

# MIRM Real Estate Market

FREE

Saturday, February 24—Friday, March 2, 2007

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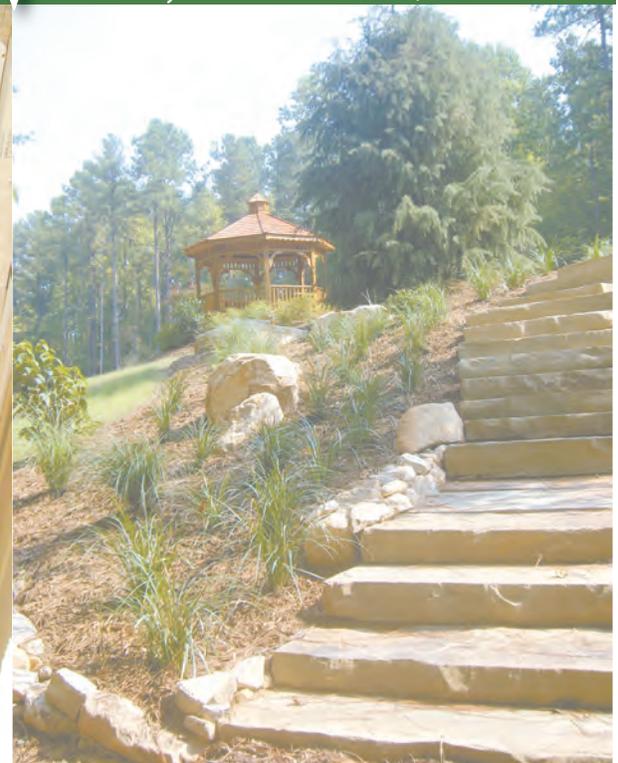
## Chancellor's View

By Rebecca R. Newsome, MIRM

Featuring spectacular views of Chapel Hill from each of its 21 wooded homesites, the elegant and intimate Chancellor's View community is located off Old Lystra Road, just 1.5 miles from the UNC campus. This extraordinary neighborhood has been called "secluded yet included," referring to the privacy of its forested setting in the midst of its convenience to UNC campus and downtown Chapel Hill. Chancellor's View is "secluded yet included" indeed. But builder and developer Scott Kovens of Chapel Hill's award-winning Kovens Construction and Capkov Ventures hopes homebuyers will visit the community in person to make their own assessment.

"We were thrilled to find this magnificent location," said Kovens. "The elevation and

*continued on pg. 2*



long views give a mountain-like effect. ... You can literally see for miles from the property. Chancellor's View offers a unique, relaxing lifestyle, where blue sky vistas and the surrounding natural environment provide a haven from the hustle and bustle of daily activity. In keeping with this wonderful setting, we're putting our 'all' into these homes. This community is truly a jewel."

Custom-designed luxury homes are currently under way at Chancellor's View, each sited for maximum livability on wooded lots just-over and just-under half an acre. Priced from the \$900s, one speculative home is near completion, with others in the client-design process. Acres of green space wrap the community, buffering traffic and other homes, resulting in a noticeable openness beyond lot lines. For resident enjoyment, a mulched path takes trekkers from the community to the Highway 15/501 stoplight across from Southern Village, with a sitting/picnic area along the way. Walkers will note native stone has been used along the path to enhance its peaceful, natural setting.

"From the community site plan to the architectural design of each home, this community exudes care and thoughtfulness," said Carole Selkirk, Prudential Carolinas Realty sales consultant for Chancellor's View. "A consistency of quality is evident in our speculative home. It's not just one room or a few features that make this home unique - it's the flow of exceptional design and craftsmanship from one room to the next that makes it special. Every home in Chancellor's View will be this way. The ability to work with Kovens' designer, Peter Gaudette, at no additional cost is a tremendous benefit for customers. And customers are given time with an interior designer for selection consultation. I've worked with Kovens Construction for over six years, and I have to say, I'm very excited about what's in store at Chancellor's View."

"My familiarity with Kovens Construction is not only in selling quite a few of their beautiful homes over the years; I own one myself," said Tony Hall, broker/owner of Chapel Hill-based Tony Hall & Associates Real Estate. "I bought a Kovens' home almost three years ago, and was nothing but



# REALTORS® NEWS & VIEWS



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## DRAR offers 24-hour Broker Transition Course

April 9, 10, 16 & 17, 2007 • 9:00am - 4:00pm daily • Instructor: Bill Gallagher, DREI, GRI, CBR, CCDS

The Real Estate License Law was amended April 1, 2006 to convert resident salespersons with active licenses issued before October 1, 2005 to a Broker License. Under the revised law salespersons licensees will be on "provisional" status with continued supervision by a broker-in-charge when performing any act for which a real estate license is required.

- Provisional licensees will have two years to complete a Broker Transition Course or...
- Certify to the Real Estate Commission four years full-time (or equivalent part-time) experience as a real estate broker and/or salesperson within the previous six years.
- Licensees not meeting the experience requirement will need to complete the 24 hour Broker Transition Course prior to April 1, 2008.
- Upon completion of the Broker

Transitional Course, the Commission will remove the license from "provisional" status.

**Tuition includes state approved textbook and class handouts. Classes will be from 9am - 4pm daily with the following course outline:**

### COURSE OUTLINE

- Section I** - Broker Relationships and Responsibilities • 9 hours
- Section II** - Real Estate Sales Contracts and Closing • 12 hours
- Section III** - Other Topics • 3 hours

The Broker Transition Course will consist of 24 hours of classroom instruction, HAVE NO END-OF-COURSE EXAM, and will count as your continuing education elective course for the license period in which you take it.

### COURSE FEE:

REALTOR® \$ 250.00  
Non-REALTOR® \$ 260.00

Failure to complete the 24 hour Broker Transition Course or certify that you possess the required real estate experience by April 1, 2008 will place the license on inactive status. Licensees must then complete 90 classroom hours of education to remove the "provisional" status and activate their license.

To register or to obtain additional information, please contact DRAR at 919.403.2117. To register online, visit our website at [www.durhamrealtors.org](http://www.durhamrealtors.org).

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pleased in the building and sale of my home was a pleasure to work with. Every person involved in the building and sale of my home was a pleasure to work with. I'm delighted to show customers Chancellor's View. Dealing with the professionals at Kovens makes my job easier and the buyer's experience a joy."

Chancellor's View customers Kirk and Deanne Bradley echoed Hall's sentiments. "Our home is currently under construction, and we've had a terrific experience to date," said Kirk. "Kovens' designer, Peter Gaudette, is excellent. He's bright, creative, solutions-oriented ... I just can't say enough good things about him. The entire team is very impressive. We're excited about the neighborhood and we're looking forward to moving into our home."

In summary, Chancellor's View is gorgeous in a fabulous locality with exceptionally well-built homes. Visit Chancellor's View to experience the neighborhood's beauty with your own eyes and see if it isn't your wish come true. With only 21 homesites, the opportunity to be a part of this distinctive community won't be available for long!

To visit Chancellor's View, take Highway 15/501 South to the Chapel Hill/Pittsboro exit. Turn left; travel over the bridge; turn left on Mt. Carmel Church Road. Turn right on Old Lystra Road. Turn right on Zapata Lane; Chancellor's View is on the right.

For more information, contact Carole Selkirk and Alma Douglas Gaudette with Prudential Carolinas Realty at (919) 968-4496 or visit [www.KovensConstruction.com](http://www.KovensConstruction.com).

**PHOTOS: THIS PAGE:** Unfinished front door. **PREVIOUS PAGE:** Back view of a Chancellor's View home. **FRONT PAGE: Top:** Rendering of home in Chancellor's View. **Bottom left:** Unfinished curved stairway. **Bottom right:** Stone steps leading to a mulched path in the Chancellor's View community.



## AGENT NEWS

• John Hamrick, sales agent manager for Coldwell

Banker Ward & Misenheimer has announced that **Rebecca Yountz**

has joined the company. "We are delighted to have Rebecca with us," said Luther Misenheimer, broker-in-charge.

Her professionalism and care towards her clients blend perfectly with the culture of customer service we strive to maintain at Ward and Misenheimer."

Yountz holds degrees in International Studies and Russian from the University of Richmond. Her past experiences include eight years of working for a Fortune 500 financial company as a marketing analyst.

She works in the agency's main office located at 6224 Fayetteville Road, Suite 101 in Durham.

• Fred Stevens, managing broker of the York Simpson Underwood Realty Chapel Hill/Durham office, is pleased to announce that **Cynthia Long** has joined his team.

• York Simpson Underwood



**YOUNTZ**



**LONG**

Realty has named its agents who had a Million-Dollar Month in January. The agent for the Chapel Hill/Durham office are **Martha Bick, Phyllis Brown, Carol Cappelletti and Rebecca Dirksen.**

• The **Realtor Walk of Honor**, recently installed in front of the Durham Regional Association of REALTORS building, recognizes many colleagues, friends and members for their dedication and service to the real estate industry. Space is still available for additional bricks. If you would like to have a personally engraved brick paver to be permanently displayed at the DRAR facility, call Shelia Willis at 403-2117.

Take advantage of this opportunity to recognize someone or to add your name to the REALTOR Walk of Honor. Special Pricing: \$ 325 for two bricks, \$ 425 for three bricks.

• On April 4, "**Ninja Selling II**" — A CRS One-Day Course — builds upon the career and life changing ideas from the No. 1 real estate company nationwide that you find in Ninja Selling I. Attendees learn about "Self-Image Development," "Getting Your Life in Balance," "Values Clarification," "Writing Affirmations," "Goal Setting" and "NLP"—understanding your processing modalities and Advanced Time Management.

Course Content:

- Understanding the importance of staying in communication
- Formulating an investment plan to help customers achieve financial independence
- Identifying the major important areas of our lives and how to stay in balance
- Writing new goals and understanding the mental and physiological process
- Identifying productive, indirectly productive and non-productive time

The course fee is \$150 (a reduced early registration fee of \$125 is available if received by March 14).

For an electronic or faxed registration form, contact [services@durhamrealtors.org](mailto:services@durhamrealtors.org).

• **Elizabeth Allardice** of RE/MAX Capital Realty recently joined Gail Griffin, The *Wall Street Journal* Online Network general manager and Paul Bloomsma, executive vice president Luxury Portfolio Fine Property Collection on a panel to discuss Best Internet Practices in invitation-only educational and networking event for successful agents seriously committed to meeting the needs of upper-tier home buyers and sellers.

"It is always an honor to be

asked to speak to other top-tier real estate professionals about internet marketing," said Allardice. "Attendance at this type of event acknowledges Elizabeth's expertise and strong commitment to staying at the top of her game in order to better serve home buyers and sellers in this niche market," said Mary Edna Williams, broker/owner, RE/MAX Capital Realty.

• As a reminder to all Realtors: Directional signs must not contain a firm name / individual name or phone number. These signs may contain directional arrows and such terms as "Home for Sale," "Land for Sale," "New Homes" or "Open House." The Durham City/County Planning department has the authority to pick up signs and issue citations to repeat offenders. If you have any questions, or would like a faxed copy of the sign ordinance call the DRAR office at 403-2117.

**To include information in Agent News, please contact Melanie Busbee at [mbusbee@heraldsun.com](mailto:mbusbee@heraldsun.com) or (919) 419-6819.**