion. Our phone numbers and email addresses are listed below, and are also on the NRRAR web site. The Board makes the decisions, so please do not call Darlene, as she will refer you to me. My number is 252.249.4940.

Here are some of the items we are now working on:

- CDOM:** This is currently in place but we are tweaking it for better accuracy. This will never be perfect but it will be close to it!
- Tax ID:** Currently we have one field for all counties. We have a change in process, whereby based on the County you select, you will be guided as to how to input the tax ID.
- Education:** You will be receiving an MLS Survey by email, asking for input as to the type of MLS training you need. Please take the time to respond!

Until next month remember: "The greatest thing in this world is not so much where we are, but in what direction we are moving" O.W. Holmes

Ron MacLean, President

NRRAR Multiple Listing Service

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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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

**** 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. DOM	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

