

Insight

THE VOICE OF REAL ESTATE IN NORTH CAROLINA

VOL 102 NO 1 | FEBRUARY 2023

2022 NC REALTORS®

ANNUAL REPORT & STRATEGIC PLAN UPDATE

Dedicated to the advancement of North Carolina's
REALTORS® and their communities.





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Aggressively advance real estate interests through advocacy, political action, and consumer and member engagement.

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Promote professionalism, successful business practices and quality transactions.

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Discover which Legal Hotline questions made the top ten list for 2022

35 **Engage**

Provide value through relevant solutions to meet the needs and challenges of members.

41 **Impact**

Build vibrant, diverse communities and enhance the quality of life in North Carolina.



**WE OPEN DOORS
TO EVERYONE**



TALK TO US

Have something to talk about? Sure you do—and we want to hear it! Send us your comments, ideas or success stories to mallen@ncrealtors.org and you could be featured in the next Insight.

Insight

THE VOICE OF REAL ESTATE IN NORTH CAROLINA

Insight, Volume 102, Issue 1

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CLHMS, CRS, e-PRO®, SFR®, SRES®

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president's LETTER

2022 had its triumphs and trials like any other year, but we came out on top like we always do. This issue of Insight is a special edition that includes the 2022 Annual Report. You will find a snapshot of all the wonderful things we accomplished. And yes, “WE”—all 57,000 of us NC REALTORS®.

As your 2023 NC REALTORS® President, I want to keep the power of “WE” strong. This year I want to focus on how WE are opening doors all across this great state, from the mountains to the coast. Not just physical doors, but doors of opportunity and change for our clients, our community and our industry.

And we have proof. In 2022, we raised over 1.5 million dollars for NC REALTORS® PAC, making it the most successful year in our history. This achievement is just one of the many great things we did—I won’t spoil any more. I’ll let you read all about it for yourself. As you look at these statistics and accomplishments, I hope you see all the possibilities for 2023.

Here’s to opening doors all year long and beyond.

Your 2023 NC REALTORS® President,

Leigh Brown

ANNUAL REPORT & STRATEGIC PLAN UPDATE

2022





LETTER FROM THE CEO

ANDREA BUSHNELL

As we move into a new year, I am pleased to share with you our 2022 annual report. It was an eventful year, and I am proud to highlight our successes and opportunities for the future.

We made great strides in improving our organization in many areas. We achieved record fundraising goals, increased our membership and gave back to communities across our state.

As we look ahead, we will continue to strive to provide the best member experience, increase efficiency and explore new opportunities for impact. We are excited to continue to deliver value to you as an NC REALTOR®.

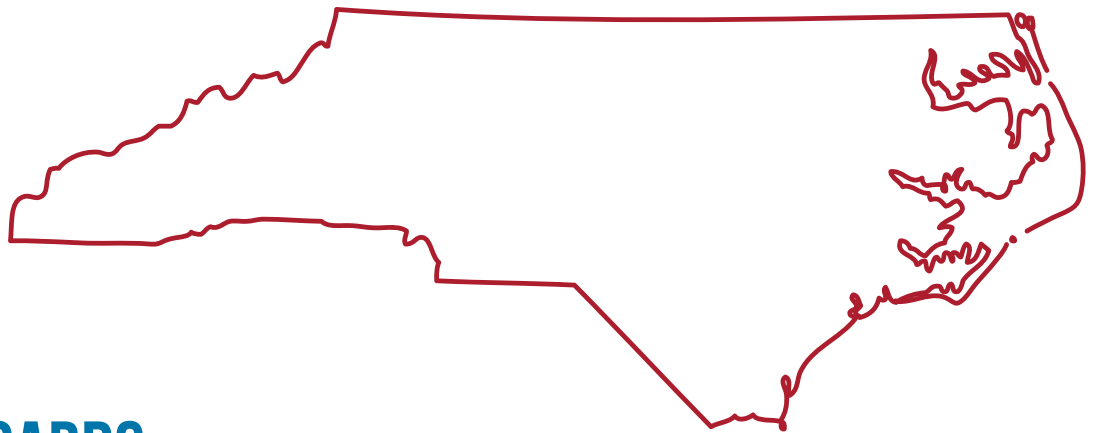
Thank you for your hard work and dedication this past year. I am confident that with your help we will continue to be successful in the future.

ASSOCIATION NEWS

MEMBERSHIP

57,000 STRONG

7TH LARGEST
STATE
ASSOCIATION



45 LOCAL BOARDS

Albemarle Area Association of REALTORS®
Brunswick County Association of REALTORS®
Burke County Board of REALTORS®
Burlington Alamance County Association of REALTORS®
Canopy REALTOR® Association
Cape Fear REALTORS®
Carolina Smokies Association of REALTORS®
Carteret County Association of REALTORS®
Catawba Valley Association of REALTORS®
Central Carolina Association of REALTORS®
Charlotte Region Commercial Board of REALTORS®
Cleveland County Association of REALTORS®
Coastal Plains Association of REALTORS®
Durham Regional Association of REALTORS®
Foothills REALTOR® Association of North Carolina
Gaston Association of REALTORS®
Goldsboro Wayne County Association of REALTORS®
Greensboro Regional REALTORS® Association
Hendersonville Board of REALTORS®
High Country Association of REALTORS®
High Point Regional Association of REALTORS®
Highlands Cashiers Board of REALTORS®
Jacksonville Board of REALTORS®

Johnston County Association of REALTORS®
Land of the Sky Association of REALTORS®
Lincoln County Board of REALTORS®
Longleaf Pine REALTORS®®
McDowell Board of REALTORS®
Mid Carolina Regional Association of REALTORS®
Mountain Lakes Board of REALTORS®
Neuse River Region Association of REALTORS®
Orange Chatham Association of REALTORS®®
Outer Banks Association of REALTORS®
Raleigh Regional Association of REALTORS®
Roanoke Valley Lake Gaston Board of REALTORS®
Rocky Mount Area Association of REALTORS®
Salisbury/Rowan Association of REALTORS®
Surry Regional Association of REALTORS®
Topsail Island Association of REALTORS®
Triangle Commercial Association of REALTORS®
Union County Association of REALTORS®
Washington Beaufort County Board of REALTORS®
Wilson Board of REALTORS®
Winston-Salem Regional Association of REALTORS®
Yancey Mitchell Board of REALTORS®

2022 EXECUTIVE COMMITTEE



Wendy Harris
President



Leigh Brown
President-Elect



Laurie Knudsen
Treasurer



Kelly Marks
Immediate Past President



Adam Upchurch
RVP – Region 1



Brooke Rudd-Gaglie
RVP – Region 2



Bruce Gates
RVP – Region 3



Jon Fletcher
RVP – Region 4



Ray Alexander
RVP – Region 5



John McPherson
RVP – Region 6



Carol Bradley
RVP – Region 7



Brenda Hayden
RVP – Region 8



Edward Baesel
RVP – Region 8



Renee Cooney
RVP – Region 9



Lewis Grubbs
RVP – Region 10



Renee Smith
RVP – Region 10



Kim Dawson
At Large Representative

NC REALTORS® — 2022 REALTOR® OF THE YEAR TREASURE FAIRCLOTH



The REALTOR® of the Year is awarded annually to an NC REALTOR® member who has rendered the most outstanding service to NC REALTORS® within the past few years.

NAR — 2022 DISTINGUISHED SERVICE AWARD CINDY CHANDLER



NAR's Distinguished Service Award is the ultimate recognition for the dedicated REALTOR® who has always set themselves apart as a leader. REALTORS® who receive the award have shown exceptionally meritorious service for at least 25 years and have been recognized as local leaders whose performance and involvement in political and community activities have been extraordinary.

NC REALTORS® AWARDS



Sue Franks
Hall of Fame Award



Stephanie Lanier
Innovation/Entrepreneurial
Award



Sofia Crisp
Ben Ball Community
Service Award



Tony Harrington
Committee Member
of the Year Award



Tom Gale
Regional Service Award
Region 2



Jonathan Fletcher
Regional Service Award
Region 4



Kathy Haines
Regional Service Award
Region 5



Catherine Robertson
Regional Service Award
Region 6



Peter Gallo
Regional Service Award
Region 8



Scan the QR code to learn
more about these awards.
ncrealtors.org/2022NCRAwards

NATIONAL ASSOCIATION OF REALTORS® RECOGNITION



Tony Harrington
Leadership Academy
Class of 2022



Alex Lawrence
30 Under 30



Allie Parker
30 Under 30

REALTOR® CERTIFIED EXECUTIVE (RCE) GRADUATE

This individual earned the RCE professional designation in 2022. The RCE designation is the only professional designation designed specifically for REALTOR® association executives (AEs). Additionally, it exemplifies goal-oriented Association Executives with drive, experience and commitment to professional growth.



Kate Morley
Raleigh Regional Association
of REALTORS®

Learn more about the RCE designation at [nar.com/realtor](https://www.nar.com/realtor).

IN MEMORY OF

Milton Aguilar
Regis Alexoudis
Robert Allen
Michael Alvarez
William Ashburn
Barbara Atchley
Anthony Austin
Keith Austin
Stephen Baker
Robert Barris
Jeanette Bell
Jeffrey Bernstein
Lewis Berryhill
Alton Best
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Neil Blake
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Robert McCutcheon
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A. Neil Newman
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Ardeicha Oliver
Al Olsen
William Osborne
Charles Owens
Isabelle Pagett
Anne Paine
Lucy Park
Joanne Parker
Marlene Peeler
James Peterson
Jon Peterson
Sandy Piercy
John Pierson
Kenneth Poindexter
Georgia Powell
Gordon Pressly
Michael Price
James Ramsey
John Register
Ralph Ricci
Scott Robinson
Karen Rufty
Arnold Sanchez
Dennis Sawyers
Gloria Scales
Trisha Scanlon
LuAnne Serpas
Melinda Shaw
Jo Simmons
Debra Smith
Freda Smith

Leigh Anne Snead
Pat Snow
Bryan Soden
Natalie Steen
Paula Stephen
Wayne Strickland
Jaclyn Sunderland
Hembree Sutton
Jerry Sutton
Jennifer Terflinger
Rodger Thixton
Jennifer Thomason
Russ Throckmorton
Richard Tindall
Donald Todd
Billy Townsend
John Troup
Jonathan Turner
Terry Turner
Christopher VanDyke
Alison Vessie
Jane Wallin
Gene Walters
Sandra Ward
Joy Watson
Charles Weill
Watson Wharton
Thelma Whisnant
Linda Wilkins
Steven Wilkins
Michael Willis
Richard Wilson
Jerome Wisdo
Bernadette Wolfe
Joseph Wray
Chris Yetter
Isabella Zaliagirris

AE SCHOLARSHIPS

These association executives (AEs) were honored with scholarships to attend events for professional development in 2022.

NAR AE Institute (\$1,000)

- Jamie Cooper, Jacksonville Board of REALTORS®
- Jo Anna Edwards, Goldsboro Wayne County Association of REALTORS®
- Morgan Harper, Central Carolina Association of REALTORS®

Regional AE Conference (\$1,000)

- Marianne Bartlett, Mountain Lakes Board of REALTORS®
- Carla Rose, Salisbury/Rowan Association of REALTORS®
- Joe Sutliff, High Point Regional Association of REALTORS®
- Bonnie White, Johnston County Association of REALTORS®

ANNUAL SPONSORS



10 ANNUAL SPONSORS

brought in \$39,000 in annual revenue

- CoreLogic
- Local Government Federal Credit Union
- Moving Marathon Company
- North State Bank
- Pearl Insurance
- SEI/Navica
- State Employees' Credit Union
- The CE Shop
- Truist
- Wise Agent



INNOVATIVE GRANT WINNERS

Five local REALTOR® associations were awarded the 2022 Innovation Grants by NC REALTORS®. The grant program funds innovative community programs across the state, which closely align with the REALTOR® mission and values. NC REALTORS® sought out programs, events or plans that change the way the real estate industry is perceived or how business is conducted.

- Hendersonville Board of REALTORS® – \$1,000
- Longleaf Pine REALTORS® – \$3,000
- Greensboro Regional REALTORS® Association – \$3,000
- High Point Regional Association of REALTORS® – \$3,000
- Land of the Sky Association of REALTORS® – \$5,000



Scan the QR code to learn more about how these associations plan to use their grants.
ncrealtors.org/2022InnovationGrantRecipients



Land of the Sky Association of REALTORS® collaborated with Thrive Asheville, a local nonprofit, on its Landlord-Tenant Partnership (“LTP”) initiative.

NC REALTORS® APPRAISAL SECTION

WHY YOU SHOULD JOIN

Grab a Seat at the Table



Are you a North Carolina REALTOR® who wants to make a difference when it comes to appraisal issues? Are you a North Carolina REALTOR® who is also a licensed appraiser? Joining the NC REALTORS® Appraisal Section advances your professional career, connects you with other REALTOR®-appraisers in the state, and gives you a seat at the table when important policy decisions are being made. Join us and help advocate on appraisal issues and promote the appraisal profession to fellow North Carolina REALTOR® members, elected and appointed public officials, the users of appraisal services, and the general public.

BENEFITS

- + Participation in Advocacy Efforts, including 2 seats on the NC REALTORS® Legislative Committee
- + Discounts on Continuing Education
- + Exclusive Communications & Updates
- + Statewide Professional Networking & Referrals

HOW TO JOIN

Visit ncrealtors.org/appraisal-section or contact Denise Daly at ddaly@ncrealtors.org.



NC HOMEOWNERS ALLIANCE

The **ONE** Group Fighting for Homeowners at the NC General Assembly

The Homeowners Alliance represents your interests in the North Carolina General Assembly.

From insurance to taxes, your representatives make decisions that directly impact your wallet. That's why the NC REALTORS® started the Homeowners Alliance.

By joining, you can stay up-to-date on some of the most important issues for homeowners. We'll never charge you for membership, and we'll never tell you who to vote for.

3 Ways to Join the Alliance from Your Phone

- 1 **LIKE** the NC Homeowners Alliance on Facebook
- 2 **SIGN UP** by typing "NC Homeowners Alliance" into your browser
- 3 **TEXT** "JOIN" to 919.813.2660

ADVOCATE

CORE GOAL

Aggressively advance real estate interests through advocacy, political action, and consumer and member engagement.

ADVOCATE

BE THE VOICE OF REAL ESTATE



ESTABLISHED WORKING RELATIONSHIPS

with 25+ state and major market newspaper, TV, Radio, and Magazine media outlets



ENGAGED WITH 30+ REPORTERS ON REAL ESTATE ISSUES

- Used state and local volunteer leadership spokespeople
- Supported by in-house communications specialist and external public relations consultants



2022 PRESIDENTIAL ADVISORY GROUPS

- **Sustainability 3022 PAG** reviewed opportunities to advance sustainability practices in the real estate industry, for the association and for the public
- **State Political Coordinator PAG** working to review and revise the duties of the SPC program to advance our advocacy efforts



2022 Legislative Meetings in Raleigh, N.C.



NC REALTORS® members gathered as real estate advocates at the 2022 Legislative Meetings in Raleigh, N.C.

STRENGTHEN THE CULTURE OF ADVOCACY AMONG ALL LOCAL ASSOCIATIONS AND MEMBERS



STATEWIDE ADVOCACY

Our Field GADs engaged in land use and property rights advocacy in multiple local jurisdictions, strengthening the culture of our advocacy efforts at the local level



BIENNIUM PRIORITY LEGISLATIVE

- Remote Online Notarization – Enacted
- Housing Relief Funding & Changes – Enacted
- Landlord Tenant Changes – Enacted
- Budget Priorities – Enacted
- Orphan Roads Acceptance – Enacted
- Elevator Protections – Enacted
- Heirs Act – Passed through House
- Short Term Rental Protection – Passed through House
- “Bad Bills” – All Stopped



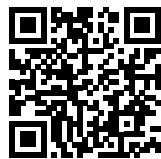
TRACKING 302 BILLS

that impact REALTORS® and real estate



2022 NC REALTORS® President, Wendy Harris, with Representative John Szoka at the 2022 Legislative Meetings in Raleigh, N.C.

PROMOTE JOB GROWTH AND ECONOMIC DEVELOPMENT



Scan the QR code to go to the NC REALTORS® Global Network website global.ncrealtors.org



BIG DEALS. BIG BUSINESS.

Participated in MIPIM and C5 Summit to bring commercial real estate investment to NC



2022 NAR PLATINUM ACHIEVEMENT AWARD WINNER

For the fifth year in a row, the NC REALTORS® Global Network has been awarded the National Association of REALTORS® (NAR) Platinum Achievement Award. This places NC REALTORS® Global Network in the top 10% of Global Councils nationwide. This award is presented to REALTOR® associations that provide the highest level of global services to its members by consistently providing the tools they need to handle international real estate and connect with the global community in the area. For more information, visit global.ncrealtors.org.

ELIMINATE BARRIERS TO HOUSING AVAILABILITY



STATEWIDE HOUSING SURVEY CONDUCTED

to discover the needs and priorities of Association Executives (AEs) and State Political Coordinators (SPCs)

STATEWIDE HOUSING SURVEY RESULTS | LOTS OF TALK, BUT NOT ENOUGH ACTION

Needs & Priorities

- More Affordable Housing
- More Workforce Housing
- More Market Rate Housing
- In Other Words – More Housing of All Types

Municipalities Agree

- More Housing at All Price Points

Barriers, Impediments & Issues

- Local Ordinances Too Restrictive
- Infrastructure Limitations and Cost
- NIMBYism
- Complicated, Lengthy Approval Process

How are We Doing?

- Most Municipalities “Working” on Housing
- Taskforces
- Studies
- Coalitions

Some Success Stories

- ADUs, UDO/Zoning Changes, Bonds, Land Banks, Habitat for Humanity Support

The Bottom Line

- Everyone Recognizes the Problem
- Lots of Talk but Little Action

State of Real Estate & NC REALTORS® Committee Meetings

September 2023

Virtual



STRIVE FOR FULL MEMBERSHIP INVESTMENT IN RPAC AND/OR CORPORATE ALLY PROGRAM

\$1.5 MILLION STRONG

NC REALTORS® PAC Update

After decades of demonstrating our critical role in the political arena, in 2022, NC REALTORS® PAC experienced its most successful year by raising over 1.5 million dollars in investments.

- In 2022, NC REALTORS® PAC raised **\$1,344,601 in hard dollars** and **\$163,834 in soft dollars** from CAP/PAF investments totaling **\$1,508,435** reaching **131%** of our **\$1,148,000 goal** this year! We have exceeded our goal and this year proved to be THE MOST successful fundraising year in NC REALTORS® history.

Triple Crown Review

- Dollar Goal: \$1,148,000 | Current: \$1,508,435 (131%)
- Major Investor Goal: 358 | Current: 430 (Including CAP Major Investors)
- Presidents Circle Goal: 36 | Current: 71
- Participation Goal: 35% | Current: 36% (19,881+investors)



Highlights

\$361,166 MORE RAISED

in 2022 than in 2021

10,000 MEMBERS

are new investors

\$26,000 MORE SOFT DOLLARS

raised in 2022 than in 2021, making the new record totaling over \$163,000

4,772 MORE INVESTORS

in 2022 than in 2021, making a new record of 36% participation

430 MAJOR INVESTORS

154 are new major investors
104 more than 2021

71 PRESIDENT'S CIRCLE MEMBERS

17 are new President Circle members
20 more than 2021, exceeding our goal of 36

31/45 LOCAL ASSOCIATIONS

achieved Triple Crown

28/45 LOCAL ASSOCIATIONS

achieved President's Cup

41/45 LOCAL ASSOCIATIONS

achieved 100% of their goal

30/45 LOCAL ASSOCIATIONS

achieved higher than 37% participation



2022 STATEWIDE ELECTION SUCCESS

- **94%** of NC REALTORS® PAC supported candidates won their races
- NC REALTORS® PAC distributed **\$779,200** in state races.

2022 NC REALTORS® PAC EVENTS



The dunk tank raised over \$1,000 during the Mid Carolina Regional Association of REALTORS® 1st Annual REALTOR® Family Picnic in July



NC REALTORS® PAC Awards during the 2022 Vision Quest/Winter Leadership Meetings at Grandover Resort & Spa in January



The Greensboro Regional REALTORS® Association raised over \$13,000 at an event with in May



The Raleigh Regional Association of REALTORS® rocked out at the Music Trivia Night and raised nearly \$18,000 in August



The Canopy REALTOR® Association raised \$20,750 at an NC REALTORS® PAC event at The Crunkleton Charlotte in October



NC REALTORS® PAC Wicked event during the NC REALTORS® Convention & Expo in October



Over \$9,000 was raised at an event with the High Country Association of REALTORS® in October



The Longleaf Pine REALTORS® raised \$10,000 at the Mash House Brewing Company in September



NC REALTORS® PAC Chair, Bill Aceto, at the Major Investor Reception at the NC REALTORS® Raleigh office in June



2023 National Association of REALTORS® President, Kenny Parcell, made an appearance at the Raleigh Regional Association of REALTORS® event that raised over \$14,000 in October



The Carteret County Association of REALTORS® raised over \$13,000 at their Swansboro, N.C. event in March



This team celebrated their win at the NC REALTORS® and Cape Fear REALTORS® 2nd Annual Fishing Rodeo in August



Jacksonville Board of REALTORS® hosted the Luau Major Investor Step Up event that raise approximately \$8,000 in September



The Johnston County Association of REALTORS® RPAC Golf Tournament at the Pine Hollow Golf Course in October



The first "Pave a Pathway to Success Installation" at the Raleigh office in May



The Winston-Salem Regional Association of REALTORS® raised over \$5,000 at their event at Kimpton Cardinal Hotel in August

As of January 6, 2023 | *Indicates President's Circle

Hall of Fame

\$75,000 Level

Leigh Brown

\$50,000 Level

Douglas Brindley

Maren Brisson-Kuester

Danny Brock

Andrea Bushnell

Robert Carter

Cindy Chandler

Bradley Cohen

Asa Fleming

Wendy Harris

Tommy Lawing

Valerie Mitchener

Sandra O'Connor

Tony Smith

Linda Trevor

Stephanie Walker

Patrice Willetts

Myra Zollinger

\$25,000 Level

Hadi Atri

Lou Baldwin

Margaret Bishop

Randall Blankenship

Ray Burton

Brett Bushnell

Brenda Carroll

Connie Corey

Linda Craft

Michael Davenport

Kim Dawson

Anne Marie DeCatsye

Margaret "Micki" Fisher

Susan Franks

Bill Gallagher

Peter Gallo

Anne Gardner

Bruce Gates

Swayn Hamlet

Tony Harrington

Amy Hedgecock

J. Alan Holden

Tomp Litchfield

Steven Norris

Jerry Panz

David Phillips

Teresa Pitt

Gary Rabon

Scott Rooth

Buddy Rudd

Renee Smith

Allen Tate

Cady Thomas

Ronnie Thompson

Mary Edna Williams

Platinum R's

Maren Brisson-Kuester*

Leigh Brown*

Robert Carter

Bradley Cohen*

Gretchen Coley

Asa Fleming*

Peter Gallo*

Anthony Harrington*

Wendy Harris*

Linda Trevor*

Golden R's

Bill Aceto*

Ed Alexander

Eddie Alie

Lee Allen*

Marvette Artis*

Hadi Atri

Dennis Bailey*

Louis Baldwin*

Chester Bartlett*

Bob Bates*

Kelly Benton*

Carol Bradley*

Shannon Brien

Douglas Brindley*

Shawn Britt

Andrea Bushnell*

Brett Bushnell*

Brenda Carroll*

Cindy Chandler*

Clifton Cheek*

Renee Cooney*

Linda Craft

Kim Dawson*

David Deal

Sheila Dodson*

Crystal Franklin-Copas*

Pam Furtney*

Mayaribe Galletta

Anne Gardner*

Bruce Gates*

Jason Gentry

Kathy Haines

Amy Hedgecock*

Christi Hill*

AnnMarie Janni*

Phillip Johnson*

Glenn Kirby

Thomas Lawing*

Jordan Lee

Laurie Linder*

Tim McBrayer*

Jon McBride*

John McPherson*

Valerie Mitchener

Steven Norris*

Sandra O'Connor*

David Phillips

Teresa Pitt*

Robert Rabon

Ginger Robles*

Brooke Rudd-Gaglie

Ea Ruth*

Amanda Smith*

Renee Smith*

Tony Smith

Cady Thomas*

Joshua Tucker

Brenda Hayden	Alan Leary	Perry Olive	Cassandra Snyder
Debra Hays	Andrew Leung	Steven Onisick	Margaret Sophie
Shawn Hays	Jim Lewis*	Mollie Owen	Michelle Steeley
Angie Hedgepeth	Zachary Lilly	Kimberly Parker	Sandra Stewart
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Lisa Hickey	Jeffrey Lynch	Wallace Peiffer	Joseph Sutliff
Stacy Hiers	Lolita Malave	Bob Percesepe	Michael Terbet
Sheree Higgins	Mark Mansfield	Len Perkins	Monica Thibodeau
Tania Higgins	Charmione Marcell	Jean-Paul Peron	Charles Thomas
Renee Hillman	Tyler Marcell	Talvia Peterson	Grady Thomas
Nicholas Hinton	Kelly Marks*	Alexis Pierson	Caitlin Thompson
Holly Hobbs	Beatrice Masotti	April Pike	Scott Thompson
Karen Hocutt	David Massey	Melinda Pope	Ronald Thompson
Deno Hondros	Sandra McAlpine	Fara Pourshariati	Richard Tolson
Joseph Hough	James McCook	Grayson Powell	Cindy Twiddy
Ellen Hough	Tikola McCree	Scott Pridemore	Adam Upchurch*
Bruce Hubbard	Debbie McFayden	Truby Proctor	Kathlene Vetten
Ruth Hudspeth	Melissa McKinney	Lori Ransom	Randolph Voller
Jessica Hughes	LeNoir Medlock	Thomas Rempson	James Wallace
Tonya Hunt	Tonia Melton	Ayesha Richardson	Cynthia Walsh
Sandra Hurst	Hilburn Michel	Soni Rider	Pam Webb
Patricia Irvin	Timothy Milam	Kelinda Rike	David West
Norwood Jackson	Phil Misciagno	Wyatt Rike	Kevin Wester
Tony Jarrett	Steven Mitchell	Karen Roberts	Stacey White
Regina Jenkins	Victoria Mitchener	Catherine Robertson	Kristina White*
Matthew Johnson	Zan Monroe	Kurt Rogerson	John Wilander
Dakeita Johnson	Jonathan Moore	Carla Rose	Lynn Wilkerson
Erin Jolly*	Kimberly Moore-Dudley	Janice Rosenberg	Susan Williams
Grace Jones	Patrick Morgan	David Sattelmeyer	Bruce Williams
David Jones	Michelle Morris	Bryan Selser	Shelia Willis
Julissa Jumper	Shirley Morrison	Patrick Serkedakis	Kimberly Wilson
Cristina Jurado	Jamie Moss-Godfrey*	Wallace Shealy	Michael Wong
Willo Kelly	Elizabeth Motsinger	Elisabeth Shuey	John Wood
David Kennedy	Lisa Myers	William Shugart	Joseph Woodall
Eric Knight	Rob Nanfelt	Desiree Sielen	Barry Woodard
Dolores Knudsen	Kristin Nash	Brooke Sines	David Worters
Jennifer Koonce	John Newman	Alison Sink*	Scott Wurtzbacher
Scott Korbin	Erin Nixon	David Small	Shaleen Young
Madalyn Kunow	Patrick Nooney	Lori Smith	Leslie Young
Marika La Sorsa	Fonda Norris	Betty Smith	Mark Zimmerman
Sherry Lahr	Elizabeth Ogburn	Tom Smith	Monica Zseltvay
Mahala Landin	John Ogburn	Cheryl Smith	

Countdown to \$1.5 Million Dollars



- 8 Top trade association PAC in NC
- 7 Raised over \$160,000 in CAP/PAF Investments
- 6 31 local boards/associations hit Local Triple Crown
- 5 36% participation
- 4 Statewide event fundraising raised \$260,000
- 3 Over \$270,000 was raised in local fundraising events
- 2 430 Major Investors with 71 President Circle members
- 1 **Raised over \$1.5 million dollars in 2022!**

Contributions to RPAC are not deductible for federal or state income tax purposes. Contributions are voluntary and are used for political purposes. Suggested amounts are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. Your contribution is split between National RPAC and the State PAC in your state. NC RPAC supports the efforts of National RPAC and contributes a portion of its contributions to National RPAC. Contact your State Association or PAC for information about the percentages of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116. In-kind contributions/donations are not included for the purposes of the National RPAC State PAC split. NC law requires political committees to report the name, mailing address, job title or profession and name of employer or employee's specific field for each individual whose contributions aggregate is in excess of \$50 in an election cycle. North Carolina law prohibits contributions of cash in excess of \$50 per day. Federal law prohibits contributions of cash in excess of \$100 per year. Contributions can only be accepted from individuals; in the form of personal checks, credit/debit cards and cash less than \$50 per day/\$100 per year. Contributions from corporations or business entities cannot be accepted. This solicitation was paid for by NC RPAC.

Connecting with your TECH SUPPORT TEAM just got easier

On the go? Take us with you!

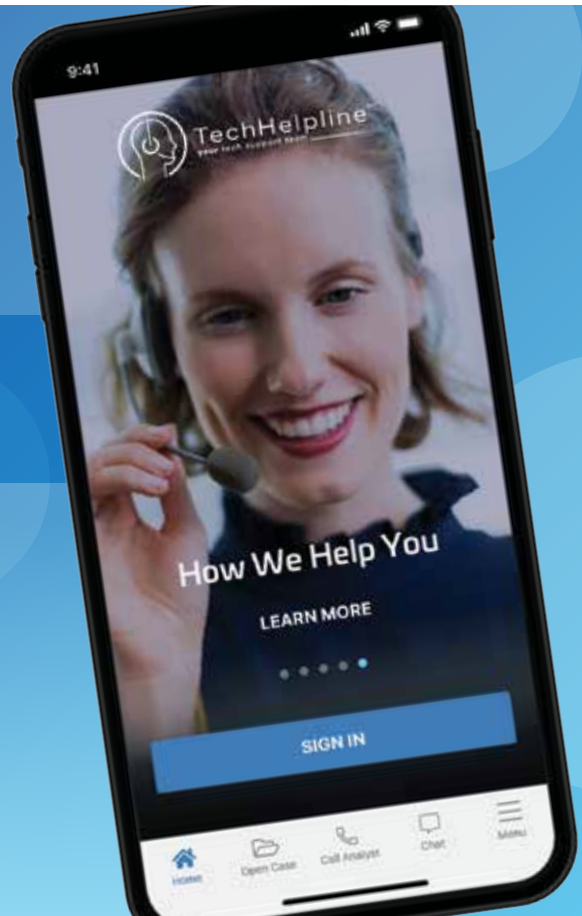
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NC REALTORS® PROPERTY MANAGEMENT DIVISION

WHY YOU SHOULD JOIN

Navigating The Pandemic

We know your life and your profession have been impacted by COVID-19. Property managers are on the front lines, keeping our businesses clean and safe, and working with tenants on rent solutions that will keep communities intact. Times are challenging, and we're here to help. NC REALTORS® PMD provides advocacy, education and tools to support North Carolina's professional property managers during this time of uncertainty.

BENEFITS

- + PMD Legal Handbook
- + Interactive Webinars & Training
- + Legislative Participation
- + Legal & Regulatory Updates

HOW TO JOIN

Any member of NC REALTORS® may join PMD. Visit ncrealtors.org/PMD for more information on PMD.

ELEVATE

CORE GOAL

Promote professionalism,
successful business practices
and quality transactions.

ELEVATE

REVAMP PROFESSIONAL DEVELOPMENT TO MAXIMIZE RELEVANCY AND REACH



3,400+ MEMBERS

members reached through online professional programming



PROFESSIONAL DEVELOPMENT PARTNERSHIPS

- NC REALTORS® Appraisal Section
- NC REALTORS® Property Management Division (PMD)
- NC REALTORS® Housing Foundation
- Local Associations
- NC Secretary of State's Office
- Freddie Mac
- REALTORS® Property Resource
- National Association of REALTORS®
- NC Home Inspector Licensure Board
- North Carolina Housing Finance Agency



8,000+ HOURS

of professional development earned



63 DESIGNEES

added to Graduate REALTOR Institute (GRI) this year



1ST HYBRID CONVENTION

- 800+ attendees
- 130 first-time attendees
- 10 hybrid sessions
- 6 roundtable discussion rooms



NEW ECLOSINGS IN NC COURSE

- 5 virtual classes and 1 in person class (all classes sold out!)
- 550+ registered

2022 GRADUATE REALTOR INSTITUTE GRADUATES



Lisa Alford
Cindy Arnold
Kristen Auten
Clarence Bailey
Heather Ball
Justin Barnes
Kenneth Barnwell
Angela Becker
Misty Bernot Wright
Vicky Beverly
Elizabeth Bolen
Shannon Brummer
Horace Bryan
Beth Butler

Danielle Coleman
Yozette Collins
Lisa Damico
Catherine Delano
Kevin Dovel
Megan Doyle
Jason Edwards
Andrea Flanigan
Camilla Forcum
Katherine Fox
Janelle Gibbs
Tiffany Gray-Napier
Janis Hall
Dehonor Hatton-Charest
Robert Herald
Todd Howard
Anna Hromyak
Jennifer Hunsucker
Edith Johnson
Tamara LaHue

Christina Long
Brett Marlowe
Donna McBrite
Tikola McCree
Amy Merrigan
Lisa Mitchell
Kimberly Montini
Laura Mulwee
Louise Norton
Gayle Pensabene
Gayle Pensabene
Len Perkins
Amy Petrenko
Victor Petrenko
Blake Pierce
Diane Rhodes
Jason Robbins
Kristina Robertson
Stephanie Sainz
Gretchen Shelton-Raiford

Stacy Sigmon
Dora Smith
Lisa Smith
Samantha Smith
Gregory Stewart
Celia Trivette
Annette Turcott
Kimberley Wallace
Brenda Ward
John (Jack) Westerhoff
Miranda White
Robin Whitener
Robin Whitener
Rebecca Williams
Nancy Witeck
Ann Wolf
Pamela Wolsey
Nykole Wyatt

ENHANCE OPPORTUNITIES TO EXCHANGE INFORMATION AND KNOWLEDGE WITH AND AMONG MEMBERS



HUNDREDS OF LISTENERS TUNING IN

for our new Discussions on Diversity segment of NC REALTORS® REdefined Podcast



7,000+ MEMBERS ENGAGED

in Mobile Mondays & Diversity Community Facebook Groups

FAIR HOUSING ACADEMY

launched in April of 2022 to help BICs facilitate Fair Housing training

- 8 videos
- 2 workbooks
- 3.5 hours of training
- 7 Fair Housing experts



Scan the QR code to learn more about the Fair Housing Academy.
ncrealtors.org/fairhousingacademy



The Fair Housing Academy Introduction: Why?



Part 1: The Fair Housing Charge: It Starts With You



Part 2: The Fair Housing Journey: Past, Present and Future



Part 3: The Fair Housing Test: Lessons from Long Island



Part 4: The Fair Housing Challenge: Because That's Who We R'



Part 5a: The Fair Housing Act – Residential Legal Obligations



Part 5b: The Fair Housing Act – Property Management Legal Obligations



Part 6: The Fair Housing Violation: Risks, Penalties & How to Avoid Them



After everything that happened in Long Island with the Newsday Report, NC REALTORS® realized it was time to expand our fair housing education and create tools and resources to help our Brokers-in-Charge (BICs) navigate issues related to fair housing and prevent serious violations. Working with the National Association of REALTORS® and other fair housing experts, NC REALTORS® created the Fair Housing Academy to help BICs facilitate fair housing training for their agents during monthly meetings, agent onboarding or in any way they feel is best.

TOP 10 LEGAL HOTLINE QUESTIONS OF 2022

legal QUIZ



BY JOHN WAIT
General Counsel

Last year was a momentous year in our industry, and members were not shy about using the NC REALTORS® Legal Hotline to navigate choppy waters. There were about 7,000 phone calls and emails placed to the Hotline in 2022! Member questions covered a lot of different topics. The top categories were:

Category	Percentage
Forms	36.0%
Miscellaneous	14.1%
Disclosure	11.0%
Landlord/Tenant	9.3%
License Law	7.4%
Contracts	4.7%
Commissions	3.3%
Code of Ethics	3.0%
Advertising	2.9%
Agency	2.8%
Fair Housing	1.7%
Property Management	1.7%
Local Board	0.7%

So which questions reached our top 10? Let's take a look.

QUESTION: *Offer to Purchase and Contract (Form 2-T) – Is my client under contract?*

ANSWER: Form 2-T becomes effective and binding on the date that: “(1) the last one of Buyer and Seller has signed or initialed this offer or the final counteroffer, if any, and (2) such signing or initialing is communicated to the party making the offer or counteroffer, as the case may be.” The buyer and seller are not under contract until these two elements are satisfied.

It's worth noting as a related matter that we have written several Q&As this year, published in the weekly REALTOR® Rundown, about withdrawing an offer or counteroffer. Until the contract becomes effective, either the buyer or the seller can withdraw any offer or counteroffer they make.

QUESTION: *Offer to Purchase and Contract (Form 2-T) – The seller failed to disclose a defect related to the property. Can my client terminate and get their Due Diligence Fee back?*

ANSWER: A seller ordinarily is not required to disclose facts about their property. However, a seller must disclose material facts when such facts are only known to the seller and not within the diligent attention, observation, and judgment of the buyer. In other words, if there is a material latent defect on the property only known to the seller, and the buyer cannot discover the defect through reasonable diligence, the seller has a mandatory duty to disclose.

If a buyer goes under contract, and it is later revealed that the seller failed to disclose a mandatory material fact or made a

misrepresentation that the buyer reasonably relied upon, then the buyer could have several legal claims. The claims would vary case to case, but if successful, the buyer could be entitled to damages. Such damages could be the amount necessary to place the buyer back in the same position they would have been had the offer not been made in the first place. That amount would at least include the Due Diligence Fee. Some claims available to the buyer could award substantially more damages, plus an award of attorney's fees.

QUESTION: Offer to Purchase and Contract (Form 2-T) – Is _____ a fixture that must convey?

ANSWER: Form 2-T describes two categories of fixtures. The first is found in paragraph 2(a), which states that all existing fixtures are included in the sale unless excluded in paragraphs 2(d) or 2(e). The term “fixture” in this paragraph is not defined and is controlled by state law. North Carolina uses the Total Circumstances Test to determine whether an attachment is a fixture and therefore part of the land. The test examines four factors: (1) the intention of the person installing the attachment; (2) the permanent or temporary nature of the attachment; (3) the way the property was adapted to accommodate the attachment; and (4) the relationship of the person installing the attachment.

The second category of fixtures is located in paragraph 2(b), which contains a specific list. Some of the items in this paragraph are personal property, like the garage door opener. Other items easily satisfy the Total Circumstances Test. What paragraph 2(b) does is make sure the bulleted items convey by agreement, giving buyers and sellers more certainty about what is, or is not, included in the sale.

QUESTION: Miscellaneous (Multiple Listing Service) – How do I comply with the Clear Cooperation Policy?

ANSWER: In 2019, the National Association of REALTORS® adopted a new, mandatory rule to be implemented by all Multiple Listing Services called the “Clear Cooperation Policy.” The policy requires that every participant make a listing available to all cooperating brokers within one business day of public marketing. The term “marketing” includes digital marketing on a public facing website, applications available to the general public, and other forms of public advertising. Agents can still market properties as “coming soon,” and any MLS rules limiting the showing of “coming soon” properties still apply. The National Association of REALTORS® has created an FAQ with more detailed information on their website.

QUESTION: Disclosure – Is _____ a material fact that I must disclose?

ANSWER: In general, a “material fact” is any fact that is important or relevant to the transaction. Because such a broad definition is not very helpful, the Real Estate Commission has provided some guidelines regarding what facts are generally considered to be “material.” Those guidelines state that the following are usually material: (1) facts about the property itself, such as a significant property defect or abnormality, i.e., a malfunctioning system, leaking roof, or a drainage problem; (2) facts that relate directly to the property such as a proposed zoning change, restrictive covenants, or nearby road projects; (3) facts that relate to a parties’ ability to complete the transaction; and (4) facts that are known to be of special importance to a party.

QUESTION: Landlord/Tenant – If a listed property has a tenant, is the lease binding on the buyer?

ANSWER: Generally speaking, yes. North Carolina law states that oral and written leases are binding on a buyer of real estate in most circumstances. Leases are property interests and usually remain binding on transfer from the landlord.

QUESTION: License Law – I received a Letter of Inquiry from the NC Real Estate Commission, and I’m freaking out! Can you help?!

ANSWER: This is as good of a time as any to remind members that we are not your lawyers. We can provide general guidance on questions of legal importance, but we cannot give specific advice on the Hotline. However, have no fear, because in this situation, general guidance may very well help you put together a game plan and sleep better at night.

The first question is whether the agent has E&O insurance. If so, a decision must be made on whether to contact them. Many, if not most, E&O policies have coverage for alleged violations of the License Law. This means they will assign an attorney to represent you in the Commission. They may even allow you to choose your own attorney. In either case, you may be able to have legal counsel in your corner without significant added cost.

The second question is whether there is probable cause that the agent violated the License Law. This determination is always made by the Commission itself, but on the Hotline, we can give general guidance as to how serious a potential violation might be on a case-by-case basis. Many times, agents leave the conversation relieved that their worst fears are not likely to occur.

legal QUIZ

QUESTION: *Contract – Can an agent bind their client to a contract?*

ANSWER: The law of agency in North Carolina provides that a principal will be bound by a contract made by his or her agent if the agent acts within the scope of his or her actual or apparent authority. In North Carolina, absent special authority, a real estate agent does not have the power to bind their principal to a contract to convey real property. NC REALTORS® standard form listing agreement does not confer authority on agents to bind their principals to real estate contracts. Absent evidence that the principal has executed a document, such as a power of attorney, granting the agent authority, the agent will not have actual authority to bind their principal.

As to whether an agent has apparent authority to bind their principal to a contract for the property, apparent authority has been defined by the courts as that authority which the principal has held the agent out as possessing or which he has permitted the agent to represent that he possesses. The principal's liability is determined by what authority a person in the exercise of reasonable care was justified in believing the principal had conferred on his agent. Unless there is evidence that the principal either held the agent out as possessing authority to bind them to a contract or permitted the agent to represent themselves as having such authority, a principal cannot be bound to a contract based on an apparent authority theory.

QUESTION: *Commissions – Can I share my commission with my client?*

ANSWER: Yes. The Real Estate Commission takes the position that brokers may rebate or pay a portion of their brokerage fees to buyers and sellers who purchase or list real estate through the broker, because a real estate license is not required of persons who list for sale real estate which they own or who purchase real estate for their own account. Agents should: (1) have the consent of the principal(s) (for example, if you are acting as a seller's (sub)agent or dual agent and want to share your commission with the buyer,

then obtain the seller's consent in writing); (2) disclose the payment to the lender; and (3) assure that the payment appears on the settlement statement (failure to disclose the payment on the settlement statement could constitute a "false statement to a lender," which is a federal crime and also a violation of the License Law and North Carolina Real Estate Commission rules).

QUESTION: *Code of Ethics - One of my agents would like to solicit a company's future business. Would there be a problem with the agent dropping off some marketing material for the owner's review and saying that he wants to be considered for the company's future business?*

ANSWER: Article 16 of the REALTOR® Code of Ethics prohibits REALTORS® from "taking any action inconsistent with...exclusive brokerage relationship agreements that other REALTORS® have with clients." There are 20 Standards of Practice related to Article 16. Standards of Practice are applications of ethical principles to specific conduct in specific circumstances as related to the various Articles of the Code.

Standards of Practice 16-3 and 16-6 are the most applicable. Read together, they draw an important distinction between two different types of solicitation: (1) the solicitation of a future listing agreement on a property that is currently listed with another REALTOR®; and (2) the solicitation of a listing agreement on property that the owner or future owner does not currently have listed. As illustrated by Standard of Practice 16-6, the first type of solicitation may be unethical unless the owner initiated the conduct with the REALTOR® regarding a listing on the property. On the other hand, the second type of solicitation is specifically permitted under Standard of Practice 16-3, which provides in relevant part that "Article 16 does not preclude REALTORS® from contacting the client of another broker for the purpose of . . . offering the same type of service for property not subject to other brokers' exclusive agreements," provided that "information received through [an MLS] or any other offer of cooperation may not be used to target clients of other REALTORS® to whom such offers to provide services may be made."

Using this framework, an agent can approach a prospect who is under exclusive agency so long as they make clear: (1) they're soliciting listings on projects that the company may develop or build in the future; and (2) they are not soliciting listings on any of the properties that the company currently has listed with another firm.

HAVE QUESTIONS FOR THE THE LEGAL HOTLINE? UNLIMITED CALLS EVERY WEEKDAY.



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KEEP YOUR MIND & SKILLS SHARP

ncrealtors.org/education-roundup



NC REALTORS® wants to help you build skills and adapt to changing times. Our website contains a roundup of broadcasts, webinars, courses, tools and programs to help you succeed. Visit ncrealtors.org/education-roundup for more information.

+ Live Virtual Courses

+ Online Courses

+ Live Webinars

+ On Demand Webinars

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GOT QUESTIONS? PLEASE CONTACT:

Savanna Reagin

NC REALTORS® Education Director

sreagin@ncrealtors.org

336.808.4239



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ENGAGE

CORE GOAL

Provide value through relevant solutions to meet the needs and challenges of members.

ENGAGE

ADDRESS THE NEEDS OF BICS, COMMERCIAL PRACTITIONERS, AND OTHER KEY CONSTITUENCIES

MEMBER SATISFACTION SURVEY



CONDUCTED A MEMBER SATISFACTION SURVEY

to gather data to better understand what members value and need in their business

- **2,073 members responded** giving us a **confidence level of 99%**

MEMBER SATISFACTION SURVEY RESULTS

Member Engagement

NC REALTORS® has a highly engaged group of members—evidenced by a very good survey response rate (for a state association), extensive write-in comments and a high awareness of many of your services. It is especially encouraging to see this level of participation from the Broker segment (almost 20%).

Broker segment

Brokers are a critical audience, given their ability to influence their Agents. Throughout the survey, Brokers cite legal support, information and risk reduction of high importance, usage and satisfaction.

Specifically, Brokers look to NC REALTORS® for:

- Legal updates (81%)
- Resources to help reduce risk (52%)

Legal Resources

Members, especially Brokers, highly value legal information. This area is an excellent niche for NC REALTORS® as the Legal Hotline ranks #1 in importance, and legal updates top the list for both satisfaction and value to members' businesses.

SUPPORTING OUR KEY CONSTITUENCIES

- Advocated for NC REALTORS® Appraisal Section
- Launched new Property Management Professional Series to bring a variety of educational opportunities for property managers (sponsored by PMD)

Thank You 2022 Instructors and Moderators of the Property Management Professional Series

- Amy Hedgecock
- Debbie Henry
- Stephen Long
- Cathy Robertson
- Mark Saunders
- Jennifer Stoops
- John Wait



INCREASE AWARENESS AND USE OF STATE ASSOCIATION BENEFITS THROUGHOUT THE LIFETIME OF MEMBERSHIP



HEALTH BENEFITS FOR NC REALTORS®

The NC REALTORS® Health Benefits Center launched in 2021 and continued to provide independent contractors and sole business owners an opportunity to take control of and save on healthcare expenses in 2022.



Scan the QR code to visit the NC REALTORS® Health Benefits Center ncrealthbenefits.com

PLEASE NOTE: NC REALTORS® will never call or text you about the Health Benefits Center. Any texts or calls about health insurance associated with NAR or NC REALTORS® could be a scam, so please proceed with caution. Our organization has not and will not sell your information to outside parties. If you do receive any texts or calls, please report any unsolicited communications from anyone claiming to be NAR or using the REALTOR® trademarks to fraudulently sell you an insurance product at insurancescam@nar.realtor. NAR has created this dedicated inbox to gather member reports of this scam, as part of NAR's ongoing efforts to investigate the matter. Please note that the inbox is not monitored and members will not receive an individual response.



REALTOR® PARTNERS PROGRAM

4 new partners added in 2022:

- EBG Solutions
- Incident Co
- TripPlanet
- Wise Agent

Carroll Cup Winner:

Raleigh Regional Association of REALTORS®



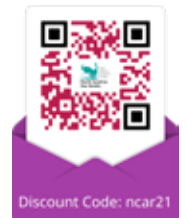
Scan the QR code above to learn more about the REALTOR® Partners Program. ncrealtors.org/save



Scan the QR code above to sign up for REALTOR® Partners Program newsletter. ncrealtors.org/partnerprogramnewsletter



Scan the QR code to the left to access the Office Depot/ODP Business Solutions store purchasing card.



Scan the QR code to the right to access the North Carolina Zoo Society information.

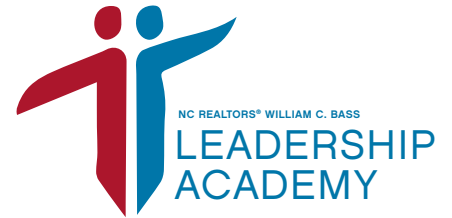


CONTINUE TO INCREASE GROWTH AND REACH ON NC REALTORS® FACEBOOK & INSTAGRAM



- Facebook engagement increased by **29.8%**, which means while we reached the same amount of people, we were able to get nearly **30%** more people engaging. Huge win!
- Instagram impressions increased by **23.4%**
- Instagram Story impressions increased by **311%**

CULTIVATE CURRENT AND FUTURE LEADERS TO ENSURE THE LONG-TERM SUSTAINABILITY OF OUR ASSOCIATION



NC REALTORS® William C. Bass Leadership Academy
Class of 2022 Graduates at the 2022 NC REALTORS®
Convention & Expo in Cherokee, N.C.

2022 GRADUATES NC REALTORS® WILLIAM C. BASS LEADERSHIP ACADEMY



Jennifer Bartlett
Carolina Smokies
Association of REALTORS®



Hannah Chan
Raleigh Regional
Association of REALTORS®



Raymond Evans
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of REALTORS®



Kristie Ferguson
Gaston Association
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Antonio Jones
Longleaf Pine REALTORS®



Tikola McCree
Union County
Association of REALTORS®



Philip Misciagno
Jacksonville Board
of REALTORS®



Gigi Robles
Carteret County
Association of REALTORS®



Alison Sink Vannoy
Winston-Salem Regional
Association of REALTORS®



Susan Williams
Mid Carolina Regional
Association of REALTORS®

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Vice Chair: Carla Rose, Salisbury Rowan Association of REALTORS®

RVP Liaison: Renee Smith, Raleigh Regional Association of REALTORS®

Staff Liaison: Denise Daly

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Legal Counsel: Caitlin Thompson

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Laurie Linder, Longleaf Pine REALTORS® (7/1/22 – 12/31/22)

Vice Chair: Laurie Linder, Longleaf Pine REALTORS® (7/1/21 – 6/30/22)

Patrice Willetts, Cape Fear REALTORS® (7/1/22 – 12/31/22)

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RVP Liaison: Adam Upchurch, Topsail Island Association of REALTORS®

Staff Liaison: Monica Huckaby

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Vice Chair: Marty McLaughlin, Charlotte Region Commercial Board of REALTORS®

Staff Liaison: Leigh Morgan & Caitlin Thompson

Legal Counsels: Will Martin & John Wait

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RVP Liaison: Jon Fletcher, Durham Regional Association of REALTORS®

Staff Liaison: Caitlin Thompson



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CORE GOAL

Build vibrant, diverse communities and enhance the quality of life in North Carolina.

IMPACT

DEMONSTRATE THE INTEGRAL ROLE OF REALTORS®

FAIR HOUSING MONTH

MEDIA CAMPAIGN

This year, we increased our member outreach and added a public media campaign for the first time.

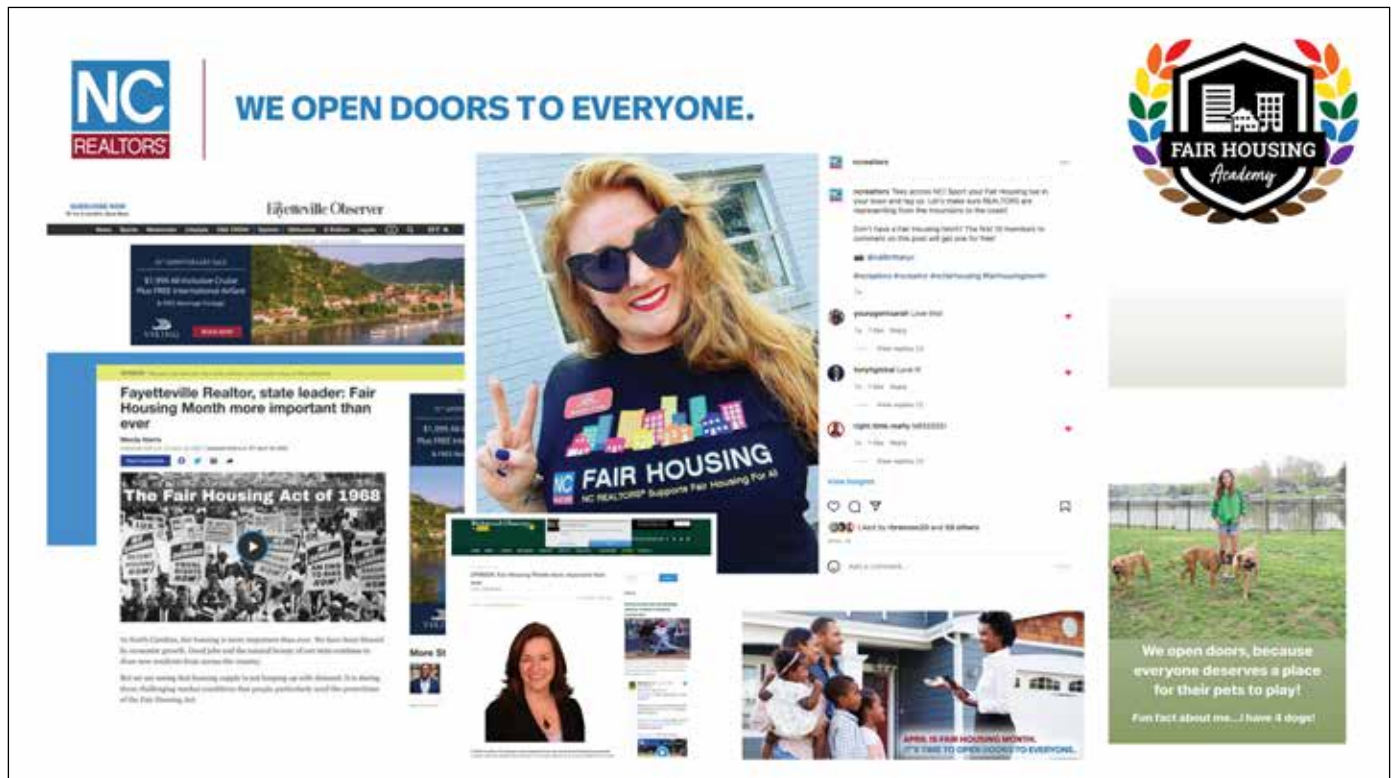
Media Delivered to:

- Statewide general audience radio
- Statewide African-American radio
- Hispanic Radio
- Statewide African-American newspapers
- Major market general audience newspaper
- Extensive web video broadcast
- Op-ed and talk radio live interviews with President Wendy Harris



MEMBER OUTREACH

- **Launched the Fair Housing Academy**, a training program and video series to support Brokers-In-Charge
- **Hosted virtual Fair Housing discussions** on Mobile Monday, BIC Talks webinar and podcast
- **15,000+ accounts reached** with Fair Housing Month posts on Facebook & Instagram



SUPPORT EQUAL OPPORTUNITIES FOR HOME OWNERSHIP

Workforce Housing Specialists

The Workforce Housing Specialist Certification Program provides real estate professionals with the knowledge of available programs and resources to assist workforce housing buyers while enhancing their skills, expertise, and versatility in the field of real estate.

The NC REALTORS® Housing Foundation certifies REALTORS® as Workforce Housing Specialists so that these real estate professionals can better understand the important issues and economic barriers facing those entering the housing market. The Housing Foundation provides educational programs, housing resources, and downpayment assistance that help more North Carolinians affordably purchase a home of their own. The Housing Foundation has been working to enhance this certification and increase the benefits to this very special group of REALTORS® and their clients.

For more information and to become a Workforce Housing Specialist, visit ncrealtorshf.org/become-a-specialist.



Scan the QR Code for more information on becoming a Workforce Housing Specialist ncrealtorshf.org/become-a-specialist



**NORTH CAROLINA
WORKFORCE
HOUSING
SPECIALIST**



**NC REALTORS®
HOUSING
FOUNDATION**

MEMBERS CERTIFIED IN 2022

- Clayton Arnold
- Kenneth Barnwell
- Nastassja Brennen
- Denise Brown
- Danielle Coleman
- Renee Cooney
- Tony Floyd
- Abby Edwards
- Daniel Fuhrman
- Freddie Harris
- Margaret Horine
- Donna McBrite
- Carrie Mercer
- Gayle Pensabene
- Marlana Riley
- Catherine Robertson
- Allana Ross
- Alisabeth Shelman
- Valerie Thompson
- Michael Woods

CHAMPION THE COMMUNITY-FOCUSED INITIATIVES OF THE HOUSING FOUNDATION



\$500,000 DONATED

to support the REALTOR Relief Foundation from the end of 2021 – 2022 (this donation is inclusive of the NC REALTORS® Housing Foundation donation of \$100,000)



\$20,000 IN GRANTS

received for NC REALTORS® Housing Foundation Down Payment Assistance Program



\$30,000

in Down Payment Assistance Grants awarded



**NC REALTORS®
HOUSING
FOUNDATION**



8 LOCAL ASSOCIATIONS AWARDED \$19,000

in Matching Grants for supporting local housing initiatives



NC REALTORS® GIVES BACK JOINED NAR'S REALTOR® VOLUNTEER DAYS

for a full week of impact in June

SPOTLIGHT HOW REALTORS® SERVE AND STRENGTHEN THEIR COMMUNITIES



NC REALTORS® GIVES BACK

NC REALTORS® Give Back is a way for local associations and their members to come together and participate in a housing-related service project in their area. This annual initiative began in June 2019 by the NC REALTORS® William C. Bass Leadership Academy and continues on now under the management of the NC REALTORS® Housing Foundation—NC REALTORS® housing opportunity foundation.

This year, NC REALTORS® joined NAR’s REALTOR® Volunteer Days on June 4 – 12, 2022, which allowed a whole week of REALTOR® volunteering opportunities! Together, NC REALTORS® made a real difference by serving their neighbors and strengthening their communities.

Thank you to our sponsors!



Scan the QR code to learn more about NC REALTORS® Gives Back
ncrealtorshf.org/givesback



Longleaf Pine REALTORS®



Canopy REALTOR® Association



Surry Regional Association of REALTORS®



Raleigh Regional Association of REALTORS®



Rocky Mount Area Association of REALTORS®



Raleigh Regional Association of REALTORS®



Central Carolina Association of REALTORS®



Gaston Association of REALTORS®



Durham Regional Association of REALTORS®



Brunswick County Association of REALTORS®



Carolina Smokies Association of REALTORS®



Raleigh Regional Association of REALTORS®



Jacksonville Board of REALTORS®



Jacksonville Board of REALTORS®



Greensboro Regional REALTORS® Association



Outer Banks Association of REALTORS®



Salisbury/Rowan Association of REALTORS®



Raleigh Regional Association of REALTORS®



mobilemondays

A Facebook Group for NC REALTORS®

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Short videos with tips to boost your business, presented by your peers and top industry experts.

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Insight

NC REALTORS® Statement of Ownership, Management, and Circulation

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NC REALTORS®
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FOUNDATION

Providing resources to create, expand
and encourage homeownership
opportunities for North Carolinians

ncreatorshf.org

Text to **GIVE**

Text **"RELIEF"** to **243725**



The NC REALTORS® Housing Foundation certifies REALTORS® as Workforce Housing Specialists* so that these real estate professionals can better understand the important issues and economic barriers facing those entering the housing market. The Housing Foundation provides educational programs, housing resources, and downpayment assistance that help more North Carolinians affordably purchase a home of their own. The Housing Foundation has been working to enhance this certification and increase the benefits to this very special group of REALTORS® and their clients. For more information and to become a Workforce Housing Specialist, visit ncreatorshf.org/become-a-specialist.

* The NC Workforce Housing Specialist credential is awarded and recognized by NC REALTORS® as a state-certification and is not affiliated with or endorsed by the National Association of REALTORS®.



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- Data Validation

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