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## Raleigh Update

REBIC continues to monitor bills in the General Assembly that affect the real estate industry.



The scene in Raleigh has been a busy one for the real estate industry to follow as many bills that directly affect the way our industry does business move through both chambers of the North Carolina Legislature. Mary Thomsen, Director of State Government Relations for REBIC, continues to actively educate Senators and Representatives on the potential effects certain bills that have been introduced in the General Assembly may have on our industry. REBIC is closely monitoring the progress of the following bills.

North Carolina Moving Ahead, House Bill 48:

- The bill authorizes the state to sell off the remaining \$700 million of the \$950 million transportation bonds that were initially authorized in 1996.
- The bonds will be used to speed up projects in the State's Transportation Improvement Program (TIP).
- The monies will be used to fund road improvements and repairs such as repaving, shoulder widening, and repainting along state highways.
- \$70 million is allocated to urban transit projects.
- The bill has passed the House and is currently in the Senate Appropriations/Base Budget committee.

Amend Real Estate License Laws, House Bill 328:

- Also referred to as the Out-of-State License or OSL bill.

- This bill allows limited licensing to out-of-state commercial real estate brokers even if their home state does not grant reciprocity to North Carolina brokers.
- The out-of-state commercial broker must affiliate with a resident North Carolina licensed commercial broker.
- A licensed North Carolina commercial broker must personally supervise the out-of-state broker to ensure compliance with North Carolina laws.
- The Real Estate Commission (REC) is granted the authority to adopt the rules to implement this new license.
- This bill was introduced as an economic development tool to encourage corporate relocations from other states.
- HB 328 has passed the House and is now in the Senate Rules Committee.

Delegation of Authority, Senate Bill 160:

- North Carolina is a "Dillon's Rule" state. This means that local governments have limited authority over a number of taxing and regulatory issues and must have permission from the General Assembly to enact certain taxes and regulatory policies.
- Among the areas where General Assembly permission is required for enactment of a new tax or regulatory policy are: impact fees, transfer taxes, expanding the local government's sphere of influence, transfer of development rights, and a number of environmental

regulations.

- The Delegation of Authority bill was introduced to expand the authority of local governments so that local governments would not have to request expanded authority from the General Assembly.
- The bill passed Senate Judiciary I. After this Senate Committee passed the bill, great opposition from the real estate industry caused the bill to be referred to the Senate Finance Committee where it appears to be dead.

Local Option Development Financing, Senate Bill 725:

- SB 725 permits cities and towns to incur obligation to finance the public portion of certain economic development projects.
- The bonds would be paid for by the property tax difference between the value of the original property and the value of the improved property.
- North Carolina is one of only two states that do not currently have this economic development tool.
- This legislation would create a change to the state constitution so it will require a statewide referendum. If the bill passes the General Assembly, the referendum is scheduled for the November 2004 General Election.
- The bill has passed the Senate and will now be heard in the House of Representatives.

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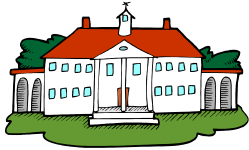
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The Home Builders Association of Charlotte kicked off their 19<sup>th</sup> Annual HomeArama home show on May 27<sup>th</sup> in Highgate, a residential community located in the Town of Weddington, NC. The home show runs from May 27<sup>th</sup> to June 8<sup>th</sup> and homes are available for touring from 10 a.m. to 8 p.m. daily.

HomeArama has become a time-honored event for homebuilders throughout the Charlotte region. The show provides custom homebuilders and interior decorators a venue to showcase some of the area's finest homes and decorative style. Featured in this year's show are eight outstanding homes, priced at over \$1 million each! The homes were judged by a panel of real estate experts, comprised of several area builders and developers, to determine

## HomeArama 2003!



various award winning attributes of each home. Here are a few of the first and second place award winners, gold and silver, respectively, given this year:

### Best Overall Home:

- Gold Award Unique Homes of Charlotte, Inc.
- Silver Award Simonini Builders, Inc.

### Best Interior Design:

- Gold Award Unique Homes of Charlotte, Inc. – Yolanda O'Brien-Annie Core Interiors
- Silver Award Simonini Builders, Inc. Melodie Durham, Carolina Interiors

### Best Innovative Feature:

- Gold Award Dream Built Homes, LLC.- Designer Pool Area
- Silver Award Unique Homes of Charlotte, Inc.- The Solaium/Conservatory

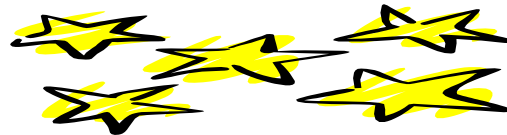
In addition, the *Charlotte Observer's* People's Choice Award will be announced at the HBAC's General Membership dinner meeting on June 19, 2003.

To find out more information on participating builders and decorators, hours, tickets and directions, log on to [www.hbacharlotte.com](http://www.hbacharlotte.com) and select HomeArama.

## South Carolina Update

### York County Model Home/Sales Center Zoning Text Amendment

Butch Brindel and Tim Morgan continue to work with the York County Planning Department to develop a text amendment that would allow model homes in sub-divisions to be used as on-site sales centers. REBIC conducted an analysis of communities surrounding York County and presented the findings to Eric Greenway, Planning Director for York County. Mr. Greenway has reviewed the information and has agreed to work with us to develop a text amendment that is acceptable to the homebuilding industry and York County planning officials. Issues such as signage, multiple sales centers, and handicap accessibility issues will be addressed in the text amendment.



### Cost of Housing Analysis

REBIC is conducting an analysis on the affordability of housing in Rock Hill, specifically as it relates to the ability of law enforcement officers, fire fighters, and teachers to purchase homes in the area. The research should be completed and available to our members in mid-June.

As part of the research process, we collected and reviewed the MLS sales data for 2002. The information is broken into geographic areas by sales price. A brief synopsis is listed in the chart below. A more detailed analysis is available from Tim Morgan.

Location	Homes Sold	Avg. Price	Most Popular Price Range
Rock Hill	1262	\$137,808	\$110,000 to \$129,999
Ft. Mill/Indian L.	349	\$197,119	\$150,000 to \$169,999
Tega Cay	114	\$222,547	\$130,000 to \$149,999
York	160	\$137,998	\$90,000 to \$109,999
Clover	161	\$143,645	\$110,000 to \$129,999
River Hills	30	\$276,825	\$250,000 to \$269,999
Lancaster	255	\$106,962	\$70,000 to \$89,999
Chester	32	\$103,446	\$50,000 to \$69,000

## New Members Update:

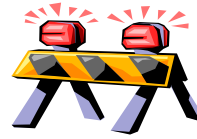
### Forest City Land Group

Forest City Enterprises, Inc., is an exciting, diversified national real estate company that thrives on its expertise in creating value. A \$5 billion NYSE (FCEA) real estate company headquartered in Cleveland, Ohio, Forest City owns, develops, acquires and manages commercial and residential real estate properties.

Its portfolio of retail, residential, office and hotel properties throughout 20 states and the District of Columbia is operated by regional offices in New York, Los Angeles, Boston, Charlotte, Tucson, Denver, Washington, D.C. and San Francisco.

Forest City's Land Group owns and develops raw land and its Lumber Trading Group operates one of the largest lumber wholesaling businesses in North America.

Founded more than 80 years ago, the company's current management team collectively enjoys decades of



real estate business and leadership experience from three generations of the Ratner/Miller/Shafraan families. The company believes that the depth and experience of its management team is vital to the company's future. For more information, please visit [www.fceinc.com](http://www.fceinc.com).

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### ARVIDA/Saussy Burbank

Whether you're looking for simplicity, sophistication, or something in between, Saussy Burbank will make you feel right at home. Since 1988, our company, based in Charlotte, NC, has sold over 2,500 new homes to people

just like you, helping to ensure our reputation as North and South Carolina's leading customer-centered homebuilder. As a proud part of ARVIDA, the premier community development arm of the St. Joe Company, Saussy Burbank crafts award-winning homes in neighborhoods that celebrate the past, while complementing today's diverse lifestyles. For more information, please visit <http://www.saussyburbank.com>

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The Charlotte City Council at their meeting on May 12<sup>th</sup> voted to adopt the GDP adoption schedule that was the original schedule proposed by Martin Cramton, Charlotte Mecklenburg Planning Director. This adoption schedule allows for one stakeholder meeting in May, two public workshops (one in June and the other in July), and an additional stakeholder meeting in August. Staff will release the final staff draft policies in August or September and the Planning Commission and the Economic Development and Planning Committee of the City Council will discuss the policies during meetings in September and October. The City Council is

scheduled to take action on the policies in November.

REBIC and the Charlotte Chamber Land Use Committee sent a letter to each member of the Charlotte City Council prior to their meeting on May 12<sup>th</sup> explaining that five stakeholder meetings were needed to discuss the GDP rewrite process rather than the two stakeholder meetings that Martin Cramton suggested in his adoption schedule. REBIC and the Charlotte Chamber Land Use Committee felt that at least five stakeholder meetings were needed to fully examine the concerns of the real estate industry as they relate to the GDPs. Due to the accelerated schedule being adopted by council, the real estate

and building industry will have to act quickly to convey our industry's concerns to Planning Commission and City Council members before the scheduled November vote.

REBIC will notify its members of the date and time of the two public workshops as soon as the information is available.

An additional note, Martin Cramton, Charlotte Mecklenburg Planning Director, has announced his retirement effective December 1, 2003. REBIC will update its members on the search process for his replacement as soon as they are learned.

## General Development Policies

.....continued from page 1.....

Unwanted Telephone Solicitations, Senate Bill 872:

- SB 872 establishes a North Carolina “No Call” registry for consumers who do not wish to receive telemarketing calls.
- Exemptions to the “No Call” rule include written permission to make telephone contact, a prior relationship within the previous 18 months, calling to arrange a face-to-face meeting, and businesses with ten or fewer employees where the employees make the calls and do

not make more than ten solicitation calls, collectively, per week..

- There are criteria to be followed including keeping an up-to-date registry and removing anyone from your call list who requests to be removed.
- Penalties for violation are: \$500 for the first violation, \$1,000 for the second violation, and \$5,000 for the third and subsequent violations within two years. If a company can prove that additional phone calls beyond the first were the result of a mistake each violation will be \$100 for the first two years.
- The above violations are payable to the State. The phone subscriber may also take the company to civil court and request the same level of penalty payments.
- The bill has passed the Senate and is in the House Committee on Public Utilities.
- SB 872 mirrors legislation last year that was bogged down due to

opposition from a number of businesses and industries including the real estate industry.

## SPPACE Spring Campaign Update

The 2003 SPPACE Spring Campaign has been successful under the leadership of Jim Medall, Chair of SPPACE and Rick Garner, Vice-chair. SPPACE has received \$23,365 for the Spring Fundraiser. SPPACE would like to thank everyone who has already contributed to the campaign and helped make this year’s fundraising drive a success.

The Spring Campaign does end soon so SPPACE once again asks for your help!!! As you know, your contribution greatly enhances SPPACE’s efforts to elect candidates to office who support the views held by the real estate and building industry. Please take the time to fill out a contribution card today. If you have not received a solicitation form, please contact our office.

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### REBIC Board of Governors Meeting Dates:

*Executive Committee Meetings at 11:00a.m. Board Meeting at 12:00p.m.*  
Chairman: Bill Daleure Vice Chair: Aric Beals

June 10<sup>th</sup>  
July 8<sup>th</sup>  
August 12<sup>th</sup>  
September 9<sup>th</sup>  
October 14<sup>th</sup>  
November 11<sup>th</sup>  
December 9<sup>th</sup>



### SPPACE Board of Governors Meeting Dates:

*Board Meetings at 12:00 p.m.*  
Chairman: Jim Medall Vice Chair: Rick Garner

June 24<sup>th</sup>  
July 22<sup>nd</sup>  
August 26<sup>th</sup>  
September 23<sup>rd</sup>  
October 28<sup>th</sup>  
November 25<sup>th</sup>  
December 23<sup>rd</sup>

