



West Volusia Association
of REALTORS®, Inc.

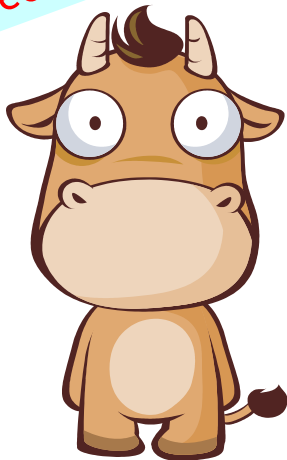
The Realtor Update

March 2008

Special points of interest:

- Read the latest Political Soapbox on page 14.
- Updated Affiliate Member Directory on pages 9-11

Where's the beef?
See page 8...



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A Message From Your President:



Hello Members and Welcome to March!

This is the month to TAKE ACTION! Don't sit around waiting for the market to come around. Instead, use your downtime created by this more realistic market to accomplish some tasks for 2008!

1. **BONE UP ON YOUR EDUCATION:** Add the GRI or CRS designation to your name, catch up on the latest real estate rules and regulations, and educate yourself for the next market shift. Your WVAR has a GREAT education calendar waiting for you!
2. **CREATE YOUR BUSINESS PLAN:** If you came into the market at the all-time high, you probably didn't have much time to create a business plan. Now is a great time to set your goals for 2008 and write them down on paper.
3. **RETOOL YOUR MARKETING PLAN:** Simply listing a property in MLS doesn't guarantee a sale in this high inventory market. Rethink your marketing plan and develop one that's better adapted to today's market.
4. **SEEK OUT UNIQUE ADVERTISING METHODS:** Park Benches, Movie Screens in Theaters, Flags in Your Farm Area, Bill Boards, Coffee Mugs, Placemats.
5. **FIND BUILDERS WHO NEED YOUR HELP:** They are experiencing the same slowdown, which means their oversupply of homes could use your help in finding buyers.
6. **GET TO KNOW THE MARKET:** Take this time to learn everything about the current mortgage industry, property values, WVAR MLS Statistics, Details of Amendment 1, and all the Pendings and Closings in MLS. Buyers and Sellers want accurate facts about the market.
7. **EXPLORE NEW TECHNOLOGY:** Have you been to the new and improved FAR Transaction Desk? Have you created your space on MySpace.com or Facebook.com for Virtual Networking? Have you opened your FREE Membership in SecondLife.com? Explore new horizons in 2008!

Let me conclude with my signature joke:

Two confirmed bachelors sat around talking one day. They drifted from Obama and Clinton to cooking. One bachelor said, "I got a cookbook once as a gift, but I could never do anything with it." "Too much fancy work in it eh?" asked the other bachelor. "You said it! Every single recipe began the same way...."

Take A Clean Dish....."

Have a Marvelous March and Leave a Positive Mark with Your Family, Spouse, Partner, Customers, and Community EVERY DAY!

Sincerely,

Todd Hague

West Volusia Association of Realtors® and the
Volusia Home Builders Association

Presents the Annual Parade of Homes Bus Tour

APRIL 9TH

"SPRING FLING"

Free Event

Realtors, it's that time again to enjoy the annual

"Parade of Homes Bus Tour"

Spend a FULL day touring our local Builders' Products.

ENJOY: Giveaways, Drawings, Food and Fun.

Rain or Shine.

We are looking forward to seeing YOU there!!!!

Limited Seating

Must reserve seat in advance by **March 31st.**

Online at: www.westvolusiarealtor.org

Tour starts at Riviera Bella in DeBary

Time: 8:30 am

If any changes should occur you will be notified.



January 2007 Top 20 Producers - Residential

West Volusia Association of REALTORS® members...to view the MLS Awards information you must go to the Members Only website as follows:

1. Go to the website Home page
2. Click on Member login
3. Login
4. Click on "Documents" on the left side
5. 5. Select the newsletter issue under the "Newsletter" section



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and if you're short of it,
you know it hurts!

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understand the current economic times and
are here to offer some relief!

"What do you have to do and what do you
get?"....

Easy answer!

*Simply call Brenda Johnson
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Give us a prospect name and contact information along with your name and contact information. We'll do the rest!

When your referral joins, you will receive a Visa debit card for:

- ♦ \$25.00 for a Social Member
- ♦ \$50.00 for a Tennis Member
- ♦ \$75.00 for a Golf Member

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Upcoming Education Classes

Call Annegret Westwood at the WVAR office to register for these classes.

Wednesday, March 19, 2008: Code of Ethics—8:45 A.M.—12:00 P.M.

Thursday March 20, 2008: MLX Training with Shayne Fairley—9:00 A.M. to 12:00 P.M.

Thursday March 20, 2008: Listing Maintenance Access with Shayne Fairley—1:00 P.M. to 3:00 P.M.

In the News

Zero perception: Study explains how more is less

By Paul B. Brown, THE NEW YORK TIMES—reprinted in the Orlando Sentinel

Quick! Which costs more? A house that is listed at \$450,000 or one on the market for \$451,435?

According to a paper done for the Cornell University business school, and cited by *The Atlantic*, many people will say the precise price (\$451,435) is less expensive, even though it is not.

The explanation, according to the magazine, is that "because we tend to use precise numbers for small amounts and round numbers (lots of zeros) for large one, sellers can make buyers perceive a price is smaller than it is by replacing zeros with other digits."

The authors examined 27,000 real estate transactions in New York and Florida and found the Florida homes with listing prices that ended in three zeros sold for .73 percent less than comparable properties. (The effect "was slightly less pronounced" in New York.)

It doesn't sound like much, but it amounts to more than \$3,000 on a \$450,000 sale.

WVAR & NSB Board are now reciprocal...

The West Volusia Association of REALTOR®S and the New Smyrna Beach Board of REALTORS® signed a Reciprocal Lock-box Agreement in February.

Please note that your SUPRA key will not update automatically! You must request an update form from the WVAR office to have New Smyrna Beach add your key to their system.

Online & in Print



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Jon Dickerson
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January Membership Changes

Transfers

Donna Craig to Stirling Sotheby's Heathrow

Sandra Edwards to Total Realty Corp.

Jennifer Flinchum to Re/Max Associates Inc

Gary Fuller to Dave Harrison Realty Inc.

Kambi Hunter to Adams Cameron & Co.

Tim McLaughlin to Approved Realty Source, LLC

Laura Merenda to Century 21 Armstrong Team Realty

Lisa Rojas to Exit Realty Complete

Norma Westwood to CB Property Showcase

Alexander Buckles, Keller Williams Realty

Andres Burgos, Exit Realty Complete

Renee L. Burnow-Voluse, CB Property Showcase

Angie Carter, ERA Advantage Realty Prof.

Kelly Clay, CB Property Showcase

Rueben Colon, Coral Shores Realty

Cheryl Conway, Exit Realty Home Team

Margaret Cornelius, CB Property Showcase

Creek Shore Realty & Development

Cross Roads Realty

Karen Davis, Approved Realty

Maria Eli EliRuiz, Cross Roads Realty

Catherine Elizabeth, Century 21 Choice Properties Inc.

Valerie Emerson, CB Residential

Glen Fannin, Family Realty

Shannon Fenning, Mercedes Homes Inc

Jill Focke, Century 21 Napolitano & Scaggs

Cynthia Foyer, Keller Williams Heritage Realty

Patricia Gaitan, Adams, Cameron & Co.

Graham Lawrence Realty

Gregory Gross, Century 21 Choice Properties

Gulfcoast Realty International

Kimberly Haney, Prudential the Property Place

Melissa Harrison, ERA Advantage Realty Prof

Nichole Hart, Makeda Corp

Teresa Hern, Sovereign Realty

Lismarie Hernandez, Casa Blanca Real Estate

Mark Herring, CB Property Showcase

Reinstatements

Maggie Columbie, Century 21 Napolitano & Scaggs

Elizabeth Seaberg

Terminations

Joni Allen, ERA Prestige Properties & Assoc.

Patrick Andres, Premier International Realty

Hector Alvarez, Weichert Realtors Hallmark Properties

Lisa Baldwin, Approved Realty Source

Cari Beauvais, Craig L. Bryan

Mary Betzel, CB Property Showcase

Diane Beverly, Prudential the Property Place

Elizabeth Bhimjee, Watson Realty Corp

Teresa Bills, Cacioppo Realty Inc.

Blue Sky Real Estate

Judee Boland, Landmark Realty Group

Stephanie Borland, Venture I Properties Inc



Membership Statistics

Designated REALTORS®	140
Designated REALTORS® Secondary	76
REALTORS	666
REALTORS® Secondary	34
Affiliate Members	101
Institute Affiliates	2

January Membership Changes—continued

Terminations (continued)


Jan Hersey, CB Property Showcase	Gary Lindsey, Orlando Area Real Estate Services
Christian Holzman, Hampshire Silverton Real Estate	Nicole Magagni, Approved Realty Source
Infiniti Real Estate	Major Realty Corp.
Mary Anne James, Prudential Transact Realty Inc.	Carol Evans Matarazoo, Florida Homes & Properties
Judith Johnson, Creek Shore Realty & Dev.	Eric Matthews, Gulfcoast Realty International
Kathy Kane, CB Property Showcase	Patricia May, Patricia A May
Lois Kane, The Keyes Company	Patricia A May
Jean Ken, Century 21 Armstrong Team Realty	Sheila McConnell, Deltona Lakes Realty Inc.
Deborah Kerr, Adams, Cameron & Co.	Kimberly Mett, Exit Realty Home Team
Jean Kramlik, Watson Realty Corp	Amanda Miller, Stratford Properties
Landmark Realty Group	Pam Moricle, Florida Homes & Properties
Ronald Lau, CB Property Showcase	Angie Moya, Exit Realty Complete
	Monty Naffke, Century 21 Armstrong Team Realty

**A FLORIDA
MORTGAGE
AFFILIATE**

Billie Jo Simoneau, CRMS
Licensed Mortgage Broker
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Geraldine Nehall, Re/Max All Pro Realty	John Sefchick, 3D-Realty Group LLC
Michelle Nelson, Premier Properties of Florida	David Semones, CB Property Showcase
Michele Niedermeyer, CB Property Showcase	Carol Smith, Approved Realty Source
Lorraine O'Hanlon, CB Property Showcase	James T. Smith, CB Property Showcase
Shawn O'Neill, Infiniti Real Estate	Stirling Sotheby's in Ormond Beach
Orlando Area Real Estate Services	Sovereign Realty
Leo Paguin, Major Realty Corp	Benjamin Stringer, Approved Realty Source
James Paris, Graham Lawrence Realty	Wallace Tainter, Deltona Lake Realty
Ursula Patterson, Ursula Patterson Appraisal	Donald Tidwell, Weichert, Realtors-Hallmark Properties
Ursula Patterson Appraisal	Betty Tucker, Town and Country Realty
Nancy Petillo, Stratford Properties	Eugene Walton, Eli Schaperow
Cynthia Preston, Watson Realty Corp	Laurie Webster, Century 21 Napolitano & Scaggs
Todd Preston, Watson Realty Corp	Justin Wittlin, Blue Sky Real Estate
Karen Puglisi, Gallery Homes and Land Inc.	Roger Woywood, ERA Prestige Properties & Assoc.
R-Home Investments	
Ed Richards, Rightway Realty	Name Change
Eulon Richardson, River City Realty	Carol A Evans to Carol Evans Matarazzo
Johnathan Rivera, R-Home Investments	Holly K Wayt to Real Estate Transaction Consultants
Benjamin Ritger, Coldwell Bank Expert Realty Group	
Ricardo Rodriguez, Prime Real Estate	Change of Office Address
Lauren Ruston, Prime Real Estate	River City Realty of Central Florida
Mary Schaperow, Schaperow Real Estate Inc.	126 Plantation Rd., DeBary, FL 32713
Jorge Schlaefli, Century 21 Choice Properties	MAILING Address: P.O.Box 530550, DeBary, FL 32753

WHERE'S THE BEEF?

Calling all brokers!!!

The RPAC committee will be calling on your office to step up to the “Capital Club Challenge.”

Clara, our RPAC cow, will be visiting your office and grazing in your lobby. You may send her to a new office of your choice

in 24 hours for a mere donation of \$250.00. This will automatically make you a Capital Club Member of RPAC. You will also receive a plaque for your generous donation.

You may send her to a new office of your choice in 3 days for a donation of \$200.00. You will be well on your way to being a Capital Club member. You may send her to a new office of your choice in 5 days for a donation of \$150.00. If we do not receive a call within 5 days, we will assume you have kidnapped her. We will send the proper authorities to rescue her.

Please be thinking of the brokerage you would like to grace with Clara's presence after she leaves your office!



Looking for services and products?

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call one today!

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Continued next page

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Continued next page

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Fax: 386 734-4269

Web Design

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Dave Johnson
dave@yourowniste.com
Ph: 386-801-0093

Committee members still needed!

Fax your completed form to 774-7422.



West Volusia Association of REALTORS® Committee Information and Sign Up

WVAR's Mission is to serve REALTOR® members with products and services which enhance business, provide outstanding education which builds professionalism and to raise awareness of governmental issues which affect property rights while promoting higher ethical and professional standards in their business processes.

AFFILIATE COMMITTEE

Creates and maintains ways to increase communication between REALTOR® members and affiliate members. Develop ways to promote Affiliate business. Introduce affiliate members at Association functions. Encourage affiliate participation in Association committee work. Provide a forum whereby affiliate members can voice their opinions on mutually beneficial issues. Work closely with the Education Committee and Program Committee and provide assistance and expertise.

☐ Sign me up for this committee

AWARDS COMMITTEE

Periodically reviews Association awards criteria, recommends changes, additions of new awards or discontinuation of awards no longer considered meaningful. Encourages participation in the awards program of the Association, FAR and NAR. Coordinates and disseminates information on awards to membership.

☐ Sign me up for this committee

BUILDING COMMITTEE

Responsible for the planning, acquisition and use of Association property, including the building and grounds, furnishings and décor.

☐ Sign me up for this committee

FINANCE COMMITTEE

Responsible for the providing sound financial planning and control for efficient utilization of the Association's resources and budgeting, and reviews financial data of the association in order to determine compliance with established policy..

☐ Sign me up for this committee

GRIEVANCE COMMITTEE

Receive, review and process, on a timely basis, complaints alleging violations of the REALTOR® Code of Ethics by members of the Association and those requesting arbitration of business disputes. Appointed for a three (3) year term. Persons must be active REALTOR® members for two (2) years to be eligible to serve. In addition, appointed members must attend a Board approved Professional Standards Training program at the beginning of their terms. Only one person from a company may be appointed to the Grievance Committee. Members should be willing to serve on the Professional Standards committee for a three (3) year term at the end of their Grievance Committee term.

☐ Sign me up for this committee

LEGISLATIVE COMMITTEE

To be knowledgeable about legislation affecting REALTORS® and property owners and information provided by the Florida Association of REALTORS® and the National Association of REALTORS®. Disseminates information and educates Association members and in some cases the public on issues which will appear on the ballot for local or state elections. Monitors Volusia County and local city meetings, keeping the Association informed of their actions.

☐ Sign me up for this committee

**We need at least 2 more members on the Grievance Committee.
Sign up now!**



**West Volusia Association of REALTORS®
Committee Information and Sign Up**

PROFESSIONAL DEVELOPMENT AND EDUCATION

Provides and coordinates educational programs and seminars to increase the professional competence of the general membership. Conducts the Association Orientation for New Members and promotes all forms of educational materials.

☐ Sign me up for this committee

PROGRAM COMMITTEE

Arranges for suitable facilities for all WVAR Monthly Meetings, the Annual Installation Banquet and any special functions that might occur during the year at the request of the President.

☐ Sign me up for this committee

PROFESSIONAL STANDARDS COMMITTEE

Hold formal hearings to resolve charges of unethical conduct by members, as provided in the Bylaws and the Code of Ethics and Arbitration Manual. Arbitrate disputes among members fairly, and offer mediation services in accordance with the Bylaws. Appointed for a three (3) year term. Prior to appointment to the committee, members should first serve on the Association Grievance Committee to ensure training in the ethics area. Appointed members must attend an Association approved Professional Standards Training program.

☐ Sign me up for this committee

PUBLIC RELATIONS COMMITTEE

To develop and promote projects that enhance the image of the REALTOR® organization and of individual members. To seek out and implement programs that enhance the REALTOR® image by serving the community.

☐ Sign me up for this committee

REALTOR® POLITICAL ACTION COMMITTEE – RPAC

Raises funds from the membership to be submitted to the Florida REALTORS® Political Action Committee to support political candidates who subscribe to the REALTORS® Philosophy that private property rights and the free enterprise system must be protected.

☐ Sign me up for this committee

REALTOR®/BUILDER COMMITTEE

Create and maintain ways to increase communication between REALTOR® members and home builders. Develop ways to promote new home construction to REALTORS® and develop relationships with the Volusia Home Builders Association.

☐ Sign me up for this committee

TECHNOLOGY COMMITTEE

Address the concerns of Association staff regarding hardware and software. To advise staff regarding web site content and electronic communications methods.

☐ Sign me up for this committee

Name: _____ Office Phone: _____ Cell Phone: _____

Office: _____ Email: _____

Fax to: 386-774-7422 or return to WVAR, 425 S. Volusia Ave., Orange City, FL 32763

The Political Soapbox

By Troy Baumgartner, Legislative Committee Chair

Thank you voters, for passing Amendment 1! Thank you members, who voted for Amendment 1 and to those who took the time to explain to some of the undecided voters why they should support Amendment 1, great job! Thank you Florida Association of Realtors, without their resources, time and talent this Amendment might have failed. While Amendment 1 may have its challenges it also has its advantages!

Taxation & Budget Reform Commission is the group we'll now be looking to for more Real Estate Tax Reform. The TBRC meets every 20 years, is comprised of 25 members who examine the tax and spending policies of the state, and if deemed necessary, make recommendations for change. The TBRC can offer recommendations to the Florida Legislature or take its proposals directly to the voters through proposed constitutional amendments.

On February 12th, the TBRC unanimously passed a proposal that limits state and local spending to the rate of inflation adjusted by population and school enrollment. Property tax revenue is also limited at inflation plus growth. Only voters could approve breaking the limits at a local level. A supermajority of lawmakers would have to vote to exceed the state restriction. The base year would be 2005-06, the height of property tax collections.

This proposal still has many obstacles and likely will include additional baggage but it's a move in the right direction. I am disappointed that rather than rolling back the budget cap to a more reasonable year, say 2000-2001, the base year is 2005-2006. This is disappointing because 2005-2006 was the "peak" of state and local budgets. On the other hand I'd heard from our local State Representative that TBRC was considering offsetting a proposed property tax reduction with additional revenue collected by a "service tax".

Stay tuned – more to come next month.





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West Volusia Association of REALTORS®
Four Year Sales and Inventory History 2004 - 2008
Compiled from Monthly Sales and Inventory Reports

Month	Year	Monthly Sales	Average List Price	Average Sale Price	% Diff Sell/List	Avg DOM	Current Inventory	Months Inventory
Jan	2004	180	\$134,591	\$129,921	96.53%	69	1,283	7.13
Feb	2004	243	\$135,107	\$131,166	97.08%	77	820	3.37
Mar	2004	266	\$138,242	\$133,979	96.92%	69	763	2.87
Apr	2004	300	\$142,335	\$138,291	97.16%	69	735	2.45
May	2004	262	\$154,184	\$149,923	97.24%	57	728	2.78
Jun	2004	333	\$149,787	\$146,773	97.99%	61	703	2.11
Jul	2004	328	\$149,267	\$145,808	97.68%	56	677	2.06
Aug	2004	238	\$150,896	\$147,373	97.67%	61	712	2.99
Sep	2004	186	\$153,859	\$150,213	97.63%	58	674	3.62
Oct	2004	243	\$150,400	\$146,793	97.60%	62	650	2.67
Nov	2004	236	\$147,610	\$144,053	97.59%	61	619	2.62
Dec	2004	301	\$166,177	\$160,805	96.77%	63	548	1.82
Jan	2005	205	\$157,234	\$153,162	97.41%	57	543	2.65
Feb	2005	223	\$167,410	\$162,113	96.84%	61	478	2.14
Mar	2005	334	\$175,189	\$170,824	97.51%	58	448	1.34
Apr	2005	335	\$177,785	\$174,369	98.08%	53	397	1.19
May	2005	364	\$185,290	\$181,936	98.19%	42	397	1.09
Jun	2005	400	\$189,204	\$186,392	98.51%	37	480	1.20
Jul	2005	334	\$208,000	\$204,034	98.09%	34	606	1.81
Aug	2005	297	\$215,394	\$210,418	97.69%	34	813	2.74
Sep	2005	300	\$207,520	\$202,175	97.42%	38	881	2.94
Oct	2005	299	\$214,380	\$210,141	98.02%	42	1,201	4.02
Nov	2005	282	\$211,306	\$206,192	97.58%	42	1,287	4.56
Dec	2005	304	\$217,123	\$210,846	97.11%	52	1,381	4.54
Jan	2006	200	\$238,023	\$229,799	96.54%	50	1,558	7.79
Feb	2006	212	\$219,970	\$214,436	97.48%	63	1,697	8.00
Mar	2006	297	\$218,709	\$213,063	97.42%	64	1,840	6.20
Apr	2006	295	\$224,234	\$218,299	97.35%	61	1,975	6.69
May	2006	305	\$221,034	\$214,783	97.17%	59	2,160	7.08
Jun	2006	277	\$228,403	\$220,735	96.64%	69	2,182	7.88
Jul	2006	246	\$220,678	\$214,168	97.05%	69	2,386	9.70
Aug	2006	230	\$215,347	\$209,111	97.10%	74	2,636	11.46
Sep	2006	200	\$235,016	\$222,604	94.72%	78	2,501	12.51
Oct	2006	216	\$230,125	\$221,758	96.36%	85	2,614	12.10
Nov	2006	187	\$222,231	\$211,338	95.10%	90	2,628	14.05
Dec	2006	205	\$221,029	\$211,678	95.77%	93	2,478	12.09
Jan	2007	161	\$235,761	\$225,669	95.72%	95	2,601	16.16
Feb	2007	203	\$229,706	\$221,907	96.60%	97	2,736	13.48
Mar	2007	212	\$220,708	\$211,062	95.63%	91	2,849	13.44
Apr	2007	206	\$233,422	\$221,234	94.78%	92	2,953	14.33
May	2007	175	\$214,678	\$204,761	95.38%	106	3,028	17.30
Jun	2007	176	\$225,391	\$213,432	94.69%	108	3,075	17.47
Jul	2007	161	\$223,488	\$212,115	94.91%	115	3,054	18.97
Aug	2007	169	\$215,711	\$202,912	94.07%	123	3,071	18.17
Sep	2007	135	\$196,363	\$186,544	95.00%	107	3,045	22.56
Oct	2007	140	\$191,175	\$180,513	94.42%	124	3,125	22.32
Nov	2007	136	\$186,213	\$175,728	94.37%	118	3,170	23.31
Dec	2007	96	\$192,250	\$178,763	92.98%	124	2,899	30.20
Jan	2008	70	\$187,828	\$177,833	94.68%	138	3,066	43.80
Feb	2008							
Mar	2008							
Apr	2008							
May	2008							
Jun	2008							
Jul	2008							
Aug	2008							
Sep	2008							
Oct	2008							
Nov	2008							
Dec	2008							

West Volusia Association of REALTORS®
Multiple Listing One Month Sales and Inventory Report - Jan 1 - 31, 2008

Price Range	Units Sold	Market Share	Average List Price	Average Sale Price	% Sell to List	Days on Market (1)	Inventory on Market	Months Supply (2)
\$1 - \$49,999	1	1.43%	\$29,900	\$27,500	91.97%	121	6	6.00
\$50,000 - \$59,999	2	2.86%	\$61,200	\$53,750	87.83%	82	8	4.00
\$60,000 - \$69,999	1	1.43%	\$69,900	\$67,500	96.57%	389	16	16.00
\$70,000 - \$79,999	1	1.43%	\$80,000	\$75,000	93.75%	71	30	30.00
\$80,000 - \$89,999	3	4.29%	\$97,267	\$86,933	89.38%	52	42	14.00
\$90,000 - \$99,999	0	0.00%	\$0	\$0	0.00%	0	41	0.00
\$100,000 - \$119,999	5	7.14%	\$122,160	\$112,980	92.49%	155	130	26.00
\$120,000 - \$139,999	8	11.43%	\$135,700	\$131,625	97.00%	90	285	35.63
\$140,000 - \$159,999	16	22.86%	\$154,656	\$151,219	97.78%	143	345	21.56
\$160,000 - \$179,999	7	10.00%	\$176,057	\$169,545	96.30%	239	341	48.71
\$180,000 - \$199,999	7	10.00%	\$202,500	\$191,143	94.39%	90	342	48.86
\$200,000 - \$249,999	8	11.43%	\$241,249	\$227,613	94.35%	116	468	58.50
\$250,000 - \$299,999	6	8.57%	\$288,065	\$266,983	92.68%	111	326	54.33
\$300,000 - \$349,999	1	1.43%	\$315,000	\$300,000	95.24%	265	174	174.00
\$350,000 - \$399,999	2	2.86%	\$392,450	\$375,000	95.55%	199	169	84.50
\$400,000 - \$499,999	2	2.86%	\$487,450	\$437,500	89.75%	199	121	60.50
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	61	0.00
\$600,000 - \$699,999	0	0.00%	\$0	\$0	0.00%	0	41	0.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	29	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	22	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	15	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	54	0.00
TOTALS	70	100.00%	\$187,828	\$177,833	94.68%	138	3,066	43.80

(1) Days on market is the time of last listing only and does not include time of previous listings

(2) Months supply determined by the current inventory divided by monthly unit sales

Multiple Listing Cumulative Sales and Inventory Report - Jan 1 - Jan - 31, 2008

Price Range	Units Sold	Market Share	Average List Price	Average Sale Price	% Sell to List	Days on Market (1)	Inventory on Market	Months Supply (2)
\$1 - \$49,999	1	1.43%	\$29,900	\$27,500	91.97%	121	6	6.00
\$50,000 - \$59,999	2	2.86%	\$61,200	\$53,750	87.83%	82	8	4.00
\$60,000 - \$69,999	1	1.43%	\$69,900	\$67,500	96.57%	389	16	16.00
\$70,000 - \$79,999	1	1.43%	\$80,000	\$75,000	93.75%	71	30	30.00
\$80,000 - \$89,999	3	4.29%	\$97,267	\$86,933	89.38%	52	42	14.00
\$90,000 - \$99,999	0	0.00%	\$0	\$0	0.00%	0	41	0.00
\$100,000 - \$119,999	5	7.14%	\$122,160	\$112,980	92.49%	155	130	26.00
\$120,000 - \$139,999	8	11.43%	\$135,700	\$131,625	97.00%	90	285	35.63
\$140,000 - \$159,999	16	22.86%	\$154,656	\$151,219	97.78%	143	345	21.56
\$160,000 - \$179,999	7	10.00%	\$176,057	\$169,545	96.30%	239	341	48.71
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\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	61	0.00
\$600,000 - \$699,999	0	0.00%	\$0	\$0	0.00%	0	41	0.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	29	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	22	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	15	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	54	0.00
TOTALS	70	100.00%	\$187,828	\$177,833	94.68%	138	3,066	43.80

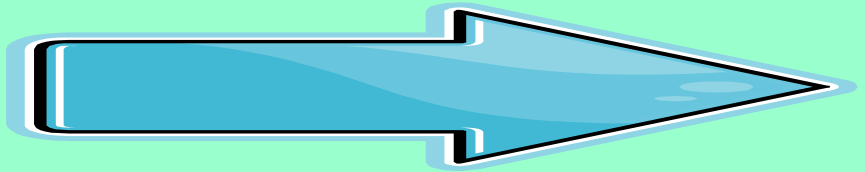
This data represents single-family attached and detached sales. Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through the Mid Florida Regional MLS and does not include all sales in the reported areas. Neither the Association nor the MFRMLS is in any way responsible for its accuracy.

2008 Leadership Development Class

Members and Sponsors

- ◆ Tom Draganza—Tom Draganza & Westside Title
- ◆ Linda Hannon—Watson Mortgage
- ◆ April Kessler—Double “C” Roofing, Inc.
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- ◆ Angela Pitre—Senez Real Estate & Selby Mortgage
- ◆ Mary Beth Schmale—MainStreet Community Bank
- ◆ Launda Soper—Crafts and Such
- ◆ Stephen Templeton—The Cruise Company & Collis Roofing, Inc.

Support the 2008 Leadership Development Class and their Family Fun Festival!



- Become a sponsor or help the Class find sponsors.
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“Caring for Volusia families one family at a time”

April 26, 2008 11:00 am to 4:00 pm

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