



# Neuse River Region Association of REALTORS®

## JANUARY 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



**Susan Venters**  
2008 President

Dear NRRAR Members,

It has truly been my pleasure serving the Neuse River Region Association of Realtors as President in 2008! This has been an extremely busy and challenging year for all of our membership. I think it is important to concentrate on the 2008 accomplishments so that we can stay focused on moving forward so below are a list of some of the accomplishments of our Board and Members.

- NRRAR monthly meeting participation increased from an average of 60 members attending to an average

of 110 members attending.

- Carolina Colours and The Chelsea provided an awesome location and delicious lunches.
- Membership survey implemented and used in planning for 2008 and 2009.
- Website utilized more fully for communication, sign-up, and payment.
- Last building payment for current NRRAR board office.
- \$4000 education scholarship granted and 25 people received their GRI certificates.
- One year Capital Reserve Goal realized.
- NRRAR and Craven County Homebuilders formed a coalition to create a Political Affairs Committee and to also educate Craven County on the \$7500 Homebuyer tax credit.
- Budget question and answer session held for membership.

Two Socials; a spring social and the fall social raised enough money to meet matching funds which resulted in \$8000 for Neuse River Community Development Corporation.

All of this was accomplished through the wonderful NRRAR board, Committee members, and membership. We are so fortunate to have Darlene Spivey and Greta Mitchell to guide our volunteer effort. Thanks to both of them for all that they do! Please make this the year that you get more involved with NRRAR. It's easy just call Darlene Spivey at the board office and let her know of your interests. Below you will see the list of 2009 Officers, Directors, and Committee Chairs. Hold on tight because 2009 is going to be a great year!

**Susan Venters**  
2008 NRRAR President

**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  
Notar2@starfishnet.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

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## Annual Awards Meeting/Luncheon

### MARK YOUR CALENDARS!

The Annual Installation and Awards Luncheon will be held on Wednesday,  
**January 28, 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)**

## 2009 NRRAR Dues Billing

The Neuse River Region Association of REALTORS® 2009 Association Dues Billing was mailed to individual agents at their address on record with NAR.

### Below is the 2009 dues formula:

|   |                      |
|---|----------------------|
| <b>NRRAR Local Dues</b>   | <b>\$ 260</b>        |
| (Includes 10 General Membership Meetings/Educational Opportunities & Lunch) |                      |
| <b>NCAR State Dues</b>  | <b>\$ 130</b>        |
| <b>NAR National Dues</b>  | <b>\$ 80</b>         |
| <b>NAR Public Awareness</b>   | <b>\$ 35</b>         |
| <b>Total Dues Amount</b>  | <b>\$ <u>505</u></b> |
| <b>Voluntary RPAC Contribution</b>  | <b>\$ <u>25</u></b>  |
| <b>Total</b>  | <b>\$ <u>530</u></b> |

**Due Date: January 31, 2009**

**REMINDER!** You can pay your dues by credit card **ONLINE** at

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

## RPAC CONTRIBUTIONS

### THANK YOU!



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

AND **THANK YOU** TO THE OFFICES THAT ARE WORKING SO HARD TO REACH THEIR 100% RPAC PARTICIPATION.

## 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,

Ike Strawbridge

### Commercial Alliance:

Margaret Rose

**Contact information located at:**

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

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**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@AlPadgett.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 |
| Sanderson, Jason           | Jason@SandersonTeam.com              | 638-5063 |
| Simcox, Nan                | Nan@CallNan.com                      | 637-2010 |
| Wright, Carol              | CarolWright@OrientalBuyersBroker.com | 249-2700 |

**MLS Tips:**

**Did you know you can view Charts on MLS?**

- Select Reports on the top menu.
- Select Home Sold Report.
- Enter your date range.
- Default is set to the entire MLS, **or** you can enter a specific Area or Subdivision.

Results show the number of homes sold for your time-frame by price- range, totals, average days on market (DOM), average List-to-Sale ratio, Average Sale Price and Median Sale Price.

**January  
CALENDAR OF EVENTS**

|    |  |
|----|--|
|    | <p><b>Every Tuesday</b><br/> <u>by Appointment</u><br/> <b>with Association Office:</b><br/>                 Sentrilock Training 10-11am<br/>                 MLS Training 11-12pm</p> |
| 19 | <p><b>MLS Board Meeting 8am.</b><br/>                 (Association Office)</p>   |
| 21 | <p><b>NCAR Inaugural Meetings</b></p>  |
| 22 | <p>Grandover Resort</p>  |
| 23 | <p>Greensboro, NC</p>  |
| 28 | <p><b>NRRAR BOD Meeting,</b><br/>                 7:30am<br/>                 (Association Office)</p>   |
| 28 | <p><b>Annual NRRAR Installation &amp; Awards Luncheon:</b><br/>                 11:30 am<br/>                 (Carolina Colours Pavillion)</p>   |

**February  
CALENDAR OF EVENTS**

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

**Welcome New Members!**

**New Members to be Read: (Nov-Dec)**

Bill Hermance Weichert Realtors, Olde South  
 JoAnn Thaxton Century 21 Town & Country

**New Members to be Inducted: (Nov-Dec)**

Richard Burrows Century 21 Action Associates  
 John Ferrel Water Street Realty  
 Nicole Prevost Crystal Coast Home Realty  
 Debra Shepard Weichert Realtors, Olde South

**\*\* 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    |     |     |     |       |     |      |      |     |      |     |     |     |
| Median Price    |     |     |     |       |     |      |      |     |      |     |     |     |
| List/Sale Ratio |     |     |     |       |     |      |      |     |      |     |     |     |
| Avg. DOM        |     |     |     |       |     |      |      |     |      |     |     |     |

**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   |        |        |        |        |        |         |         |

**Newsletter Committee**

Please submit your information by email to the following Co-Chairs. **Deadline is the 5th day of Each Month:**

**Dianne Dunn:** DDunn@NewBernHomes.com

**Susan Venters:** Susan.Venters@RiverDunes.com



The Mark of Integrity