



Dear BCAR Members,

The Dog Days of Summer are upon us for sure. If you haven't done so lately, I would like to challenge each of you to rediscover the beauty of Brunswick County. With market conditions still trying to recover, what a great time to visit one of our 6 outstanding beaches that are right at our doorsteps, visit the local farmers market, enjoy a free movie outside at night, how about a concert, take a historic ghost walk or enjoy a walk along the beach, go fishing, read a book, view an incredible sunrise or a sunset over the Atlantic Ocean, kayak among the incredible lowlands and marshes that make up our estuaries and waterways, in other words, rediscover the outstanding "Quality of Life" that we all cherish and so willingly introduce to our clients and those who come to visit Brunswick County. How lucky are we to live in such a beautiful place? It is because of all that Brunswick County has to offer that we know as our feeder markets continue to recover, so will our market. In the meantime, now is a great time to reestablish just what we love about our communities and to share the wonder of life here at coastal Southeastern North Carolina with those who cherish all the beauty nature has to offer.

Talk about our businesses; what could be better than raising the level of customer service that we offer through; classes offered by nationally recognized instructors, outstanding networking with professionals from throughout the State, learning about the latest tools to help us in our businesses, attending State level committee meetings, making new friends, finding out about the latest in legislative affairs, observing a Board of Director's meeting, AND our own Region 2 "The Beach People" performance (still a secret), all in our own backyard? If you're in the business of Real Estate then you have an outstanding opportunity in September. I hope that you will attend this year's NCAR Convention being held in Myrtle Beach. Our own members, Alan Holden and Sue Franks are co-chairs of this year's event and we look forward to supporting all of their efforts to bring a great convention to our area.

Keep in mind that the fight for a long term extension of NFIP is still not over. Next month we will again be at the mercy of Congress to take this issue seriously and to provide a long term solution. It will be imperative that when you receive a call to action on this and other issues effecting our industry and businesses, that you will take a moment to answer that call to action.

Enjoy what's left of summer and hope to see many of you at next week's General Membership Meeting, which the committee has been working very hard to put together.

BCAR On the Rise – Looking Up & Moving Forward,

Mary Ann McCarthy
2010 BCAR President



LEGISLATIVE REPORT

August 2010

WALL STREET REFORM and CONSUMER PROTECTION

Earlier this week, President Obama signed into law the Wall Street Reform and Consumer Protection Act of 2010. NAR was at the table throughout the process, ensuring that the House and Senate heard the REALTOR® point of view and making sure that the legislation did not adversely affect REALTORS®.

There were a number of provisions relevant to REALTORS®; to see a summary of the bill and its relationship to the industry, please visit REALTOR.org:

<http://bit.ly/9AJY8t>.

PERMANENT FLOOD REFORM BILL

The United States House of Representatives passed H.R. 5114, the Flood Insurance Reform Priorities Act of 2010, among the key elements of the bill is the extension of the National Flood Insurance Program (NFIP) to September 30, 2015. The actions of the House are an important step toward enacting meaningful reform for the Flood Insurance Program and ending the uncertainty of stop-gap measures that have been keeping the program in place. NAR has been actively seeking NFIP reform since 2008.

Unless a longer term reauthorization is enacted, Congress will again have to consider another short-term extension before September 30 2010, when NFIP authority is next set to expire. Since September 2008, the House and Senate have not been able to agree on the NFIP debt reforms and thus has resorted to approving a series of short-term extensions. There have been eight such extensions so far and, twice, the NFIP authority has been allowed to expire. NAR will continue to provide regular updates on the status of this legislation and the short-term extensions in the interim. The bill now will move to the United States Senate where the prospects of passage are not clear.

RURAL HOUSING PROGRAM

The USDA Section 502 Rural Housing program remains unfunded. The House has passed HR 4899, which includes language to reauthorize the program. The Senate just passed its own package that includes language on rural housing and sent it to the House. The House could act on this legislation as soon as next week. We will be sure to keep you updated as developments arise on this important issue.

FANNIE MAE REVIEWS LAST MINUTE CREDIT CHECKS

Fannie Mae announced last week that it is rethinking the rule it put in place earlier this year requiring lenders to do a second credit check shortly before closing. The goal of the rule is to identify new debt that might undermine an applicant's ability to pay, but for both homebuyers and lenders, the second check is problematic.

<http://www.realtor.org/rmodaily.nsf/pages/News2010071905?OpenDocument>



The month of July has been a busy month for the Director of Banquet Services meeting with young ladies planning their 2011 weddings. Due to the economy, the trend for 2010 was destination weddings for the bride and groom and/or with a small group of family members or friends. Brides extended their engagements and are planning for weddings in 2011. Now that we are in July the brides are starting to take notice that time is of the essence and they need to set their date and book their venue.

101 Stone Chimney Place has also been very fortunate that the organizations that had their events this past winter have already booked and reserved their dates for winter of 2011. If you are a member of any organization in Brunswick County, please make sure to keep 101 Stone Chimney Place in mind when booking future events.

Events already in place for 2011 are:

January 15	BCAR Installation Banquet
January 29	Shallotte Rotary – Las Vegas Night
February 5	Duck's Unlimited Annual Fundraiser
February 9	BCAR Annual Blood Drive
February 12	First Tee "Golf Ball Event"
April 16	GFWC Blooming For A Cause Fashion Show
May 7	Wedding
June 11	Wedding
June 18	Wedding
June 25	Wedding
July 8	Wedding
July 9	Wedding
November 11	BEMC Employee Day

Don't forget that as a member you receive a discount on future bookings. It is the perfect time to start planning for the holidays. If you know any companies or organizations looking to host a holiday party, please refer them to Sabrena Reinhardt, Director of Events and Banquet Services at 910.754.7050.

If you have not had a chance to see the facility or have questions, please do not hesitate to stop by when you are in the area or contact Sabrena Reinhardt, Director of Banquet Services, to schedule an appointment to find out more about the facility. She can be reached at 910.754.7050 or sabrena@bcarnc.com.

MLS NEWS & NOTES

August 2010

MLS Rules & Regulations – CHANGES/UPDATES

Broker Affiliation with a New Firm – SELLING CREDIT!

“I left the company I was working for and had transactions pending”

The MLS Committee determined that if a selling/listing agent changes firms before a transaction in the MLS is complete, the BIC of the firm that is recording the selling/listing may request the BCAR MLS staff give credit to the agent responsible after they have changed firms. This request must be in writing and may be in the form of an email to either Dawn@bcarnc.com or Cynthia@bcarnc.com. The requesting firm will retain the credit for the transaction!!!

General Updates/Changes to the MLS

Rapattoni MLS iPhone App - DELAYED

Earlier this year Rapattoni announced they were coming out with an iPhone App. On March 26, a lawsuit was filed by real estate software provider Smarter Agent, alleging that a number of real estate software companies were violating its patents related to mobile real estate applications. Some of the defendants named in this lawsuit include Move Inc., Trulia Inc., Zillow Inc., and IDX Inc.

Unfortunately the effect a lawsuit of this magnitude has on innovation in software development, particularly in the development of products and services for the real estate industry cannot be understated. Rapattoni was NOT named in the suit but feels it is in the best interest of their clients to postpone the launch of this product.

SEARCHING Stipulation of Sale – MOVED FRONT AND CENTER!

Recently, the new field Stipulation of Sale was added to the MLS. This field combined Short Sales, Foreclosures, Bank Owned into one LARGE selection allowing for easier searching (you no longer had to run separate searches for each type of sale, you can now run one search to look for short sales and foreclosures)! This made life easier for everyone! Now the MLS Committee has taken it one step further. The Stipulation of Sale selection has been ADDED TO THE MAIN (General Criteria) TAB of a Standard Search! There is one exception – this search only works for a single property type search. Meaning you can search for Residential short sales and foreclosures – BUT – you CANNOT search for Residential and LAND short sales and foreclosures at the same time. So to see all short sales and foreclosures in Residential and Land, you will need to run two separate searches – one for Residential and one for Land!

Water Front and Water View searching – NOW SEARCHABLE AT THE SAME TIME!

Searching for Water Front and Water View properties used to be two separate searches – just like searching for short sales and foreclosures. If you wanted to see any property available in a particular subdivision/area/city that was EITHER water front OR water view – two searches! NOT ANYMORE. Check out the new Water Front/View search on the main (General Criteria) tab of a Standard Search. Now you can check every possibility of water front/water view all at the same time. Another change by the MLS Committee to make searching easier!



Residential Phone Number Database – ENHANCED

Effective August 10, iMapp is enhancing the current residential phone number database with direct links to whitepages.com. This will ensure data accuracy and reliability.

The reason for this? The increased number of cell phones vs. land lines! iMapp research team determined that the link to the whitepages.com is the best option to provide the most accurate and current data possible. Because this is a live link, the data will be as current as White Pages listings and may also be updated by individuals who access their profiles from within the whitepages.com on-line directory.

It remains YOUR responsibility to cross reference the Do Not Call Registry via the link in the iMapp system.



UPDATES

Check out the new logo!!!

eKEY for iPhone!!!

Supra has developed two new products: 1) eKey for iPhone app (available through the Apple iTunes Store NOW) 2) Adapter that allows iPhones to open Supra Lockboxes (available SOON!). The application to open lock boxes will not be available until the necessary adapter is released, but a Demo is available. This will show all the functionality of the application, without actually having to sign up for eKey service first! This is a great opportunity for ActiveKey users to experience the benefits of eKey without any commitment or changes to your account. [Click here](#) for demo!



What is a Supra eKey Adapter?

Part of the eKEY for iPhone solution is the Supra eKEY Adapter, which is a small device that plugs into the Apple Dock Connector on the bottom of the iPhone. This device contains an Apple-authorized chip that allows the iPhone to communicate with the iBox using low-powered Infrared. It is designed to attach to a key chain when not in use and does not require batteries.

To learn more about the Supra eKEY Adapter, visit <http://www.ekeyprofessional.com/ekeyiphone.html>

iPhone users - Stay tuned for more information on how and when to purchase these adapters!



Your Listing Asset Management Company **UPDATES**

ListHub is a FREE service to Brokers in Charge and Agents that are BCAR MLS members. For more information about this free service and how to access it, go to www.ListHub.com . If you have not yet created an account for your office, click on Create An Account (top right on page).

ListHub News – July [click here](#) **NEW**
Duplicate listings?, New features, Marketing Kits, more....

Yahoo! Real Estate & Zillow

Many of you may have read that Yahoo! Real Estate and Zillow have entered into an alliance that will allow Zillow to manage common “for sale” listings on both sites. The details surrounding how this will work have not yet been fully determined. ListHub is in contact with both companies, and at this time, no major changes are expected with respect to ListHub functionality. When there is more information to share, we will be notified of any details that would have potential impact on these feeds.

Weekly Webinars – FREE!!

New weekly webinars are being offered to learn more about ListHub and new agent options.

<http://www.listhub.net/education-calendar.html>
(2010 Calendar of webinars)

Get the most out of your Internet Marketing – Sign up for a FREE Webinar!



Official Site of the
National Association of REALTORS®

COMMERCIAL PROPERTY NOW ON REALTOR.com®

Commercial Listings are now on REALTOR.com® - just click on the [Commercial Real Estate](#) link on the left-hand rail of REALTOR.com® home page. These listing are automatically being fed from our MLS direct to REALTOR.com just like residential and land listings!

OPEN HOUSES INFORMATION NOW ON REALTOR.com®

Did you know that REALTOR.com® is already receiving any Open House entered into the MLS and highlighting this information on your listings? FREE! REALTOR.com® highlights Open House information for all listings! If you are having an open house (or thinking of having an open house) ENTER IT IN THE MLS!!!

NEW & IMPROVED REALTOR.com® coming soon! Test out the Beta version now.

Go to REALTOR.com® and look at the top of the home page for the link at the top of the page:

[Try out the new REALTOR.com®](#)

Check out new & improved features and a whole new look! [Take me there!](#)

Get ready for this upgrade now by ensuring your member profile is up to date. [This link](#) includes a short video and downloadable instructions on “how to add or revise your profile”.

MLS TIP



SECURITY Tips

Direct from the Department of Homeland Security

Why isn't "more" better?

Maybe there is an extra software program included with a program you bought. Or perhaps you found a free download online. You may be tempted to install the programs just because you can, or because you think you might use them later. However, even if the source and the software are legitimate, there may be hidden risks. And if other people use your computer, there are additional risks.

These risks become especially important if you use your computer to manage your personal finances (banking, taxes, online bill payment, etc.), store sensitive personal data, or perform work-related activities away from the office. However, there are steps you can take to protect yourself.

How can you protect both your personal and work-related data?

- **Use and maintain anti-virus software and a firewall** - Protect yourself against viruses and Trojan horses that may steal or modify the data on your own computer and leave you vulnerable by using anti-virus software and a firewall (see [Understanding Anti-Virus Software](#) and [Understanding Firewalls](#) for more information). Make sure to keep your virus definitions up to date.
- **Regularly scan your computer for spyware** - Spyware or adware hidden in software programs may affect the performance of your computer and give attackers access to your data. Use a legitimate anti-spyware program to scan your computer and remove any of these files (see [Recognizing and Avoiding Spyware](#) for more information). Many anti-virus products have incorporated spyware detection.
- **Keep software up to date** - Install software patches so that attackers cannot take advantage of known problems or vulnerabilities (see [Understanding Patches](#) for more information). Many operating systems offer automatic updates. If this option is available, you should turn it on.
- **Evaluate your software's settings** - The default settings of most software enable all available functionality. However, attackers may be able to take advantage of this functionality to access your computer. It is especially important to check the settings for software that connects to the internet (browsers, email clients, etc.). Apply the highest level of security available that still gives you the functionality you need.

- **Avoid unused software programs** - Do not clutter your computer with unnecessary software programs. If you have programs on your computer that you do not use, consider uninstalling them. In addition to consuming system resources, these programs may contain vulnerabilities that, if not patched, may allow an attacker to access your computer.
- **Consider creating separate user accounts** - If there are other people using your computer, you may be worried that someone else may accidentally access, modify, and/or delete your files. Most operating systems (including Windows XP and Vista, Mac OS X, and Linux) give you the option of creating a different user account for each user, and you can set the amount of access and privileges for each account. You may also choose to have separate accounts for your work and personal purposes. While this approach will not completely isolate each area, it does offer some additional protection. However, it will not protect your computer against vulnerabilities that give an attacker administrative privileges. Ideally, you will have separate computers for work and personal use; this will offer a different type of protection.
- **Establish guidelines for computer use** - If there are multiple people using your computer, especially children, make sure they understand how to use the computer and internet safely. Setting boundaries and guidelines will help to protect your data (see [Keeping Children Safe Online](#) for more information).
- **Use passwords and encrypt sensitive files** - Passwords and other security features add layers of protection if used appropriately (see [Choosing and Protecting Passwords](#) and [Supplementing Passwords](#) for more information). By encrypting files, you ensure that unauthorized people can't view data even if they can physically access it. You may also want to consider options for full disk encryption, which prevents a thief from even starting your laptop without a passphrase. When you use encryption, it is important to remember your passwords and passphrases; if you forget or lose them, you may lose your data.
- **Follow corporate policies for handling and storing work-related information** - If you use your computer for work-related purposes, make sure to follow any corporate policies for handling and storing the information. These policies were likely established to protect proprietary information and customer data, as well as to protect you and the company from liability. Even if it is not explicitly stated in your corporate policy, you should avoid allowing other people, including family members, to use a computer that contains corporate data.
- **Dispose of sensitive information properly** - Simply deleting a file does not completely erase it. To ensure that an attacker cannot access these files, make sure that you adequately erase sensitive files (see [Effectively Erasing Files](#) for more information).
- **Follow good security habits** - Review other [security tips](#) for ways to protect yourself and your data.

When there are multiple people using your computer and/or you store sensitive personal and work-related data on your computer, it is especially important to take extra security precautions!



Welcome to our New Affiliate Members in July!

Judy Shaw LTC Legacy Planning



Welcome to our New Offices in July!

Kay Jolliff Margaret Rudd & Associates-112 N Howe



Member Services Committee

INFORMATION

August 2010

REALTOR® STORE



Featured item of the Month



All Star Riders Only \$4
Available in Red or Blue

Stop by to see the complete inventory. [CLICK HERE](#) for a price list and to see other pictures.



LOCKBOX AUDIT

ATTENTION ALL BROKERS IN CHARGE

COMING IN SEPTEMBER....

BCAR will be conducting a detailed audit this September to account for all lockboxes owned by the Association.

This audit will go smoother if you can take some time now and do the following two things to prepare:

1. Make sure you know the location of all lockboxes assigned to you. This should be easy since you already have a record of this in your office.
2. Verify that the lockbox field in the MLS for all residential listings in your office has the correct lockbox serial number entered.
3. Make sure that all lockboxes assigned to land listings are physically in your office. 😊

No Problem, right?!

Watch for an email early in September outlining the process we will be following and a request for information.



SUPRA TIP!

QUESTION: My ActiveKey has been on the charger for a whole day and will not turn on....

There is one thing you can try – before you call Supra Technical Support.

1. Plug the key back into the charger.
2. Reset the key by pushing a straightened paperclip into the tiny hole on the back of the key (located under the serial number) and hold it in there for 10–15 seconds.
3. If the key resets, you will see “GE Supra” display for a minute and you should be able to turn it on and use it once that clears from the display.

If the key does not reset, contact Supra Technical Support at the phone number on the back of your key (877-699-6787).

1. A Support Technician will do some troubleshooting with you to see if they can help get the key working.
2. If they determine the key is defective, they will give you a Reference Number.

3. Bring the defective equipment and the Reference Number to BCAR to receive a replacement key.

Hint: It is better to leave the key plugged in and charging than to let it sit in a drawer and run out of battery. If it sits too long without any juice, the "Radio" in it will turn off and it will become unusable. And Supra assures us that the key will NOT overcharge.



Welcome to our newest members in July!

Bobby Ray Dowless
Sidney Fulwood
Edward Malone
Robert Meter
Ruby Verricchia
Aaron West

Hilton Auction & Realty
Connect Realty
Martha Lee Realty - OIB
Coldwell Banker Sloane – SB
Intracoastal Realty - OI
First Carolinas Realty



July Transfers: *On the Move*

From

To

Monroe Enzor
Marsha Lovin Ferrell
Carolyn Gardner
Kay Jolliff
Lonnie Kinlaw
Ashley Mazo
Wendell (Chris) Morgan
Susan Scott
Amanda Wilson

Sunset Properties – OIB
Intracoastal Realty
Coldwell Banker Sloane - SB
Margaret Rudd & Assoc.
St. James Properties
Sunset Properties - OIB
C Morgan Properties
Intracoastal Realty
Sunset Properties - OIB

Coldwell Banker Sea Coast
Coldwell Banker Sea Coast
Martha Lee Realty - OIB
Margaret Rudd & Assoc.
Pointe South Realty
Sunset Properties - SB
Resort Brokerage & Consulting
Coldwell Banker Sea Coast
Coldwell Banker Sea Coast



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Realfast Newsletter - July 2010

Excellence is the journey, not the destination.

In business, if you are not improving you are probably sliding backward. "Status quo" is just a myth. At Realfast, we strive to constantly improve our products and services.

2010 has been a productive year so far for Realfast. Customer service enhancements include:

- *Toll-free phone support capacity increased 2X*
- *Live training webinars available weekly*
- *Training videos available for self-paced learners*
- *Email customer newsletter launched to highlight support resources*

In August, we will launch an update to Realfast2Go® including enhanced DocuSign® integration. DocuSign is the leading provider of electronic signatures - and Realfast2Go makes working with DocuSign even easier.

Realfast2Go updates install automatically at no charge for current Realfast customers.

Everything we do is customer focused.

Realfast does not innovate for the sake of innovation. Every enhancement to our products and services is with our customers in mind. We place the highest priority on customer feedback when considering improvements.

Click here to submit your ideas for enhancements to Realfast products and services.

Live Training Webinars

Click below to register for a Realfast2Go live training webinar.

Tue, Aug 3, 10:00am-11:00am ET
Tue, Aug 10, 10:00am-11:00am ET
Tue, Aug 17, 10:00am-11:00am ET

Or **click here** for a listing of all upcoming training webinars.

Training Videos (self-paced)

If you prefer to learn at your own pace, **click here** for NEW Realfast2Go training videos.

Not using Realfast2Go?
Click here to request your free Realfast2Go trial account.

Quick Links

Realfast2Go Support
Realfast2Go FAQ
Realfast2Go Training Manual
Realfast2Go Quick Reference
Realfast Forms 6 Support
Realfast Forms 6 Downloads



EDUCATION OFFERINGS Summer/Fall 2010

Click Here for more info	iMapp Training	August 19	10:00AM-12:00PM
Click Here for more info	MLS 101 & Searching	August 24	1:00PM-5:00PM
Click Here for more info	MLS Advanced Searching	September 16	1:00PM-3:30PM
Click Here for more info	MLS Listing Input	September 22	2:00PM-4:30PM
Click Here for more info	MLS 101 & Searching	October 19	1:00PM-5:00PM
Click Here for more info	BICAR (Broker In Charge Annual Review) #8811 (For Broker's In Charge Only) Instructor: Mark Given	October 26	8:30AM-12:30PM
Click Here for more info	Mandatory Update #9911 Instructor: Mark Given	October 26	1:30PM-5:30PM
Click Here for more info	e-PRO Workshop w/Rossi	October 26	1:00PM-2:30PM



Sign up for these classes

- AND -

Sign up for General Membership Meetings & Events
Pay Bills
Print Paid Invoices for tax purposes
View BCAR Policy Manual

Realfast2Go Training is done via free training webinars that are offered twice a week. Please click the link below to see a list of upcoming webinar dates.

<http://www.realfast.com/support/training-webinars.html>

You can also visit their website for additional information.

Phone: 800-571-0277

Email: customer.service@realfast.com



Mark Given – October 26, 2010

- Broker In Charge Annual Review (BICAR) Course 8:30 am – 12:30 pm
**** Lunch will be served at 12:30 pm ****
- Mandatory Update Course 1:30 am – 5:30 pm

Members - \$55.00 per course	Non-Members - \$65.00 per course
Register for BOTH for only \$99.00	Register for BOTH for only \$120.00

[Click Here to register!](#)

2010–2011 Broker In Charge Annual Review (Course # 8811) (BICAR)

***** FOR BROKER'S IN CHARGE ONLY *****

- This 4 Hour Course counts as the BIC's Elective Continuing Education Credit

BICAR Course to include:

1. Dual & Designated Agency Revisited
2. Compensation Issues for BIC's
3. Broker-in-Charge Requirements.

2010-2011 Mandatory Update Course (Course #9911)

***Register Early to review substantial changes!**

The 2010–2011 Mandatory Update Course will include:

1. ***Revised Offer to Purchase & Contract**
2. Contract Practical Exercises
3. The New Good Faith Estimate and HUD1 Forms
4. Licensing and Education Issues
5. North Carolina Real Estate Agent Safety
6. Commission Rule Changes

Cancellation Policy: To receive a full credit you must cancel by October 21st.



NEW Subdivisions, Condo Complex Names, & Marinas

July 2010

New Subdivisions

Sun Colony Golf Vill

County = Out of Area – SC
Area = Longs

Cedar Creek

County = Out of Area - SC
Area = Little River

Bay Watch Resort

County = Out of Area – SC
Area = North Myrtle Beach

Carolina Yacht Lndg

County = Out of Area - SC
Area = Little River

New Complex

Bay Watch Resort

County = Out of Area – SC
Area = North Myrtle Beach

Sunset Oaks

County = Brunswick County
Area = Sunset Beach Mainland

Carolina Yacht Landi

County = Out of Area – SC
Area = Little River

New City Name

Denton

County = Out of Area
Area = Out of Area

New School Name

Town Creek

School District = Brunswick
School Type = ELEM

Please be sure to contact the Association Office if there's a Subdivision, Complex Name or Marina that you would like added to the MLS.

Please refer to Links and Documents in the MLS to complete the Complex Name and Subdivision Request Form!

[Click Here For This Form!](#)

July Residential Sales ENTIRE MLS

Property Type: Single Family Status: Sold (7/1/2010 to 7/31/2010)

Report run on 08/04/10 at 2:42pm

Page 1

Status	# of Listings	Price			Total Volume	Avg DOM
		Low	High	Average		
Single Family						
For Sale						
Sold	142	15,250	1,700,000	230,108	189,800	32,675,374
Total	142					
Grand Total	142					32,675,374

Cooperative Sales

	<u>Number</u>	<u>Volume</u>	<u>Ratio</u>
Coop Sales	106	\$22,658,216	75%
In House Sales	36	\$10,017,158	25%

Prepared by: Cynthia Hansen / Brunswick County Association of REALTORS®
 All information herein has not been verified and is not guaranteed.

Information deemed reliable but not guaranteed. © 2008 BCAR MLS

July LAND Sales ENTIRE MLS(Lots ONLY)

Property Type: Land Include Property Subtype: Residential Lot Status: Sold (7/1/2010 to 7/31/2010)

Report run on 08/04/10 at 2:45pm

Page 1

Status	# of Listings	Price			Total Volume	Avg DOM
		Low	High	Average		
Land						
For Sale						
Sold	38	5,500	690,000	127,382	65,500	4,840,500
Total	38					
Grand Total	38					4,840,500

Cooperative Sales

	<u>Number</u>	<u>Volume</u>	<u>Ratio</u>
Coop Sales	23	\$2,206,400	61%
In House Sales	15	\$2,634,100	39%

Prepared by: Cynthia Hansen / Brunswick County Association of REALTORS®
All information herein has not been verified and is not guaranteed.

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