

May 19, 2011

Board of Director Minutes
Wilmington Regional Association of REALTORS®
1444 S. 17th Street

Attending	R. J. Alexoudis	Sandra Beals	Carlos Braxton	Faye Brock
	David Eggleston, Jr.	Tom Gale	Ashley Garner	Amy Holcomb
	Neal Johnson	Mary Martin	Karen Parkin	John Pierson
	Jody Wainio			
Absent:	Amy Spicuzza			
Staff:	Jerry Panz			

President Karen Parkin called the meeting to order at 8:36 AM. All members of the Board of Directors received notice of the meeting. R. J. Alexoudis gave the invocation and led the pledge of allegiance to the Flag.

President Parkin and President-Elect Ashley Garner reported on the NAR Mid Year Meeting in Washington, DC.

Past NCAR and WRAR President Danny Brock presented \$99 RPAC Club pins to R. J. Alexoudis, John Pierson, Ashley Garner, Carlos Braxton, Tom Gale, Jody Wainio and David Eggleston, Jr.

Kathleen Riely, Esq., Governmental Affairs Director provided an update on legislative and regulatory issues.

By Consent the following was approved:

- 1) The Consent Agenda (attached)
- 2) NCAAR Award nominees for Danny Brock, REALTOR® of the Year, Deb Hayes, Ben Ball Community Services Award, Faye Brock, NCAR Hall of Fame, Lynn Harris, REALTOR® Regional Service Award and Amy Holcomb, Rising Star Award
- 3) The minutes of this meeting

There being no further business the meeting adjourned at 9:41 PM.



Jerry S. Panz, CAE, e-PRO, RCE
Secretary

Consent Agenda

May 19, 2011

Approval of:

- 1) New members, resignations and notice of reinstatements and transfers (page 3)

Acknowledgment of:

1. CEO Report on NAR meeting (Sent 5/15/11)
2. Tracking Board of Directors motions (page 2)
3. Financial Statements: April (Sent 5/12/11)
4. Membership Totals Report (page 2)
5. Committee Reports (attached):
 - a. Appraisal Council: **April 21**
 - b. Cape Fear Independent Brokers Council: **April 26**
 - c. Equal Opportunity & Cultural Diversity: **April 27**
 - d. Member Services: **May 2**
 - e. Partners For Affordable Homeownership: **April 27**
 - f. Professional Development: **May 5**
 - g. Property Management Council: **April 15**
 - h. Young Brokers Council: **April 27**

Member Totals As of	May 11	April 11	Mar 11	Feb 10	Jan 7 2011	Dec 9	Nov 13	Oct 14	Sept 16	Aug 14	July 9	Jun 12	May 15	Apr 11
Designated REALTORS®	366	364	365	366	361	371	377	377	379	381	383	389	392	391
REALTORS®	1237	1,239	1,234	1,232	1,223	1,275	1,298	1,326	1,333	1,332	1,375	1,378	1,380	1,381
Subtotal	1603	1,603	1,599	1,598	1,584	1,646	1,675	1,703	1,712	1,713	1,758	1,767	1,772	1,772
Non REALTOR®	27	24	26	25	35	29	27	15	22	24	26	26	30	30
Secondary REALTORS®	76	75	76	73	73	75	72	69	62	64	65	67	66	67
Allied	88	88	88	88	88	93	97	98	98	99	98	98	99	100
Total	1794	1,790	1,789	1,784	1,780	1,843	1,871	1,885	1,894	1,900	1,960	1,971	1,980	1,982

Tracking Board of Directors' Motions: WRAR

Date	Issue	Resolution
4/28/2011	Notifying the Recruiting Certifying Committee that the Board will not fill the vacant position and it should be filled by the person who receives the third-highest vote during the annual election.	Notified R/C 4-30-2011
	Revising the Office Policy Manual regarding dues billing as follows: Dues Billing Members Joining on or after January 1, 2009 (1) Staff shall, upon receipt of a new member's application, bill an invoice for one-half of the amount of the budgeted WRAR dues for the fiscal year plus any assessment. (2) Beginning on the first day of the month thereafter, the member shall be billed monthly in such amount as established annually through the budget approval process. (3) NAR dues and assessments shall be billed on June 1 (4) NAR and NCAR dues and assessments shall be billed on October 1.	Policy Manual revised and members affected notified on 4-30-2011

Membership Report: April 25 – May 13

DESIGNATED REALTORS®

Teresa Clontz, Blue Water Realty
Chris Herndon, The Herndon Group, Inc.

NEW OFFICES

T & S Rentals LLC
The Herndon Group, Inc.

NEW REALTOR® MEMBERS

Cynthia Jacoby, Keller Williams Realty
Cori McQueen, Coldwell Banker Sea Coast Realty
Rhonda Munn, Coastwalk Real Estate, LLC
Nicholas Shrum, (Secondary), Intracoastal Realty Corp
Sherry Tedder, Century 21 Sweyer & Associates

REINSTATEMENTS

Paula Avant, Wilkinson & Associates
Dawn Cockman, Wilkinson & Associates
Sandra Herndon, The Herndon Group, Inc.
Garry Smith, Network Real Estate

RESIGNATIONS

Edward Brown Jr., Keller Williams Realty
Marsha Carroll, Coldwell Banker Sea Coast Realty
Jackie Dae, Prudential Laney Real Estate
Carmen Johnson, Wilkinson & Associates
Tyrone McGuire, Blue Sky Services Real Estate
Johnathan Miller, Coldwell Banker Sea Coast Realty
Suzanne Spell, Prudential Laney Real Estate

TRANSFERS

Laurie Rees, Coastwalk Real Estate, LLC
Jerry Simmons, Coastal Connection Realty
Jamie Stowe, RE/MAX Essential

TERMINATIONS

Andy Hajek, Wilkinson & Associates
Leslie Hotte, Colonel Les Hotte Realty
Jennifer O'Hara, Wilkinson & Associate
Eddie Paula, Wilkinson & Associates

TERMINATIONS (FAILURE TO RESIGN OR TRANSFER IN 30 DAYS)

Nichole Costa, Coldwell Banker Sea Coast Realty

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
CAPE FEAR INDEPENDENT REAL ESTATE BROKERS

April 26, 2011 – 9:00AM
MEETING REPORT

Chair – Nick Joseph

Vice-Chair – Dennis Smith

Committee Members Present: Kathleen Baylies, Beth Bullard, Nick Joseph, Dennis Smith, Jody Wainio, Bob Wallen,
Staff Member(s) Present: Lois Petelinkar

I. Introductions & welcome to new members

II. Networking

III. Brian Bell and Landon King - Wilmington Regional Association of REALTORS®

- **New REALTOR® Benefits on or coming to WRAR Website:**
 - ✓ WRAR Help Desk
 - ✓ Single Sign On (SSO)
 - ✓ List Hub
 - ✓ reTechnology
 - ✓ IMAPP
 - ✓ Available in May for REALTORS® only - REALTOR® Property Resource – This will be used for property data includes: Brunswick, Columbus, Duplin, New Hanover, Onslow, Pender, Robinson Counties and will be adding Bladen and Horry Counties
- **New Features in Rapattoni:**
 - ✓ Speed Search
 - ✓ Lease
 - ✓ Trends
 - ✓ IMAPP
 - ✓ Carts – more will be added in the near future
- **I Check Program**
 - ✓ Program MLS uses to check listings for accuracy
- **E-Mail Marketing**
 - ✓ Constant Contact
 - ✓ Mail Chimp
- **Most Valuable but under used feature in Rapattoni – GOOMZEE**
- **MLS Committee wants to integrate forms with MLS**

IV. Wrap-up/Questions/Comments

- **Kathleen Baylies – next meeting suggested having someone that has knowledge in a certain neighborhood speak such as downtown area**
- **Nick Joseph –has a great contact for their guest speaker**

V. Next Meeting

Date – **Thursday, July 7th**

Time – 8:30AM to 10:00am

Location – WRAR Conference Room

- Breakfast/Networking time from 8:30AM-9:00AM
- Meeting from 9:00AM-10:00AM

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
APPRAISAL COUNCIL
April 21st, 2011 – 11:30AM
MEETING REPORT

Chair – Cory Gore

Purpose of Council

- *To continue provide educational and/or risk management/risk-shifting information for all members of the council*

Council Members Present: Morris Atkins, Timothy Canady, Tina Caruso, Adam Connolly, Daniel Corcoran, John Craig, David DesChamps, Cory Gore, Eileen Haley, Dianne Hines, Aaron Martin, Linda Morrow, Dee Pearce, Melissa Shepherd, Jeremy Strong, Robert Walters, Steve Wolfson, Don Zearfoss

Staff Members Present: Lois Petelinkar

VI. Welcome & Introductions

- Cory Gore called the meeting to order

VII. Revision of “Mission Statement” of the Appraisal Council

- Revision statement voted and approved:

The purpose of the Appraisal Council is to:

1. Promote ethical and professional real estate appraisal standards.
2. Provide a forum to express appraisers' concern to the boards of directors and for the boards to request information from the appraisers.
3. Offer appraisal education opportunities to appraisers, REALTORS®, the banking community, and the public.
4. Provide communication of real estate industry regulations.
5. Provide collaboration and social opportunities.
6. Promote to the public an understanding of the appraisal process and profession.

VIII. MLS Issues & Resolution:

- Cory meet with Jerry about fines and compliance issues –Board doesn't own Rapattoni-hard to get changes but if you see problems in MLS Corey stressed to click on the violation tab and the problem(s) would get corrected or they would be fined if not corrected within 5 days after notification from Landon.
- Brunswick Forest and Motts Landing –
 - ✓ Properties listed as sold & closed giving confusing data in MLS.
- Corey made a motion and it was voted and approved for Robert Walters to make a resolution in writing about the problems of builders and developers not reporting data correctly in the MLS. Corey would take it to the MLS to try and get changes in the MLS guidelines.

IX. Review of NC AMC Law and Appraiser's Responsibilities followed by Group Discussion

- Cursory review of Federal Dodd-Frank Act

X. Discussion of “Customary and Reasonable” Fees

- NC Legislature considering the issue

XI. Group Discussion of cases of Lender influence or misunderstanding Appraisal Independence Laws (Still!) and How to Handle

- Tina Caruso gave overview on Land Safe Appraisal owned by Bank of America
- Corey strongly urged everyone not to sign the new Land Safe agreement without first discussing with an attorney and your E & O Carrier

XII. Discussion of Uniform Appraisal Data (UAD) –GSE's requirements as of 9/21/2011

- Requirements pushed up to December 1st.

XIII. Report of NCPAC Conference:

- September 15th and 16th, Shell Island
- September 15th preparation for exam for CDA designation

XIV. Next Meeting

Date: **Wednesday, July 20th**

Time: **11:30 am**

Where: **WRAR Conference Room**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®

MEMBER SERVICES COMMITTEE

May 2, 2011 – 9:30AM

MEETING REPORT

Chair – Anna Penny

Co Chair – Neal Johnson

The meeting began at 9:30a.m.

Committee Members Present: David Dougherty, Gail West, Linda Mehner, Neal Johnson, Karen Reese and Will Somers

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions

II. Legislative Breakfast:

- Friday, May 20th
- 9am to 11am
- Thalian Hall/City Council Chambers
- Breakfast – Atlanta Bread, Dayma will order and pick-up
- Sponsor - American Security Mortgage
- NCAR Speakers:
 - Treasure Faircloth (candidate for NCAR Treasurer 2012-2013)
 - Kevin Green
- Elected Officials Attending so far:
 - Congressman Mike McIntyre
 - Rep. Susi Hamilton
 - Commissioner Jonathan Barfield
 - Earl Sheridan
 - Rep. Carolyn Justice

III. Grand Opening/Ribbon Cutting/Open House

- Terraces on Sir Tyler
- End of August/September
- Ribbon Cutting in the AM
- Open House 3pm to 7pm, weekday

IV. Annual Meeting & Election

- Wednesday, September 21
- 5:30pm to 7:30pm
- Caterer?
- Sponsors?

V. 4th Quarterly Meeting & Holiday Luncheon

- Wednesday, December 7th
- Terraces on Sir Tyler
- 11:30am to 1:30pm
- Caterer?
- Sponsor?

VI. 2012 Installation Banquet

- Friday, January 20th
- Terraces on Sir Tyler
- Theme
- Caterer?
- Entertainment?
- Sponsors?

VII. Wrap-up/Questions/Comments

- FYI – the PAH is hosting a "I Wanna Bee...A career day for kids", Saturday, May 7th at Hanover Center next to Stein Mart 10:30am to 2pm
- FYI – the YBC scheduled the Dunk Your Broker BBQ, Wednesday, June 15th @ Villages @ Summerset

VIII. 2011 Meeting Schedule

- Monday, July 11th
- Monday, August 8th
- Monday, September 5th
- Monday, October 3rd
- Monday, November 7th
- Monday, December 5th

IX. Next Meeting

- Monday, June 6th
- WRAR Conference Room
- 9:30AM

Chair: David Flory

Vice-Chair: Jody Wainio

The meeting began at 8:30 AM

PAH Members Present: Glancy Thomas, David Flory, Amy Holcomb, Pam Rancke, Jodi Wainio, Carlos Braxton, Eddie Lewis and Bobbi Jean Harvey

WHS Members Present: El Brant, Emi Whetsel, Mark Miller, PJ Harrison, Homer Hunter, Cathi Anderson, Tom Gale, El Brant and Bill Sommers

Staff Members Present: Dayma Edwards

I. Welcome & Introductions

II. Operation Home Sweet Home 2011

- ❖ Implement sessions in the summer of 2011

III. Workforce Housing Specialist Certification Update

- ❖ Annual re-certification will be required
- ❖ 31 WRAR members certified in 2010, 1 non-member certified
- ❖ Must attend a minimum of 2 PAH/Event Meetings and volunteer the day of the event
- ❖ USDA 2hr course, elective
- ❖ Work on getting the 203K program, check with Lisa at Wells Fargo about offering this program
- ❖ Would like to do a credit/counseling course possibly with Pam Ranck & David Flory
- ❖ The instructor for FHA Fundamentals cannot be paid and will not travel to the East Coast, committee would like to know if we may pay for her traveling expenses will she come
- ❖ Land Trust course has been added

IV. Public Outreach Program:

- Dale McGlothlin w/ Sea Change Global is the Public Relations Director (dm@seachangeglobal.com)
- A total of 3 neighborhood heroes are needed (we have 3 already)

- Affordable Housing Summit will not occur this year instead they will work with the PAH on the Public Outreach Event
- **“I Wanna Be...a career day for kids”**
- Saturday, May 7th in the 10am to 2pm
- New Hanover Center, next to Stein Mart
- Organize subcommittee for event and assign specific jobs to committee members
 - Jody – Vendors
 - Carlos – set-up and break-down
 - David – finance
 - BP & Dayma – marketing
- Invite:
 - New Hanover Med Ctr.
 - Petunia the Clown
 - Mary Kay
 - Affordable Housing Coalition
 - AMEZion
 - Cape Fear Credit Union
 - NHC Health Dept
 - Sunny 104.5
 - Wilmington Sea Cadets
 - SE Dance Academy
 - US Coast Guard
 - Police Dept
 - Fire Dept
 - Chick Fil A
 - Habitat for Humanity
 - Great Clips
 - Coastal Cupcakes
 - Teachers
 - Engineers
 - Golf pro
- Major Saffo and Commissioner Barfield will both be present to welcome everyone about 11:45
- New Hanover Center:
 - Use restrooms at Chick-Fil-A
 - Tents nor umbrellas allowed
 - No selling of food allowed
 - Use Hanover logo on all printed items
- Needs for the day:
 - Set-up volunteers must arrive by 8am
 - Speakers and microphone
 - Tables and chairs

- Small stage
- WFH Banners flanking stage
- Lectern
- Script for all introductions so no one is missed
- WFH Booth needs handouts from Home Sweet Home Program
- Create sign-in sheet for Home Sweet Home program to be scheduled and held 2 weeks after the career day
- Electricity (Bruce will provide generators and power cords)
- Garbage Cans (Bruce will provide)
- Trash bags
- Check-in Table/entrance
- Use bright green wrist bands on all kids, the wrist bands will be marked w/ black sharpie to allow kids into the bouncies
- Will receive 10 cases of water from Pepsi and 10 cases from BB&T, use WRAR coolers, ChicFILA providing the ice
- David will deliver school flyers to the NHC school of education for distribution next week
- All booth sheet forms must be turned in to Dayma by Monday, May 2nd
- Dayma will create booth tent cards and layout for booth and space

V. 2011 Committee Meeting Schedule

- ❖ *Thursday, May 5th at 8am at K&W (Event Meeting)*
- ❖ *Wednesday, May 18th*
- ❖ *Wednesday, June 22nd*
- ❖ *Wednesday, July 20th*
- ❖ *Wednesday, August 24th*
- ❖ *Wednesday, September 21st*
- ❖ *Wednesday, October 19th*
- ❖ *Wednesday, November 16th*
- ❖ *Wednesday, December 21st*

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
PROFESSIONAL DEVELOPMENT COMMITTEE
May 5, 2011 – 11:30AM
MEETING REPORT

Chair – JD Terry

Vice-Chair – Ryan Crecelius

Purpose of Committee

- *The Professional Development Committee wants to promote learning as a life-long habit for REALTORS®*
- *To continue providing our members with information on legal issues while keeping them current through the use of periodic legal updates*
- *To continue providing risk management/risk-shifting information for all members*

Committee Members Present: JD Terry, Bonnie Jean Davies, Russ May, Lisa Mesler, Laurie Smith, and Wendy Shorter-Bridges

Staff Member(s) Present: Dayma Edwards

XV. Welcome & Introductions:

XVI. Morning Buzzes:

- **May Morning Buzz**
 - Thursday, May 12th
 - National Flood Insurance Program Seminar (*NFIP*)
 - Speaker, David Clukie
 - 9am to 10:30am
 - Intracoastal Realty Training Room – Lumina 3
 - Sponsor – Monarch Mortgage
 - Breakfast – Atlanta Bread
 - No videotaping allowed during seminar
 - As of today 49 members are registered to attend

XVII. HAFA Certification:

- WRAR is promoting HAFA Certification w/ Tom Daniels, no reason to do a seminar/class

XVIII. 2012 REALTOR ReCharge:

- Ryan Crecelius will research possible speakers and report at the May meeting – Unfortunately Ryan is not available today
- Terry Watson is offering a discount on a new seminar
- Dayma will contact Terry and find out his availability and if the fee could be adjusted a little bit more

XIX. Suggestions/Comments:

- PAH is hosting a career day for kids “I Wanna Bee..” scheduled for Saturday, May 7th at Hanover Center from 10am to 2pm
- YBC is hosting the “Dunk Your Broker BBQ”, scheduled for Wednesday, June 15th beginning at 5pm at the Villages at Summerset
- Kyle Haper book, *Free Me Forever*, once the book is released the committee will review
- Work on getting testimonials of all our events to promote the following years.

- Chris Byrd for another possible tax strategist
- **Future Seminars**
 - REO 101 & 102, El gave Dayma contact information for a CJ Johnson

XX. Next Meeting

Date – Thursday, June 2nd

Time – 11:30 AM

Location – Coldwell Banker Sea Coast Realty

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
YOUNG BROKERS COUNCIL
April 27, 2011 – 11:00AM
MEETING REPORT

Chair – Ryan Crecelius

Vice Chair – Tyler Pegg

YBC Members Present: Tyler Pegg, Wendy Shorter-Bridges, David Cunningham, Jessica Riffle Edwards and Ryan Crecelius

Staff Member(s) Present: Dayma Edwards

X. Welcome & Introductions

XI. Dunk Your Broker BBQ Fundraiser:

- Wednesday, June 15th
- Villages at Summerset (off of Eastwood Rd.)
- Tickets for BBQ - \$10 each in advance, \$12.50 at the door, kids 12 & under \$5.00
- Ask Jonathan Barfield to mc the dunking booth along w/ JD Terry
- Check pricing and services between Sawmill, Parchie's & MOI for BBQ
- Use Jackson Beverage – sell beer for \$2.00 a bottle
- Use WRAR microphone system
- Ask Rita's Icees to offer icees to all attendees
- Jessica suggested we contact Krispy Kreme donuts, they have a portable cart and will dip donuts in chocolate and sprinkles
- Wendy suggested we contact Lewis' Farms for their ice cream and see if they do a portable cart of some kind
- Request Hula Hoop Girl again for longer time period
- Nick has two cornhole games to borrow
- Vendors - \$250 a table, accept trades – ask each vendor to do a game (Minute to Win It), every attendee that gets their card signed from each vendor will be eligible for a door prize
- Ask each vendor to donate \$25 value of prize for the door prize basket
- Schedule dunkies for 5 minutes and ask them to promote themselves among their own firms, family and friends
- Offer vendor table to each charity
- Rent 2 bouncies for the children – ask a sponsor to promote
- Baskets – contact each company and ask for basket full of goodies, winner will receive the pig that is currently in the hands of CBSC
- All proceeds will to the REALTOR® Foundation

XII. 2011 Meeting Schedule:

- ❖ Wednesday, May 18th
- ❖ Wednesday, June 15th

- ❖ Wednesday, July 20th
- ❖ Wednesday, August 17th
- ❖ Wednesday, September 21st
- ❖ Wednesday, October 19th
- ❖ Wednesday, November 16th
- ❖ Wednesday, December 14th

XIII. Wrap-up/Questions/Comments

- Schedule January meeting at Panera's as a working lunch (*each person is responsible for their own lunch*). Idea is to make it less stuffy and possibly encourage better attendance.
- Change time from 12Noon to 11am to allow for eating and meeting
- Place each event for the year in the Broker Briefing

XIV. Next Meeting:

Date: **Wednesday, May 18th**

Time: **11:00am to 12:30pm**

Place: **Panera's (Mayfaire)**

WILMINGTON REGIONAL ASSOCIATION OF REALTORS®
EQUAL OPPORTUNITY & CULTURAL DIVERSITY COMMITTEE

April 27, 2011 – 6:00PM

MEETING REPORT

Chair – Doc Hamm

Vice-Chair – Chrystal Fray

Committee Members Present: Doc Hamm

Staff Member(s) Present: Dayma Edwards

I. Welcome & Introductions:

II. Committee Involvement:

- Doc and I discussed the challenges we are currently facing in making the Diversity Committee relevant and a positive force in the association and the community.
- Unless we find a "breakthrough", the board should give serious consideration to re-allocating this committee's resources to areas with more member participation.
- Doc is not ready to "throw in the towel". He plans to informally get together with some of the other committee members within the next month to see if we can find a new direction and energy.

III. REALTOR® Walk: Cancelled for right now due to lack of attendance at meetings!

IV. Wrap-up/Questions and Comments:

V. Next Meeting:

When: *TBD*

Where: *TBD*

Time: *TBD*