



THE CAROLINAS Network News

REALTY WORLD® THE CAROLINAS REGIONAL OFFICE

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Calendar of Events

REALTY WORLD® - THE CAROLINAS

BROKER TRAINING

NOVEMBER 7 - 8, 2011

WITH RICK DELUCA (NOVEMBER 8TH)

MCKIMMON CENTER

RALEIGH, NC

THE CAROLINAS BROKER COUNCIL

AGENT TRAINING

WITH RICK DELUCA

NOVEMBER 9, 2011

MCKIMMON CENTER

RALEIGH, NC

NAR 2011 REALTORS CONVENTION

NOVEMBER 11 - 14, 2011

ANAHEIM, CA

WELCOME TO REALTY WORLD®!

**REALTY WORLD®
CAPE FEAR**

**Debra Davis
Samuel Jernigan, III**

**REALTY WORLD®
OF THE UPSTATE**

Ronald Olson

REALTY WORLD® - FIRST COAST shared a couple of pictures of the flood caused by hurricane Irene.

Our prayers go out to all who are still recovering from the storm.





TOP PRODUCING AGENTS FOR AUGUST 2011
Based on Reports Submitted to Region Office by 9/5/11

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- # 1
Ann Eatmon
REALTY WORLD® - LEVER & RUSSELL
- # 2
Elaine Maine & Llew Ramsey
REALTY WORLD® - FIRST COAST REALTY
- # 3
Sharon Barnes
REALTY WORLD® - FIRST COAST REALTY
- # 4
Teresa Smith
REALTY WORLD® - LEVER & RUSSELL
- # 5
Maggie Tunstall
REALTY WORLD® - CAROLINA PROPERTIES

- # 6
John Clapp
REALTY WORLD® - CAPE FEAR
- # 7
Lisa Quin
REALTY WORLD® - ON SALEM STREET
- # 8
Greg Stephenson
REALTY WORLD® - HERITAGE REALTY
- # 9
Melinda Pate
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES
- # 10
Marcia Holcomb
REALTY WORLD® - FIRST COAST REALTY



TOP PRODUCING OWNERS/BICS FOR AUGUST 2011
Based on Reports Submitted to Region Office by 9/5/11

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- # 1
Shawn Britt
REALTY WORLD® - TRIANGLE LIVING
- # 2
Patty Edney
REALTY WORLD® - CAROLINA SHORES
- # 3
Harold Chappell
REALTY WORLD® - CAPE FEAR
- # 4
David Lever
REALTY WORLD® - LEVER & RUSSELL
- # 5
Norwood Jackson
REALTY WORLD® - FIRST COAST REALTY

- # 6
Chris Latham
REALTY WORLD® - FIRST COAST REALTY
- # 7
Rebecca Jones
REALTY WORLD® - CAROLINA LANDMARK
- # 8
Veronica McBroom
REALTY WORLD® - PROFESSIONALS
- # 9
Tom Mallette
REALTY WORLD® - HERITAGE REALTY
- # 10
Bryant Brantley
REALTY WORLD® - YADKIN VALLEY

REALTY WORLD® - THE CAROLINAS
 Network News Newsletter Monthly Advertising Subscription Rates
 1/4 Page \$50 Email your advertisement to Maurice at
 1/2 Page \$100 Carolinas@realtyworld.com for review. Once
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 each month your subscription stays current,
 beginning with the first available newsletter
 release.

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
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TOP PRODUCING OFFICES FOR AUGUST 2011
Based on Reports Submitted to Region Office by 9/5/11

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- | | |
|--|--|
| # 1
REALTY WORLD® - FIRST COAST REALTY | # 6
REALTY WORLD® - CAROLINA SHORES |
| # 2
REALTY WORLD® - LEVER & RUSSELL | # 7
REALTY WORLD® - HERITAGE REALTY |
| # 3
REALTY WORLD® - CAPE FEAR | # 8
REALTY WORLD® - ON SALEM STREET |
| # 4
REALTY WORLD® - TRIANGLE LIVING | # 9
REALTY WORLD® - YADKIN VALLEY |
| # 5
REALTY WORLD® - CAROLINA PROPERTIES | # 10
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES |

LOOK WHOSE BIRTHDAY IS IN SEPTEMBER* ~ HAPPY BIRTHDAY!



- REALTY WORLD®
CAPE FEAR**
Laurie Smith ~ September 4TH
- REALTY WORLD®
CAROLINA PROPERTIES**
Rudy Vitaro ~ September 30TH
- REALTY WORLD®
CAROLINA SHORES**
Mary Bridges ~ September 25TH
- REALTY WORLD®
FIRST COAST REALTY**
Sandra Davis ~ September 20TH
- REALTY WORLD®
GENESIS**
Clayton Henderson ~ September 6TH
Sarah Brown ~ September 24TH




- REALTY WORLD®
GRAHAM/GRUBBS & ASSOCIATES**
Brenda Grubbs ~ September 12TH
Melinda Pate ~ September 13TH
Jane Somerville ~ September 16TH
- REALTY WORLD®
J.E. WOMBLE & SONS**
George Womble ~ September 20TH
- REALTY WORLD®
LEVER & RUSSELL**
Teresa Smith ~ September 15TH
- REALTY WORLD®
LISA TEDDER & ASSOCIATES**
Heather Spikes ~ September 8TH
- REALTY WORLD®
MARKETPLACE**
Melissa Sites ~ September 13TH

- REALTY WORLD®
ON SALEM STREET**
Ann Straub ~ September 27TH
- REALTY WORLD®
PROFESSIONALS**
Alan Karp ~ September 4TH
- REALTY WORLD®
THE CAROLINAS**
Ernie Wilkinson ~ September 22ND
- REALTY WORLD®
THOMAS REALTY COMPANY**
Jill McLester ~ September 13TH
Caroline Thomas ~ September 17TH
Christy Warren ~ September 22ND

*Based on information received by 8/25/2011. We apologize if you joined REALTY WORLD® after that date and are not listed here.



Make sure you're following FCC Rules when it comes to using our Logos and Marks. Check your marketing material, business cards, letterhead, email signature and website. Ask yourself these questions:

-  Do they all show the Register Mark (®) each time the words "Realty World®" are used in the text?
-  Is our Logo shaped properly - does the "O" in "World" form a perfect circle?
-  Is our tag line *The Right Agent Makes All The Difference In The World®* worded correctly and does it show the Register Mark (®)?

**New
Feature**

REALTY WORLD® ~ OFFICE SPOTLIGHT

Starting this month we are going to highlight our great offices in our newsletter. We'll feature two offices each month, going alphabetically by Office Name. We'll copy information from your Office's website or you can send us a news article, pictures or a write-up of a company event.

REALTY WORLD® BOLLINGER & ASSOCIATES

2180 CONNELLY SPRINGS ROAD

LENOIR, NC 28645

828-572-1235

www.realtyworld4you.com/

Our Mission

Our mission still remains very simple-always do what the Customer wants and charge a fair price for an excellent product. We want your experience of purchasing or building your dream home to be as simple and smooth as possible for you-our customer.



REALTY WORLD® - CAPE FEAR

1119 A MILITARY CUTOFF RD.
WILMINGTON, NC 28405
910-256-3528

4700 LONG BEACH RD., SE
SOUTHPORT, NC 28461
910-457-7715

<http://www.realtyworldcapefear.com/home.html>

Realty World® - Cape Fear is one of Southeastern North Carolina's most comprehensive full service real estate firms. We pride ourselves on our customer service based commitment and understand the value of having an open relationship with our clients. Through the years, we have adhered to the principal – the quality of service provided to our clients will ultimately determine the success of our company. For that reason, the focus of our entire team has been and always will be ***our client's needs come first.***

Each member of the Realty World® - Cape Fear team brings expertise ranging from land acquisition and development, foreclosures & short-sales, traditional brokerage services to full service property management. It's this array of expertise and service that sets us apart from our local competition and the reason that our past clients continuously return to us when they are in need of professional real estate services. At Realty World® - Cape Fear we believe that our client's are best served by providing them with a one-stop shopping experience for all their real estate needs.

You're not seeing double. Reece Brown, Broker/Owner of REALTY WORLD® - SOUTHLAND cornered the market in this neighborhood! Congratulations, Reece!



REALTY WORLD

Upside Down on Your Mortgage? You Have Options...

Realty World Today
The Right Agent Makes All the Difference in the World®

Welcome to Realty World Today

Being behind on your mortgage is a scary place to be. No matter what statistics you need today, know you are not alone. Foreclosure is common; at least 1 in every 30 homeowners is behind on a payment or will be this month. They feel they have no way out once they fall behind not realizing there are many options available to them. *Model is for illustrative purposes only.*

Do You Qualify for a Short Sale?

Have Confidential

- Home
- About Us Information
- Foreclosure Information
- Where to Begin
- Alternatives to Foreclosure
- Frequently Asked Questions
- Glossary of Terms
- About
- Contact Us

REALTY WORLD® - TODAY announced the launch of its new website www.NCShortSaleHelp.com and Jacksonville NC Short Sales Facebook page designed to assist the people of Onslow County who may be behind on their mortgage.

REALTY WORLD® - HERITAGE REALTY puts YouTube to work for them ~ check out their Channel!

<http://www.youtube.com/user/RealtyWorldMV#g/u>





WHERE CAN YOU FIND BUYERS?

Home Buyer Workshop

- ✓ Advertise 2 months in advance
- ✓ Neutral location with easy access
- ✓ Jointly sponsored by lender and realtor
- ✓ Door prizes, invitations, follow-up phone calls
- ✓ Supply Buyer's Guide/ Buyer Packet

Direct Response Marketing

Open Houses

Call Time

The Buyer e-Presentation

Excellent for First-Time Buyers

- ✓ Personal profile and your company's achievements
- ✓ The Buyer services offered by you and your company
- ✓ The agency relationships in your state
 - Buyer and seller representation
 - Fiduciary responsibilities and agent compensation
 - The benefits of choosing one professional realtor

CE Class

- ✓ Referral Brokers

2012 Awards Banquet & Business Conference

Hilton Wilmington Riverside

301 N. Water Street
Wilmington, NC



February 24 & 25, 2012

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Did you know there are free recorded Realty World® training sessions on the web? You can either view them online or download them to your computer. You can see the list at:

<https://realtyworld.webex.com/mw0306ld/mywebex/default.do?siteurl=realtyworld>

REALEY WORLD®
The Right Agent Makes All The Difference In The World

Recorded Sessions

Topic	Presenter	Date	Size	Duration	Format
YOU TUBE VIRTUAL MARKETING	Realty World	March 16, 2011	104 KB	25 minutes	APP
REALEY WORLD INC. BROKER MASTERING YOUR 2011	Realty World	December 7, 2010	35.56 MB	54 minutes	APP
No Agent Left Behind #1	Realty World	October 19, 2010	39.15 MB	44 minutes	APP
No Agent Left Behind #3	Realty World	October 12, 2010	42.82 MB	56 minutes	APP
No Agent Left Behind Class #2	Realty World	October 5, 2010	29.71 MB	39 minutes	APP
No Agent Left Behind Class #1	Realty World	September 28, 2010	43.89 MB	51 minutes	APP
Successful Negotiation Strategies	Realty World	August 24, 2010	42.19 MB	41 minutes	APP

On The Insider

MOVE IN/OUT
Let your company be seen on the internet. Start your search here!

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FREE PHONE NUMBER

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FREE HOMEWORK

FREE MOVING

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FREE HOMEWORK

FREE MOVING

<http://www.moveinandout.com/>

North Carolina Among Cheapest in Country for Mortgage Closing Costs

Charlotte Business Journal - by Olivia Barrow, Triangle Business Journal

Date: Monday, July 18, 2011, 11:18am EDT

North Carolina is the second-least-expensive state for mortgage closing costs even though those expenses are going up nationwide, according to a new survey from **Bankrate Inc.**

The Bankrate (NYSE:RATE) 2011 Closing Costs Survey shows that nationwide the average origination and title fees on a \$200,000 mortgage are up 8.8 percent from a year ago for a total of \$4,070.

In North Carolina, the total cost is \$3,410, which includes \$1,839 in title and closing costs, as well as \$1,571 in origination fees. Origination fees include lender charges for services such as underwriting and processing. Only Arkansas, at \$3,378, has a lower total.

New York is the most expensive state, with total fees of \$6,183. It is followed by Texas (\$4,944) and Utah (\$4,906).

[Click here to see how each state ranks](#) in the survey.

Even with the low closing costs and mortgage rates that dipped to an average of 4.51 percent last week for a 30-year loan, there are scant signs of improvement in Charlotte's housing market.

As previously reported, Charlotte-area home prices continued to fall through April, dropping to the lowest point since the Standard & Poor's/Case-Shiller Home Price Index began tracking housing markets in 2006.

Home prices in the Charlotte market dropped 6.6 percent for the year ended in April, according to the index.

That's only a fraction better than last month's index report, which showed Charlotte prices declining 6.8 percent for the year ending in March. Prices in April were down 0.3 percent from March levels.

