



Dear BCAR Members,

As we approach the midyear mark for 2010 I would like to take this opportunity to let you know how hard your leadership team has been working on your behalf.

Last week the Strategic Planning Committee met with our facilitator, Dr. Gary Cooper, to discuss the status of the business plan that was put in place at the beginning of this year. A manager told me one time, "Don't expect, what you don't inspect". So we're inspecting! This business plan was outlined at the February Town Hall meeting and is the course that was plotted for our Association during last October's 2 day planning meeting. Committee chairs attended last week as well and reported on the accomplishments of each of their respective committees. The grassroots efforts by our committees has been effective and I am proud to report that almost two thirds of the Association's goals have been accomplished or have been put into action to date. The committee then went to work prioritizing the remaining goals needed to complete this year. Thanks to the efforts of our very committed volunteers we are well on our way to a successful year.

In mid May, the leadership team, along with 10,000 of our colleagues from throughout the Country, attended NAR's Mid Year Legislative Meetings in DC. The mood this year was not as gloomy as a year ago, however, as you already know, the recovery of our industry is not out of the woods yet. We met with Senator's Burr and Hagan as well as Congressman McIntyre to discuss the very serious issues still facing our industry. One of the main talking points we discussed was the reissuance of the National Flood Insurance Program (NFIP), which as we now know did not get extended. We listened to industry experts discuss the changes our industry is experiencing and of utmost importance heard Lawrence Yun, NAR's Chief Economist, and Mark Zandy outline the current economic conditions as they relate directly to both the residential and commercial markets. These very important presentations are [attached here](#) – check them out – you'll find valuable information here to help you make good business decisions.

Next week we travel to Raleigh along with hundreds of other local Association leaders and members from across this great State of ours to meet with our State Representatives to discuss our concerns as they relate to our industry. (See Steve's legislative report for the talking points.) We look to engage our State legislators and help them to understand the concerns of the REALTOR® party. As the State looks to make up budget shortfalls, it is critical that we keep our message out in front. It is the responsibility of each of us to act upon Calls To Action. When you receive one, please act immediately. Remember, your voice is important and your vote is powerful. I hope that many of you will join us in Raleigh next Wednesday as we send a unified message to our representatives.

In closing I look forward to seeing many of you at the next General Membership meeting. ***I would like to personally ask each and every Broker to be sure to attend and bring along as many agents as possible.*** This meeting is going to be packed full of valuable information and tools for you and your agents. Our success depends on you and the participation of our membership. Your help in this is crucial.

Thank you to each of you for your service to our industry and the consumers that we work for.

Mary Ann



LEGISLATIVE REPORT

June 2010

CALL FOR ACTION

NATIONAL FLOOD INSURANCE PROGRAM EXPIRED

As some of you may know, BCAR sent out a notice that the national Flood Insurance Programs (NFIP) expired on May 31, 2010 at midnight. This is a major blow to homeowners and potential homeowners all over the state of North Carolina. NAR issued a CALL FOR ACTION for Congress to re-issue the program immediately. [CLICK HERE](#) for the link to active your personal CALL FOR ACTION.

If you have a closing that requires flood insurance FEMA states the following "they will not issue any new policies, they will not renew any existing policies and they will not increase coverage on existing policies"; it is still possible to assume an existing policy as long as it doesn't expire before Congress reauthorizes the program.

The President of BCAR, Mary Ann McCarthy, sent a letter to both NC Senators and **Congressman McIntyre** stating the urgent need to pass this legislation. But we can't do it alone! We encourage everyone to call their Senators as soon as possible. **Senator Richard Burr** can be reached at 202-224-3154 and **Senator Kay Hagen** can be reached at 202-224-6342 - for talking points to assist you with the conversation [CLICK HERE](#).

RESIDENTIAL PROPERTY DISCLOSURES

The North Carolina Real Estate Commission wants buyers to know if their new home is located near a military installation. The move is meant to reduce or eliminate complaints from new homeowners about noise from artillery fire or low-flying aircraft. The change comes July 1 with a tweak in the fine print of a form required any time someone in the state sells a home. The 21-question form asks property owners of any known issues with their home, though homeowners are allowed to check a "no representation" box to avoid answering any of the questions. Real estate agents, however, are required by law to inform potential buyers of any known issues that could affect the property. One question asks about commercial or industrial issues. On the new forms, "military" will be added to that question. Miriam Baer, executive director of the state Real Estate Commission, said her agency began looking at military effects after a bill filed by then-Sen. Tony Rand last year died in committee. Rand's bill would have required anyone within a mile of a military installation to disclose that information

to potential buyers. Baer said the change seems to have support and most people "seem to be in accord that this is a step in the right direction."(John Ramsey, THE FAYETTEVILLE OBSERVER, 5/24/10).

SENATE BUDGET PASSED

With a final vote of 30-16, the Senate approved a \$19 billion state budget on Thursday and forwarded it to the House for its review. The Senate Democrats proclaimed that the budget closed the \$800 million revenue gap without cutting too many of the state's services. Education spending, and lack of cuts to education spending, was touted as the most important measures of the budget, as were tax credits to small businesses and providing \$400 million to meet increasing demand for Medicaid. Republicans claimed that the Senate's budget will make it harder for the state to deal with the nearly \$3 billion deficit the state will be in next year when funds from the federal government expire.

A budget provision that would have abolished the authority of the insurance commissioner and the North Carolina Rate Bureau to set all insurance rates was stripped from the budget in the Senate Appropriations Committee. Senate leader **Marc Basnight (D-Dare)** is in favor of creating a new rate bureau to set homeowners insurance rates for the coast, but did not intend for the provision to go beyond that or for it to be placed in the budget. Insurance Commissioner **Wayne Goodwin** opposes such a measure.

The Senate budget includes \$10 million of funding for the Housing Trust Fund. The Housing Trust Fund is a dedicated resource for financing housing that is affordable to low-income persons. Since 1987 the Housing Trust Fund has been used to finance homes for first-time buyers; to build apartments for working families, seniors, and persons with disabilities; and, to make emergency home repairs to keep vulnerable people living independently. We are hopeful the House will not reduce that funding.

NATIONAL CALL FOR ACTION

The National Association of REALTORS® has launched a Call for Action on two very important tax issues impacting real estate that have been discussed by Congress recently:

- a proposed change to tax carried interest at ordinary income rates.
- a proposed change to require all landlords to provide an IRS Form 1099 to all contractors they do business with if they pay that contractor \$600 or more in any given year.

Please respond to the personalized Call for Action email you received from the National Association of REALTORS® or use the following link to make sure that

Congress hears from you on these critical issues:

<http://takeaction.realtoractioncenter.com/campaign/carriedinterest09>.

POOL DRAINS

A federal law designed to keep children from being injured by the suction of pool drains has led some North Carolina counties to close their public pools and may keep hundreds more from opening this summer. State officials began enforcing the Virginia Graeme Baker Pool and Spa Safety Act on May 1. The act is named after the 7-year-old granddaughter of former Secretary of State James Baker, who drowned in 2002 when she was caught in a hot tub drain. The law requires grates designed to prevent body parts and jewelry from being sucked into drains. Counties which oversee pools have begun to close those not in compliance. "It will certainly be in the hundreds of pools that get closed," said Jim Hayes, head of the pools, tattoos and state institutions branch of the N.C. Division of Environmental Health. "It could easily be 1,000 or more." The act does not cover backyard pools. But those accessible to the public, including municipal pools, and those in subdivisions and apartment complexes, along with hotel and exercise-club pools, fall under the new regulations. (Matt Ehlers, THE NEWS & OBSERVER, 4/17/10).

TALKING POINTS: EXTEND THE NATIONAL FLOOD INSURANCE PROGRAM

- Before recessing, Congress failed to reauthorize the National Flood Insurance Program (NFIP) to issue new and renewal flood policies. As a result, it expired on May 31, 2010 and now my clients are not able to obtain flood insurance.
- By law, flood insurance is required in order to obtain a mortgage in a 100-year floodplain, which affects many neighborhoods in nearly 20,000 communities across the country. 5 and 1/2 million homes and businesses rely on NFIP as their primary source of protection against flooding, the most common natural disaster in the United States.
- This issue was one that we talked about when we visited during NAR's Mid-Year meetings a few weeks ago. At that time, we explained the importance of the program and urged you not to let the program lapse. Unfortunately, the program was allowed to lapse on May 31.
- Each day Congress fails to act, NAR estimates that 1,400 closings will be delayed or worse, cancelled. This calculation is based on the conservative assumptions that 5 million residential properties are sold each year, virtually 100% of these mortgages are federally related, and according to FEMA, that 10% of all properties are located in the 100-year floodplain (i.e., 5 million properties/365 days x 10% = 1,369/day require flood insurance in order to close).
- Reauthorizing the NFIP does not contribute to the Federal Budget Deficit, according to the Ways and Means and Finance Committees. NFIP's extension has been attached to broader tax legislation that does have budget implications, leading to the current impasse in Congress.
- Instead of waiting for agreement on how to pay for the other programs, we urge you to move the NFIP extension as stand-alone legislation and do it without further delay. We urge immediate Congressional action to reauthorize this vital program and avoid exacerbating the uncertainty for taxpayers who rely on the NFIP and the recovering real estate market.

MLS NEWS & NOTES

June 2010

MLS Rules & Regulations – CHANGES/UPDATES

Auction Listings - LIST 'EM, SELL 'EM IN BCAR MLS

Starting on May 19, auction listings were considered acceptable in the BCAR MLS. You should have received a detailed email stating all of the changes to the Rules as well as the required information that must be included with these listings.

Miss the email - now worries - [click here](#) for all the information on auction listings!

Main Photo for Land listings - DEFINITION EXPANDED

Photos for Land listings are NOT required by the MLS, but Section 4.6 of the MLS Rules previously stated that if a main photo was included it must be of the subject property. Everyone knows that the main photo of a land listing can sometimes be undesirable. More importantly, most times you can't get a real feel for lot based on a photo. The MLS Committee has amended Section 4.6 of the MLS Rules & Regulations to include the use of a tax plat, survey or aerial photo for the main photo of Land listings.

Main photo for LAND listings is not required; if photo entered it must be of subject property, **copy of the tax plat, survey or aerial photo with property clearly and accurately defined.** If additional photos entered are NOT of subject property, they must be clearly described in Pictures Comments section of the Service.

The most important thing to remember when using one of these alternate methods is to ensure that the property is **clearly and accurately defined**. This can be as simple as drawing a box around the property (easily done in iMap).

Key Sharing = MLS Violation and an Automatic Fine

Please remember that the sharing of Supra Keys is a violation of the MLS Rules and strictly prohibited. Please be fair to everyone who is paying for this service!

Showing a Listing - FOLLOW MLS INSTRUCTIONS

When showing a listing, you MUST follow the instructions in the "Showing Instructions" field of the MLS. Did you know that not following the instructions is a violation of MLS Rules? Please ensure you call the Listing Broker/Office if the listing specifically requests it.

General Updates/Changes to the MLS

Commercial Listing Input Gets a MAKEOVER

This has been a project of the MLS for over a year - update the MLS Commercial Listing input to better reflect a true RCA MLS. Wilmington RCA listing input was used as our guide. In some cases we added fields, in others we took them away. Overall we hope everyone is happy with the new look. If you have questions about what a field represents, there is a glossary of Commercial Real Estate Terms that is published by the REALTORS® Commercial Alliance ([Click here](#) to print this now). If you find you are looking up the definition of more fields than you know, you might want to consider referring your client to a Commercial Agent. Remember, the Code of Ethics states that you “shall not undertake to provide specialized professional services concerning a type of property or service that is outside your field of competence unless you engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client” (Article 11 COE).

Marketing Remarks - NOW 1000 CHARACTERS!!!

The MLS Committee doubled the allowed number of characters in marketing remarks!!! Hopefully this will allow everyone to include all of the details about their properties.

New Selection in POA Amenities

A new selection has been added to POA Amenities: Water/Cable/Sewer/Internet. Due to limitations of how many characters are available for a selection this appears as Wtr/Cbl/Swr/Internet. There are many new communities that include these common utilities into the POA dues so homeowners do not pay for them individually. This should help to better explain the monthly cost of POA Dues when disclosed in listing input.

Available Amenities	<input type="checkbox"/> Require all ▼ s		<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Beach Club			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
BBQ - Picnic Area			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Boat Dock			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Boat Launch			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Boat/RV Storage			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Building Maintenance			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Club House			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Community Garden			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Canoe Pier			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Dry Dock			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Elevator			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Exercise Facility			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Golf Course			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Ground Maintenance			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
In Door Pool-Cmty			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Marina			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Out Door Pool-Cmty			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Playground			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Restaurant			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Security			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Tennis			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Walking Trails			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Wtr/Cbl/Swr/Internet			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
Other/See Remarks			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
None			<input type="checkbox"/> Include	<input type="checkbox"/> Exclude

Ranking Report - UPDATES & INFO

50 / 50 Credit if you Co-List or Co-Sell

If you use the option of co-listing and/or co-selling in the MLS, and you run a ranking report, "credit" is divided 50/50. For example, if Sally and Bob co-sell a property for \$100,000 each will show sales of \$50,000 in the ranking report.

There were some issues with the system doing calculations properly, but these have all been fixed, and the rankings are now running correctly.

Out of Area

The MLS Committee has decided on the following policy, if you are running a ranking report to use your ranking in an advertisement, you can exclude the Out of Area agent and move yourself up one in the ranking! For example, if you ran a ranking report and the top 3 agents reported were:

- 1) John Q. Public
- 2) Out of Area
- 3) YOU!

You can list yourself as #2 in sales!

Remember to always use the necessary disclosures when advertising.

Refer to MLS Rules Section 13 for more details.

Rentals ADDED to IDX Search

The ability for the public to search Rental listings in the MLS has been activated! If you have an IDX Frame link, Rentals should now appear in the Property Type. If you have a RETS feed sending data to your website, double check with your vendor to see if they can add rental listings.

Stipulation of Sale = FORECLOSURE, SHORT SALE, BANK OWNED, etc...

You asked for it, the MLS Committee delivered. The addition of the new field Stipulation of Sale (and the removal of all of the individual fields “short sale”, “foreclosure”, “bank owned”) allows you to **search for short sales, foreclosure and everything else ALL AT THE SAME TIME**. You no longer have to run individual searches for each and then compile them all together.

Searching? - look in the Additional Criteria tab



Want to find all Short Sales and Foreclosures at the same time - easy....

Stipulation of Sale		
	NONE	<input type="checkbox"/> Include
	Foreclosure	<input checked="" type="checkbox"/> Include
	Short Sale	<input checked="" type="checkbox"/> Include
	Bank Owned	<input type="checkbox"/> Include
	Potential Short Sale	<input type="checkbox"/> Include
	Court Sale	<input type="checkbox"/> Include
	Lndr Apprvd Short S	<input type="checkbox"/> Include

Want to find all Short sales, Foreclosures, and “regular” sales - easy....

Stipulation of Sale		
	NONE	<input checked="" type="checkbox"/> Include
	Foreclosure	<input checked="" type="checkbox"/> Include
	Short Sale	<input checked="" type="checkbox"/> Include
	Bank Owned	<input type="checkbox"/> Include
	Potential Short Sale	<input type="checkbox"/> Include
	Court Sale	<input type="checkbox"/> Include
	Lndr Apprvd Short S	<input type="checkbox"/> Include

Want to find all listings but NOT interested in Short Sales and Foreclosures - easy

Stipulation of Sale			
	NONE	<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
	Foreclosure	<input type="checkbox"/> Include	<input checked="" type="checkbox"/> Exclude
	Short Sale	<input type="checkbox"/> Include	<input checked="" type="checkbox"/> Exclude
	Bank Owned	<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
	Potential Short Sale	<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
	Court Sale	<input type="checkbox"/> Include	<input type="checkbox"/> Exclude
	Lndr Apprvd Short S	<input type="checkbox"/> Include	<input type="checkbox"/> Exclude

Want to find everything that is available - doesn't matter - don't select anything!

Lease with an Option to Purchase

The MLS Committee has agreed that the policy for listing a single family home that has a lease with an option to purchase is to disclose this in General Remarks. There is no specific field that should be selected to indicate this type of sale.


Lot Size - NOT AN AUTO CALCULATION

Remember, when entering the dimensions for Lot Front, Lot Right, Lot Rear, Lot Left - YOU MUST DO THE CALCULATION AND ENTER THE TOTAL LOT SIZE. This field **does not** auto calculate.

*Lot Front	<input type="text" value="109"/>
*Lot Right	<input type="text" value="119"/>
*Lot Rear	<input type="text" value="109"/>
*Lot Left	<input type="text" value="119"/>
*Irregular	<input type="text" value="No"/>
*Lot Size	<input type="text" value="12971"/> (~0.2978 Acres)

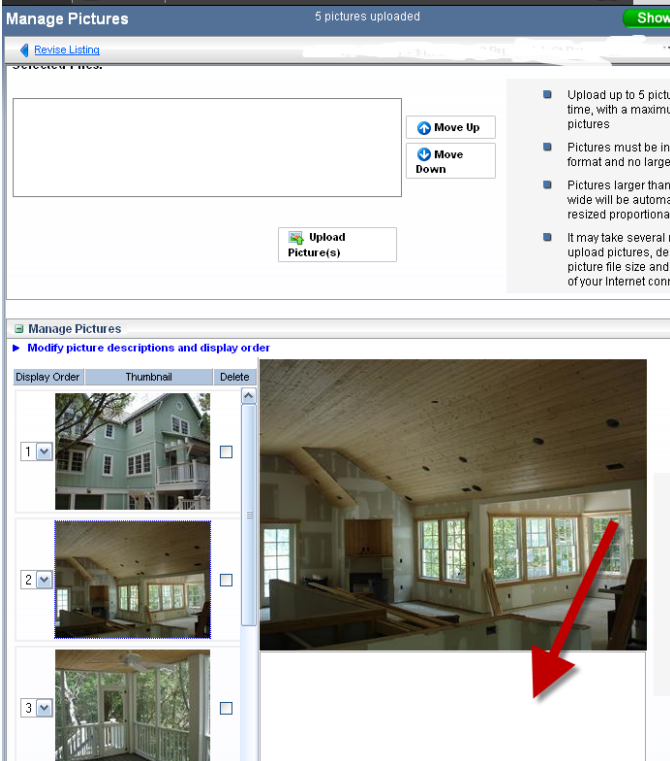
SqFt Acres

*Lot Size Source



Additional Photos - We love them, but what are they exactly????

Remember it is an MLS Rule that additional photos that are NOT of the subject property **MUST** have picture comments describing exactly what they are. This is really easy to do. Go to the Manage Pictures section of your listing. All of the uploaded photos will show in the bottom half of the screen. Click on each individual photo in the thumbnail view and it will appear in the larger viewer. Directly below the photo is a box to type comments!





TRENDS Statistical Reports

Golf Course Frontage - 2nd Row - Golf Course Community - 3rd Row

Want to see what the market is doing using any of the above criteria?

TRENDS can do it!

The Property Types field is what you want to take a look at. When you scroll through this list, this is where you can choose not only Single Family, Land, Boatslip, etc... but you can choose different Property Site options as well!

Let's say you wanted to check out the statistical trends for houses on the 2nd row on Oak Island. There are several ways to accomplish this:

- select the Area = Oak Island Beach
- select the Property Type = Res-Single Family AND PS-2nd Row

How do you select two items in the same box? Hold down your CTRL key and click on the items!

Adjust the date range as needed.

Hit the GO button at the bottom of the selection box.

You can further refine this search by also adding a price range. Don't forget about the Additional Criteria tab at the top - this is where you can select bedrooms, bath, SF.

BRUNSWICK COUNTY

For sale vs. sold Average price per sqft

For Sale/Sold/Pended FOR

Month	For Sale	Sold	Pended
2/09	7162	146	158
3/09	7353	146	161
4/09	7522	158	161
5/09	7708	161	161

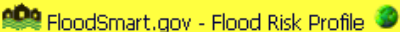
	1 month		
	Mar 10	Apr 10	% Change
For Sale	6935	7025	1.3%
Sold	171	156	-8.8%
Pended	183	168	-8.2%

NEW Link

You can now link directly from iMap Tax to **FloodSmart.gov** which is the official site of the National Flood Insurance Program. By clicking this link you will get assistance:

- Rating the properties flood risk
- Estimating Premiums
- Finding local Flood Insurance Agencies

The link is located below the Flood Zone Details at the bottom of the iMap Property Tax Record page.

BUILDING INFORMATION			
1. SINGLE FAMILY RESIDENTIAL	Heated Area:	2,810 sf	Year Built: 2000
Eff Year Built: 2000	Bed: 3	Bath: 2.5	Total Area: 3,933 sf
Stories: 2.0	Model: SFR CONSTRUCTION	Neighborhood: 501A	Flooring: ABOVE AVG
Grade: ABOVE AVG	Fuel: ELECTRIC	Heating: HEAT PUMP/GAS PACK	A/C Type: CENTRAL
Interior Wall: DRYWALL/SHEETROCK	Replacement Cost: \$242,112	Adjusted Area: 2522	Roof Type: GABLE OR HIP
Bldg Desc: SINGLE FAMILY RESIDENTIAL	Exterior Wall: FACE BRICK	Roof Type: GABLE OR HIP	
Roof Cover: ASPHALT OR COMPOSI	Fireplace (y/n): Yes / PREFAB		
OTHER IMPROVEMENT INFORMATION			
Feature #	Code	Description	Units
1	COPAV	000	3
FLOOD ZONE DETAILS			
Zone X:	Area that is determined to be outside the 1% and 0.2% chance floodplains.		
			

NEW Aerials - BLADEN & COLUMBUS COUNTIES

Oblique aerials are NOW AVAILABLE in Bladen and Columbus counties of the iMap tax system!

Searching for SINGLE FAMILY - but getting LAND

Recently a Property Use code search for Single Family homes resulted in LAND listings mixed in. Further research showed that the data was entered incorrectly at the county level. (Remember, the data that is used in the iMap tax system is direct from the counties). Easy way around this is to include bedrooms in the search! This will ensure the results are ONLY homes!

My Saved Searches ▾

Search Public Records Search MLS Listings

Search County Tax Records Search Area: Brunswick County ▾*

Search Field	Search Type	Search Value
Property Use Code ▾	Equal To ▾	SINGLE FAMILY RESIDENTIAL ▾
Bedrooms ▾	Greater Than ▾	0
Subdivision (input) ▾	Starts With ▾	WINDING RIVER
and or		
and or		
and or		
and or		
and or		
and or		
and or		
and or		

For additional search fields, select the search name from one of the search field select lists.



UPDATES

Check out the new logo!!!

Improvements on SupraWeb

Log into SupraWEB from www.supraekey.com and learn about the new tools that will transform real-time information into money-making opportunities!

Also, check out [SSO Setup Demo](#) [SupraWEB Guide](#) [SupraWEB Mobile Guide](#)



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).

Scorecards now available!

You are sending your listings to all of these different websites using ListHub, but do you really know what each website is providing? Now you do - using the NEW ListHub Scorecards. This is the industry's first complete comparative matrix on property search websites. Want to check it out you can follow the below links OR in your ListHub dashboard on the "Channels" tab.

[Click here for Excel Scorecard](#)

[Click here for PDF \(15mb\) Scorecard](#)

THIS SCORECARD IS NOT FOR PUBLIC DISTRIBUTION - BUT STRICTLY INTENDED AS A MEMBER BENEFIT.

NEW Marketing Channels - SPECIFICALLY FOR FORECLOSURES!

The following new channels being offered by ListHub will only accept properties that have been identified as "foreclosures" in the MLS.

RealtyStore.com

Founded in 2005, RealtyStore (www.RealtyStore.com) has emerged as the nation's fastest growing and most trusted foreclosure data provider with over one million pre-foreclosure, foreclosure auction, bank-owned, and tax sale property listings. In January 2010, Hitwise recognized RealtyStore.com as one of the Top 20 most visited "Business and Finance – Real Estate" websites in the nation with over 1.25 million visitors.

RealtyStore.com is a real estate search engine that allows consumers to conveniently search for distressed properties across the nation. RealtyStore.com's database allows for accurate indexing of property listings, while broker and listing agent contact information listed on the site allows for easy contact and follow up.

To learn more visit www.RealtyStore.com.

USHUD.com

Since 1999 USHUD.com and its network of sites has grown to become one of the largest online resources of foreclosure real estate property in North America. More than a half million consumers access their foreclosure listing information per month, free of charge. These consumers are able to quickly search government and bank foreclosures. The underlying USHUD.com search allows for scalable, accurate, and comprehensive display of foreclosure listings.

For real estate brokers and agents, USHUD.com provides a simple marketing platform to help drive business and display foreclosure, short sales, and REO listings; market government (HUD & VA) foreclosures; and integrate proprietary (and optional) regional lead management technology.

To preview how USHUD.com has been updated to include the foreclosures, REOs, and short sale listings from ListHub, and how they will be displayed in your area visit: <http://dev.heavyhammer.com> and enter username: listhub and password: u\$HUD4 to access the development site.

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!



**NEW Subdivisions,
Condo Complex Names, &
Marinas**

May 2010

New Subdivisions

Lafayette Park

County = Out of Area-SC

Area = Little River

New Complex Name

Cypress Bay G & T

County = Out of Area-SC

Area = Little River

New City Names

Willard

County = Pender

Area = Pender

April LAND Sales ENTIRE MLS (lots only)

Property Type: Land Include Property Subtypes: Residential Lot, Unlisted Sold Status: Sold (4/1/2010 to 4/30/2010)

Report run on 06/04/10 at 10:15am

Page 1

Status	# of Listings	Price				Total Volume	Avg DOM
		Low	High	Average	Median		
Land							
For Sale							
Sold	45	5,500	900,000	114,286	76,000	5,142,850	407
Total	45						
<hr/>							
Grand Total	45					5,142,850	

Cooperative Sales

	<u>Number</u>	<u>Volume</u>	<u>Ratio</u>
Coop Sales	24	\$3,511,150	53%
In House Sales	21	\$1,631,700	47%

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

April Residential Sales ENTIRE MLS

Property Type: Single Family Status: Sold (4/1/2010 to 4/30/2010)

Report run on 05/12/10 at 9:05am

Page 1

Status	# of Listings	Price			Total Volume	Avg DOM
		Low	High	Average		
Single Family						
For Sale						
Sold	145	21,500	950,000	228,669	180,000	33,156,947
Total	145					
Grand Total	145					33,156,947

Cooperative Sales

	<u>Number</u>	<u>Volume</u>	<u>Ratio</u>
Coop Sales	107	\$26,502,726	74%
In House Sales	38	\$6,654,221	26%

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

April Residential Sales in Brunswick County

Property Type: Single Family Areas: Baldhead Island, Yaupon, Belville Leland, Oak Island Wooded, Supply, Caswell Beach, Carolina Shores, Lockwood, Winnabow Green Swamp, Sunset Beach Main, BigNeck Makatoka Ash, Leland TownCreek, Calabash, Boiling Spring Lakes, St James, Holden Beach Island, Orton, Oak Island Beach, Shallotte, Leland Navassa, Sunset Harbor, Ocean Isle Bch Isl, Southport, Oak Island Mainland, Ocean Isle Bch Main, Bolivia, Sunset Beach Island, Calabash Longwd Ash, Holden Beach Main Status: Sold (4/1/2010 to 4/30/2010)

Report run on 05/12/10 at 8:58am

Page 1

Status	# of Listings	Price				Total Volume	Avg DOM
		Low	High	Average	Median		
Single Family							
For Sale							
Sold	119	21,500	950,000	237,046	179,000	28,208,527	224
Total	119						
<hr/>							
Grand Total	119					28,208,527	

Cooperative Sales

	<u>Number</u>	<u>Volume</u>	<u>Ratio</u>
Coop Sales	85	\$21,920,306	71%
In House Sales	34	\$6,288,221	29%

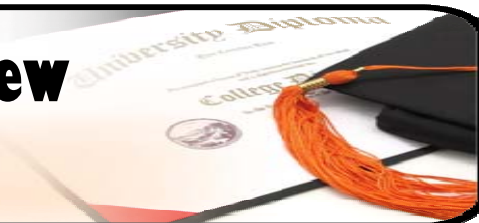
Prepared by: Cynthia Hansen / Brunswick County Association of REALTORS®
All information herein has not been verified and is not guaranteed.

Information deemed reliable but not guaranteed. © 2008 BCAR MLS



Education Overview

May 2010



What a great turn out we had for these classes! The room was filled with lots of smiling faces! BCAR also had two Affiliates sponsor the lunch (Susan Giuffre from National Property Inspections and Rob Potter from NC Farm, Bureau Insurance). Each affiliate had the opportunity to speak for a few minutes about the types of services they provide.

Mark Given – May 18, 2010

Mandatory Update Course # 9910

The 2009 – 2010 Mandatory Update Course will include:

1. Agency Disclosure Requirements
2. Selected Property Management Issues
3. “Due Diligence” in Residential Transactions
4. Licensing and Education Issues
5. Summary of NCAR Residential Form Changes

Elective Course # 2982

“Foreclosures & Short Sales, REO’s and Auctions”

With the number of homes going to foreclosure, and short sales reaching unprecedented highs, it is increasingly important for licensees to stay current on these topics so as to remain competitive and successful in the market. This course covers the four hot topics in today’s real estate practice focusing on the legal ramifications of these topics.



A note from your Education Chairperson, Bruce Williams

As your 2010 Education Chair, I, along with our dedicated committee members, hope to offer each of you courses that will not only bring value, but will be a tool for you in your daily real estate practice.



Environmental Challenges to the Real Estate Professional

Join us for a seminar to learn about the things residential and commercial REALTORS® should know about environmental compliance.

The instructor for this seminar is Amy Conchas, Environmental Dept. Manager for the Wilmington, North Carolina ECS office. Amy holds a B.S. in Natural Resources and is a Registered Environmental Professional (REM).

When: Thursday, June 10th – 3:00 pm to 4:30 pm

Where: 101 Stone Chimney Place, Supply, NC (Education Room)

Cost: No cost for Members

Some delectable treats made fresh by Sweet and Savory Baker will be provided for attendees.

The presentation will answer questions on:

- Transactional Environmental Compliance
- Wetlands/Waterways/Docks and Piers
- Hazardous Materials and Indoor Air

[Click Here to register!](#)

*Space is limited – Only 30 Seats Available!

Deadline to register is Wednesday, June 9th

*If you register and are unable to attend please be sure to notify BCAR so we can give this opportunity to attend to someone else.



SHORT SALE WORKSHOP – FREE to BCAR members!

Steve Wilde presents '8 Steps to a Successful Short Sale'

This **free** workshop teaches what Steve Wilde (Wilde Law Firm PLC), an affiliate member of BCAR, has learned while successfully negotiating short sales. This is the workshop that makes the difference! Learn the latest information in this important and rapidly changing segment of the real estate market.

Steve has had so many requests from BCAR members for this short sale workshop that he has agreed to come down and open it up to all Brunswick County Realtors.

Come ready to learn.

In this content rich workshop you will learn-

- ✓ 8 steps to Successful Short Sale.
- ✓ How to complete a successful short sale on your own.
- ✓ Pitfalls to watch out for and how to avoid them,
- ✓ To clearly identify the responsibilities of all parties involved including the Selling and Buying agents and property Seller and Buyer.
- ✓ How foreclosure and bankruptcy relates to the short sale.
- ✓ To quickly assess 'short sale success quality ' in a prospect.
- ✓ Other important but not well known factors in the short sale process,
- ✓ How to become one of the realtors that close the deals.
- ✓ Steve has developed and will introduce the 'Turn Key Short Sale Management System' for Realtors.

Steve Wilde, an attorney licensed in North Carolina (& California) has been teaching and training realtors throughout North Carolina and South Carolina on foreclosures and short sales for 5 years. Since January, 2010 Steve has successfully trained realtors in Southport, Ocean Isle, Wilmington, Charlotte, Asheville, Hendersonville, Myrtle Beach, Brevard and the Outer Banks.

When: Wednesday June 23rd. 9:00 AM to 11:30

Mark your calendar now. Attendance limited.

2 hour training includes short sale materials

Where: 101 Stone Chimney Road - ballroom.

[Click Here to register!](#)



EDUCATION OFFERINGS Spring/Early Summer 2010

Click Here for more info	TRENDS Statistical Reports	June 8	10AM-11:30AM
Click Here for more info	Environmental Challenges to the Real Estate Professional	June 10	3:00PM-4:30PM
Click Here for more info	Short Sale Workshop 8 Steps to a Successful Short Sale	June 23	9:00AM-11:30AM
Click Here for more info	MLS Contacts & Prospecting	June 25	10:00AM-12:00PM
Click Here for more info	MLS 101 & Searching	June 30	10:00AM-1:00PM



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



Welcome to our New Affiliate Members in May!

Chris Holloway

CertaPro Painters of the Coastal Carolinas



Welcome to our newest members in May!

**Jean French-Turner
Edmond Loiselle
John Miller**

**Southport Realty
Intracoastal Realty
Coldwell Banker Sea Coast**



May Transfers: *On the Move*

From

To

**Francis Baker
Karen Baker
David Downer
Martha Lee
Larry Sims
David Steertz
Lea Anne Werder**

**Hunt Realty
Hunt Realty
Wilkinson & Associates
Martha Lee Realty-HB
Coastal Destination Properties
Carolina Exclusives
Atlantic Realty Professionals**

**Carolina Coastal Lifestyles Rlty
Carolina Coastal Lifestyles Rlty
Pointe South Realty
Martha Lee Realty - OIB
Coldwell Banker Sloane-SB
Atlantic Realty Professionals
Intracoastal Realty**



Welcome to our New Offices in May!

Francis Baker

Carolina Coastal Lifestyles Realty

Martha Lee

Martha Lee Realty Co–Ocean Isle Beach



Member Services Committee

INFORMATION

June 2010



NOTARY SERVICES

Did you know that Notary Services are available free of charge to BCAR Members?

Sue Hildebrandt is a Brunswick County Notary Public and can provide Notary Services at the BCAR office. Just give her a “heads-up call” to set up a time convenient for all parties.



REALTOR® STORE

Due to popular demand, the REALTOR Store at the BCAR office has been stocked with more items, including brochure boxes and the popular “I’m Gorgeous Inside” riders. Be sure to check it out the next time you are in the neighborhood!



BCAR Facebook Page

Coming soon to your computer....

BCAR is setting up a Facebook Group page to be used as an additional communication tool to make sure members are aware of upcoming events, education offerings, and other notifications.

Watch your email for your invitation to join The Group!



...and the Survey says!!!!!!

The Member Services Committee would like to say "Thank You!" to all who participated in the Member Services Survey. The responses have been passed on to the BOD. They and the Association Staff will be looking for ways to better meet your needs according to the survey results.

Of the 28% who responded, a resounding 83% read the BCAR Newsletter. More focus will be put on providing the information you requested.

Training is another item to which you want more attention paid. Watch for additional seminars, Webinars, and other Nuts and Bolts classes to be held in the future.

Meal charges at General Membership Meetings is an item up for discussion. The BOD will be looking at options to accommodate this concern.

The BOD will also be reviewing the fees structure as this is another major concern of BCAR Members.

It was also apparent that more effective communication is necessary. Facebook, another method of communicating, will be soon used in addition to email, postings on the MLS and BCAR Website, and the Newsletter.