



NORTH CAROLINA REAL ESTATE LICENSING BOARD

Real Estate Bulletin

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LARRY OUTLAW NAMED EDUCATION DIRECTOR

The Real Estate Licensing Board is pleased to announce the appointment of Larry A. Outlaw to the newly created position of Education Director.

A Mount Olive native, Mr. Outlaw is both an attorney and a licensed North Carolina real estate broker. He is a graduate of Davidson College and the University of North Carolina School of Law, and was admitted to the North Carolina Bar in 1975.

Mr. Outlaw's experience in the field of education includes both administrative and program development work with various types of educational programs at the community/junior college level. □

See also "Education Blueprint" in this issue of your BULLETIN.

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EDUCATION BLUEPRINT

By
Larry A. Outlaw
Education Director

As I begin my tenure as Education Director, I would like to share with you, the real estate practitioner, some of my thoughts on the status of real estate education in North Carolina and how I hope to improve our education programs and opportunities.

The basic problem we face in regard to real estate education is that there is simply not enough of it at any level. In order to help rectify this situation, I intend to take a number of steps: First, in regard to pre-licensing courses, I will encourage schools to offer courses which exceed the extremely low statutory minimum requirement of 30 hours. At the college level, I will encourage more community colleges and 4-year colleges/universities to offer and promote degree programs in real estate. I also intend to develop continuing education seminars and courses for practicing brokers and salesmen and to support all industry-sponsored education efforts. Finally, I will include in the BULLETIN more articles of interest and assistance to the real estate practitioner.

I would also like to see improvement in the **quality** of educational programs, especially pre-licensing courses. Toward this end, I intend to provide more guidance to schools concerning course content and to develop a certification system for real estate instructors which would assure that such instructors meet certain minimum qualification standards based on education and experience.

My overall goal is simple—to enhance the ability of real estate professionals to perform their tasks in a knowledgeable and efficient manner and to thereby better serve the public interest—and I hope that with your support and cooperation I may attain a measure of success.

REVENUE LICENSE?

Article From
License & Excise Tax Division
North Carolina Department
of Revenue

Are you aware of the annual professional real estate privilege license tax required by the North Carolina Department of Revenue, which is in addition to the license fee required by the Real Estate Licensing Board?

Under G.S. 105-41 of the Revenue Laws, this privilege license tax is required of

" . . . **every person**, whether acting as an individual, as a member of a partnership, or as an officer and/or agent of a corporation, who is engaged in the business of selling or offering for sale, buying or offering to buy, negotiating the purchase, sale or exchange of real estate, or who is engaged in the business of leasing or offering to lease, renting or offering to rent, or of collecting any rents as agent for another for compensation. . . ."
(Emphasis added.)

The license tax is due each July 1 at the rate of \$25, except the rate is \$12.50 for persons deriving no more than \$1,000 gross receipts from this activity during the preceding license year. The license year dates from July 1 through June 30 and persons beginning this activity on or after January 1 of the tax year may prorate the license rate by one-half. Upon payment of the tax, an annual statewide license, in the individual real estate broker's or salesman's name and not in a company name, is issued. Persons 75 years of age or older, however, are specifically exempted from this license.

Please contact the branch office of the North Carolina Department of Revenue (listed on page 2 of this BULLETIN) located nearest you or the License and Excise Tax Division in Raleigh for additional information or in making proper remittance for license taxes due. □

REAL ESTATE BULLETIN

Published quarterly as a service to real estate licensees to promote a better understanding of the Real Estate Licensing Law, Rules and Regulations, and proficiency in ethical real estate practice. The articles published herein shall not be re-printed or re-produced in any other publication without specific reference being made to their original publication in the North Carolina Real Estate Licensing Board Real Estate Bulletin.

NORTH CAROLINA REAL ESTATE LICENSING BOARD

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Raleigh, North Carolina 27602

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Courses A, B, C,
and Graduate Course
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Lillington	Wilmington
Lincolnton	Wilson
Lumberton	Windsor
Manteo	Winston-Salem
Monroe	Yadkinville

From The Board Room

DISCIPLINARY ACTION

STACY L. JOHNSON — High Point — Broker's License No. 27218—Suspended for ninety (90) days for violation of G.S. 93A-6(a)(7) and (12) by failing to account for and remit monies belonging to others which came into his possession while acting as a real estate broker and for failing to deposit monies in an escrow account while acting as a real estate broker.

HIGH SCHOOL REAL ESTATE MANUAL

The Licensing Board is currently in the process of publishing an instructional booklet entitled IT'S YOUR MOVE to be used primarily by North Carolina's 12th grade students to acquaint them with consumer housing information.

This booklet was developed by the California State Department of Real Estate in close cooperation with the Bureau of Business Education and with their permission has been revised for use in North Carolina. The Board will initially print 75,000 copies of the student manual for distribution to local school systems, and the materials should be available for use in high schools in the upcoming school year.

In a future issue of the BULLETIN you will be told how YOU can contribute to the success of this project.

RECIPROCITY

On March 1, 1979 reciprocity with the Virginia Real Estate Commission was cancelled insofar as waiver of examination for real estate license is concerned.

Virginia residents whose North Carolina real estate brokers licenses have been placed on Inactive Status

(because they did not maintain a place of business in North Carolina), may now make written request to the Board to activate their licenses; such requests, however, must be accompanied by a \$1.00 fee for re-issuance of their licenses.

The following is a list of those states with which North Carolina currently has a reciprocal licensing agreement permitting waiver of examination:

Arkansas	Kentucky
Connecticut	New Jersey
Delaware	South Carolina
District of Columbia	Tennessee
Georgia	West Virginia

Persons interested in applying for nonresident licenses from another state should contact the real estate commission or licensing body in that particular jurisdiction. We shall be happy to furnish you their mailing addresses and telephone numbers.

EXAM CANCELLATION

Due to the unusually heavy snows which blanketed our State in February, the Licensing Board was forced to cancel the regularly scheduled February licensing examinations (February 20-21). Candidates for the February examination were, however, re-scheduled and examined without penalty on March 6 and 7.

EXAM RESULTS

Examination — November, 1978		
	Passed	Failed
Brokers	441	525
Salesmen	71	70
Examination — December, 1978		
	Passed	Failed
Brokers	239	343
Salesmen	35	34
Examination — January, 1979		
	Passed	Failed
Brokers	500	646
Salesmen	65	64

EXAMINATION SCHEDULE

(The Board reserves the right to change this schedule without prior notice.)

Filing Date	Exam Date
March 8	April 17, 18
April 11	May 21, 22 (Winston-Salem)
	May 22, 23 (Raleigh)
May 10	June 19, 20
June 20	July 30, 31
July 12	August 21, 22

LICENSEE QUESTIONNAIRE

Instructions

We want to know more about you! What's on your mind? What real estate subjects are you most interested in? Would you be interested in attending real estate seminars and workshops sponsored by us? How can we better enable you to serve your clients and customers?

By completing the questionnaire on the following page, you will give us the answers to these and other questions of concern to us. The findings of this survey will be published in a later issue of the BULLETIN.

To complete the questionnaire simply place a check mark ☒ in the appropriate box to mark your answers to the questions. For those questions which require a written response, please print or write legibly.

When you have completed your questionnaire

1. Separate the questionnaire from the BULLETIN along the perforated line.
2. Fold in three sections so that the Board's address and the blank side are showing.
3. Staple or tape at the top.
4. Affix postage stamp.

Your cooperation and participation in this project is greatly appreciated.

North Carolina Real Estate Licensing Board

Place
15¢ Stamp
Here

North Carolina Real Estate Licensing Board

P. O. Box 27447

Raleigh, North Carolina 27611

(Staple Here)

LICENSEE QUESTIONNAIRE

(Place Check Mark ☒ In Appropriate Box)

1. How many hours per week do you normally devote to real estate? ☐ None ☐ Less than 10
..... ☐ 10-39 ☐ 40 or More
2. Have you within the past 12 months contacted the Board office for advice/information? ☐ Yes ☐ No
3. Do you have a copy of the Licensing Law? ☐ Yes ☐ No The Board's Rules and Regulations? ☐ Yes ☐ No
 - a. Do you find them helpful in answering questions concerning your real estate practice? ☐ Yes ☐ No
4. Do you read your REAL ESTATE BULLETIN regularly? ☐ Yes ☐ No
 - a. What subjects do you find most interesting/informative? _____
 - b. How could the BULLETIN be improved? _____
5. What real estate book(s) do you most often consult (title and author)? _____
6. If you completed a real estate course before taking your licensing exam, how would you rate the course? ☐ Good ☐ Fair ☐ Poor The instructor? ☐ Good ☐ Fair ☐ Poor
 - a. In what year did you complete the course? _____
 - b. At what school did you take the course? _____
7. Have you attended any real estate seminars/workshops or courses since receiving your license? ☐ Yes ☐ No
 - a. List those attended: _____
8. Do you feel that licensed brokers and salesmen should be **required** to continue their real estate education? ☐ Yes ☐ No
9. Would you attend real estate seminars/workshops sponsored by the Licensing Board? ☐ Yes ☐ No
 - a. To what city(s) would you be willing to travel to attend? _____
 - b. When would you prefer to attend? ☐ Sun ☐ Mon ☐ Tues ☐ Wed ☐ Thur ☐ Fri ☐ Sat
☐ Morning ☐ Afternoon ☐ Evening
 - c. What subjects would you like covered? _____
10. Applicants for **broker** licenses should be required to complete
_____ hours of real AND OR _____ years of experience as
(Number) estate education (Circle One) (Number) a real estate salesman
11. How can the Licensing Board help you to better serve real estate consumers? _____

NORTH CAROLINA
REAL ESTATE LICENSING BOARD
P. O. Box 27447
Raleigh, N. C. 27611

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