



# THE FLY PAPER

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## Johnson Assumes Presidency

WILMINGTON – Sometimes marriage can result in a career. That's what happened to 2017 President **Neal Johnson**. Working in retail management, he was provided an opportunity to go to work for his wife Traci's family business, Network Real Estate.

"It was a two-fer for me," said Johnson. "Not only did I catch the apple of my eye, but it also opened the door to a real estate profession I've enjoyed now for most of my career." As broker, he oversees three offices located at College Road, historic downtown Wilmington, and Pleasure Island. In 2014, Neal was selected WRAR Realtor® of the Year, and last year he served as President of the MLS.

Beyond raising their children, Whitley (13) and Lexi (10) and helping people find a new home, Neal and his wife love discovering new places to eat.

"We've got a few favorites, Henry's and Tokyo 101," said Johnson. "A new favorite is Waterline Brewing Company," said Johnson. "Great food and unique tap beers." BTW, there's still time to register for his installation, Casino Night, on Friday. [Register!](#)



## Out with the Old, In with the ...

*New president, name, logo ...*

CAPE FEAR REGION – The Wilmington Regional Association of Realtors® is no more! Now, a relic of the past, the organization's new name is Cape Fear Realtors® (CFR).

"Local associations are growing in size, as we have and thereby becoming more regional in nature," said soon-to-be-minted CFR President **Neal Johnson**. "In

2015, we added Duplin, Sampson, and Scotland counties to our jurisdictional area, and felt it was time to adopt a name

that better represents the total membership." Last year was also the first year of operation of the regional MLS, which illustrates how consolidation continues to be an irresistible force in the real estate industry. "We expect this trend to continue in the future, and this name change positions us well for that eventuality." Current Association emails and websites will remain active, but will eventually be updated and incorporate the use of a dot Realtor® location online.

## Members Aid of Food & Freezer

WILMINGTON – Thanks to donations throughout the year as part of the Feed ILM campaign, CFR made its annual Christmas Special Delivery of hundreds of pounds of food to Mother Hubbard's Cupboard (MHC) on December 8<sup>th</sup>.

"Beyond providing food for the holiday season, we were able to purchase a commercial freezer," said Community Affairs Committee 2016 Chair **Eric Knight**. With some volunteers sporting Santa hats, the event drew coverage by WECT-TV and StarNews.

"We always have extra needs this time of year," said MHC President **Roxanne Lansdowne**. "The collections by the Realtors® is a blessing, and the gifting of the commercial freezer is, well, heaven-sent. For the second year in a row, the Realtors® are truly having a positive impact in the lives of many people in the community."



**Realtors® Unwrap Shiny-New Freezer Gift:** Along with delivery of \$4,000 of food, Becky Lothe, Sandy Justice, Amy Holcomb, Eric Knight, and Pati D'Olive presented a \$4,000 commercial freezer to MHC on December 8<sup>th</sup>. Food donations were also made throughout the year.



**Diamond Member at Mortgage Roundup: Joel Shackelford and Joanna Stuckey** with BB&T Home Mortgage talk with a member at the Mortgage Roundup on November 10<sup>th</sup>. Hundreds of members attended to learn more about mortgage issues and meet Business Partners that support CFR.

## Business Support Increasing

WILMINGTON – Two years ago, a group of Business Partners met to improve marketing opportunities at CFR. As a result, a tiered sponsorship program was created and implemented last year, the Business Partner Sponsorship Program (BPSP).

“We were getting calls every other week, asking if we’d want to sponsor something and it wasn’t efficient,” said BB&T’s **Joel Shackelford**. “I’m glad staff took the initiative to reach out to Business Partners for input on how to make things work better for everyone. This is a great value for us.”

“We worked hard to build an interactive program,” said **Adrienne Cox**, program lead. “Throughout the year, we continually asked how to improve the program.” The listening paid off as this year’s sponsorship program grew by 30%.

Participating companies are exercising the highest level of CFR support. The next time you need a professional partner, give them a call, and when you have the chance, tell them “thanks” for showing their support to CFR. Alternatively, if you work with a company that is not listed, encourage them to show Realtor® support through BPSP.

### Diamond Level



**Joel Shackelford\***



**Chris Arbogast\***



**Trent Reed**

### Platinum Level

PNC Mortgage\* – Lisa Messler  
Atlantic Bay Mortgage\* – Gina Andrews  
Corning Credit Union\* – Ron Proper  
Movement Mortgage – Wally Simpson

### Gold Level

North State Bank\* – Deb Hause  
Hutchens Law Firm\* – Chris Huff  
TowneBank Mortgage\* – Blair Young  
Cunningham & Company – Patrick Moore  
Sterns Home Loans – Pam Munson

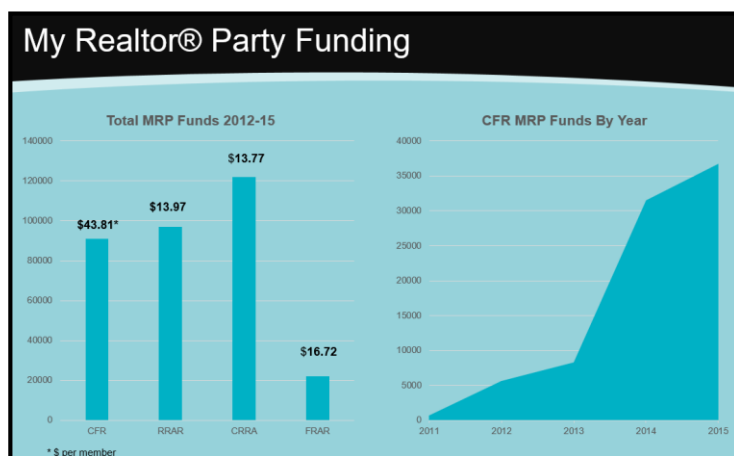
\* Second Year Participant

## CFR: A Leader in NAR Funding

CAPE FEAR REGION – Since funds became available through the My Realtor® Party (MRP) program in 2012, CFR has received \$43.81 in funding per member (*See charts below*). Based on stats compiled by NAR, from 2012 through 2015, CFR pulled in almost triple the amount of community and governmental affairs support than the other large local associations in the state.

“By comparison, Raleigh brought in \$13.97 per member during the same timeframe,” said COO **Shane Johnson**. “It’s great to see that we are making full use of the national programs available to us. The total funding block has included grant awards for Smart Growth funds, Housing Opportunity funds, PlaceMaking Micro-Grants, in addition to other funded efforts including leadership training, and land use initiatives. “These programs have allowed us to both strengthen the Realtor® brand and fulfil the role as the Voice for Real Estate,” said Johnson.

*Chart reflecting MRP funding from NAR to CFR, 2012-15*



Source: Realtor Action Center website, funding tracker, January 2017.





### Don't Miss out in 2017: CFR Events

01/14: President's Installation (*Casino Night*)  
02/09: Signature Series (*Bubba Smith*)  
02/24: Lower Cape Fear Stewardship Luncheon  
03/10: Legislative Luncheon (*Insurance Rates*)  
04/04: Realtor® Action Day  
06/09: Annual Meeting/Election  
10/18: Pork n' Politics  
10/20: Masquerade Ball  
12/06: Holiday Awards Luncheon  
12/08: Feed ILM Special Delivery



## 2016 Races: 92% Success Rate

*Contact list for direct access to officials . . .*

CAPE FEAR REGION – Congratulations to the new slate of officials representing the region. CFR supported several Realtor® members that ran for office, and we are excited that NHCo. Commissioner **Jonathan Barfield** was reelected, and State Rep. **Holly Grange** was elected to District 20.

The Association engaged in 27 state and local races in both primary and general elections. A total of \$9,945 was contributed to local candidates, securing a win rate of 92% in engaged races.

“Selecting candidates is not easy,” said 2016 Candidate Selection Task Force Chair **Susan Lacy**.

“We have a mandate to fairly represent members while addressing the issues we face as an industry. CFR supports balanced development while protecting homeowner interests.”

As a new member benefit and advocacy tool that will allow members to directly access lawmakers, a list has been created. Download the [CRC Lawmaker Direct Access List](#) today.



25 Candidates attended Pork n' Politics on October 19, 2016.

## Court Doesn't See Gem in Emerald Island Beach Claim

RALEIGH – Mid December, the NC Supreme Court decided not to hear an appeal from a couple suing Emerald Island to limit public access. In essence, the couple, **Gregory** and **Diane Nies**, who since filing the claim have left the state, wanted to limit public access to beach wet sand, and allow property owners to bar public access across dry sand.

The Supreme Court denial virtually kills the case, and allows the Court of Appeals ruling to stand. The Appellate court found that, “public right of access to dry sand beaches in North Carolina is so firmly rooted in the custom and history of North Carolina that it has become a part of the public consciousness.”

Had the case moved forward, it could have altered long standing rights along North Carolina's coast. The state has 301 miles of coastline from VA to SC.



# Home Mortgage

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