



Thank you for continuing your membership in the Brunswick County Association of REALTORS® in 2012. Sales activity continues to build and our clients need us now more than ever. I read a statistic that gave FSBO's 15% of the market share in 2000, and then further reported the FSBO percentage down to 9% in 2010. You may be interested to read the explanation NAR gives about why the national housing figures reported for 2007 – 2010 had to be revised down, and this FSBO percentage was part of it. As we often hear, "all real estate is local", and NAR's Chief Economist Lawrence Yun is quoted on the required numbers revision as follows: "From a consumer's perspective, only the local market information matters and there are no changes to local multiple listing service data or local supply-and-demand balance, or to local home prices." [CLICK HERE](#) to read the entire story.

NCAR has started a new Legal Services Program, and if your firm hasn't already signed up, I would encourage you to do so or to suggest to your Principal that they do so. For a \$125 annual fee, members are able to make unlimited calls every weekday to a Legal Hotline and consult with one of NCAR's lawyers who really know and understand the legal issues that we face in our business. "They will handle a wide range of topics, including questions about forms, contracts, disclosure, agency, real estate licensing law, REALTOR Code of Ethics, commission disputes, fair housing and landlord/tenant law, just to name a few." Members will also have exclusive access to weekly Q & As, as well as a searchable database in an online archive that NCAR has or is in the process of setting up. Another benefit of subscribing is participating in an annual legal seminar hosted by NCAR's lawyers. [CLICK HERE](#) for more information on this program (You will need your NCAR login and password).

One of my first activities as your 2012 President was having the pleasure to greet our 2012 Committee Chairs, Vice-Chairs, and Committee Volunteers. Please remember if you have a special interest in serving on a committee, contact me and let me know.

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