

CREIA Report

Member of the National Real Estate Investors Association (NAREIA)

Low-Interest Loans Available Once Again

by Walt Plau

The "pot" is getting larger and larger for low-interest loans to prospective builders of affordable housing. Funds are made available and are managed through the Asheville Housing Trust Fund, the purpose of which is to encourage builders to add units to the city's stock of low-cost housing.

Several CREIA members participated in the process that led to the creation of this fund. This will be the fourth year in



which such loans have been made available to assist builders/developers of such housing in the City of Asheville.

In program's first year, 2000-2001, a total of \$400,000 was made available through a one-cent property tax

increase. In January of each year when tax dollars start rolling in, another \$400,000 is made available. When combined with the repayment of loans from previous years, the total is expected to reach approximately \$640,000 for this

next cycle.

In case our members doubt their ability to reap part of this year's harvest, they

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Monthly Meeting Oct. 13

CREIA's monthly meeting will be held October 13 at 6:00 p.m. at the A-B Tech Enka Campus off I-40 at exit 44, .5 miles west on 19/23 towards Candler. If you are coming from I-40 toward Candler on 19/23, turn LEFT at Sandhill Road and the new campus (old BASF plant) will be on your left.

Schaub To Share Investment Expertise Oct. 25

CREIA is pleased to have John Schaub as our speaker for a special Saturday workshop on October 25th.

John has survived eight presidents and prospered for 30 years as a landlord. He authored the original single-family house seminar in 1976, which launched thousands on their way to successful investing. He is still an active buyer and engaged in managing his business and investment, when not trav-



Schaub

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Upcoming Meetings & Seminars

- **October 7** - New & Beginning Investor Meeting, 6:30 p.m., Denny's, Patton Ave. Leader Judy Clodfelter, 683-4799, silversrosebud@aol.com.
- **October 9 & 24** - Public Policy Committee Meeting, 8:30 a.m. at Denny's on Patton Avenue. For information, contact Langdon Ammen, 285-0123, lammen@worldnet.att.net.
- **October 14** - Haywood -West Focus Group, 6:30 p.m., Connie's Kitchen Restaurant (Hazelwood) Group Leader: Linda Marquis, 627-9300 or provision1@charter.net.
- **October 16** - Upstate CREIA Monthly Meeting. Meets third Thursday of every month at 6:30 p.m. at Marriott on I-85 & Pelham Rd., exit 54, Greenville, SC. Contact Deb Sisson at debsisson@charter.net or (864)313-2101, www.UpstateCREIA.com.
- **October 21** - Mobile Home Focus Group meeting, 6:30 p.m., Rio Bravo Restaurant, Tunnel Rd. Group Leader: Jennifer Woodard, 230-8613 or jwoodard@main.nc.us.
- **October 25** - National Speaker John Schaub, The Business of Buying and Selling Houses, 8:30-4:30, Laurel Auditorium, A-B Tech Campus. Register at 800-477-1778 or see enclosed flyer for more details.
- **October 27** - Finance Focus Group meeting, 6:30 p.m., Skyland Fire Department (upstairs). Group Leader: John Delk, 698-7626 or johndelk@aol.com.
- **October 28** - Hendersonville Focus

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The Original Minimum Housing Code

The first known example of a minimum housing code was developed by the Babylonian King Hammurabi during his reign in the 18th century B.C.

At the time, Babylon, located on the Euphrates River in what is now Iraq, was the most powerful empire in the civilized world. Hammurabi's reign is referred to as the "Golden Age of Babylon" and was notable for its strong central government and the codification of all laws existing in the empire at the time.

This was a collection of more than 280 laws that the King had inscribed on a black marble pillar more than seven feet high. The pillar was unearthed by French archaeologists in 1901. The code shows a certain systematic order beginning with the most serious offense – murder and sorcery – through a range of social and domestic offenses, and ending with a wage scale for all classes of workmen.

The building code consisted of the following five rules and penalties:

A. If a builder build a house for a man and does not make



its construction firm, and the house collapses and causes the death of its owner, that builder shall be put to death.

B. If the collapse causes the death of a son of the owner of the house, they shall put to death a son of the builder.

C. If the collapse causes the death of a slave of the owner of the house, the builder shall give to the owner a slave of equal value.

D. If the collapse destroys property, the builder shall restore whatever is destroyed, and because he did not make the house which he built firm and it collapsed, he shall rebuild the house at his own expense.

E. If a builder builds a house for a man and does not make the house meet the requirements and a wall should fall down, that builder shall build and strengthen the wall at his own expense."

Now that is a housing Code that makes sense! Ah, for the "Good old days!"

– Walt Plaue

Loans

– From Page 1

might be pleased to know that the private-sector (as opposed to the nonprofit sector) has secured over 60% of funds made available, with a large proportion of those going to several CREIA members.

To qualify for the loans, projects must be located within the city limits and must fall into the "affordable housing" price category. For single family homes to be sold (i.e., not rental units), the asking price must not exceed \$120,000. For rental units to qualify, a more complex pricing schedule is used, based on the number of bedrooms in the unit.

Funds may also be used for conversion of non-residential buildings or rehabilitation of vacant structures to af-

fordable housing units.

Although subject to change, the following schedule has been proposed by the city's Director of Community Development:

- Issue request for loan applications – October 15, 2003
- Deadline for submitting applications – December 3, 2003
- Panel review – December 8-19, 2003
- Housing & Community Development Committee review – January 12, 2004
- City Council approval – January 27, 2004

It is expected that an orientation meeting will be held by the city to assist first-time applicants on the procedures involved in applying for HTF loans.

The CREIA point-of-contact is Walt Plaue (658-3151).

CREIA Report

CREIA Report is published monthly. Newsletter editor is Neva Steffens.

Articles submitted are the express opinions and comments from various independent CREIA members and outside sources.

CREIA members are urged to submit articles for publication. Deadline for articles to be published is the third Monday of each month.

Send your article to Neva Steffens, P.O.Box 6443, Asheville, NC 28816, neva888@aol.com.

Schaub

– From Page 1

eling with his family, or building homes for Habitat for Humanity.

John is a reformed “big deal” guy, who discovered that most of the big talkers had small bank balances. John stresses keeping it simple. He talks only about what he has done and what has worked and sometimes not worked for him. John spends nearly all of his working time making deals and managing his properties. He teaches only three seminars a year.

He stresses buying better, well located houses as opposed to less expensive houses or other income properties. Better houses are much more profitable and far less trouble. He advocates paying off debt, owning properties free and clear, and maximizing cash flow by only buying properties with larger prof-

it potential, financed so they produce immediate cash flow.

John graduated in 1970 from the University of Florida College of Business, was an active Realtor for 10 years and served as President of both the Sarasota and Florida Real Estate Exchanges. He is listed in the Hall of Fame of Who’s Who in Creative Real Estate, featured on the cover of *Personal Finance* magazine and was recently quoted in *Forbes*.

He is an advocate for privately owned affordable housing. He served seven years on the International Board of Habitat for Humanity and has served four terms as President of the Sarasota Habitat Affiliate and served 17 years on their board.

Don’t miss John’s “New Strategies for Investing In Houses” on Saturday, October 25, at Laurel Auditorium on the A-B Tech Campus.

Upcoming

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Group meeting 6:30 p.m., Bay Breeze Restaurant, Hendersonville. Group Leader, Tom Boyd, 697-6716 or tandcboyd@mchsi.com.

- **November 4** - New & Beginning Investor Meeting, 6:30 p.m., Denny’s on Patton Ave. Leader, Judy Clodfelter, 683-4799 or silversrosebud@aol.com.
- **November 14-16** - One Weekend Toward a Better Future, A Course in Basic Real Estate Investing, Simpson Auditorium of A-B Tech. Register at 800-477-1778 or see enclosed flyer for more details.

Focus Groups are a benefit of membership in CREIA. A guest may visit a group one time and thereafter the cost is \$15 per visit.

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Interest Only Loans An Attractive Alternative

by Ron Mashburn

Interest only loans can be for a primary residence, second home or investment properties. The program guidelines differ from situation to situation. Many lenders/banks are developing new interest only programs almost daily. These types of loans have been around for years, but they are becoming more popular.

How does an interest only loan work? It's based on the One Month LIBOR. LIBOR is an abbreviation for "London Interbank Offered Rate" and is the interest rate offered by a specific group of international banks located in London for U.S. dollar deposits, or the flow of U.S. dollars through international banks. It is a simple interest payment calculation, which is your interest rate multiplied by your loan amount, then divided by 12.

Why choose an interest only loan? You'll benefit with substantial monthly savings, move into a bigger/nicer home for the same payment, and use the payment savings to pay off or

6%
5%
4%

pay down debts or to provide cash flow for investments. At any time you are allowed to pay any amount toward the principal balance without penalty.

The interest only ARM is amortized over 30 years and the term options are 3, 5, 7 or 10 years. The interest rate is adjusted either on a 1, 3, 6 or 12 month basis depending on the program selected. Interest rates vary from 1.95% up to 7.0% with most averaging in the 3.5-5% range. "Interest only" monthly payments will be required for the chosen term of 3, 5, 7 or 10 years. After that term expires, the payment will be principle and interest.

For example:

\$100,000 @ 3.5% = \$291.67 per month Interest Only payment

Vs.

\$100,000 @ 5.75% = \$583.57 Principle and Interest Payment.

A savings of \$291.90.

These loans are available for investment loans, but they do carry more restrictions compared to a primary residence. Each loan is unique, so please call or email Ron Mashburn for more information – 828-684-5596 or ron@ronmashburn.com.

Lock in Your Position When Buying Lease Options

by David Finkel

www.real-estate-online.com

If you are buying on a lease option, how do you protect yourself from the buyer backing out of the deal down the road? There are three ways for you to lock in your position:

1. **Record a "Memorandum of Option."** Or, if you're lazy, record your option itself down at the county recorder's/land records office.

This will put a cloud on the title, which makes it hard for the seller to sell or refinance. Notice I said "hard," not impossible. You STILL need to take steps two and three below. I have been guilty on deals of skipping steps two and three. It only cost me approximately \$500,000! But you do what you want. As for me, I will ALWAYS do steps two and three now.

2. **Record a "Performance Mortgage/Performance Deed of Trust" against the property.** A mortgage/deed of trust is a security instrument that obligates one party on another agreement (usually a promissory note to a bank) or if second party defaults, first party gets to foreclose on the property.

You can use a modified version of this form to secure your option. We've been doing this for years and it's worked well.

While it's a gray zone whether or not you'll be able to foreclose on the seller should they not perform (different attorneys and judges in different states tell me different things), it is a great idea to do because it is a much stronger way to lock in your option.

3. **Escrow all the closing documents up front for the eventual closing.** This means the seller signs the Purchase Contract, the deed, the escrow/closing agent instructions, etc. We use fresh documents at closing if possible, but I would rather be on title with stale documents and have to clear up some title problems than to have it be the other way around.

About the author... David Finkel is an ex-Olympic level athlete turned real estate millionaire and one of the leading investing experts in the nation. He and his partner, Peter Conti, teach people across the country how to create multiple streams of income buying homes in nice areas with nothing down and minimum risk. Over the past decade, his students have bought and sold over \$100 million worth of real estate.

Mortgage Brokers Provide Key Lending Choices

by Patricia Trauth

Dickinson Mortgage & Associates

Some of the many questions that occur in the finance industry pertaining to mortgage lending:

“Why use a mortgage company vs. a bank or a savings & loan.”

Unlike a bank or savings & loan, the mortgage broker acts on the behalf of its client in finding the best possible lending program among its available correspondent lenders. Many times a mortgage broker may have numerous relationships with competing lenders, offering various programs to assist the client.

One very important factor to consider is that a mortgage broker may receive fees from the lender with whom the loan is finally placed. This saves the client money, but very often, the mortgage broker can find other lower costs related to financing the transaction. This causes the mortgage broker to work hard to place the loan.

Another benefit of this service is knowledge of the lending sources. In the event a borrower is turned down by one lender, a resourceful mortgage broker can repackage the loan ap-



plication and close it through another lender.

Commercial banks, savings and loans associations provide a variety of banking services. Mortgage bankers normally lend money and close loans that are packaged and sold in the secondary mortgage market, through investors such as Fannie Mae (FNMA) and Freddie Mac (FHLMC).

The mortgage broker can be entirely different in scope, ranging in size from one person to a \$50 to \$100 million volume a year organization. The niche that mortgage brokers can provide in a given geographical area is that they can fill the void in the mortgage

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Oct 4: Successful Yard Sales: Bust That Clutter!, 1:30 p.m.

River Ridge Apartments Clubhouse, Fairview Rd.

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Put these future events on your calendar at *EARTHFARE Community Room*
Oct. 24: Dress for Success: Make the 5 Elements Work for You!, 6:30 p.m.

Nov. 8: Festive Dinner Parties and Tables, 1 p.m.

Nov. 23: Buying and Wrapping Holiday Gifts Using the Bagua, 1 p.m.

Road To Financial Independence Begins On Cruise

Mark your calendars to attend the 7th annual National REIA winter cruise February 9-17, 2004. The cruise flyer with details of speaker topics, ports of call and registration form can be found in this newsletter, but there are some things it doesn't tell you that you need to know.

It doesn't say that you will be spending 8 days with 400-plus fellow investors from 40 different REIA group cities. It doesn't say that all 11 of the national speakers will be with us for the entire cruise and will make themselves available to talk to you – for free.

It doesn't say, but just might happen, that Barney Zick, Vena Jone-Cox, Louis Brown, Randy & Charlie France, Al Aiello or any of the other national speakers might have dinner with you some night. You might find yourself sitting next to one on a shore excursion, in the casino or maybe a hot tub! Over 70% attending the cruise Feb. 9-17, 2004, will be repeat cruisers.

Comments we see on the survey cards go something like this: "I am going

home and take a vacation from my vacation ... You fried my brain with real estate overload – thanks ... I didn't know I could ever handle 16 hours a day of just talking and listening to real estate concepts, but I did it – day after day. Thank goodness for three days in our ports of call to catch my breath ... I'm coming home knowing what I just learned will make me financially independent ... Let's do this twice a year so I can get remotivated from my new real estate investor friends from all over the country ... I will go to bed each night from now on remembering eating free ice cream and talking real estate with the legend Jack Miller and about 20 fellow investors at 2:30 a.m. on lido deck ... I'm mad at you Don Beck. I was on this



ship for three days before you gave me enough time off from attending real estate sessions to find the pool!"

You can't beat the price for what you get on this cruise and because there is so much education, the trip is tax deductible. This means if you book an inside cabin for \$995 and are in a 30% tax bracket, you will attend an 8 day cruise after taxes for around \$700. Add \$200 for plane fare and you get an 8 day cruise for \$900 that includes all food, entertainment, four days of seminars,(worth

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Broker

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market of that region created by over demand and under supply.

One niche would be the low or no documentation loan. Mortgage brokers contact portfolio lending institutions throughout the country that would offer these products in this market area. A full service mortgage broker may also be able to offer refinancing, multifamily unit lending and investment property loans. Present financial sources for lending in Buncombe, Haywood and local counties to the city of Asheville can come from

California, Missouri, Connecticut, Virginia, Minnesota, New Orleans, Kentucky, etc.

The mortgage broker is not meant to replace traditional sources of mortgage funding, but rather this service exists to complement and augment lending services. A full service mortgage broker with a good marketing network is able to bring funds, services and products into that area that would not normally be available in the borrowing community.

In addition, the borrower has the added advantage that their personal financial profile regarding their income, credit and personal assets, will be viewed

in their best interest and on an individual basis. A successful loan officer will guide their borrower from loan origination to closing, directly assisting the borrower in putting their best foot forward every step of the way.

In many instances, the mortgage broker can show the applicant how to cut costs and actually save thousands of dollars over the course of their home loan. There are so many different loan programs available today that the home buyer is sure to find a mortgage program that will work for them without any extra cost or hassle to the borrower. In today's market, it's easy and affordable home financing.

Cruise

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\$900 alone) small group Q & A sessions each night after dinner.

We feel the real estate knowledge gained on this cruise is the equivalent of attending two years of your groups monthly membership meetings. How long does it take your group to bring in 11 national speakers. Probably much more than two years.

You must act soon if you want to take advantage of the best prices and cabin assignments. All deposit money is 100% refundable until December 1st, so there is no excuse not to sign up now. Of the 400 berths reserved, almost 300 have been sold, so time is running short. Once our allotment is gone, there is no guarantee we will be given additional cabins.

Some of you are saying right now, it sounds great but I can't take 8 days off from work or be away from home for that length of time. Everyone must understand that the choices you make TODAY is what dictates your future. When people say, I can't get away, what they are really saying is, I'm not ready to make a commitment to become financially independent. I'll do it later and guess what happens? Later arrives and they are retiring.

If you are tired of working for someone else and want to set your own hours and schedule, then you have to do something you have never done before! Without change something interesting happens – nothing! This eight day cruise could literally change your life, but it won't happen until you are ready to let it happen. Only you, not your spouse, kids or family members can change your destiny. When YOU are ready, then it



will happen.

Remember real estate is like a disease. Once you get this one though, you don't want it to go away!

– Don Beck National REIA Cruise Chairman

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CLASSIFIEDS

All area codes are 828 unless otherwise noted. Classified ads are free for CREIA members with a limit of five ads each month and cost \$5 each ad for nonmembers.

Commercial Property: Haywood Road (996 ft. building on .37 acre, zoned cb2. Has a new roof, new windows & a partial renovation. Extra lot available with separate entrance. \$109,000 Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

2BD/1Bath in Asheville, East (1022 sq. ft. house on .99 acre, zoned HB) Poss. 50% owner financing. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

3BD/1 Bath in Buncombe County, northwest (1400 sq. ft. house on 1.2 acres) Land use value is \$21,500 & tax value of \$92,500. \$44,500 Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

3 BD/2 Bath Modular, West (2100 sq. ft. house on .87 acre w/great views) Appraised for \$179,000 in 2000. \$152,000 Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

2 BD/1 Bath in Asheville West (672 sq.ft. house w/new kitchen) sm. extra lot included \$64,900. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

3BD/2Bath, West (2100 sq.ft. modular on 4.56 acres) \$217,000 appraisal. \$176,500. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

2BD/1Bath in Asheville West (Flat lot .71 acre, maybe subdivide) City water & sewer & zones RS8. \$56,000 Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

3BD/2.5 Bath in Burnsville. (1700 sq.ft. built in 2002 w/4.6 acres) Circular drive, 2 decks, stocked pond. Appraised at \$175,000. \$149,000. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

2BD/1Bath in Asheville West (936 sq. ft. house on .29 acre) \$73,500. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

2 Duplexes West (1st dupl has 2 2/1 units, new roof, new C.O. & renovations complete. Second dupl. has a 2/1 & 3/1, new roof & partial renovation. ALL PROPERTIES ARE AS PRICED OR BEST OFFER. Larry Hodges 684-0202, 712-5981 or David Grady 216-5425.

FOR RENT: Oceanfront beach house for weekly rental on Oak Island, NC. 3BR, 2BA, incredible location! E-mail or call for CREIA discount rates and web site address. Tex Teixeira,

Tex.teixeira@ncmail.net or 689-5740.

FOR SALE: Commercial Building in west Asheville two blocks from I-240 off of Haywood Rd. in west Asheville. The building has 5000 square feet and a good size parking lot, Bob Wieselmann, 215-9040.

FOR SALE: Curtis Parker Road, Alexander. Only 3 lots left! 2.23 acre lot, \$55,900, 2.71 acre lot, \$67,500 and 1.05 acre lot, \$26,500. Possible terms and/or discount for CREIA members, Nancy Stark, 683-5393 or 768-0858.

FOR LEASE: Downtown Waynesville commercial space available. Retail spaces and vignettes, various sizes. \$140-\$1100 per month. Restaurant space 1000-1500 sq. ft. **Climate-controlled storage** various sizes to store your extra merchandise. Now signing leases, pick your space now for the best location, Debbie Bucklaew, 454-0235.

FOR SALE: Make An Offer! Two Kitchens, 3BR, 1.5BA in Swannanoa. Live upstairs and rent out the 1BR, 1BA with bonus room and kitchen, living area and washer dryer connection in basement. 320 sq. ft. storage area under carport. Low-maintenance brick and frame in Grovemont area, \$159,900. Jeannie Dunn Acevedo, Realtor, Cabins and Castles, 301-3010.

Application Fee Helps Pay Expenses

From MrLanlord.com

A regular contributor to our Q & A Forum shared that one landlord charges \$5.00 to a prospective resident if he or she wants to take an application form away with them to return it later.

If it is returned filled out, then the landlord credits the \$5.00 toward the application fee. The landlord says it

helps pay expenses of meeting and showing vacancies.

Understand, the \$5.00 is NOT the actual application/screening or credit check fee. This is a 5.00 charge/fee to simply take an application away with them to fill out (if applicant wants the form but prefers not to fill out the form on the spot at the time of seeing the

property). If the applicant returns the form later, the 5.00 goes toward the normal application screening fee. At least the landlord gets \$5.00 even if he never hears from the applicants again.

When any prospective resident completes an application, never take the information at face value. Verify every-

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CREIA Advertising Rates

Each month the CREIA newsletter reaches a select group of active real estate investors. If you have a trade, service or business, or property to sell or exchange or any other advertising need, run an ad in this newsletter.

	Rate Schedule	
	Member	Non-Member
Business Card Size		
Size	\$ 12.50	\$ 18.75
1/4 Page Ad	\$ 24.00	\$ 37.50
1/2 Page Ad	\$ 50.00	\$ 75.00
3/4 Page Ad	\$ 75.00	\$ 112.50
Full Page Ad	\$ 100.00	\$ 150.00
Insert	\$ 150.00	\$ 225.00

Set Up Charges

If ad is not camera ready, the following typesetting/setup charge will be added to bill: Full page \$50; 3/4 Page \$40; 1/2 Page \$30; 1/4 Page \$20; Business Card Size \$10; revisions to completed ads will be charged by time: \$35/hr.

Deadline and Payment

All advertisements must be prepaid and received no later than the second Wednesday of each month for the next month's issue. Mail check (payable to CREIA) to PO Box 615, Asheville, NC 28802. Mail or email ad (camera ready or roughed out) to The Word Shoppe, P.O. Box 5504, Asheville, NC 28813. Email: dave@wordshoppe.com.

Editing and Right of Refusal

CREIA reserves the right to edit ads or to refuse ads.

Corporate Sponsorship

Corporate Sponsors may display their promotional materials and business cards at the monthly meeting on the sponsors' table. Each sponsor has an opportunity to talk about his/her business at a scheduled monthly meeting and/or write an article for the newsletter.

(New Members: \$150 • Membership Renewal: \$100)

Option A – Six business card ads and six quarter-page ads

Members Cost - \$240

Non-Members Cost - \$300

Option B – 12 quarter-page ads

Members Cost - \$280

Non-Members Cost - \$350

Extended Corporate Member Package

All members of your company may attend and participate as CREIA members for an additional fee of \$350/year.

Where's The Website?

As this issue of CREIA Report was ready to go to the printer, the association's website at Carolinasreia.org was down due to a problem with the domain name. Changing the domain name had previously been discussed and this seemed an opportune time

to do just that. By the time this issue of the newsletter reaches you, a redesigned website should be up and running at www.creianc.org. It is hoped the problems with the previous domain name will soon be resolved and it, too, will point to the new site.

CREIA Membership Application

New members: \$150 • Membership Renewal: \$100 (\$25 for a second member living in the same household)

Note: If your membership has lapsed for three months or more, you will be considered a NEW member at the new rate.

Member Name _____

2nd Member's Name _____

Address _____

Phone: H _____ W _____ E-Mail Address _____

Level of Experience (check 1) Novice
 Intermediate
 Advanced

Would you be willing to share your expertise with others? Yes No

Committee(s) I might be interested in working on:

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For membership information, call Pamela Anderson 828/687-9048. • www.CarolinasREIA.org

The Association is an educational organization only and does not offer investment, legal, or accounting advice of any kind and is not liable for any action or inaction taken or not taken as a result of its communications.

Fee

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thing and always run a credit check before approving their application.

Share your landlording or management tips with us, and if we share your tip on our web site, we will give you a free six-month subscription to the MR. LANDLORD on-line version of the newsletter that will be emailed to you each month. Send your tips to editor@mrlandlord.com.

SHOW & SELL

If you have a property for sale or something you are interested in, single family, duplex, mobile home, land, etc., that you would like to offer/ask for during Show & Sell at the CREIA meeting, please fax info to Debbie Bucklaew at 828-452-5202 or by email beaumontrentals@aol.com by Friday before the monthly meeting.

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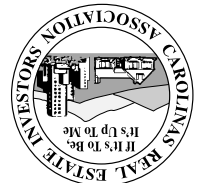
CREIA is an educational organization and investors should consult an attorney or accountant before making an investment. All members and guests assume the risk of making their own investment decisions.

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