



NORTH CAROLINA REAL ESTATE COMMISSION Real Estate Bulletin

Volume 26

Spring 1995

Number 1

Commission Staff Update



The Real Estate Commission announces the addition of a new member to its Education and Licensing Division staff.

Susan M. Tysor has been employed as Education Clerk, succeeding Amy C. Jones, who left the Commission's employ to attend college full-time.

Susan was previously employed with the Commission from 1984 - 1986, prior to her husband Greg's job transfer to Virginia. Since their return to Raleigh, Susan has held a secretarial position at an environmental agency.

In her new position, Susan will work with both the continuing education and examination programs.

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The following Commission staff member made an appearance before a real estate group since the last issue of the *Bulletin*. Assistant Legal Counsel **Marilyn E. Tomei** discussed "Recent Cases of interest to Real Estate Agents," when she addressed the Greensboro Regional REALTORS® Association. (*Individuals and groups requesting a speaker from the Real Estate Commission are reminded that a "Speaker Request Form" is available from the Commission Office.*) □

Your real estate license: *An investment worth keeping*

This May, as in previous Mays, you will receive an envelope from the Real Estate Commission. A familiar white envelope with a blue bar and blue printing - it will contain your application to renew your real estate license for the coming year.

If you earn your living selling, buying, leasing or managing real estate for others, you will no doubt promptly return your renewal application and check to the Real Estate Commission. Even those of you who use your license for only infrequent referrals or occasional transactions will probably quickly renew it.

But if you are one of the estimated 50,000 licensees not currently using your real estate license, you may think twice about renewing - especially since this year, for the first time, you must complete continuing education courses to renew your license **on active status**.

"Should I pay the fee and renew my license just in case I need or want it sometime in the future? Or should I save my money and simply let it expire? *Is the investment I made in becoming licensed worth the price of a renewal fee?*" Before making this decision, you may wish to consider all that you have invested in your real estate license and what you stand to lose if you do not renew it.

Most of us had to complete a real estate course or series of courses before taking our real estate broker or salesman examination. Ranging from 30 to 120 or more classroom hours of instruction, these courses were spread out over weeks and sometimes months, usually requiring us, as adult students, to give up our evenings and weekends. The preparation before the classes, the concentration during classes, and the final examination at the end required a special commitment on our part - not to mention the expense of tuition, books, and maybe even a "cram course" for good measure.

Finally, we were ready to file our license applications and "prep" for THE LICENSE EXAM. For most of us, taking the examination ranked, on the "fun scale," somewhere between a root canal and filling out our income tax returns. Nevertheless, we persevered, and after a half-day of pondering questions and filling in answer bubbles, we turned in our exam materials and waited for the results.

Every day we anxiously awaited the postman. Then came the letter with "congratulations" from the Commission. We had passed!

(continued on page 3)

REAL ESTATE BULLETIN

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

NORTH CAROLINA REAL ESTATE COMMISSION

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EXAM RESULTS

	Passed	Failed
December 1994		
Brokers	122	88
Salesmen	490	330
January 1995		
Brokers	86	59
Salesmen	488	287
February 1995		
Brokers	57	81
Salesmen	255	230

ATTENTION: Property Managers, Homeowners' Association Managers

The North Carolina Real Estate Commission would like to know how many and which licensees are currently engaged in property management or homeowners' association management activities.

Please complete the form below and return it to the Commission office if you perform any property management or homeowners' association management services for which you are compensated. □

Property Managers, Homeowners' Association Managers

To be included in the North Carolina Real Estate Commission's Property Management/Homeowners' Association Management Roster, please check the appropriate block, complete the form and return it to the Commission office.

Thank you.

Property Management

Long-term rentals ☐

Short-term rentals ☐

Homeowners' Associations ☐

Name _____ License Number _____

Company Name/Address _____

PUBLICATIONS ORDER FORM

Publication

No. Copies
Requested

"Questions and Answers on: Tenant Security Deposits"

(Free Brochure)

Also available in bulk to property managers to distribute to tenants and landlords.

(Orders of more than 50 copies require special consideration.)

"Questions and Answers on: Fair Housing"

(Free Brochure)

(Orders of more than 50 copies require special consideration.)

"Questions & Answers on: Condos and Townhouses"

(Free Brochure)

(Orders of more than 50 copies require special consideration.)

"A Buyer's Guide to Vacation Real Estate in N.C."

(Free 28-page Booklet)

Also available in bulk to coastal and western N.C. real estate firms to distribute to clients and customers.

(Orders of more than 50 copies require special consideration.)

Firm Name _____ Phone _____

Street Address (NOT P.O. BOX)

Send to N.C. Real Estate Commission, P.O. Box 17100, Raleigh, N.C. 27619-7100.

Your real estate license: An investment worth keeping

(continued from page 1)

Since then, we have continued to renew our licenses each year even though we may have never used them. But that was B.C. (before continuing education), and now the question arises: "Must I return to school to keep my license?"

No. If you are not using your real estate license, you may place it on inactive status and continue to renew it without completing any continuing education courses. Then, if you later decide to activate your license, you will have to make up only the amount of continuing education you missed, up to a maximum of 20 hours. If, on the other hand, you decide not to renew your license on either active or inactive status, it will automatically expire June 30.

But then you ask, "What if I let my license expire but change my mind and want it back?"

You may "late renew" your license any time within twelve months following its expiration by paying the regular renewal fee and a \$5 late fee. [Of course, if you have not satisfied your continuing education requirement, you will renew your license on inactive status.] But if your license remains expired for more than one year, you may be required to retake and pass the license examination in order to reinstate it.

The Commission realizes that the decision to renew your real estate license (whether on active or inactive status) is a personal one based upon your own best judgment at the time. However, before allowing your real estate license to expire, the Commission encourages you to consider the investment you have in your license and the difficulty you may later encounter in getting it back, especially after it has been expired for more than one year.

But if your license remains expired for more than one year, you may be required to retake and pass the license examination in order to reinstate it.

For this reason, if you want to keep your license but are not currently using it and do not wish to complete continuing education

courses, the Commission advises you to renew "inactive." Please notify our office in writing to place your license on inactive status. You may simply indicate "inactive" on your renewal application when you return it with your renewal fee.

In recognition of your demonstrated real estate knowledge, the State of North Carolina has granted you a license with exclusive privileges not enjoyed by your unlicensed fellow citizens. It represents a considerable investment of your time and energy - an investment worth keeping. □

Continuing education information starts on page 5 with "Continuing Education Corner." See pages 6 - 16 for course schedules and sponsors.

REGISTRATION FORM for BASIC TRUST ACCOUNT PROCEDURES COURSE MONTHLY - RALEIGH

Course will comply with Commission Rule Section 58 A.1705 Attendance and Participation Requirements for Continuing Education. Four (4) hours continuing education elective credit will be awarded for completion of the course. The course will begin at 1:00 P. M. and end at 5:00 P. M.

The course is intended for brokers and trust account bookkeepers. Salesmen will be admitted on a space available basis. Each session is limited to 40 participants, scheduled according to date received.

Complete this form (make copies for additional persons) and mail with a check for \$35 tuition fee to be received by the Commission no later than 7 working days prior to date of preferred session. Walk-ins will be accepted on a space available basis only.

Name _____ S/B License No. _____ Phone _____ (Daytime)
Address _____ (Street, P.O.Box, etc.) (City) (State) (Zip)

____ March 14
____ April 11
____ May 9
____ June 6
____ July 11
____ August 8

Mail to: N. C. REAL ESTATE COMMISSION
Attention: Wanda Johnson
P. O. Box 17100
Raleigh, NC 27619

Enclose \$35 tuition fee

Suppose the Seller Wants to Hold the Earnest Money

By Miriam J. Baer, Deputy Legal Counsel

Sometimes in a residential brokerage transaction, the seller wants to hold the buyer's earnest money, instead of entrusting it to a real estate agent's care. What should a real estate agent involved in the transaction do in such a situation?

Using the "Offer to Purchase and Contract"

The question of who holds the earnest money is determined by the agreement of the buyer and seller. The "Offer to Purchase and Contract" (Standard Form No. 2, 1987 revision), includes a provision where the parties designate who will hold the money. Typically, the parties designate the listing company. The provision specifies that the money will be held "in escrow" by the listing company until the sale closes. Thus, the earnest money is segregated from the firm's personal funds, and cannot be used for the firm's business purposes.

Allowing the real estate firm to hold the earnest money

When the parties agree that a real estate agent or firm will hold the earnest money, they receive the benefit of a number of other provisions on the standard Offer to Purchase and Contract. For example, the contract also includes a space for the escrow agent's signature acknowledging receipt of the earnest money. This provision helps assure the parties of the location and custodian of the funds. Moreover, Standard Provision No. 1 on the back of the contract establishes the criteria for determining the disposition of the earnest money in the event the contract fails. It also explains the Commission's "disputed deposit rule," which requires agents to hold disputed earnest money in trust until the dispute is resolved by the written agreement of the parties or by the courts.

Other protections in the law which are available when an agent holds the

earnest money include the requirement that the agent retain the funds of others in an insured North Carolina bank or savings and loan, that the agent account for the funds in strict accordance with the Commission's rules, and that the agent maintain detailed records verifying the accuracy and proper use of his trust or escrow accounts.

In addition, when a real estate agent or company receives earnest money and deposits it in trust, the law requires that the money must be retained there by the firm until - or shortly before - closing. Commission rules dictate that once it has been deposited, the money cannot be disbursed to the seller without the written consent of all parties. (Such disbursement is not advisable in most cases.) In those rare instances where all parties agree that the money be disbursed from the agent's trust or escrow account to the seller, the lender and closing attorney must immediately be notified that the agent no longer has possession of the funds.

Allowing the seller to hold the earnest money

Despite these protections, in some transactions the parties may agree that the seller will hold the earnest money. Although permissible, such a decision should not be made lightly by a buyer inasmuch as the buyer will be exposed to some risks. For example, without an agreement between the parties to the contrary, a seller who holds the earnest money is not legally obligated to deposit and maintain it in an escrow account. If the seller does not agree to hold the money in escrow, the funds will be commingled with the seller's personal and business funds and subject to being converted to the seller's own use. Even if the funds are held by the seller in "trust" or "escrow," he will still have ready access to them.

In the event the transaction fails to close through no fault of the buyer, the buyer may have difficulty in recovering his earnest money deposit from the seller. Furthermore, the seller will not be obligated by law to retain the earnest money until any dispute between the parties has been resolved. Consequently, in most cases, it is not in the buyer's best interest to allow the seller to hold the earnest money deposit.

There are, of course, exceptions to the recommendation that sellers not hold earnest money; e.g., certain transactions involving new home construction. Generally, however, the parties should be encouraged to allow the earnest money to be held in trust by the real estate agent or firm.

Modifying the Offer to Purchase and Contract

In those transactions where the parties agree to allow the seller to hold the earnest money, certain provisions of the standard form Offer to Purchase and Contract must be modified. The real estate agent involved in the transaction should not attempt to draft new provisions, which can be lengthy and complex. Instead, the agent should direct the parties to an attorney for assistance. The attorney can help the parties determine whether or not the seller will hold the money in escrow, whether the seller can use the money prior to closing, and what the seller's obligation is to return the money should the transaction not close.

In most transactions, however, the best practice is to use the standard Offer to Purchase and Contract and to provide that a licensed agent or firm will hold the earnest money in a trust or escrow account until closing. In so doing, all parties can be assured that the money is protected and accounted for, and will be available at the end of the transaction for disbursement to the proper party. □

Continuing Education Corner

Remember...

As we approach the first license renewal period since implementation of the Continuing Education (CE) Program, a few reminders are in order:

Remember April 30

Licensees requesting credit for an elective course *not* approved by the Commission (e.g., an appraiser continuing education course) or for some real estate education activity, such as developing an elective course or writing a text or scholarly article, must obtain a form from the Commission office. The request must be accompanied by a nonrefundable \$50 evaluation fee.

Instructors who request credit for teaching continuing education courses are not subject to the fee.

The deadline for making equivalent credit requests is April 30.

Remember June 10

Course sponsors are prohibited from offering CE courses from June 11 through June 30 each year, to allow time for the sponsors to report course completion for processing by the Commission. Therefore, the *deadline for earning the CE course credits necessary to renew your real estate license on active status for the 1995 - 1996 license period is June 10.*

If you plan to renew "active" and have not met the requirements, you should schedule your courses immediately. If you delay in scheduling, you may have difficulty in finding a course at a convenient location or one with available seating.

Please don't procrastinate! Remember that your license automatically will be changed to inactive status effective July 1 if you do not satisfy the CE requirement.

Extensions of time to obtain CE will be granted only in instances of extreme hardship which existed for most of the licensing period; e.g., overseas' military duty or an incapacitating illness. "Last-minute" (April, May, June) health problems or scheduling conflicts will *not* be grounds for an extension.

Remember to consider CE - even if you are inactive!

As you are aware, continuing education is *not* required in order to renew your license on *inactive* status. However, *those of you who plan on returning to active real estate brokerage in the not-too-distant future should consider meeting the CE requirement now.*

Why? Because by having the CE credits necessary for active status when you renew your license in June, you will save yourself the delay of having to update your credits when you are ready to return to work.

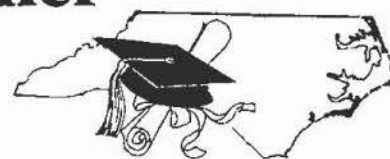
Remember to mark those "bubbles" correctly!

Please be careful when you fill out your Course Completion Form at the end of your CE course! Errors made in completing the reports can cause substantial delays and other problems in recording CE credits.

The most frequent errors are inadvertently blackening the wrong bubbles and failing to place a zero(es) in front of license numbers which have less than six digits; e.g., license number 23456 should be entered as 023456.

Remember that we need your cooperation!

This first renewal period since CE will present special challenges and responsibilities for licensees as well as Commission staff. To help us



ensure the prompt renewal of your license, we request your assistance and cooperation.

Please:

- Notify us immediately of a residence address-change and/or any change in real estate business affiliation. (Changes in business affiliations must be made in writing.) Don't wait until renewal time to send your notification.
- Return your license renewal application and fee promptly, even if you are renewing on active status and have not completed your CE courses by the time you receive your renewal application.
- Refrain from calling the Commission office solely to verify your CE credit record during May and June. Any verifiable error in crediting CE courses to your record can be corrected *after license renewal - without penalty to you.*

Thanks for your help! □

Notice to N.C residents licensed in other states: The South Carolina Real Estate Commission requests that licensees not send continuing education credits and records to its office until instructed to do so; CE will not be required in that state until 1996. Expect to find instructions for reporting CE in future issues of the South Carolina newsletter.

Before sending CE records to any state where you hold a nonresident license, you are advised to be aware of the state's requirements for filing the information.

CONTINUING EDUCATION COURSE SCHEDULE

For the Period April 1, 1995 - July 31, 1995

The basic continuing education requirement for renewal of a license on active status is eight hours per year. Four (4) of the required eight (8) hours must be obtained by satisfactorily completing the mandatory ***RE Update*** course. The remaining four (4) hours must be obtained by completing one or more elective courses approved by the Commission. Continuing education must be completed within the twelve-month period immediately preceding license expiration on June 30. Sponsors will not be allowed to offer approved courses between June 11 and June 30 of any year. Therefore, in order to renew on active status, each licensee must obtain the required continuing education **no later than June 10** each year.

The following schedule of courses is based on information provided by approved sponsors prior to the deadline for publication of this issue of the *Bulletin*. The information is organized alphabetically by cities and towns where scheduled courses will be conducted. Each scheduled session of the mandatory ***update*** course is listed in bold italics as ***RE Update***. All other course titles are elective courses. ***The four-digit sponsor number and the hours credit for the course appear in parentheses immediately after each course title***, followed by the scheduled date for the class. ***Please refer to the corresponding sponsor number on the accompanying list of Continuing Education Sponsors for the sponsor name and telephone number.*** Licensees must contact course sponsors directly for more complete course descriptions, information regarding fees, the scheduled hours for the course, and registration procedures. Licensees should also contact course sponsors directly for information regarding additional sessions which may have been scheduled and additional courses which may have been approved since the publication deadline.

City	Course Title (Sponsor No./CE Hrs.)	Date(s)	City	Course Title (Sponsor No./CE Hrs.)	Date(s)
Ahoskie	<i>RE Update(1014/4)</i>	05/15/95	Asheville	<i>RE Update(1019/4)</i>	05/20/95
	Real Estate Contracts(1014/4)	05/15/95	(con't)	<i>RE Update(1100/4)</i>	05/23/95
Asheboro	<i>RE Update(1024/4)</i>	04/21/95		<i>RE Update(1100/4)</i>	05/25/95
	Tax Aspects of Home Ownership(1024/4)	04/21/95		<i>RE Update(1100/4)</i>	05/27/95
Asheville	Trust Acct Procedures/Resort Prop Mgrs(1000/4)	04/04/95		<i>RE Update(1100/4)</i>	05/30/95
	Basic Trust Account Procedures(1000/4)	04/05/95		<i>RE Update(1100/4)</i>	06/01/95
	<i>RE Update(1033/4)</i>	04/06/95		<i>RE Update(1065/4)</i>	06/01/95
	Real Estate Contracts(1033/4)	04/06/95		RE License Law/Commission Rules(1065/2)	06/01/95
	Equal Opportunity/Related Legislation(1005/4)	04/07/95		Is That Contract for Real?(1065/2)	06/01/95
	<i>RE Update(1100/4)</i>	04/08/95		<i>RE Update(1100/4)</i>	06/06/95
	<i>RE Update(1100/4)</i>	04/11/95		<i>RE Update(1019/4)</i>	06/08/95
	<i>RE Update(1065/4)</i>	04/11/95		<i>RE Update(1005/4)</i>	06/09/95
	RE License Law/Commission Rules(1065/2)	04/11/95		Affordable Housing Programs(1005/4)	06/09/95
	Is That Contract for Real?(1065/2)	04/11/95		<i>RE Update(1005/4)</i>	06/10/95
	<i>RE Update(1100/4)</i>	04/18/95		Affordable Housing Programs(1005/4)	06/10/95
	Tax Aspects of Home Ownership(1047/4)	04/18/95		<i>RE Update(1100/4)</i>	07/15/95
	<i>RE Update(1047/4)</i>	04/18/95		<i>RE Update(1100/4)</i>	07/22/95
	<i>RE Update(1100/4)</i>	04/22/95		<i>RE Update(1100/4)</i>	07/29/95
	<i>RE Update(1100/4)</i>	04/25/95	Atlantic Beach	Fair Housing in the 90's(1070/4)	04/04/95
	<i>RE Update(1024/4)</i>	04/28/95		<i>RE Update(1070/4)</i>	04/04/95
	Tax Aspects of Home Ownership(1024/4)	04/28/95	Boone	8 Ez Steps/Understanding RE Math Prblms(1091/4)	04/21/95
	<i>RE Update(1005/4)</i>	04/29/95		<i>RE Update(1091/4)</i>	04/21/95
	Affordable Housing Programs(1005/4)	04/29/95		<i>RE Update(1005/4)</i>	04/21/95
	<i>RE Update(1100/4)</i>	05/02/95		Affordable Housing Programs(1005/4)	04/21/95
	Environ'l Issues/Home Purchases/Sales(1112/4)	05/03/95		<i>RE Update(1065/4)</i>	05/02/95
	<i>RE Update(1065/4)</i>	05/08/95		RE License Law/Commission Rules(1065/2)	05/02/95
	RE License Law/Commission Rules(1065/2)	05/08/95		Is That Contract for Real?(1065/2)	05/02/95
	Is That Contract for Real?(1065/2)	05/08/95		Qualifyng/Affordable Housing Programs(1091/4)	05/03/95
	<i>RE Update(1100/4)</i>	05/09/95		<i>RE Update(1091/4)</i>	05/03/95
	<i>RE Update(1047/4)</i>	05/10/95		What's Your Bottom Line?(1001/4)	05/17/95
	Tax Aspects of Home Ownership(1047/4)	05/10/95		Qualifyng/Affordable Housing Programs(1091/4)	05/20/95
	<i>RE Update(1100/4)</i>	05/11/95		<i>RE Update(1091/4)</i>	05/20/95
	Equal Opportunity/Related Legislation(1005/4)	05/12/95		Real Estate Contracts Practical Apps(1047/4)	05/31/95
	<i>RE Update(1100/4)</i>	05/16/95		<i>RE Update(1047/4)</i>	05/31/95
	<i>RE Update(1100/4)</i>	05/18/95		Intro/Overview - Income Prpty Valuation(1091/4)	05/31/95
	<i>RE Update(1005/4)</i>	05/19/95		Extraction of Data From the Market-4 Hrs(1091/4)	05/31/95
	Affordable Housing Programs(1005/4)	05/19/95			
	<i>RE Update(1100/4)</i>	05/20/95			

<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>	<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>
Boone (con't)	RE Update(1091/4)	05/31/95	Charlotte (con't)	Risk Reduction(1004/4)	04/20/95
	RE Update(1065/4)	05/31/95		Understanding Tax Issues/Guidelines(1113/4)	04/21/95
	RE License Law/Commission Rules(1065/2)	05/31/95		RE Update(1035/4)	04/21/95
	Is That Contract for Real?(1065/2)	05/31/95		RE Update(1004/4)	04/21/95
	Res Aprng/Convent Underwriting-4 Hrs(1091/4)	06/05/95		RE Update(1003/4)	04/22/95
	RE Update(1091/4)	06/05/95		Contemporary Financing(1003/4)	04/22/95
	RE Update(1065/4)	06/10/95		RE Update(1033/4)	04/22/95
	RE License Law/Commission Rules(1065/2)	06/10/95		TI Real Estate Calculator(1033/4)	04/22/95
Brevard	Is That Contract for Real?(1065/2)	06/10/95		RE Update(1004/4)	04/24/95
	RE Update(1065/4)	04/10/95		Fair Housing in the 90's(1004/4)	04/25/95
	RE License Law/Commission Rules(1065/2)	04/10/95		RE Update(1098/4)	04/26/95
	Is That Contract for Real?(1065/2)	04/10/95		RE Update(1024/4)	04/26/95
	Affordable Housing Programs(1005/4)	04/27/95		Tax Aspects of Home Ownership(1024/4)	04/26/95
	RE Update(1065/4)	05/06/95		Risk Management(1023/4)	04/27/95
	RE License Law/Commission Rules(1065/2)	05/06/95		RE Update(1004/4)	04/27/95
	Is That Contract for Real?(1065/2)	05/06/95		Who's My Boss(1004/4)	04/27/95
	RE Update(1065/4)	06/02/95		RE Update(1023/4)	04/27/95
	RE License Law/Commission Rules(1065/2)	06/02/95		RE Update(1035/4)	04/28/95
Burlington	Is That Contract for Real?(1065/2)	06/02/95		Basic House Construction(1004/4)	04/28/95
	RE Update(1024/4)	04/25/95		Tax Aspects of Home Ownership(1047/4)	04/29/95
	Tax Aspects of Home Ownership(1024/4)	04/25/95		RE Update(1047/4)	04/29/95
	RE Update(1024/4)	06/05/95		RE Update(1098/4)	05/01/95
	Tax Aspects of Home Ownership(1024/4)	06/05/95		Risk Management(1098/4)	05/03/95
Burnsville	Affordable Housing Programs(1005/4)	04/25/95		RE Update(1098/4)	05/05/95
Cary	Challenging the Appraisal(1047/4)	04/24/95		RE Update(1035/4)	05/05/95
	RE Update(1047/4)	04/24/95		RE Update(1033/4)	05/06/95
Chapel Hill	Tax Aspects of Home Ownership(1047/4)	04/06/95		TI Real Estate Calculator(1033/4)	05/06/95
	RE Update(1047/4)	04/06/95		RE Update(1024/4)	05/06/95
	RE Update(1024/4)	04/27/95		Tax Aspects of Home Ownership(1024/4)	05/06/95
	Tax Aspects of Home Ownership(1024/4)	04/27/95		Fair Housing in the 90's(1004/4)	05/09/95
	Challenging the Appraisal(1047/4)	05/24/95		License Law & the B-I-C(1004/4)	05/11/95
	RE Update(1047/4)	05/24/95		Professional Business Standards(1004/4)	05/11/95
	Architect Styles/Pblms W/ Older Constr(1001/4)	05/25/95		RE Update(1035/4)	05/12/95
	RE Update(1001/4)	05/25/95		RE Update(1098/4)	05/15/95
	RE Update(1024/4)	06/02/95		Basic House Construction(1004/4)	05/16/95
	Tax Aspects of Home Ownership(1024/4)	06/02/95		Risk Management(1098/4)	05/17/95
Charlotte	Managing & Mrktg Troubled Assets(1058/4)	04/02/95		Fair Housing in the 90's(1004/4)	05/17/95
	RE Update(1098/4)	04/03/95		RE Update(1023/4)	05/17/95
	Risk Management(1098/4)	04/03/95		Fair Housing in the 90's(1023/4)	05/17/95
	License Law & the B-I-C(1004/4)	04/04/95		RE Update(1098/4)	05/18/95
	RE Update(1004/4)	04/04/95		RE Update(1035/4)	05/19/95
	Basic House Construction(1004/4)	04/06/95		RE Update(1004/4)	05/19/95
	RE Update(1004/4)	04/06/95		RE Update(1098/4)	05/20/95
	Basic Trust Account Procedures(1000/4)	04/06/95		Risk Management(1098/4)	05/20/95
	RE Update(1035/4)	04/07/95		RE Update(1003/4)	05/20/95
	RE Update(1033/4)	04/08/95		Selected License Law - Rules & Regs(1003/4)	05/20/95
	TI Real Estate Calculator(1033/4)	04/08/95		Risk Management(1023/4)	05/20/95
	Risk Management(1023/4)	04/11/95		RE Update(1023/4)	05/20/95
	RE Update(1004/4)	04/11/95		Market Analysis/Commercial RE CI 201(1058/4)	05/22/95
	Risk Reduction(1004/4)	04/11/95		RE Update(1004/4)	05/22/95
	Tax Aspects of Home Ownership(1047/4)	04/12/95		Fair Housing in the 90's(1004/4)	05/22/95
	RE Update(1047/4)	04/12/95		RE Update(1098/4)	05/23/95
	Basic House Construction(1004/4)	04/12/95		Tax Aspects of Home Ownership(1047/4)	05/23/95
	Risk Management(1023/4)	04/13/95		RE Update(1047/4)	05/23/95
	RE Update(1004/4)	04/13/95		License Law & the B-I-C(1004/4)	05/23/95
	Professional Business Standards(1004/4)	04/13/95		Basic House Construction(1004/4)	05/23/95
	RE Update(1024/4)	04/17/95		RE Update(1004/4)	05/24/95
	Tax Aspects of Home Ownership(1024/4)	04/17/95		License Law & the B-I-C(1004/4)	05/25/95
	Risk Management(1098/4)	04/19/95		RE Update(1004/4)	05/25/95
	Risk Management(1023/4)	04/19/95		Risk Management(1023/4)	05/26/95
	RE Update(1023/4)	04/19/95		RE Update(1035/4)	05/26/95

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Charlotte (con't)	RE Update(1004/4)	05/26/95	Elizabeth City (con't)	Equal Opportunity/Related Legislation(1052/4)	04/15/95
	RE Update(1023/4)	05/26/95		RE Update(1024/4)	04/20/95
	RE Update(1033/4)	05/27/95		Tax Aspects of Home Ownership(1024/4)	04/20/95
	TI Real Estate Calculator(1033/4)	05/27/95		RE Update(1052/4)	06/10/95
	RE Update(1004/4)	05/30/95	Ellerbe	Equal Opportunity/Related Legislation(1052/4)	06/10/95
	Basic House Construction(1004/4)	05/30/95		RE Update(1024/4)	04/20/95
	RE Update(1004/4)	05/31/95		Tax Aspects of Home Ownership(1024/4)	04/20/95
	RE Update(1023/4)	05/31/95		RE Update(1031/4)	04/08/95
	Fair Housing in the 90s(1023/4)	05/31/95	Fayetteville	Risk Management(1011/4)	04/11/95
	RE Update(1098/4)	06/01/95		RE Update(1031/4)	04/11/95
	Risk Management(1098/4)	06/01/95		RE Update(1097/4)	04/13/95
	Tax Aspects of Home Ownership(1047/4)	06/01/95		RE Update(1033/4)	04/15/95
	RE Update(1047/4)	06/01/95		TI Real Estate Calculator(1033/4)	04/15/95
	RE Update(1023/4)	06/01/95		RE Update(1024/4)	04/18/95
	Fair Housing in the 90s(1023/4)	06/01/95		Tax Aspects of Home Ownership(1024/4)	04/18/95
	RE Update(1098/4)	06/02/95		Risk Management(1011/4)	04/22/95
	RE Update(1033/4)	06/02/95		RE Update(1011/4)	04/22/95
	TI Real Estate Calculator(1033/4)	06/02/95		Risk Management(1011/4)	04/28/95
	RE Update(1035/4)	06/02/95		RE Update(1031/4)	04/28/95
	RE Update(1004/4)	06/02/95		Risk Management(1011/4)	05/06/95
	Basic House Construction(1004/4)	06/02/95		RE Update(1011/4)	05/06/95
	RE Update(1003/4)	06/03/95		RE Update(1031/4)	05/06/95
	Contemporary Financing(1003/4)	06/03/95		Tax Aspects of Home Ownership(1047/4)	05/09/95
	RE Update(1098/4)	06/05/95		RE Update(1047/4)	05/09/95
	RE Update(1004/4)	06/06/95		RE Update(1007/4)	05/09/95
	License Law & the B-I-C(1004/4)	06/06/95		1031 Tax Free Exchange/Real Property(1007/4)	05/09/95
	RE Update(1098/4)	06/07/95		RE Update(1034/4)	05/11/95
	Risk Management(1098/4)	06/07/95		Buyer Representation(1034/4)	05/11/95
	Risk Management(1023/4)	06/08/95		Doing the Right Thing(1034/4)	05/11/95
	RE Update(1023/4)	06/08/95		Risk Management(1011/4)	05/12/95
	RE Update(1004/4)	06/08/95		RE Update(1031/4)	05/12/95
	Fair Housing in the 90's(1004/4)	06/08/95		RE Update(1059/4)	05/13/95
	RE Update(1035/4)	06/09/95		Advertising: Improving Your Business(1059/4)	05/13/95
	RE Update(1024/4)	06/09/95		RE Update(1033/4)	05/16/95
	Tax Aspects of Home Ownership(1024/4)	06/09/95		TI Real Estate Calculator(1033/4)	05/16/95
	RE Update(1023/4)	06/09/95		Risk Management(1011/4)	05/20/95
	Fair Housing in the 90s(1023/4)	06/09/95		RE Update(1011/4)	05/20/95
	RE Update(1098/4)	06/10/95		RE Update(1031/4)	05/20/95
	Risk Management(1098/4)	06/10/95		Risk Management(1011/4)	05/23/95
	RE Update(1052/4)	05/06/95		RE Update(1003/4)	05/30/95
Cherryville	Equal Opportunity/Related Legislation(1052/4)	05/06/95		Residential Appraisal(1003/4)	05/30/95
Concord	RE Update(1024/4)	05/17/95		RE Update(1097/4)	06/03/95
	Tax Aspects of Home Ownership(1024/4)	05/17/95		Risk Management(1011/4)	06/03/95
	RE Update(1024/4)	06/07/95		RE Update(1011/4)	06/03/95
	Tax Aspects of Home Ownership(1024/4)	06/07/95		RE Update(1024/4)	06/09/95
Durham	RE Update(1100/4)	04/01/95		Tax Aspects of Home Ownership(1024/4)	06/09/95
	Licensee's Basic Guide/Resident Const(1020/4)	04/04/95		Risk Management(1011/4)	07/01/95
	RE Update(1020/4)	04/04/95		RE Update(1011/4)	07/01/95
	RE Update(1036/4)	04/05/95		Fair Housing(1011/4)	07/01/95
	Problem Topics(1036/4)	04/05/95		RE Update(1011/4)	07/07/95
	RE Update(1047/4)	04/29/95		Risk Management(1011/4)	07/07/95
	Tax Aspects of Home Ownership(1047/4)	04/29/95		Fair Housing(1011/4)	07/07/95
	Fair Housing in the 90s(1020/4)	05/04/95		RE Update(1011/4)	07/15/95
	RE Update(1020/4)	05/04/95		Risk Management(1011/4)	07/15/95
	RE Update(1036/4)	05/10/95		Fair Housing(1011/4)	07/15/95
	Problem Topics(1036/4)	05/10/95	Forest City	RE Update(1098/4)	04/01/95
	Tax Aspects of Home Ownership(1047/4)	05/18/95		Risk Management(1098/4)	04/01/95
Elizabeth City	RE Update(1047/4)	05/18/95		RE Update(1005/4)	06/08/95
	RE Update(1020/4)	06/08/95		Affordable Housing Programs(1005/4)	06/08/95
	Advertising: Improving Your Business(1059/4)	04/01/95	Franklin	RE Update(1065/4)	04/06/95
	RE Update(1052/4)	04/15/95		RE License Law/Commission Rules(1065/2)	04/06/95

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Franklin (con't)	Is That Contract for Real?(1065/2)	04/06/95	Greensboro (con't)	Challenging the Appraisal(1047/4)	04/21/95
	RE Update(1100/4)	04/13/95		RE Update(1047/4)	04/21/95
	RE Update(1065/4)	05/05/95		Uniform Strds/Professl Aprsl Practice(1091/4)	04/22/95
	RE License Law/Commission Rules(1065/2)	05/05/95		Uniform Strds/Professl Aprsl Practice(1091/4)	04/23/95
	Is That Contract for Real?(1065/2)	05/05/95		RE Update(1024/4)	04/24/95
	RE Update(1065/4)	06/03/95		Tax Aspects of Home Ownership(1024/4)	04/24/95
	RE License Law/Commission Rules(1065/2)	06/03/95		RE Update(1091/4)	04/25/95
	Is That Contract for Real?(1065/2)	06/03/95		Intro/Overview - Income Prpty Valuation(1091/4)	04/27/95
	Affordable Housing Programs(1089/4)	04/19/95		RE Update(1033/4)	04/28/95
	RE Update(1089/4)	04/19/95		TI Real Estate Calculator(1033/4)	04/28/95
Gastonia	RE Update(1065/4)	04/29/95		RE Update(1091/4)	05/02/95
	RE License Law/Commission Rules(1065/2)	04/29/95		RE Update(1033/4)	05/03/95
	Is That Contract for Real?(1065/2)	04/29/95		TI Real Estate Calculator(1033/4)	05/03/95
	RE Update(1065/4)	05/12/95		Hp 12c-4 Hrs(1091/4)	05/04/95
	RE License Law/Commission Rules(1065/2)	05/12/95		RE Update(1003/4)	05/06/95
	Is That Contract for Real?(1065/2)	05/12/95		Contemporary Financing(1003/4)	05/06/95
	RE Update(1024/4)	05/20/95		Understanding Tax Issues/Guidelines(1113/4)	05/06/95
	Tax Aspects of Home Ownership(1024/4)	05/20/95		Residential Construction Seminar-10 Hrs(1091/4)	05/06/95
	RE Update(1089/4)	05/24/95		RE Update(1038/4)	05/06/95
	Environmental Hazards(1089/4)	05/25/95		Risk Management(1038/4)	05/06/95
Goldsboro	RE Update(1065/4)	06/08/95		Residential Construction Seminar-10 Hrs(1091/4)	05/07/95
	RE License Law/Commission Rules(1065/2)	06/08/95		Extraction of Data From the Market-4 Hrs(1091/4)	05/09/95
	Is That Contract for Real?(1065/2)	06/08/95		8 Ez Steps/Understanding RE Math Prblms(1091/4)	05/09/95
	RE Update(1024/4)	04/04/95		RE Update(1091/4)	05/16/95
	Tax Aspects of Home Ownership(1024/4)	04/04/95		RE Update(1047/4)	05/17/95
	RE Update(1014/4)	04/15/95		Challenging the Appraisal(1047/4)	05/17/95
	Real Estate Contracts(1014/4)	04/15/95		Extraction of Data From the Market-10 Hr(1091/4)	05/20/95
	RE Update(1014/4)	04/25/95		Extraction of Data From the Market-10 Hr(1091/4)	05/21/95
	Real Estate Contracts(1014/4)	04/25/95		RE Update(1033/4)	05/23/95
	RE Update(1074/4)	04/26/95		TI Real Estate Calculator(1033/4)	05/23/95
Graham	Buyer Representation(1074/4)	04/26/95		RE Update(1024/4)	05/25/95
	RE Update(1024/4)	05/01/95		Tax Aspects of Home Ownership(1024/4)	05/25/95
	Tax Aspects of Home Ownership(1024/4)	05/01/95		Challenging the Appraisal(1047/4)	05/25/95
	RE Update(1074/4)	05/10/95		RE Update(1047/4)	05/25/95
	Doing the Right Thing(1074/4)	05/10/95		Residential Construction Seminar-4 Hrs(1091/4)	05/31/95
	RE Update(1007/4)	05/23/95		Uniform Strds/Professl Aprsl Practice(1091/4)	06/03/95
	1031 Tax Free Exchange/Real Property(1007/4)	05/23/95		Uniform Strds/Professl Aprsl Practice(1091/4)	06/04/95
	RE Update(1014/4)	05/31/95		This Contract's for You(1001/4)	06/06/95
	Real Estate Contracts(1014/4)	05/31/95		Res Aprng/Convent Underwriting-4 Hrs(1091/4)	06/06/95
	RE Update(1024/4)	06/06/95		RE Update(1091/4)	06/06/95
Greensboro	Tax Aspects of Home Ownership(1024/4)	06/06/95		RE Update(1024/4)	06/06/95
	RE Update(1014/4)	06/07/95		Tax Aspects of Home Ownership(1024/4)	06/06/95
	Real Estate Contracts(1014/4)	06/07/95		RE Update(1034/4)	06/07/95
	RE Update(1060/4)	04/29/95		Buyer Representation(1034/4)	06/07/95
	Ethical Principles of Real Estate I(1060/4)	04/29/95		Doing the Right Thing(1034/4)	06/07/95
	RE Update(1060/4)	05/03/95		What's Your Bottom Line?(1001/4)	06/07/95
	Ethical Principles of Real Estate I(1060/4)	05/04/95		RE Update(1033/4)	06/07/95
	Application of Financial Calculations(1017/4)	04/03/95		TI Real Estate Calculator(1033/4)	06/07/95
	RE Update(1033/4)	04/06/95		Challenging the Appraisal(1047/4)	06/07/95
	TI Real Estate Calculator(1033/4)	04/06/95	Greenville	RE Update(1047/4)	06/07/95
Greenville	8 Ez Steps/Understanding RE Math Prblms(1091/4)	04/06/95		RE Update(1014/4)	04/05/95
	RE Update(1091/4)	04/06/95		Real Estate Contracts(1014/4)	04/05/95
	RE Update(1003/4)	04/08/95		RE Update(1097/4)	04/06/95
	Contemporary Financing(1003/4)	04/08/95		RE Update(1003/4)	04/11/95
	RE Update(1038/4)	04/08/95		Contemporary Financing(1003/4)	04/11/95
	Risk Management(1038/4)	04/08/95		RE Update(1024/4)	04/19/95
	RE Update(1016/4)	04/19/95		Tax Aspects of Home Ownership(1024/4)	04/19/95
	Commercial RE for the Residential Agent(1016/4)	04/19/95		RE Update(1100/4)	04/29/95
	Residential Construction Seminar-4 Hrs(1091/4)	04/20/95		RE Update(1097/4)	05/06/95
	Qualifyng/Affordable Housing Programs(1091/4)	04/20/95		RE Update(1007/4)	05/12/95
	RE Update(1091/4)	04/20/95		1031 Tax Free Exchange/Real Property(1007/4)	05/12/95

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Greenville (con't)	RE Update(1047/4)	05/12/95	Kill Devil Hills (con't)	Professional Obligations(1027/4)	04/07/95
	Challenging the Appraisal(1047/4)	05/12/95		RE Update(1066/4)	04/25/95
	RE Update(1024/4)	05/15/95		Real Estate Insurance(1066/4)	04/25/95
	Tax Aspects of Home Ownership(1024/4)	05/15/95		RE Update(1007/4)	05/15/95
	RE Update(1014/4)	05/17/95		1031 Tax Free Exchange/Real Property(1007/4)	05/15/95
	Real Estate Contracts(1014/4)	05/17/95		RE Update(1066/4)	05/16/95
	RE Update(1003/4)	05/18/95		Real Estate Insurance(1066/4)	05/16/95
	Contemporary Financing(1003/4)	05/18/95	Kinston	RE Update(1014/4)	04/10/95
	RE Update(1014/4)	06/05/95		Real Estate Contracts(1014/4)	04/10/95
	Real Estate Contracts(1014/4)	06/05/95		RE Update(1007/4)	04/21/95
	RE Update(1024/4)	06/07/95		1031 Tax Free Exchange/Real Property(1007/4)	04/21/95
	Tax Aspects of Home Ownership(1024/4)	06/07/95		RE Update(1014/4)	05/03/95
Havelock	RE Update(1007/4)	04/26/95		Real Estate Contracts(1014/4)	05/03/95
	1031 Tax Free Exchange/Real Property(1007/4)	04/26/95		Challenging the Appraisal(1047/4)	05/03/95
Hendersonville	RE Update(1100/4)	04/06/95		RE Update(1047/4)	05/03/95
	RE Update(1024/4)	04/26/95		RE Update(1034/4)	05/18/95
	Tax Aspects of Home Ownership(1024/4)	04/26/95		Buyer Representation(1034/4)	05/18/95
Hickory	Affordable Housing Programs(1005/4)	04/20/95		RE Update(1014/4)	06/10/95
	RE Update(1065/4)	05/09/95		Real Estate Contracts(1014/4)	06/10/95
	RE License Law/Commission Rules(1065/2)	05/09/95	Lenoir	RE Update(1098/4)	04/08/95
	Is That Contract for Real?(1065/2)	05/09/95		Risk Management(1098/4)	04/08/95
Jacksonville	RE Update(1097/4)	04/20/95	Lexington	Fair Housing in the 90s(1045/4)	04/03/95
	RE Update(1024/4)	05/03/95	Lincolnton	RE Update(1052/4)	05/20/95
	Tax Aspects of Home Ownership(1024/4)	05/03/95		Equal Opportunity/Related Legislation(1052/4)	05/20/95
	RE Update(1059/4)	05/06/95	Lumberton	RE Update(1047/4)	04/05/95
	Advertising: Improving Your Business(1059/4)	05/06/95		Tax Aspects of Home Ownership(1047/4)	04/05/95
	RE Update(1003/4)	05/10/95		RE Update(1024/4)	04/19/95
	Selected License Law - Rules & Regs(1003/4)	05/10/95		Tax Aspects of Home Ownership(1024/4)	04/19/95
	Tax Aspects of Home Ownership(1047/4)	05/15/95	Marion	RE Update(1101/4)	05/11/95
	RE Update(1047/4)	05/15/95	Monroe	RE Update(1028/4)	04/20/95
	RE Update(1034/4)	05/31/95		Licensee's Basic Guide/Residential Const(1028/4)	05/17/95
	Buyer Representation(1034/4)	05/31/95	Morehead City	This Contract's for You(1086/4)	04/06/95
	Doing the Right Thing(1034/4)	05/31/95		RE Update(1059/4)	04/15/95
	RE Update(1007/4)	05/31/95		Advertising: Improving Your Business(1059/4)	04/15/95
	1031 Tax Free Exchange/Real Property(1007/4)	05/31/95		RE Update(1024/4)	05/04/95
	Advertising: Improving Your Business(1059/4)	06/03/95		Tax Aspects of Home Ownership(1024/4)	05/04/95
	RE Update(1059/4)	06/03/95		RE Update(1007/4)	05/26/95
Kannapolis	RE Update(1065/4)	04/28/95		1031 Tax Free Exchange/Real Property(1007/4)	05/26/95
	RE License Law/Commission Rules(1065/2)	04/28/95	Morganton	Contract Law & Standard Forms(1080/4)	04/05/95
	Is That Contract for Real?(1065/2)	04/28/95		RE Update(1065/4)	04/13/95
	RE Update(1065/4)	05/11/95		RE License Law/Commission Rules(1065/2)	04/13/95
	RE License Law/Commission Rules(1065/2)	05/11/95		Is That Contract for Real?(1065/2)	04/13/95
	Is That Contract for Real?(1065/2)	05/11/95		Affordable Housing Programs(1005/4)	04/20/95
	RE Update(1065/4)	06/07/95		RE Update(1080/4)	05/16/95
	RE License Law/Commission Rules(1065/2)	06/07/95		Contract Law & Standard Forms(1080/4)	05/23/95
	Is That Contract for Real?(1065/2)	06/07/95		RE Update(1024/4)	05/24/95
Kenansville	RE Update(1096/4)	04/19/95		Tax Aspects of Home Ownership(1024/4)	05/24/95
	Doing the Right Thing(1096/4)	04/19/95		RE Update(1065/4)	06/05/95
	RE Update(1034/4)	04/19/95		RE License Law/Commission Rules(1065/2)	06/05/95
	Buyer Representation(1034/4)	04/19/95		Is That Contract for Real?(1065/2)	06/05/95
	RE Update(1096/4)	06/01/95	Murphy	RE Update(1100/4)	04/20/95
	Doing the Right Thing(1096/4)	06/01/95	Myrtle Beach	Fair Housing in the 90s(1105/4)	04/27/95
	RE Update(1034/4)	06/01/95		RE Update(1105/4)	04/27/95
	Buyer Representation(1034/4)	06/01/95	Nags Head	Fair Housing in the 90's(1070/4)	04/06/95
Kernersville	The Homeowner & Taxes(1116/4)	05/12/95		RE Update(1070/4)	04/06/95
	The Homeowner & Taxes(1116/4)	05/15/95		Advertising: Improving Your Business(1059/4)	04/08/95
	The Homeowner & Taxes(1116/4)	05/24/95		RE Update(1059/4)	04/11/95
	The Homeowner & Taxes(1116/4)	06/02/95		Advertising: Improving Your Business(1059/4)	04/11/95
	The Homeowner & Taxes(1116/4)	06/03/95	New Bern	RE Update(1007/4)	04/10/95
Kill Devil Hills	RE Update(1007/4)	04/03/95		1031 Tax Free Exchange/Real Property(1007/4)	04/10/95
	Select License Law - Rules & Regs(1007/4)	04/03/95		RE Update(1056/4)	04/17/95

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New Bern (con't)	RE Update(1097/4)	04/18/95	Raleigh (con't)	Tax Aspects of Home Ownership(1024/4)	05/01/95
	RE Update(1003/4)	04/19/95		RE Update(1008/4)	05/02/95
	Selected License Law - Rules & Regs(1003/4)	04/19/95		RE Update(1033/4)	05/02/95
	RE Update(1047/4)	05/02/95		TI Real Estate Calculator(1033/4)	05/02/95
	Tax Aspects of Home Ownership(1047/4)	05/02/95		RE Update(1097/4)	05/02/95
	RE Update(1024/4)	05/05/95		RE Update(1036/4)	05/03/95
	Tax Aspects of Home Ownership(1024/4)	05/05/95		Problem Topics(1036/4)	05/03/95
	RE Update(1056/4)	05/15/95		TI Real Estate Calculator(1053/4)	05/06/95
	RE Update(1003/4)	05/24/95		Tax Aspects of Home Ownership(1053/4)	05/06/95
	Selected License Law - Rules & Regs(1003/4)	05/24/95		RE Update(1100/4)	05/06/95
	Understanding Tax Issues/Guidelines(1113/4)	07/14/95		Home Building Basics(1122/4)	05/07/95
North Wilkesboro	RE Update(1065/4)	05/01/95		Basic Trust Account Procedures(1000/4)	05/09/95
	RE License Law/Commission Rules(1065/2)	05/01/95		RE Update(1008/4)	05/11/95
	Is That Contract for Real?(1065/2)	05/01/95		RE Update(1003/4)	05/13/95
	RE Update(1065/4)	05/30/95		Residential Appraisal(1003/4)	05/13/95
	RE License Law/Commission Rules(1065/2)	05/30/95		RE Update(1100/4)	05/13/95
	Is That Contract for Real?(1065/2)	05/30/95		Challenging the Appraisal(1047/4)	05/15/95
	RE Update(1065/4)	06/09/95		RE Update(1047/4)	05/15/95
	RE License Law/Commission Rules(1065/2)	06/09/95		Financing the Home Purchase(1008/4)	05/17/95
	Is That Contract for Real?(1065/2)	06/09/95		RE Update(1036/4)	05/17/95
Pinehurst	Risk Management(1042/4)	04/04/95		Problem Topics(1036/4)	05/17/95
	RE Update(1042/4)	04/12/95		RE Update(1008/4)	05/20/95
	RE Update(1042/4)	05/10/95		RE Update(1040/4)	05/20/95
	Understanding Tax Issues/Guidelines(1113/4)	05/19/95		Challenging the Appraisal(1040/4)	05/20/95
Plymouth	RE Update(1014/4)	05/22/95		Home Building Basics(1122/4)	05/21/95
	Real Estate Contracts(1014/4)	05/22/95		TI Real Estate Calculator(1053/4)	05/22/95
Raleigh	TI Real Estate Calculator(1053/4)	04/04/95		Tax Aspects of Home Ownership(1053/4)	05/22/95
	Tax Aspects of Home Ownership(1053/4)	04/04/95		Problem Topics(1036/4)	05/23/95
	RE Update(1008/4)	04/06/95		RE Update(1033/4)	05/24/95
	Advertising: Improving Your Business(1059/4)	04/07/95		TI Real Estate Calculator(1033/4)	05/24/95
	Select License Law - Rules & Regs(1007/4)	04/08/95		RE Update(1008/4)	05/25/95
	RE Update(1059/4)	04/08/95		Understanding Tax Issues/Guidelines(1113/4)	05/26/95
	Advertising: Improving Your Business(1059/4)	04/08/95		Professional Obligations(1001/4)	05/31/95
	RE Update(1007/4)	04/08/95		RE Update(1036/4)	05/31/95
	Home Building Basics(1122/4)	04/09/95		Problem Topics(1036/4)	05/31/95
	RE Update(1008/4)	04/10/95		This Contract's for You(1001/4)	06/01/95
	Challenging the Appraisal(1047/4)	04/10/95		Tax Aspects of Home Ownership(1047/4)	06/01/95
	RE Update(1047/4)	04/10/95		RE Update(1047/4)	06/01/95
	Tax Aspects of Home Ownership(1047/4)	04/10/95		TI Real Estate Calculator(1053/4)	06/03/95
	RE Update(1033/4)	04/11/95		Tax Aspects of Home Ownership(1053/4)	06/03/95
	TI Real Estate Calculator(1033/4)	04/11/95		RE Update(1047/4)	06/03/95
	Basic Trust Account Procedures(1000/4)	04/11/95		Tax Implications of RE Transactions(1047/4)	06/03/95
	RE Update(1003/4)	04/12/95		RE Update(1100/4)	06/03/95
	Residential Appraisal(1003/4)	04/12/95		RE Update(1036/4)	06/03/95
	RE Update(1036/4)	04/12/95		Problem Topics(1036/4)	06/03/95
	Problem Topics(1036/4)	04/12/95		RE Update(1040/4)	06/03/95
	RE Update(1100/4)	04/15/95		Challenging the Appraisal(1040/4)	06/03/95
	RE Update(1024/4)	04/17/95		Home Building Basics(1122/4)	06/04/95
	Tax Aspects of Home Ownership(1024/4)	04/17/95		Financing the Home Purchase(1008/4)	06/06/95
	RE Update(1008/4)	04/19/95		Basic Trust Account Procedures(1000/4)	06/06/95
	Evictions & Legal Issues/Prpty Mngrs(1008/4)	04/20/95		RE Update(1003/4)	06/07/95
	RE Update(1040/4)	04/22/95		Contemporary Financing(1003/4)	06/07/95
	Challenging the Appraisal(1040/4)	04/22/95		RE Update(1036/4)	06/07/95
	Home Building Basics(1122/4)	04/23/95		Problem Topics(1036/4)	06/07/95
	RE Update(1033/4)	04/26/95		RE Update(1034/4)	06/08/95
	TI Real Estate Calculator(1033/4)	04/26/95		Buyer Representation(1034/4)	06/08/95
	RE Update(1036/4)	04/26/95		Doing the Right Thing(1034/4)	06/08/95
	Problem Topics(1036/4)	04/26/95		RE Update(1033/4)	06/08/95
	TI Real Estate Calculator(1053/4)	04/29/95		TI Real Estate Calculator(1033/4)	06/08/95
	Tax Aspects of Home Ownership(1053/4)	04/29/95		RE Update(1008/4)	06/09/95
	RE Update(1024/4)	05/01/95		1031 Tax Free Exchange/Real Property(1007/4)	06/09/95

<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>	<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>
Raleigh (con't)	<i>RE Update(1036/4)</i>	06/09/95	Statesville (con't)	<i>RE Update(1065/4)</i>	06/06/95
	Problem Topics(1036/4)	06/09/95		RE License Law/Commission Rules(1065/2)	06/06/95
	<i>RE Update(1024/4)</i>	06/09/95		Is That Contract for Real?(1065/2)	06/06/95
	Tax Aspects of Home Ownership(1024/4)	06/09/95		<i>RE Update(1043/4)</i>	05/17/95
	Selected License Law - Rules & Regs(1007/4)	06/10/95	Supply	Buyer Representation(1043/4)	05/17/95
	<i>RE Update(1036/4)</i>	06/10/95		<i>RE Update(1043/4)</i>	05/24/95
	Problem Topics(1036/4)	06/10/95		Buyer Representation(1043/4)	05/24/95
	Risk Management(1040/4)	06/10/95	Sylva	<i>RE Update(1100/4)</i>	04/27/95
	<i>RE Update(1040/4)</i>	06/10/95		Affordable Housing Programs(1005/4)	04/26/95
	Understanding Tax Issues/Guidelines(1113/4)	06/23/95		<i>RE Update(1097/4)</i>	05/02/95
	Basic Trust Account Procedures(1000/4)	07/11/95	Waynesville	Affordable Housing Programs(1005/4)	04/28/95
	<i>RE Update(1024/4)</i>	04/07/95		<i>RE Update(1024/4)</i>	05/26/95
	Tax Aspects of Home Ownership(1024/4)	04/07/95		Tax Aspects of Home Ownership(1024/4)	05/26/95
	<i>RE Update(1024/4)</i>	05/18/95	Wilkesboro	Real Estate Contracts(1013/4)	04/21/95
Roanoke Rapids	Tax Aspects of Home Ownership(1024/4)	05/18/95		<i>RE Update(1013/4)</i>	04/21/95
	<i>RE Update(1065/4)</i>	04/05/95		Real Estate Contracts(1013/4)	05/19/95
Robbinsonville	RE License Law/Commission Rules(1065/2)	04/05/95	Wilmington	<i>RE Update(1013/4)</i>	05/19/95
	Is That Contract for Real?(1065/2)	04/05/95		<i>RE Update(1097/4)</i>	04/04/95
	<i>RE Update(1065/4)</i>	05/04/95		<i>RE Update(1021/4)</i>	04/06/95
	RE License Law/Commission Rules(1065/2)	05/04/95		Doing the Right Thing(1021/4)	04/06/95
	Is That Contract for Real?(1065/2)	05/04/95		<i>RE Update(1033/4)</i>	04/13/95
Rockingham	Advertising: Improving Your Business(1059/4)	05/20/95		TI Real Estate Calculator(1033/4)	04/13/95
	<i>RE Update(1059/4)</i>	05/20/95		<i>RE Update(1003/4)</i>	04/29/95
Rocky Mount	<i>RE Update(1024/4)</i>	04/06/95		Selected License Law - Rules & Regs(1003/4)	04/29/95
	Tax Aspects of Home Ownership(1024/4)	04/06/95		Advertising: Improving Your Business(1059/4)	04/29/95
	<i>RE Update(1097/4)</i>	04/18/95		<i>RE Update(1007/4)</i>	05/02/95
	<i>RE Update(1003/4)</i>	04/27/95		1031 Tax Free Exchange/Real Property(1007/4)	05/02/95
	Selected License Law - Rules & Regs(1003/4)	04/27/95		<i>RE Update(1024/4)</i>	05/02/95
	<i>RE Update(1097/4)</i>	05/09/95		Tax Aspects of Home Ownership(1024/4)	05/02/95
	<i>RE Update(1097/4)</i>	05/13/95		<i>RE Update(1036/4)</i>	05/08/95
	<i>RE Update(1024/4)</i>	05/17/95		Problem Topics(1036/4)	05/08/95
	Tax Aspects of Home Ownership(1024/4)	05/17/95		<i>RE Update(1033/4)</i>	05/09/95
	Tax Aspects of Home Ownership(1047/4)	05/19/95		TI Real Estate Calculator(1033/4)	05/09/95
	<i>RE Update(1047/4)</i>	05/19/95		<i>RE Update(1097/4)</i>	05/09/95
	Challenging the Appraisal(1047/4)	05/19/95		<i>RE Update(1097/4)</i>	05/20/95
	<i>RE Update(1024/4)</i>	06/08/95		<i>RE Update(1021/4)</i>	05/25/95
	Tax Aspects of Home Ownership(1024/4)	06/08/95		Doing the Right Thing(1021/4)	05/25/95
Sanford	Professional Obligations(1001/4)	04/26/95		<i>RE Update(1003/4)</i>	05/27/95
	Buyer Representation(1034/4)	05/18/95		Selected License Law - Rules & Regs(1003/4)	05/27/95
	<i>RE Update(1034/4)</i>	05/18/95	Wilson	<i>RE Update(1024/4)</i>	06/05/95
Smithfield	<i>RE Update(1024/4)</i>	05/04/95		Tax Aspects of Home Ownership(1024/4)	06/05/95
	Tax Aspects of Home Ownership(1024/4)	05/04/95		1031 Tax Free Exchange/Real Property(1007/4)	06/06/95
Southern Pines	<i>RE Update(1026/4)</i>	04/11/95		Selected License Law - Rules & Regs(1007/4)	06/06/95
	Equal Opportunity & Related Legislation(1026/4)	04/11/95		Understanding Tax Issues/Guidelines(1113/4)	06/10/95
	<i>RE Update(1024/4)</i>	05/05/95		Understanding Tax Issues/Guidelines(1113/4)	07/29/95
	Tax Aspects of Home Ownership(1024/4)	05/05/95		<i>RE Update(1024/4)</i>	04/05/95
	<i>RE Update(1026/4)</i>	05/09/95		Tax Aspects of Home Ownership(1024/4)	04/05/95
Statesville	Commercial RE for the Residential Agent(1026/4)	05/09/95		Professional Obligations(1001/4)	04/27/95
	Tax Aspects of Home Ownership(1047/4)	05/11/95		Challenging the Appraisal(1047/4)	05/05/95
	<i>RE Update(1047/4)</i>	05/11/95		<i>RE Update(1047/4)</i>	05/05/95
	Risk Management(1038/4)	04/22/95		<i>RE Update(1024/4)</i>	05/16/95
	<i>RE Update(1065/4)</i>	04/27/95		Tax Aspects of Home Ownership(1024/4)	05/16/95
	RE License Law/Commission Rules(1065/2)	04/27/95		<i>RE Update(1014/4)</i>	05/24/95
	Is That Contract for Real?(1065/2)	04/27/95		Real Estate Contracts(1014/4)	05/24/95
	<i>RE Update(1065/4)</i>	05/10/95	Winston Salem	<i>RE Update(1033/4)</i>	04/04/95
	RE License Law/Commission Rules(1065/2)	05/10/95		TI Real Estate Calculator(1033/4)	04/04/95
	Is That Contract for Real?(1065/2)	05/10/95		Basic Trust Account Procedures(1000/4)	04/07/95
	Tax Aspects of Home Ownership(1047/4)	05/25/95		Real Estate Contracts Practical Apps(1047/4)	04/11/95
	<i>RE Update(1047/4)</i>	05/25/95		<i>RE Update(1033/4)</i>	04/11/95
	<i>RE Update(1024/4)</i>	06/02/95		TI Real Estate Calculator(1033/4)	04/11/95
	Tax Aspects of Home Ownership(1024/4)	06/02/95		<i>RE Update(1047/4)</i>	04/11/95

<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>	<u>City</u>	<u>Course Title (Sponsor No./CE Hrs.)</u>	<u>Date(s)</u>
Winston Salem (con't)	RE Update(1010/4)	04/12/95	Winston Salem (con't)	RE Update(1038/4)	05/13/95
	RE Update(1047/4)	04/22/95		Risk Management(1038/4)	05/13/95
	Tax Aspects of Home Ownership(1047/4)	04/22/95		Uniform Stdrds/Professl Aprsl Practice(1091/4)	05/14/95
	RE Update(1091/4)	04/24/95		RE Update(1024/4)	05/15/95
	RE Update(1024/4)	04/24/95		Tax Aspects of Home Ownership(1024/4)	05/15/95
	Tax Aspects of Home Ownership(1024/4)	04/24/95		RE Update(1038/4)	05/17/95
	Residential Construction Seminar-4 Hrs(1091/4)	04/26/95		Risk Management(1038/4)	05/17/95
	RE Update(1010/4)	04/26/95		Tax Aspects of Home Ownership(1047/4)	05/18/95
	8 Ez Steps/Understanding RE Math Prblms(1091/4)	04/28/95		RE Update(1047/4)	05/18/95
	RE Update(1091/4)	04/28/95		8 Ez Steps/Understanding RE Math Prblms(1091/4)	05/19/95
	RE Update(1037/4)	04/29/95		RE Update(1091/4)	05/19/95
	Res Aprsng/Convent Underwriting-10 Hrs(1091/4)	04/29/95		Residential Construction Seminar-4 Hrs(1091/4)	05/23/95
	RE Update(1038/4)	04/29/95		RE Update(1033/4)	05/25/95
	Risk Management(1038/4)	04/29/95		TI Real Estate Calculator(1033/4)	05/25/95
	Res Aprsng/Convent Underwriting-10 Hrs(1091/4)	04/30/95		Hp 12c-4 Hrs(1091/4)	05/25/95
	RE Update(1091/4)	05/01/95		Real Estate Contracts Practical Apps(1047/4)	05/27/95
	RE Update(1003/4)	05/03/95		RE Update(1047/4)	05/27/95
	Selected License Law - Rules & Regs(1003/4)	05/03/95		Intro/Overview - Income Prpty Valuation(1091/4)	05/30/95
	Extraction of Data From the Market-4 Hrs(1091/4)	05/03/95		RE Update(1033/4)	06/01/95
	Environ'l Issues/Home Purchases/Sales(1112/4)	05/04/95		TI Real Estate Calculator(1033/4)	06/01/95
	Res Aprsng/Convent Underwriting-4 Hrs(1091/4)	05/06/95		Extraction of Data From the Market-4 Hrs(1091/4)	06/01/95
	RE Update(1091/4)	05/06/95		RE Update(1091/4)	06/01/95
	RE Update(1010/4)	05/10/95		RE Update(1024/4)	06/05/95
	RE Update(1033/4)	05/11/95		Tax Aspects of Home Ownership(1024/4)	06/05/95
	TI Real Estate Calculator(1033/4)	05/11/95		RE Update(1037/4)	06/06/95
	Uniform Stdrds/Professl Aprsl Practice(1091/4)	05/13/95		Decision Analysis/Commercial RE CI 301(1058/4)	06/26/95

CONTINUING EDUCATION SPONSORS

The course sponsors listed below have been approved by the Commission to offer continuing education courses for credit toward renewal of licenses on active status. Sponsors approved to offer the mandatory 4-hour *update* course are designated by the letter (U), and sponsors approved to offer one or more elective courses are designated by the letter (E). Some sponsors have been approved to offer both the *update* and elective courses. The course sponsor numbers in this list correspond to the 4-digit sponsor number which appears in parenthesis immediately following each course title in the preceding course schedule. Licensees should contact the course sponsors directly for information regarding fees, registration procedures, and additional scheduling information which was not available at the time of publication.

<u>Sponsor No.</u>	<u>Sponsor Name</u>	<u>Office Location</u>	<u>Telephone</u>
1000	North Carolina Real Estate Commission* (E)	Raleigh	(919) 733-9580
1001	North Carolina Association of REALTORS®, Inc. (U/E)	Greensboro	(910) 294-1415
1002	George Bell Productions, Ltd. (U)	Raleigh	(919) 782-3551
1003	Carolina Real Estate Academy (U/E)	Goldsboro	(919) 751-8038
1004	Mingle Institute/NC School of Real Estate (U/E)	Charlotte	(704) 372-2984
1005	Cumbie Institute of Real Estate (U/E)	Asheville	(704) 687-7252
1006	Durham Technical Community College (U/E)	Durham	(919) 598-9270
1007	Eastern Carolina Real Estate School (U/E)	Jacksonville	(910) 455-5328
1008	Raleigh/Wake Board of REALTORS® (U/E)	Raleigh	(919) 834-0359
1009	Beaufort County Community College (U/E)	Washington	(919) 946-6194
1010	Forsyth Technical Community College (U)	Winston Salem	(910) 760-2373
1011	The Business Advantage, Inc. (U/E)	Fayetteville	(910) 485-1746
1012	North Carolina Real Estate Educational Foundation (E)	Greensboro	(910) 294-1415
1013	Wilkes Community College (U/E)	Wilkesboro	(910) 651-8695
1014	Eastern North Carolina School of Real Estate (U/E)	Goldsboro	(919) 778-9102
1015	Cabarrus County Association of REALTORS®, Inc. (U/E)	Concord	(704) 786-5512
1016	Greensboro Regional REALTORS® Association, Inc. (U/E)	Greensboro	(910) 854-5868
1017	Guilford Technical Community College (U/E)	Greensboro	(910) 334-5408
1018	Avery-Watauga Association of REALTORS® (U)	Boone	(704) 262-5437
1019	Asheville Board of REALTORS®, Inc. (U/E)	Asheville	(704) 255-8505
1020	Durham Association of REALTORS® (U/E)	Durham	(919) 383-2117
1021	Cape Fear Community College (U/E)	Wilmington	(910) 251-5689
1022	Larry Goodman Continuing Education (U/E)	Salisbury	(704) 636-3975
1023	Century 21 Real Estate Academy (U/E)	Charlotte	(704) 535-2121
1024	Imperial Training Services, Inc. (U/E)	Garner	(919) 772-6460
1025	The Christopher Group (E)	Raleigh	(919) 981-0098
1026	Pinehurst/Southern Pines Area Bd of REALTORS® (U/E)	Southern Pines	(910) 692-8988
1027	Outer Banks Association of REALTORS®, Inc. (U/E)	Kill Devil Hills	(919) 441-4036
1028	Union County Board of REALTORS®, Inc. (U/E)	Monroe	(704) 289-6059
1029	Ockuly Real Estate Academy (U)	Jacksonville	(910) 455-2977
1030	North Carolina Appraisal Board (E)	Raleigh	(919) 420-7920
1031	Fayetteville Technical Community College (U/E)	Fayetteville	(910) 678-8230
1032	Fayetteville Real Estate Academy (U/E)	Fayetteville	(910) 424-0750
1033	National Education Network (U/E)	Manchester Ctr, VT	(800) 637-0020
1034	Real Estate Career Institute (U/E)	Wilmington	(910) 256-7469
1035	Central Piedmont Community College (U)	Charlotte	(704) 342-6562
1036	Howard Perry & Walston Real Estate School (U/E)	Raleigh	(919) 406-6900
1037	Winston-Salem Association of REALTORS®, Inc. (U/E)	Winston Salem	(910) 768-5560
1038	The Agent's Choice School of Continuing Education (U/E)	Winston Salem	(910) 922-4117
1039	Rocky Mount Area Association of REALTORS®, Inc. (U)	Rocky Mount	(919) 937-7181

<u>Sponsor No.</u>	<u>Sponsor Name</u>	<u>Office Location</u>	<u>Telephone</u>
1040	Wake Technical Community College (U/E)	Raleigh	(919) 662-3457
1041	High Point Regional Association of REALTORS® Inc (U/E)	High Point	(910) 889-8181
1042	Sandhills Community College (U/E)	Pinehurst	(910) 695-3769
1043	Brunswick Community College (U/E)	Supply	(910) 754-6900
1044	Metrolina Commercial Board of REALTORS®, Inc. (E)	Charlotte	(704) 377-8982
1045	Lexington Board of REALTORS® (U/E)	Lexington	(704) 249-1742
1046	Wilmington Regional Association of REALTORS® (U/E)	Wilmington	(910) 762-7400
1047	Janus Institute (U/E)	Southbury, CT	(203) 264-2111
1048	Vidar Companies, Inc. (E)	Charlotte	(704) 377-8982
1049	Peggy H. Bivens (E)	Monroe	(704) 289-8946
1050	College of the Albemarle (U/E)	Elizabeth City	(919) 335-0821
1051	Educational Seminars, Inc. (E)	Cary	(919) 481-3942
1052	Real Estate, ETC. (U/E)	Cherryville	(704) 435-3737
1053	Susan L. Wall (E)	Raleigh	(919) 846-3613
1054	Prudential Carolinas Realty (U)	Charleston, SC	(803) 760-5656
1055	Stanly Community College (U/E)	Albemarle	(704) 982-0121
1056	Craven Community College (U/E)	New Bern	(919) 638-7289
1057	Randolph Community College (U)	Asheboro	(910) 629-1471
1058	Commercial Investment Real Estate Institute (E)	Chicago, IL	(312) 321-4473
1059	American Properties Real Estate School (U/E)	Jacksonville	(910) 577-5400
1060	Alamance Community College (U/E)	Graham	(910) 578-2002
1061	REESI (U)	New Bern	(800) 638-2983
1062	Erick Little & Company (E)	Raleigh	(919) 783-0090
1063	Southeastern Community College (U/E)	Whiteville	(910) 642-7141
1064	Hickory-Catawba Valley Board of REALTORS®, Inc. (U)	Hickory	(704) 322-8249
1065	Asheville Real Estate Academy (U/E)	Asheville	(704) 253-3335
1066	N.C. Academy of Real Estate (U/E)	Kill Devil Hills	(919) 441-4135
1067	Halifax Community College (U/E)	Weldon	(919) 536-7274
1068	N.C. Chapter of the Appraisal Institute (E)	Greensboro	(910) 297-9511
1069	Brunswick Islands Board of REALTORS® (E)	Shallotte	(910) 754-5287
1070	Sikes Real Estate Training (U/E)	Rocky Mount	(919) 459-7859
1071	Robeson Community College (U/E)	Lumberton	(910) 738-7101
1072	Lenoir Community College (U/E)	Kinston	(919) 527-6223
1073	Robinson Real Estate School (U/E)	Morehead City	(919) 726-2011
1074	Wayne Community College (U/E)	Goldsboro	(919) 735-5151
1075	Surry Community College (U)	Dobson	(910) 386-8121
1076	Bladen Community College (U/E)	Dublin	(910) 862-2164
1077	Asheville-Buncombe Technical Community College (U)	Asheville	(704) 254-1921
1078	Albemarle Appraisal & Realty Academy (U/E)	Elizabeth City	(919) 335-5030
1079	Laney School of Real Estate (U)	Wilmington	(910) 799-9660
1080	Western Piedmont Community College (U/E)	Morganton	(704) 438-6104
1081	Blue Ridge Community College (U/E)	Flat Rock	(704) 692-3572
1082	Central Carolina Community College - Harnet County (U/E)	Lillington	(910) 893-9101
1083	Whitaker & Associates (U)	Hendersonville	(704) 693-8899
1084	Dick Norwood Real Estate & Auction (U)	Albemarle	(704) 983-1560
1085	Dover Realty, Inc. (U)	Salisbury	(704) 633-1111
1086	Morehead City Carteret CO Board of REALTORS® (U/E)	Morehead City	(919) 247-6922
1087	Highlands-Cashiers Board of REALTORS®, Inc. (U/E)	Cashiers	(704) 743-5851
1088	Quality Residential Inspections, Inc. (E)	Raleigh	(919) 848-4833
1089	Gaston Association of REALTORS®, Inc. (U/E)	Gastonia	(704) 867-4826
1090	Fonville Morisey Center For Real Estate Studies (U/E)	Raleigh	(919) 781-7270
1091	Dan Mohr Real Estate Schools, Inc. (U/E)	Greensboro	(910) 274-9994
1092	Mayland Community College (U)	Spruce Pine	(704) 765-7351

<u>Sponsor No.</u>	<u>Sponsor Name</u>	<u>Office Location</u>	<u>Telephone</u>
1093	Rockingham Community College (U/E)	Wentworth	(910) 342-4261
1094	Sea Shore Real Estate Academy (E)	Wilmington	(910) 799-4387
1095	Seminars, Inc. (E)	University, MS	(601) 236-3162
1096	James Sprunt Community College (U/E)	Kenansville	(910) 296-2462
1097	Coastal Carolina Real Estate Academy (U/E)	Wilmington	(910) 791-1011
1098	Sunny Realty Educators (U/E)	Charlotte	(704) 342-3457
1099	Johnston Community College (U/E)	Smithfield	(919) 934-3051
1100	John Carroll Real Estate Education (U)	Asheville	(704) 254-7733
1101	McDowell Technical Community College (U/E)	Marion	(704) 652-6021
1102	Institute of Government (E)	Chapel Hill	(919) 966-5381
1103	Gaston College (U)	Dallas	(704) 922-6250
1104	Martin Community College (U)	Windsor	(919) 794-4861
1105	HMS of the Carolinas (U/E)	Ft. Mill	(803) 548-1523
1106	Cleveland Community College (U)	Shelby	(704) 484-4063
1107	Mitchell Community College (U)	Statesville	(704) 878-3220
1108	Haywood Community College (U)	Clyde	(704) 627-4512
1109	Western Carolina University (U/E)	Cullowhee	(704) 227-7401
1110	Hodge, Steward & Company, P.A. (E)	Raleigh	(919) 872-0866
1111	Capital Savings Co., Inc. (E)	Chapel Hill	(919) 929-0224
1112	N.C. Cooperative Extension Service - NCSU (E)	Fletcher	(704) 687-0570
1113	Patricia M. Ihnen, CPA (E)	Raleigh	(919) 848-8267
1114	Duvall Institute of Real Estate (U)	Franklin	(704) 524-2678
1115	Landmark Real Estate, Inc. (U)	Wilmington	(910) 799-8855
1116	Block Seminars (E)	Kernersville	(910) 993-3611
1117	Catawba Valley Community College (U/E)	Hickory	(704) 327-7006
1118	Piedmont Community College (U/E)	Roxboro	(910) 599-1181
1119	Richmond Community College (U)	Hamlet	(910) 582-7000
1120	Tri-County Community College (U)	Murphy	(704) 837-6810
1121	Birch Appraisal Group of Cary (E)	Cary	(919) 460-7993
1122	Home Check Systems (E)	Raleigh	(919) 571-2511
1123	Payton Warren (E)	Wilmington	(910) 392-4260
1124	National Business Institute (E)	Altoona, WI	(715) 835-8525
1125	Edgecombe Community College (U)	Rocky Mount	(919) 446-0436
1126	Pitt Community College (U)	Greenville	(919) 321-4388
1127	ECU School of Business (U/E)	Greenville	(919) 328-6377
1128	N.C. CRS Chapter, Inc. (E)	Winston Salem	(910) 722-0628
1129	Institute of Real Estate Management (E)	Chicago, IL	(312) 329-6044
1130	Anson Community College (U)	Wadesboro	(704) 694-6505

**The only continuing education courses sponsored by the Commission are Basic Trust Account Procedures and Trust Account Procedures for Resort Property Managers. [Note: For information regarding all other courses, please contact the course sponsors directly.]*

Disciplinary action

Penalties for violations of the Real Estate License Law and Commission Rules vary depending upon the particular facts and circumstances present in each case. Due to space limitations in the Bulletin, a complete description of such facts cannot be reported in the following Disciplinary Action summaries.

AV & ASSOCIATES, INC. (Charlotte) - By Consent, the Commission reprimanded AV & Associates, Inc. effective November 15, 1994. The Commission found that the principal broker and broker-in-charge of AV & Associates, Inc. had failed to notify the Commission when two licensed salesmen joined the corporation in July of 1993, and that their licenses therefore had remained on inactive status. The Commission further found that the corporation had compensated the salesmen in real estate transactions requiring active licensure while their licenses were inactive. The Commission noted that the broker-in-charge had, in March of 1994, notified the Commission of the salesmen's association with the corporation, but only after the Commission notified the corporation of a complaint.

JEFFERY J. BULLOCK (Jacksonville) - By Consent, the Commission revoked Mr. Bullock's salesman license effective November 15, 1994. The Commission found that Mr. Bullock had been convicted of the criminal offenses of corporate malfeasance and obtaining money by false pretenses.

RICHARD C. CHAPMAN (Raleigh) - By Consent, the Commission suspended Mr. Chapman's broker license for five years effective December 19, 1994. Six months of the suspension are to be active and the remaining period stayed for a probationary term of four years and six months. The Commission found that Mr. Chapman, as a state-certified residential real estate appraiser during 1992 - 1994, had performed appraisals and

submitted appraisal reports in a manner which constituted numerous violations of state law and Appraisal Board rules. The Commission further found that the North Carolina Appraisal Board had suspended Mr. Chapman's certificate for five years. Mr. Chapman neither admitted nor denied any misconduct.

WAYNE F. CLARK (Wilmington) - The Commission revoked Mr. Clark's broker license effective November 16, 1994. The Commission found that Mr. Clark had been convicted of the criminal offenses of manufacturing marijuana and maintaining a dwelling to keep marijuana.

CLEARVIEW REALTY & CONSTRUCTION, INC. (Goldsboro) - By Consent, the Commission suspended the corporate real estate broker license of Clearview Realty & Construction, Inc. for 30 days effective November 10, 1994. The Commission then stayed the suspension for a probationary term of one year. The Commission found that the principal broker and broker-in-charge of Clearview Realty & Construction, Inc. had failed to maintain trust account ledger sheets or other transaction records sufficient to create a clear audit trail, as required by Commission rules. The Commission further found that the corporation had maintained certain funds in an interest-bearing trust account without written authorization from the parties on whose behalf the money was being held, and had failed to account on the check register for the interest earned. The Commission also found that the broker-in-charge had failed to promptly reconcile trust account bank statements and that a small overage had occurred in the rental trust account.

THE COLONIAL GROUP OF CHARLOTTE, INC. (Charlotte) - By Consent, the Commission suspended the corporate real estate broker license of The Colonial Group of Charlotte, Inc. for 30 days effective November 15, 1994. The Commission then stayed the suspension for a probationary

term of 30 days. The Commission found that a broker associated with The Colonial Group of Charlotte, Inc. had allowed her broker license to expire on June 30, 1992, but had continued to engage in real estate brokerage through early September 1994. The Commission further found that the broker had earned and was paid by the corporation significant compensation during the period while her license was expired.

JOHN C. CRUMPTON, JR. (Chapel Hill) - The Commission accepted the voluntary surrender of Mr. Crumpton's salesman license for three years effective November 7, 1994. The Commission dismissed without prejudice charges that Mr. Crumpton had violated the Real Estate License Law. Mr. Crumpton neither admitted nor denied any misconduct.

ALVIN J. DICKENS, JR. (Charlotte) - By Consent, the Commission reprimanded Mr. Dickens effective November 15, 1994. The Commission found that Mr. Dickens, as principal broker and broker-in-charge of a real estate brokerage firm, had failed to notify the Commission when two licensed salesmen joined the firm in 1993, and that the salesmen's licenses therefore had remained on inactive status. The Commission further found that Mr. Dickens had compensated the salesmen in real estate transactions requiring active licensure while their licenses were inactive. The Commission noted that Mr. Dickens had, in March of 1994, notified the Commission of the salesmen's association with the firm, but only after the Commission notified him of a complaint.

RONDAL FORD ELLER (Davidson) - By Consent, the Commission suspended Mr. Eller's broker license for two years effective December 1, 1994. Eighteen months of the suspension are to be active and the remaining period stayed for a probationary term of six months. The

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Disciplinary action

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Commission found that Mr. Eller had been convicted of the federal criminal offense of fraud. The Commission further found that Mr. Eller's conviction had resulted from his improper payment of a \$353,000 check from a development corporation in which he was a principal.

RAYMOND W. GEISER, II (Charlotte) - By Consent, the Commission suspended Mr. Geiser's broker license for 30 days effective November 15, 1994. The Commission then stayed the suspension for a probationary term of 30 days. The Commission found that Mr. Geiser, as principal broker of a licensed real estate corporation, had failed to appoint a new broker-in-charge when the corporation's broker-in-charge resigned.

MARVIN HAMILTON (Goldsboro) - By Consent, the Commission suspended Mr. Hamilton's broker license for 30 days effective November 10, 1994. The Commission then stayed the suspension for a probationary term of one year. The Commission found that Mr. Hamilton, as principal broker and broker-in-charge of a licensed real estate corporation, had failed to maintain trust account ledger sheets or other transaction records sufficient to create a clear audit trail, as required by Commission rules. The Commission further found that the corporation had maintained certain funds in an interest-bearing trust account without written authorization from the parties on whose behalf the money was being held, and had failed to account on the check register for the interest earned. The Commission also found that Mr. Hamilton had failed to promptly reconcile trust account bank statements and that a small overage had occurred in the rental trust account.

WILBUR L. HOWELL, JR. (Raleigh) - By Consent, the Commission reprimanded Mr. Howell effective October 10, 1994. The Commission found that Mr. Howell, as broker-in-charge

of a licensed real estate corporation between May 1990 and December 1992, had failed to conduct the monthly reconciliation of the firm's trust account records, thus allowing the firm to expend tenant security deposits instead of depositing and maintaining them in a designated trust account. The Commission noted that when this situation was discovered, the firm changed its practice and restored the tenant security deposits to the firm's trust accounts, and that no tenant had lost any deposit or suffered any delay in obtaining a refund.

DIANNE T. JOHNSON-CREECH (Raleigh) - By Consent, the Commission reprimanded Ms. Johnson-Creech effective November 2, 1994. The Commission found that Ms. Johnson-Creech, while licensed as a real estate salesman, had participated in collecting rent for property which she did not own and without the supervision of a broker-in-charge. The Commission noted that Ms. Johnson-Creech had cooperated with its investigation and has since obtained her real estate broker license.

CHARLES V. LEWIS (Charlotte) - By Consent, the Commission reprimanded Mr. Lewis effective February 15, 1995. The Commission found that Mr. Lewis, as broker-in-charge of a licensed real estate brokerage corporation, had failed to ensure that all licensees associated with the corporation had current licenses.

MAR-BIL, INC., t/a CAROLINA REAL ESTATE ACADEMY (Goldsboro) - By Consent, the Commission suspended the corporate real estate broker license of Mar-Bil, Inc., t/a Carolina Real Estate Academy, for 30 days effective December 16, 1994. The Commission then stayed the suspension for a probationary term of one year and approved Carolina Real Estate Academy's pending applications for approval of three continuing education (CE) elective courses. The

Commission found that Carolina Real Estate Academy, while acting as a real estate CE course sponsor, had advertised elective courses in a newspaper prior to their approval by the Commission, in violation of Commission rules, and were then admonished not to do so. The Commission further found that Carolina Real Estate Academy subsequently mailed to 24,500 licensees a flyer which advertised the unapproved elective courses along with its approved "Update" course.

JOHN A. MESSICK (Southport) - By Consent, the Commission revoked Mr. Messick's broker license effective November 23, 1994. Mr. Messick may apply for and obtain a salesman license any time after May 23, 1995, if he can demonstrate to the Commission that he has satisfactorily completed the Commission's Trust Account Short Course and Resort Property Management Trust Account Course. The Commission found that during 1992 and early 1993, while acting as a broker and rental manager for a number of residential properties, Mr. Messick had failed to deposit and maintain rental funds in proper trust accounts, had commingled trust monies with his own funds, had failed to maintain adequate trust account records, and had failed to properly account for or remit rental funds to the landlord clients of his property management business.

MESSICK REAL ESTATE & CONSTRUCTION CO., INC. (Southport) - By Consent, the Commission revoked the corporate real estate broker license of Messick Real Estate & Construction Co., Inc. effective November 23, 1994. The Commission found that during 1992 and early 1993, while acting as a broker and rental manager for a number of residential properties, Messick Real Estate & Construction Co., Inc. had failed to deposit and maintain rental funds in proper trust accounts, had

commingled trust monies with the corporation's funds, had failed to maintain adequate trust account records, and had failed to properly account for or remit rental funds to the landlord clients of its property management business.

DENNIS L. PEELE (Goldsboro) - By Consent, the Commission suspended Mr. Peele's salesman license for 30 days effective December 1, 1994, followed by a probationary term of one year. The Commission found that Mr. Peele had failed to immediately turn over to his broker-in-charge a cash earnest money deposit and otherwise had failed to ensure that trust monies coming into his possession were properly accounted for and remitted.

LOUIS J. PELLEGRINO (Wilmington) - By Consent, the Commission suspended Mr. Pellegrino's broker license for one year effective November 10, 1994. The Commission then stayed the suspension for a probationary term of 18 months. The Commission found that Mr. Pellegrino, in an advertisement in a trade magazine, had implied that nine properties listed by his licensed real estate corporation had sold for amounts which actually represented their list prices. The Commission further found that Mr. Pellegrino had not had a formal listing for every property advertised and that three of the advertised properties had never closed.

PELLEGRINO PROPERTIES, INC. (Wilmington) - By Consent, the Commission suspended the corporate real estate broker license of Pellegrino Properties, Inc. for one year effective November 10, 1994. The Commission then stayed the suspension for a probationary term of 18 months. The Commission found that Pellegrino Properties, Inc., in an advertisement in a trade magazine, had implied that nine properties listed by the corporation had sold for amounts which actually represented

their list prices. The Commission further found that Pellegrino Properties, Inc. had not had a formal listing for every property advertised and that three of the advertised properties had never closed.

QUAIL PROPERTIES, INC. (Raleigh) - By Consent, the Commission suspended the corporate real estate broker license of Quail Properties, Inc. for two years effective November 4, 1994. The Commission then stayed the suspension for a probationary term of two years. The Commission found that after obtaining a corporate real estate license in May of 1990, Quail Properties, Inc. had continued until December of 1992 to use the improper accounting practices of the property owner for whom it managed residential property, and had failed to maintain tenant security deposits in a designated trust or escrow account. The Commission noted that upon being informed of the situation, Quail Properties, Inc. had voluntarily corrected its accounting practices to comply with Commission rules, and that no tenant had lost any deposit or suffered any delay in obtaining a refund.

MARGARET E. RAWLINS (Charlotte) - By Consent, the Commission reprimanded Ms. Rawlins effective November 15, 1994. The Commission found that Ms. Rawlins had failed to notify it of her association with a real estate firm in July of 1993, and therefore, that her salesman license had remained on inactive status. The Commission further found that while her license was inactive, Ms. Rawlins engaged in and received compensation for real estate transactions requiring active licensure. The Commission noted that Ms. Rawlins had, in March of 1994, notified it of her association with the firm, but only after the Commission notified her of a complaint.

HERBERT L. RHEDRICK, JR. (Charlotte) - By Consent, the Com-

mission suspended Mr. Rhedrick's broker license for 60 days effective January 1, 1995. The Commission then stayed the suspension for a probationary term of 18 months upon condition that Mr. Rhedrick complete the Commission's Trust Account Short Course prior to April 30, 1995. The Commission found that Mr. Rhedrick, as principal broker and broker-in-charge of a licensed real estate corporation, had failed to maintain running balances on trust account ledgers or to reconcile those ledgers with the bank statements, and that the trust account records did not accurately reflect the trust account liabilities.

RHEDRICK & ASSOCIATES, INC. (Charlotte) - By Consent, the Commission suspended the corporate real estate broker license of Rhedrick & Associates, Inc. for 60 days effective January 1, 1995. The Commission then stayed the suspension for a probationary term of 18 months. The Commission found that the principal broker and broker-in-charge of Rhedrick & Associates, Inc. had failed to maintain running balances on trust account ledgers or to reconcile those ledgers with the bank statements, and that the trust account records did not accurately reflect the trust account liabilities.

CRAIG S. STURDIVANT (Sanford) - The Commission accepted the voluntary surrender of Mr. Sturdivant's salesman license for 18 months effective December 16, 1994. The Commission dismissed without prejudice charges that Mr. Sturdivant had violated the Real Estate License Law. Mr. Sturdivant neither admitted nor denied any misconduct.

JANE O. TOWNS (Charlotte) - By Consent, the Commission reprimanded Ms. Towns effective November 15, 1994. The Commission found that Ms. Towns had failed to notify it of her association with a real estate firm in July of 1993, and therefore,

(continued on page 20)

Check your label

Compare sample label with your personal mailing label at the bottom of this page.

(A)	00-00-94	(B)	ACTIVE	(C)	U	(D)	E	(E)	C/O	
(F)	00000	S						0	00	(H)
JOHN J. DOE										
ABCXYZ & ASSOC										
0000 STREET ADDRESS RD STE 000										
ANY CITY NC 20000-000										

(G)

- (A) **Date** information on label retrieved from your licensee file.
- (B) **License status:** ACTIVE or INACTIVE as of label date.
- (C) **Update** Course hours: 4 indicates course-completion; 0 indicates noncompletion.
- (D) **Elective** course hours for *current* licensing period.
- (E) **Carry-over** elective course hours for *next* licensing period.
- (F) NC real estate license number.
- (G) **Salesman (S)** or **Broker (B)**.
- (H) Postal information; disregard.

Renewal note: If you plan to renew your license on inactive status and therefore will not be subject to the CE requirement, please notify the Commission's Records Section *in writing now*, to expedite the processing of your renewal in June.

Please be advised that the pocket card which you will receive when you renew your license will not indicate your status as either "active" or "inactive." Your pocket card is verification only of the renewal of your license and does not necessarily authorize you to engage in active real estate brokerage.

Note to new licensees: If you were licensed after July 1, 1994, you do not have to acquire CE in order to renew your license on active status in June 1995.

Disciplinary action

(continued from page 19)

that her salesman license had remained on inactive status. The Commission further found that while her license was inactive, Ms. Towns had engaged in and received compensation for real estate transactions requiring active licensure. The Commission noted that Ms. Towns had, in March of 1994, notified it of her association with the firm, but only

after the Commission notified her of a complaint.

JULIUS L. WEST, JR. (Raleigh) - The Commission revoked Mr. West's salesman license effective January 5, 1995. The Commission found that Mr. West had been convicted of multiple counts of the criminal offenses of breaking and entering and larceny. □

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