

Local Realtors Highlight Affordable Housing Initiatives in Their Communities

Representatives from three local associations of REALTORS showcased their housing initiatives at a forum held in San Diego during the National Association of REALTORS' Mid-Winter Business Meetings. About 5,000 members and guests attended the meetings.

Ferrell Clay of the Winston-Salem Association of REALTORS, Gloria Duron of the San Fernando Valley Board of REALTORS and Ron Sullivan of the Phoenix Board of REALTORS outlined the work of their respective associations and boards.

The Winston-Salem program has two facets, Clay explained. The first portion is aimed at creating a central network to link the numerous housing agencies serving the city. In the past, communication between the agencies was unclear, resulting in a process that did not serve con-

sumers efficiently, she noted. In developing its housing program, the association reasoned that coordinating all agencies on one information data base would vastly improve overall service, she said.

The hotline being created by the association will include all housing-related agencies, from lenders to rehabilitation companies. It will "make a big difference," Clay said. "When first-time buyers get dead-ended, they get discouraged and they go back to being tenants."

The second facet of the Winston-Salem Association's housing program involves the construction of five cottages, which serve as transient housing for homeless families seeking to "get back on track," she said. This project started by B.R.A.C.E. has the support of local home building organizations.

Construction of more cottages is being considered, Clay said. The families living in the units "take a lot of pride in them," and leave better prepared to improve their own housing conditions, she noted.

The REALTORS and builders' groups are helping to build the units, and the city identi-

The REALTORS and builders' groups are helping to build units . . . city identifies and places homeless families.

fies and places the homeless families in the units, which they occupy for up to eight months before moving on to permanent housing.

The work in communities is



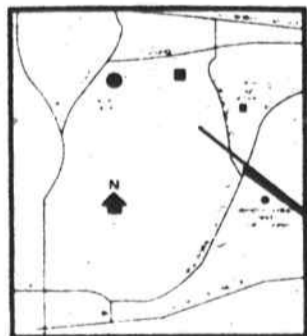
Ferrell Clay

an example of the housing initiatives being undertaken by boards and associations of REALTORS nationwide. Currently, boards and associations representing nearly 40 percent of NAR's membership are involved in local housing efforts.

— By Jo Caubre
Ex. Dir. Winston-Salem
Associate of Realtors



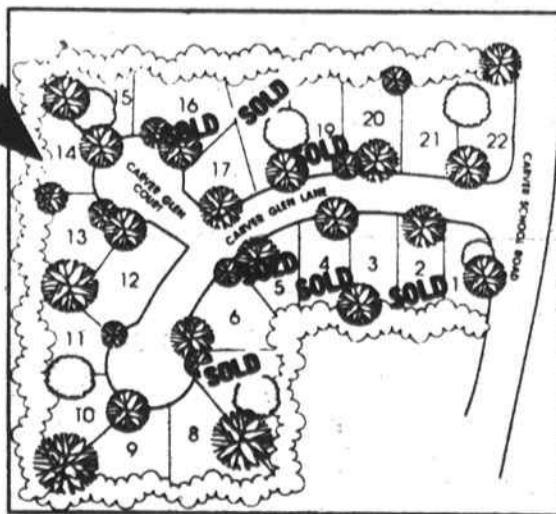
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