



Spring has arrived in all her glory. Flowers are blooming, the birds are beginning to come back to nest and best of all, tourists are in town. I'm sure most of you experienced a lot of traffic this past weekend as our second home owners and guests visited our beautiful county for the long weekend. All of these are signs of new life and renewal just as the statistics are showing us that the first quarter of this year has sales up significantly over the same time period of last year. I truly believe we are "On The Rise" – with home prices down and rates low, what a great time for the opportunity to own a piece of paradise.

As you know by now, NAR has been supporting REALTOR® members at the very local level by their offerings through the Right Tools, Right Now program. Recently, they have been advertising a national open house day for this Saturday, April 10 with a push to help consumers, who may be sitting on the fence, to take advantage of the tax credits due to expire the end of this month. If you're going to participate, make sure you list your open house in the MLS as the Association has submitted press releases to the local media and we gave that site as a place for consumers to see what is going to be open for their viewing. Remember that in order to qualify for the expiring tax credits; consumers must have a signed contract by April 30, 2010. NAR's President, Vicki Cox Golder, stated in a memo to local President's that NAR has had extensive discussions with our congressional allies and concluded that an additional extension of the tax credit is unlikely. Congress feels as though the program has run its course and therefore we do not expect another extension of this offering. If you know anyone who may be "waiting", you can let them know that now is the time.

NAR is now focused on working with our REALTOR® Party champions to improve the availability of financing, which continues to be an issue. Specifically they are working with Congress to strengthen FHA and to help develop a new business model for the secondary mortgage market giants Fannie Mae and Freddie Mac. You can follow NAR's efforts on both fronts at [Realtor.org/GovernmentAffairs](http://Realtor.org/GovernmentAffairs).

An important component of BCAR's Strategic Plan is to continue to seek and offer services that benefit you, our valued membership. At a recent Real Estate Information Summit that I attended the top two items the consumer wants are to be able to TRUST their REALTOR, and to have all the information they need to make GOOD DECISIONS. In order to help our members meet the needs of our ever changing industry while meeting the needs of the consumer, later this month we will be releasing a new component to our MLS. This component is Trends Data Reporting and will be a valuable tool for our toolboxes. This is data reporting that will be available at the fingertips of each of our members and will enable us to make better business decisions based on hard data as well as assist the consumer in making better decisions regarding their real estate investments. We are

**currently in beta testing for this module, but look for the information release in the next couple of weeks.**

**I look forward to seeing many of you at the upcoming General Membership Meeting.**