



February 2015

New River Valley Association of
REALTORS®
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Christiansburg, VA 24073
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www.nrvar.com
www.facebook.com/nrvrealtors



Valley Voice

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Important Change: CBS Codes Will Soon No Longer Be Required

We would like to make all of you aware of an important change that will be made to Affiliate Lockbox keys going forward. The NRVAR Board of Directors passed a motion on recommendation by the MLS/Lockbox Committee to end the CBS code requirement for keys issued to Affiliate members. We are currently working with Supra to make this change to the Affiliate member keys and will be notifying the membership as soon as we have an expected implementation date. If anyone has any questions about this change, please feel free to contact the Association Office!



CALENDAR OF EVENTS

March 25—Handgun Carry for REALTORS®, 9 AM

March 26—Board of Directors Meeting, 9:30 AM

March 27—REALTOR® Safety Presentation, 9 AM

March 27—Affiliate Appreciation Committee Meeting, 11 AM

April 1—Mold Remediation and Real Estate Course, 9 AM



Support the Virginia REALTORS® Legislative Agenda

REALTORS® Please Take Action Today and Ask Your State Representatives to Support the VAR Legislative Agenda!

On Wednesday, January 13th, all 140 members of the General Assembly convened in Richmond to begin the annual legislative session. As the business advocate for real estate professionals, the Virginia Association of REALTORS® has introduced a cohesive legislative package to promote homeownership and protect REALTORS® just like you!

ACT NOW to help homeownership thrive in Virginia, take action by clicking the link below and emailing your legislator to support the VAR Legislative Agenda!

Email your legislators and ask them to SUPPORT the VAR LEGISLATIVE AGENDA!

Visit the link below for more information on the REALTORS® Legislative Agenda and to email your representatives today!

<https://realtorparty.realtoractioncenter.com/site/Advocacy?cmd=display&page=UserAction&id=3467>

Congratulations 2014 Award Winners!



2014 REALTOR® of the Year

Jeremy Hart, Nest Realty

Mr. Hart has received the distinguished REALTOR® of the Year Award for his outstanding service as a REALTOR® and as a leader. He consistently demonstrates faithfulness to the principles of organized real estate and the REALTOR® Code of Ethics. Selection is based upon the recipient's achievements in the real estate industry, involvement in community affairs, and service to the New River Valley Association of REALTORS®. Congratulations Jeremy!



2014 Ethics in Action

Tommy Clapp, Coldwell Banker Townside

Mr. Clapp has received the Ethics in Action Award for his unwavering commitment to the REALTOR® Code of Ethics, professional standards, and education. He is recognized by clients, customers, and peers alike for being an outstanding REALTOR® to do business with. Congratulations Tommy!



Good Neighbor

Regina Piland, Century 21 Valley Real Estate

Mrs. Piland has received the Good Neighbor Award for her personal devotion to the local community. In volunteering her time and resources, Regina has impacted many individuals and organizations throughout our area and serves as a role model for us all. Congratulations Regina!

News from the Virginia Association of REALTORS®

VAR Home Sales Report Released: Spring Selling Season Looks Strong

The Virginia Association of REALTORS® released the January 2015 Home Sales Report on February 20th. The Virginia Home Sales Report is based on analysis provided by the Virginia Center for Housing Research at Virginia Tech. The report summarized that January sales and sale prices have improved year-over-year, and there has been an 8% increase in sales volume year-over-year.

VAR President Deborah Baisden commented on Virginia's Spring market by saying, "Going forward, Virginia can expect to see steady increases as the spring selling season begins. Mortgage interest rates and the Virginia unemployment rate continued to decrease in January and December, respectively. We expect the combination of those two factors to have a strong positive effect on spring sales."

The median sales price in January 2015 was \$239,900, which is 4.76% higher than January's median sales price in 2014, which was \$299,000, and 6.62% higher than median sales price in January 2013, which was \$225,000. Although the report saw some declining prices from the previous month, that trend is typical and not likely to affect the spring sales season.

The full report is available at www.varealtor.com.

To Good Neighbors, Community is Key

article by Jenny Wortham of VARBuzz

The application process is now open for the 2015 NAR Good Neighbor Awards.

For nearly two decades, these awards have recognized the volunteer service of REALTORS®. Dedication to community interests is a hallmark of National Association of REALTORS® members. NAR President Chris Polychron commented, "The Good Neighbor Awards remind us that REALTORS® build communities in many different ways." The awards celebrate a member's personal impact on the community through volunteer work, and each winner is granted \$10,000 gift to direct to the charity of his or her choice.

Virginia REALTORS® make significant contributions to the communities across our state, both through local associations and independently. Whether committing personal resources to fund the education of students in need, providing expertise to veterans on the Commonwealth's housing benefits, or sheltering those without homes, REALTORS® throughout Virginia devote care to their neighbors. VAR proudly recognizes the impact of our members and encourages you to celebrate your service-minded peers with the special Good Neighbor Award nomination. Entries must be submitted by Friday, May 15, 2015. For more information, contact Jenny Wortham, VAR Director of Community Outreach: jenny@varealtor.com or (804) 262-3755.



VAR Calendar of Events: March 2015

VAR COMMERCIAL DAY

Date: March 24, 2015 - 10:00am - 2:00pm

Location: University of Richmond - Jepson Center, 101 College Road, Richmond, VA 23229

Attention Commercial REALTORS®!

Join us for the 2015 VAR Commercial Day, our annual event that focuses on commercial REALTORS® featuring education sessions, networking opportunities, great speakers and a Deal Making Showcase. Our special guest speaker is **Martin Briley**, the president and CEO of the Virginia Economic Development Partnership (VEDP). Briley is a results-driven leader who is nationally recognized as a consensus builder, skilled negotiator, and deal closer.

News from the National Association of REALTORS®

Housing Starts Reach Six-Year Highs article from REALTOR® Magazine

Housing starts for single-family homes surged to the highest level in more than six-and-a-half years, a promising sign at the end of 2014, the Commerce Department reported Wednesday. "The last piece of the economic puzzle is starting to come together now as housing construction is coming back. The housing market is continuing to heal," Chris Rupkey, chief financial economist at MUFG Union Bank in New York, told Reuters. Homebuilding has been significantly low despite recent economic growth. Household formation has been running at about 500,000 a year – way below the 1-million mark that most economists consider healthy for the sector. But the Commerce Department's report on Wednesday hints at a turnaround: Single-family housing starts, the largest portion of the homebuilding market, rose 7.2 percent to a seasonally adjusted annual pace of 728,000 units in December. It's the highest level since March 2008.

Meanwhile, groundbreaking on the volatile multi-family market fell slightly at 0.8 percent in December. Overall, housing starts – reflecting the single-family and multi-family markets – increased 4.4 percent in December to a 1.09 million-unit rate. Economists point to several factors as helping to lift the new-home market, notably the 30-year mortgage rate is down more than 80 basis points from early 2014, the government's move to ease credit conditions, and overall wage and employment growth. "This should allow for many more individuals to enter the market. We expect much of the improvement to occur in sales at the lower end of the market, which has been lagging the overall housing recovery," says David Nice, an economist at Mesirow Financial in Chicago.

Overall for 2014, groundbreaking on single-family and multifamily homes rose 8.8 percent to 1.01 million units – the highest since 2007. However, the new-home market still has a ways to go. Building permits – a sign of future homebuilding activity – dropped 1.9 percent in December – mostly attributed to an 11.8 percent drop in the multi-family segment. Yet, single-family permits increased 4.5 percent, marking the highest level since January 2008. Building permits in the South in December reached their highest level since February 2008.



REALTOR® Fact of the Month

NAR's library in Chicago, IL was established in 1923 and now holds the largest collection of publications on real estate in the world. It can be used by NAR members across the country.

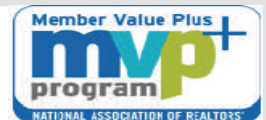
MORTGAGE FORGIVENESS TAX RELIEF ACT PASSED!

The package of tax extensions approved by the U.S. House and Senate, and headed to the President's desk for signature, includes important provisions that will help distressed homeowners and commercial property investors with transactions made during 2014. NAR applauds Congressional leaders in both chambers for coming together to pass this legislation before adjournment. The following is a statement issued by NAR President Chris Polychron on the approval:

"The package of tax extensions approved by the U.S. House and Senate, and headed to the President's desk for signature, includes important provisions that will help distressed homeowners and commercial property investors with transactions made during 2014. NAR applauds Congressional leaders in both chambers for their effort to pass this legislation before adjournment. Realtors® strongly supported the bipartisan Mortgage Forgiveness Tax Relief Act, which was included in the package to prevent underwater borrowers from paying taxes on any mortgage debt forgiven or cancelled by a lender in a workout or after their home was sold for less money than was owed. We are grateful to Sens. Debbie Stabenow, D-Mich., and Dean Heller, R-Nev., and Reps. Tom Reed, R-N.Y., and Charlie Rangel, D-N.Y., for championing the provision. The legislation also includes one-year extensions of the 15-year depreciation schedule for leasehold improvements and the deduction for improvements to energy efficient commercial buildings."

NAR March Member Offer

You have until March 15, 2015 to order the Market Yourself with Social Media Bundle-Download product & claim your Reward from the Realtor.org/Store before it expires.



YOUR ACTION: Enroll in the FedEx Advantage® Program with Special Savings for NAR Members through the REALTOR Benefits® Program. Use passcode LCRS8p01

YOUR REWARD: Market Yourself with Social Media Bundle-Download, PLUS a Chance to Win an Apple iPad Air 2
The Market Yourself with Social Media Bundle-Download includes the "Social Media for REALTORS®: Digital Marketing-Download" and "Real Estate Marketing Guide to Keyword Research" eBook from Placester, a REALTOR Benefits® Program Partner.

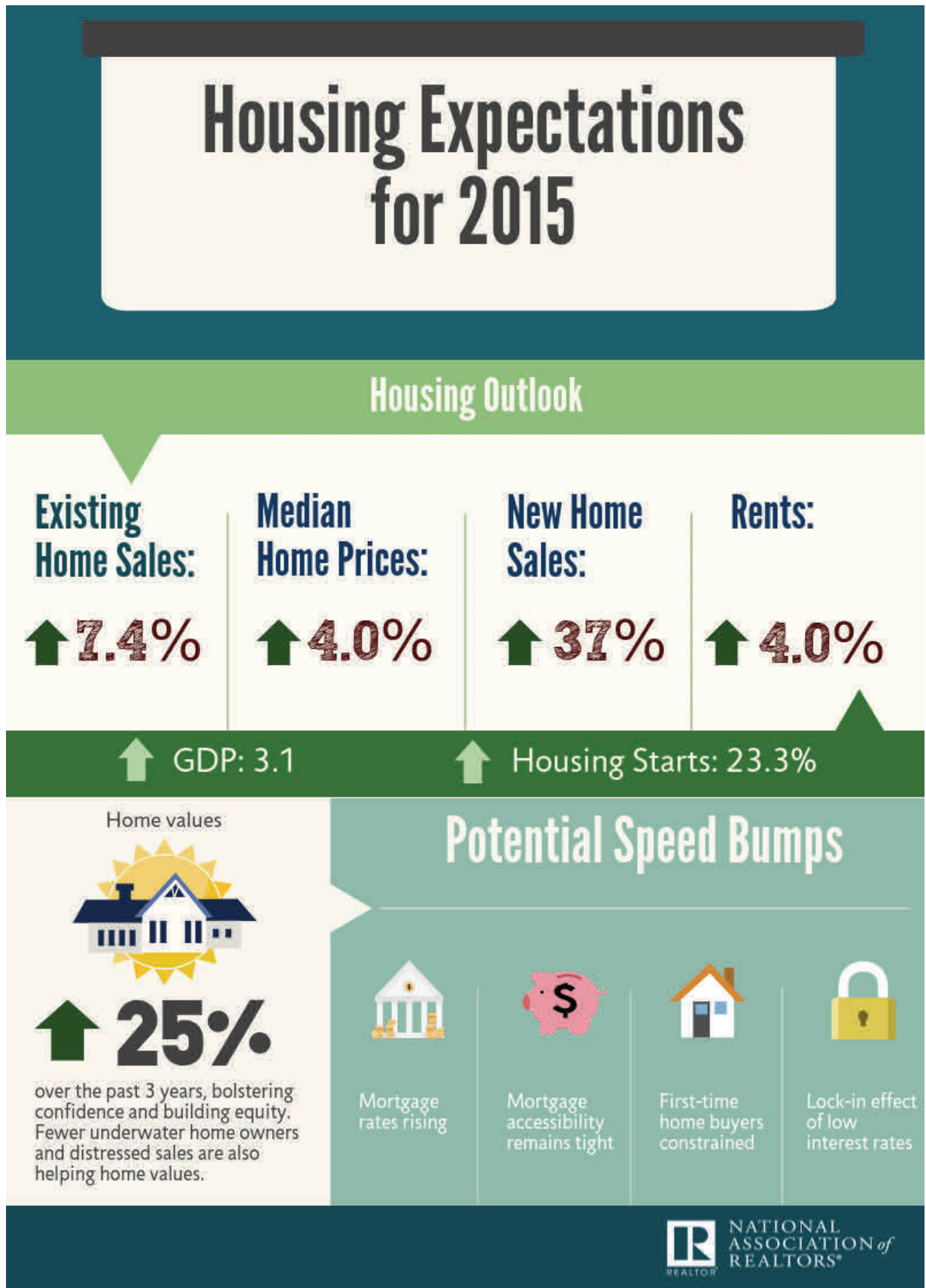
The Apple iPad Air 2, provided by NAR's REALTOR Benefits® Program*, will be rewarded to one randomly selected MVP participant who successfully completes the action by February 15, 2015. The randomly selected participant will receive an Apple iPad Air 2 Wi-Fi 64GB with Speck StyleFolio Case – Space Gray.
eProduct Value \$11.95, Apple iPad Air 2 value: \$638.95

Details: FedEx, a REALTOR Benefits® Program participant, offers a host of shipping and marketing solutions to help you save money and sell homes faster. Use your discount at your local FedEx Office to print professional listing presentations, reports, yard signs, direct mail postcards and more. And don't forget to use FedEx® shipping for contracts and other important documents, as well as your personal shipping needs!

Visit mvp.realtor.org for more details.

Housing Market Trends for 2015

Where are sales and interest rates heading? And what are the potential speed bumps ahead? Here is a quick infographic with highlights from NAR Chief Economist Lawrence Yun's forecast for the 2015 housing market.



Looking Back: The Month in Review

ListHub Training



RPR Training



Strategic Planning Session



Lunch & Learn: Debbie Campbell, Stage 2 Smile and Lesa Myers, Project Move Up





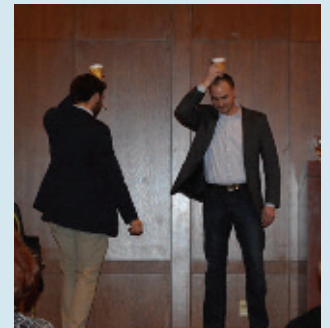
Silver Soirée

2015 Annual REALTOR® Celebration

THE INN AT VIRGINIA TECH

FRIDAY, JANUARY 30, 2015

6:00PM-9:00PM



2015 REALTORS® Day on the Hill

The most powerful trade association voice in Virginia had its Day on the Hill in Richmond on February 11, 2015. More than 500 members of the Virginia Association of REALTORS® came together at Capitol Square — for the REALTORS® Day on the Hill, to speak with their respective Virginia General Assembly representatives. VAR has introduced nine pieces of relevant legislation that cover a wide range of issues that could impact Virginia’s 30,000 REALTORS® and the rights of property owners in the state.

“As the largest professional trade organization in the Commonwealth, the REALTOR® vote has a great impact on Virginia legislation. The REALTOR® vote represents the collective voices of REALTORS® and the residents of the towns and cities they live in. We have a finger on the pulse of communities because we are integrated within their communities,” said Deborah Baisden, president of the Virginia Association of REALTORS®.

“VAR has crafted some very significant legislation – ranging from educating buyers early on in the sale process in order to understand the need for flood insurance certification to asking for stiffer penalties for violent crimes that target REALTORS® and others who may be vulnerable. The bills we drafted represent the best interests of all property owners, not solely REALTORS®,” Baisden added.



Delegate Nick Rush - VA House of Delegates, District 7



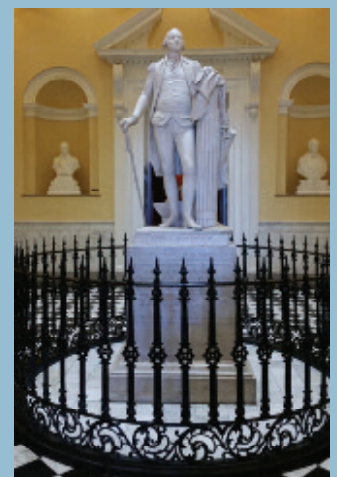
Virginia Senator John S. Edwards- Senate of Virginia, District 21



Delegate Jeffrey Campbell - VA House of Delegates, District 6



Virginia Senator Ben Chafin - Senate of Virginia, District 38





The Village gourmet

A full-service event venue in Blacksburg catering to corporate events, large celebrations and social receptions with ample parking. The Village Gourmet offers locally sourced, scratch made fare and a variety of indoor and outdoor settings.



www.villagegourmet.org • 2387 Warm Hearth Drive, Blacksburg • (540) 443-3457



THERE'S NO TIME LIKE THE PRESENT FOR
REALTOR® SAFETY

CLICK TO VISIT WWW.REALTOR.ORG/SAFETY

REALTOR SAFETY SAFETY IS ALWAYS SASTIVE

NATIONAL ASSOCIATION of REALTORS®

Never Forget Your Safety

September may be REALTOR® Safety Month, but it's important that REALTORS® keep safety top of mind every day. In addition to a training presentation, helpful tips, articles, videos and webinars, NAR has updated www.realtor.org/Safety with Resources for REALTORS®, which provides information on safety smart phone apps, safety products and a growing list of safety experts. The REALTOR® Safety Program reminds members to know about the potential dangers they face every day, take precautions and be prepared to avoid risky situations whenever possible.



LOWE'S NEVER STOP IMPROVING.

NATIONAL ASSOCIATION of REALTORS®
REALTOR Benefits Program

The Lowe's Program for REALTORS® is an exclusive on-line marketing tool that enables you to send free, personalized 10% off eCoupons and *Creative Ideas* magazines to your home buyers and sellers. They'll love you for it, and best of all, it's fast and free! Plus you can purchase Lowe's gift cards at a 5% discount, a perk only for REALTORS® through this offer. Visit www.lowesrealtorbenefits.com for details!



New River Valley
Home Builders Association
HOME EXPO
2015

*Where can you go to meet BUILDERS,
HOMEOWNERS & NEW CLIENTS
all at once?
THE NRVHBA HOME EXPO!*

*VOLUNTEER FOR A FEW HOURS,
and
GET FREE ADMISSION TO THE
EVENT!*

*Over 2500 consumers over 3 days
100+ Exhibits*

MARCH 13-15

**NRVAR
Members:
Volunteer
Today!**

Cburg Rec Ctr

NRVHBA
1111 North Main St
Suite C
Blacksburg, VA 24060
540.443.0090

HERE'S HOW:

VolunteerSpot - Here's how it works in 3 easy steps:

- 1) Click this link to see our Sign-Up on VolunteerSpot: <http://vols.pt/6Kn5GU>
- 2) Review the options listed and choose the spot(s) you like.
- 3) Sign up! It's Easy - you will NOT need to register an account or keep a password on VolunteerSpot.

**OR CALL LYNN GREGORY AT:
540.250.6443**





NRVAR & All Pest Control present:



**John Wilburn
REALTOR®**

NRA and Glock Certified Instructor & Armorer

Wednesday, March 25, 2015

9:00am-6:00pm

NRVAR Classroom (9am-1pm)

Break for Lunch

Private Range in Blacksburg (2pm-6pm)

Handgun Carry for REALTORS®

Everything is included, but you are welcome to make prior arrangements with the instructor in order to bring your own handgun and factory loaded ammo to the range portion of the training.

\$70 members, \$75 non-members (\$10 discount for CHP Holders!)

Member Guests and office staff welcome!

Learn about your rights.

Fulfill your training requirements for a VA concealed handgun permit.

Learn what locations are off-limits to carry.

Integrate everyday handgun carry into your security when hosting open houses and showing properties.

Learn to shoot or improve your skills at the range.

**If you would like to participate, please register by March 18th
By contacting the NRVAR office at 540-381-9354 or by email at mls@nrvar.com**

**For more information about the class,
Please visit <http://chpclass.com> OR send an email to john@chpclass.com.**

Lt. James Bowyer of the Montgomery County Sheriff's Office

REALTOR® Safety Presentation

**Friday, March 27, 2015
9 AM—10 AM
NRVAR Classroom**

Safety should be a top priority for every REALTOR®. Be sure to join Lt. James Bowyer, Crime Prevention Specialist with the Montgomery County Sheriff's Office, for a discussion on personal safety for REALTORS®.

The presentation will include:

- Personal safety steps for meeting potential clients
- What to consider before, during and after a showing
- How to handle a potentially dangerous situation

The presentation will include time for questions, so you can be sure to get answers for all your safety concerns!

Additionally, there will be a **FREE BREAKFAST!**



To Register Contact:

New River Valley Association of REALTORS®, 125 Ponderosa Drive, Christiansburg, VA 24073

Phone: 540.381.9354

Email: mls@nrvar.com

2015 RPAC Contributors

Together we can reach our
RPAC goal!

Invest in RPAC today! RPAC Fair Share:

Principal Brokers/ Appraisers – \$99.00

Associate Brokers – \$65.00

REALTOR® Members – \$35.00



Golden R \$5000+

Charles Burnette

Sterling R \$1,000+

Jeanette Boyd

Beth Dalton

Amy Hudson

Tina Merritt

James Nolen

NRVAR

\$250+ Capitol

Insider

Louise Baker

Tommy Clapp

Jeremy Hart

Frank Kregloe

Donna Travis

\$99+ Club/Broker

Fair Share

William Angle

Donald Barker

David Branch

Jeannie Chang

Katrina Compton

Phillip Darnall

Annette David

Lawrence DeHart

DeeDee Edwards

Mike Eggleston

Susan Erickson

Ed Gallimore

Sandy Grant

Darin Greear

William Haithcock

Kit Hale

Leslie Jester

Richard Lavinder

Phillip Morris

Douglas Phillips

Bryan Rice

Richard Varney

Jim Wagoner

Jane Walters

Bryan Ware

Associate Broker Fair

Share \$65+

Dorothy DeHart

Wayne Elliot

Jean Keith

Carol Lavinder

Tara Skewes

Tina Whetzel

Agent Fair Share \$35+

Bernadette Alfonso

Donita Anderson

Rachel Anker-Johnson

Steve Ayers

Dawn Bell

Chloe Bishop

Reggie Britts

Samuel Burnette

Linda Carter Chandler

Charlotte Chan

Judy Chang Walters

Debra Chase

Christine Chittenden

Karen Cox

Gary Douglas

Kaelyn Globig

Joyce Graham

Rebecca Hale

Mary John Hall

Nicole Harless

Benjamin Harris

Rebecca Harris

Adam Harrison

Susan Harrison

Connie Hedrick

Maggie Hicks

Matt Hicks

Anne Hite

Rachel Hogan

William Isenhour

MJ Jarrett

Brian Jaunareno

John Johnson

David Lane

Carol Lidgard

Angela Lieb

Chip Light

Susanna Lilly

Mary Lynch

Nancy Massey

William McCraw

Elaine McKaughan

Aloma Meador

Rhonda Melton

Kimberly Merrell

Priscilla Morris

Patty Mostaghimi

Mike Noren

Tom O'Neill

Mihwan Park

Mary Piedmonte

David Phillips

Vickie Phillips

Jeffery Price

William Price

Debra Radcliffe

Benita Rice

Henry Schneider

John Skelton

George Smith

Desi Sowers

Jennifer Sowers

John Travis

Terrance Vangelos

Stella Wheeling

Christine Wilson

Thomas Woods

Chris Wright

Doug Wright

Yan Yang

Sheila Zellers

Participation

Up to \$35

Mike Johnston

Joan Mitchell

Megan Roschelli

Affiliate Member

Participation

Susan Stroup - \$100

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear:

REALTORS® raise and spend money to elect candidates who understand and support their interests.

The money to accomplish this comes from voluntary contributions made by REALTORS®. These are not members' dues; this is money given freely by REALTORS® in recognition of how important campaign fundraising is to the political process. RPAC doesn't buy votes.

RPAC enables REALTORS® to support candidates that support the issues that are important to their profession and livelihood.

2015 Affiliate Members

Platinum Members—\$2,000

Alcova Mortgage
First Bank & Trust Company
Freedom First Credit Union
Shelor Motor Mile
Wells Fargo Home Mortgage

Gold Sponsors - \$1,000

Atlantic Bay Mortgage Group
Farm Credit of the Virginias
First Community Bank
Patrick K. Moore, P.C.
Southwest Virginia Moving
& Storage
Spicer Law Firm, P.C.
The Shaheen Firm, P.C.
Union Mortgage Group

Silver Sponsors - \$500

BB&T Mortgage, Inc.
Home Place Magazine
Hometown Mortgage
Law Office of Diane L. Bibb
National Property Inspections
Pillar to Post
Quality Pro Home Inspections
The Roanoke Times

Bronze Sponsors - \$250

Advanta Clean of Southwest
Virginia
Advantage Title Insurance
Agency, Inc.
ALL Pest Control
All Seasons Pest Control, Inc.
Appalachian Inspections, Inc.
Brown Insurance
Bug Man Exterminating, Inc.
Chris Turman State Farm Insurance
Clinton's Transfer & Storage
CMG Leasing
Community Housing Partners
Dunmar Moving/Allied Van Lines
Embrace Home Loans, Inc.
Energy Check
Eric Johnsen State Farm
Foxridge/Hethwood Apartments
Gay & Neel, Incorporated
Henderson Roofing
Highlander Construction &
Development
Inspections, Inc.
Legacy Builders NRV, Inc.
Member One Federal Credit Union
Mid-States Title of SWVA
National Bank
Premier Transfer & Storage, Inc.
Project Move Up
Prosperity Home Mortgage, LLC

ProTechs Home Inspections
Radon Safe
SAS Builders, Inc.
Sean Shannon Photography, LLC
ServiceMaster of Blacksburg
Shelter Alternatives
Squeaky's Laser Wash
Stage 2 Smile, LLC
Stateson Homes
Superior Exterminating Co., Inc.
SunTrust Mortgage
The Real Estate Book of Blacksburg
& The New River Valley
Townebank Mortgage
Valley Settlement Services
VHDA
Whitescarver Photography, LLC
WoodsEdge

For a comprehensive contact list, including address, phone numbers, and emails, please contact the Association Office.

NRVAR extends its deepest sympathies to Debbie Specht, Wells Fargo Home Mortgage Consultant, whose mother recently passed away, and to the family of Dan Bell, former NRVAR President, who recently passed away as well.