

**REALETY WORLD®  
THE CAROLINAS  
REGIONAL OFFICE**

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**THE CAROLINAS  
Network News**

**IN THIS ISSUE**

Welcome to our Family	1
Top Producing	2
Top Producing Owners/BICs	2
Top Producing Offices	3
Birthdays	3
Around the Region	4

**Calendar of Events**

**2009 SC REALTOR  
ANNUAL CONFERENCE & TRADE SHOW  
SEPTEMBER 16 - 17, 2009  
COLUMBIA, SC**

**NCAR CONVENTION  
SEPTEMBER 27 - 29, 2009  
SAVANNAH, GA**

[WWW.NCARCONVENTION.ORG](http://WWW.NCARCONVENTION.ORG)

**REALETY WORLD® - THE CAROLINAS  
ANNUAL AWARDS BANQUET &  
BUSINESS CONFERENCE  
FEBRUARY 19 - 20, 2010  
WILMINGTON, NC**

**WELCOME TO REALTY WORLD®!**

**REALETY WORLD® - OF THE UPSTATE**

➤ Aaron Schmans

**REALETY WORLD® - PARTNERS**

➤ Vincent Beam  
➤ Jeffrey Hammitt

**REALETY WORLD® - THOMAS REALTY**

➤ Joe Kindley



**OLD REPUBLIC HOME PROTECTION** is on **Your Team!**  
*We're People Helping People*

We are honored to partner with **REALETY WORLD® - THE CAROLINAS**  
We are committed to providing you and your clients with outstanding service.

 <b>Teri Sisson</b> NC Mountains 800-282-7131 Ext. 1254	 <b>Angela Thompson</b> The Triad 800-282-7131 Ext. 1397	 <b>Patty Collins</b> Raleigh Metro 800-282-7131 Ext. 1385	 <b>Bonnie Davies</b> Coastal NC & SC 800-282-7131 Ext. 1373	 <b>Dawn Neary</b> Charlotte Metro & SC 800-282-7131 Ext. 1284
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**We Want to be Your Home Warranty Company for a Lifetime!**

David Jones, Broker/Owner REALTY WORLD® - CAROLINA LANDMARK was one of only six people in the nation to be admitted into the War College. On June 6<sup>th</sup> David graduated, earning his Masters Degree in Strategic Planning.

**CONGRATULATIONS DAVID!**

**2010 REALTY WORLD® - THE CAROLINAS  
Annual Awards Banquet & Business Conference**

HILTON  
WILMINGTON  
RIVERSIDE  
WILMINGTON,  
NC




Our Friday Night  
Networking Party  
will be on the  
Cape Fear Riverboat  
*The Henrietta III!*



ROOM RESERVATIONS  
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BUYER/SELLER SERVICES INTEREST

Welcome to REALTY WORLD®, an international organization of independently owned and operated real estate brokerage of foundation of over 30 years of excellence in service to the home buying and selling public. A high level of commitment to their real estate agents and to the clients they represent. Dedicated to what make our foundation strong. Please enter our world and discover why we believe that "the world"™. [To view our TV commercial, Click Here](#) 

**Northern California and Northern Nevada Offices, Please Click Here**

**facebook** Realty World Facebook Fan Page **You Tube** Realty World International Channel on YouTube

Find Office Find Agent Find Property Find Commercial

Location Information

Have you checked out the REALTY WORLD® Facebook and You Tube features on our National Website?



**TOP PRODUCING AGENTS FOR MAY 2009**  
**Based on Reports Submitted to Region Office by 6/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

**#1**  
 Newt Heilman  
 REALTY WORLD® - CAROLINA PROPERTIES

**#2**  
 Jennifer Morales  
 REALTY WORLD® - INTEGRITY FIRST

**#3**  
 Becky Rosen  
 REALTY WORLD® - CAROLINA LIVING

**#4**  
 Lisa Quin  
 REALTY WORLD® - ON SALEM STREET

**#5**  
 Chuck Nail  
 REALTY WORLD® - CAROLINA LIVING

**#6**  
 Elaine Main/Llew Ramsey  
 REALTY WORLD® - FIRST COAST REALTY

**#7**  
 Kathleen Furtner  
 REALTY WORLD® - FIRST COAST REALTY

**#8**  
 Karen Horvath  
 REALTY WORLD® - FIRST COAST REALTY

**#9**  
 Judy Ferguson  
 REALTY WORLD® - FIRST COAST REALTY

**#10**  
 Cooper Healey  
 REALTY WORLD® - SOUTHERN STYLE



**TOP PRODUCING OWNERS/BICS FOR MAY 2009**  
**Based on Reports Submitted to Region Office by 6/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

**#1**  
 Shawn Besanson  
 REALTY WORLD® - TRIANGLE LIVING

**#2**  
 Sandy Haynes  
 REALTY WORLD® - CAPE FEAR

**#3**  
 Phillip Healy  
 REALTY WORLD® - OF THE UPSTATE

**#4**  
 Caroline Thomas  
 REALTY WORLD® - THOMAS REALTY COMPANY

**#5**  
 Julie Stone  
 REALTY WORLD® - CAROLINA LIVING

**#6**  
 Becky Flarity  
 REALTY WORLD® - FIRST COAST REALTY

**#7**  
 Harold Chappell  
 REALTY WORLD® - CAPE FEAR

**#8**  
 Kimberly Sands  
 REALTY WORLD® - ON SALEM STREET

**#9**  
 Patty Edney  
 REALTY WORLD® - CAROLINA SHORES

**#10**  
 Eric Andrews  
 REALTY WORLD® - CAROLINA PROPERTIES



**We Want Your News!**  
 Send us your special events and announcements for future editions of *The Carolinas Network News*.  
 Just send us an email to [carolinas@realtyworld.com](mailto:carolinas@realtyworld.com)





**TOP PRODUCING OFFICES FOR MAY 2009**  
**Based on Reports Submitted to Region Office by 6/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

#1 REALTY WORLD® - FIRST COAST REALTY	#6 REALTY WORLD® - ON SALEM STREET
#2 REALTY WORLD® - CAROLINA LIVING	#7 REALTY WORLD® - THOMAS REALTY COMPANY
#3 REALTY WORLD® - CAROLINA PROPERTIES	#8 REALTY WORLD® - INTEGRITY FIRST
#4 REALTY WORLD® - TRIANGLE LIVING	#9 REALTY WORLD® - PARTNERS
#5 REALTY WORLD® - CAPE FEAR	#10 REALTY WORLD® - BOLLINGER & ASSOCIATES

**LOOK WHOSE BIRTHDAY IS IN JUNE\* ~ HAPPY BIRTHDAY!**

**REALTY WORLD® - BOLLINGER & ASSOCIATES**

Chris Davis ~ June 17<sup>th</sup>  
 Gerald Sprinkle ~ June 27<sup>th</sup>

**REALTY WORLD® - CAMBRIDGE REALTY**

Leigh Sossamon ~ June 12<sup>th</sup>  
 Matt Lowe ~ June 17<sup>th</sup>  
 Michelle Osborne ~ June 26<sup>th</sup>

**REALTY WORLD® - CAROLINA HOMETOWN PROPERTIES**

Rebecca Currin ~ June 12<sup>th</sup>  
 Karen Stewart ~ June 20<sup>th</sup>

**REALTY WORLD® - CAROLINA PROPERTIES**

Margaret Tunstall ~ June 21<sup>st</sup>

**REALTY WORLD® - CAROLINA LANDMARK**

Joseph Hilton ~ June 21<sup>st</sup>  
 David Alexander ~ June 4<sup>th</sup>

**REALTY WORLD® - CHATHAM PROPERTIES**

Steven Coble ~ June 22<sup>nd</sup>

**REALTY WORLD® - DESOTO TRAIL REALTY**

Tim Wade ~ June 7<sup>th</sup>

**REALTY WORLD® - DIANE CLINE & ASSOCIATES**

Diane Cline ~ June 7<sup>th</sup>

**REALTY WORLD® - EAST CAROLINA**

Ann Whitley ~ June 7<sup>th</sup>  
 Kirby Harris ~ June 27<sup>th</sup>

**REALTY WORLD® - FIRST COAST REALTY**

Dawn Barnes ~ June 4<sup>th</sup>  
 Harriett Joyce ~ June 5<sup>th</sup>  
 Sandra Davis ~ June 7<sup>th</sup>  
 Katrina O'Connor ~ June 12<sup>th</sup>  
 Daniel Bartolini ~ June 17<sup>th</sup>  
 Virginia Ives ~ June 18<sup>th</sup>  
 Debra Peloffy ~ June 23<sup>rd</sup>

**REALTY WORLD® - HAWKS & ASSOCIATES**

Howard Hawks ~ June 6<sup>th</sup>

**REALTY WORLD® - HERITAGE REALTY**

Alain Miller ~ June 5<sup>th</sup>  
 Penni Baldwin ~ June 14<sup>th</sup>

**REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES**

Diana Johnston ~ June 19<sup>th</sup>

**REALTY WORLD® - GRAND STRAND**

Sharon Newman ~ June 1<sup>st</sup>

**REALTY WORLD® - INTEGRITY FIRST**

Lisa Burton ~ June 13<sup>th</sup>  
 Anne Campbell ~ June 17<sup>th</sup>

**REALTY WORLD® - INVESTMENT MARKETING**

Pete Chenery ~ June 20<sup>th</sup>

**REALTY WORLD® - J.E. WOMBLE & SONS**

Catherine King ~ June 27<sup>th</sup>  
 Robin Mozingo ~ June 28<sup>th</sup>

**REALTY WORLD® - PARTNERS**

Cliff Day ~ June 5<sup>th</sup>  
 Nichele Parker ~ June 26<sup>th</sup>

**REALTY WORLD® - ON SALEM STREET**

Jeannette Gonyo ~ June 24<sup>th</sup>  
 Dave Cox ~ June 24<sup>th</sup>

**REALTY WORLD® - RICHARD McDONALD & ASSOCIATES**

Richard McDonald ~ June 13<sup>th</sup>

**REALTY WORLD® - SWANSBORO PROPERTIES**

Jean Cassalia ~ June 17<sup>th</sup>  
 Andrea Crosby ~ June 24<sup>th</sup>

\*Based on information received before 5/27/2009. We apologize if you joined REALTY WORLD® after that date and are not listed here.

**PREVIOUSLY OWNED HOMES SEE 6.7% INCREASE IN PENDING SALES**

Pending sales of existing homes posted their third consecutive monthly increase in April ~ 6.7% ~ the biggest improvement in more than seven years, according to the National Association of Realtors. "It's a very positive and encouraging number," said William Hornbarger, senior fixed-income strategist at Wachovia Securities. "It plays into the green-shoots, economy-stabilization story." ~Reuters (6/2)

**Reminder!**

Brokers-in-Charge remember to go to [www.ncrec.state.nc.us](http://www.ncrec.state.nc.us) between May 15<sup>th</sup> and June 30<sup>th</sup> to verify that all agents under your supervision have renewed their licenses.

This is important because you, as brokers-in-charge, are subject to disciplinary action if a broker at your office continues to list, sell, etc. real estate after his or her license expires. Also remember they must have an active license to receive any commission.

*A proposed rule change:* Require provisional brokers to have the consent of their broker-in-charge to advertise any real estate brokerage service, and to include in any advertisement the name of the broker-in-charge or the firm with which they are associated. Our note is that the REALTY WORLD® logo is required on all advertisements.

**REALTY WORLD® – THE CAROLINAS Academy**  
May, 2009



**Congratulations!**

Harold Chappell, Broker/Owner of REALTY WORLD® - CAPE FEAR is recognized at this year's REALTY WORLD® National Convention in Las Vegas.



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Michael Donnellan