



Neuse River Region Association of REALTORS®

May 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,

Happy Days are Here Again!! I believe we are finally on the way back up!! I've had several Realtors comment on the upswing of their business! Keep up the positive attitude!!

This month several of us represented NRRAR at the NCAR Legislative Days in Raleigh. Thanks to Margaret Rose, Brenda Wilson, Tom Greer, Tom Mitchell, Tom Barton, Darlene Spivey for their participation! We attended numerous meetings regarding legislative issues and had the opportunity to speak with our representatives regarding certain issues. There are several "Call to Action" items currently floating that directly affect us all.

Please make sure you go to the NCAR website and sign up to receive the Government Affairs Updates and more importantly when you see a Call to Action, please act on it!

One issue facing us now is tht NC General Assembly is meeting to discuss increasing the Privledge licence fee from \$50 to \$200 per year . Please contact your local representatives and give them your opinion!

The other important issue concerns insurance rates for the coastal counties of NC. Please go to www.nc-20.com and sign up to receive emails from this important group. This could have a tremendous impact on our future sales.

We all need to make sure we are aware of all the issues that affect us!! Take charge!!

Happy Selling,

Martha

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Association Staff

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Greta Mitchell
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General Membership Meeting

2009 Committee Chairs & Co-Chairs

“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/>

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)

Eleanor Stewart Ashford—ORSUS, LLC

Susan Braaten—Keller Williams Realty

Karen Coker—Prudential Clear Water Realty

Tracy Muse—Weichert Realtors Olde South Associates

Ann Frances Stubbmann—Keller Williams Realty

RPAC CONTRIBUTIONS

NRRAR has met **93%** of the financial goal contribution.

NRRAR has had **49%** participation as a board.

Many NRRAR members attended **Legislative Day** on April 8th to voice NRRAR issues.



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!

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

RPAC Chairperson: Linda Rawls 252-444-3333

Linda.Rawls@ColdwellBankerFirst.com

*** LOCAL * EDUCATION-TRAINING**

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)

June 24, 1:00 to 2:30pm Carolina Colours Pavilion

Realfast 2 Go Training— Free, Don't miss this!

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.

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

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

**May
CALENDAR OF EVENTS**

4 **Sentrilock Training by Appt.**
Every Tuesday 10—11am
MLS Training 11 –12 pm
Homes4NC Golf Tournament
1:00pm Cypress Landing Golf Club

6-7 **NRRAR Orientation**
(NB Chamber Commerce)

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

28 **E-Pro Workshop**
New Bern Chamber 9 –10:30am
Tools you need to generate and convert leads to clients!

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

**June
CALENDAR OF EVENTS**

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

10 **Ninja Selling**
8:30 - 5pm
Carolina Colours Pavilion

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

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

24 **NRRAR General Membership Meeting/Luncheon**
11:30 am—1pm
(Carolina Colours Pavilion)

24 **Realfast 2 Go training**
1:00 to 2:30pm
Carolina Colours Pavilion

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.

Your **MLS Board** is planning to have an education session each quarter. We had 60 agents who attended the April 16 CMA webinar. This was good attendance but does this tell us that the rest of the agents already know and are doing CMAs correctly?

Our next webinar will be on Prospect Manager. Let's do better than 60 this time. Remember these sessions are for you. ***Education is the smartest investment that you can make.***

Tax Parcel ID: Due to the inconsistency of the tax parcel ID within counties we have had ongoing issues with the parcel ID number being input incorrectly into MLS. We are rolling out a solution to this by displaying the format for the appropriate county. This display will show you how to input the tax number for that County. We hope this will be helpful to you.

We welcome your suggestions. ***Good selling!***

Ronald B. MacLean

President, NRRAR Multiple Listing Service

252-249-4940

2009 MLS Officers and Directors:

President: Ron MacLean	CaptainRonM@hughes.net	249-4940
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Secy/Treas: Darlene Spivey	Darlene@NRRAR.com	

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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								
Median Price	\$183,000	\$165,000	\$179,700	\$166,000								
List/Sale Ratio	94%	96%	95%	95%								
Avg. DOM	162	151	191	157								

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			

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

