



January 2008

The REALTOR UPDATE

West Volusia Association of REALTORS® Monthly Publication



A Message from your President: **Looking to 2008**

As we bring in 2008, I have chosen a few songs that symbolize my thoughts and goals for the coming year.

As Sister Sledge sang, "We Are Family," we must continue to cooperate and work together as a unified team to make decisions that benefit our WVAR family.

In "Grease," Sandy sang "Hopelessly Devoted to You." Have confidence that I am devoted to YOU, the members of the West Volusia Association of Realtors.

George Michael sang "Patience" in 2004. Patience is a trait we all need to improve on. I will appreciate all the patience you can provide us in the coming year.

Your Executive Team and Board of Directors is excited to welcome aboard our new Association Executive, Pam McConnell. I am confident that your Executive Team working together with Pam, we will "Turn the Beat Around."

Keep in mind, there might be some bumps in the road, but YOU, Paula Abdul, and I must remember there is "The Promise of a New Day." We must persevere and look for solutions to make the road smoother.

A Unified Team is a Strong Team. "We Go Together." JOIN a Committee! Get Involved! Take Ownership in YOUR Association!

As we enter 2008, try to do one thing for me, as ABBA says, "Lay All Your Love on Me." If you can do that for me, I can "Work Hard for the Money" for you!

As the next 12 months fly by, I will look back and be proud to have been your 2008 "Dancing Queen" WVAR President.

Thanks for your support and confidence and I look forward to our 2008 "Good Times" together as unified members of WVAR.

Sincerely,
Todd Hague

2008 LEADERSHIP TEAM

President

Todd Hague
Agent4uRemax@yahoo.com

President Elect

Treasurer

Jean Armstrong
JeanArmstrong@cfl.rr.com

Treasurer

Dick Darling
RDarling@cfl.rr.com

Secretary

Cynthia DeLuca
Cynthia@totalrealtycorp.com

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Jalene Stockhausen, GRI
Jalenesells@earthlink.net

2008 DIRECTORS

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2008-2009 DIRECTORS

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Diane Craparotta
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Jane Crosby
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Association Executive

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MLS/SUPRA

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Peggy Osborn-Harrington
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Bookkeeper

Marge Thompson
Marge@WestVolusiaRealtor.org

Photographer

Trey Smith, Approved Realty
ApprovedTrey@bellsouth.net

WVAR Holiday Schedule

*Closed at noon on
December 31
Closed January 1*

Happy New Year

Membership

Transfers

Jody Alvares, Prudential the Property Place
Deborah Bacom to CB Property Showcase Deltona Office
Regina Bateman, Santilli to the Barnett Group Inc.
James Chappel to Century 21 Choice Properties
Peter Engiis, Coral Shores Realty Inc.
Joanne Foster, Sunshine State Realty & Assoc. Inc.
Dotty Gammage to CB Property Showcase Deltona Office
Elaine Herrin to CB Property Showcase Deltona Office
Addie Lee Kirkpatrick to Adam Scott Realty LLC
Danielle Laprime to CB Property Showcase Orange City Office
Tim McLaughlin to CB Property Showcase Orange City Office
Patricia Mankins to CB Property Showcase Deltona Office
John Patterson, Discom Realty Inc.
Mary Lou Patton to CB Property Showcase Orange City Office
Christina Serafine to CB Property Showcase Orange City Office
Allen Wong to CB Property Showcase Deltona Office

Terminations

Deborah Blanton – Prudential the Property Place
Robin Cecil, Watson Realty Corp.
Nina Chalk, Custom Realty Inc.
James Chappel, Century 21 Choice Properties
Maggie Columbie, Century 21 Napolitano & Scaggs
Roy Crainich, Century 21 Napolitano & Scaggs
Danielle D'Aiuto, Century 21 Napolitano & Scaggs
Rachael Fuller & Company – Fuller Properties
Bart Jones, Bart Jones
Kathy Matheny Broker and Company Crystal Key Realty
Laurie Serrao and Company Florida Realty Consultants
Edward Whitner and His Company Global Realty Marketing Inc.

The Political Soapbox

It was an honor to serve as president of the West Volusia Association of Realtors. The future is bright for 2008. President Todd, the Board of Directors and the entire Staff will work hard this year to provide the members quality service and build relationships in the community to enhance our professional image. Please show your support, by joining a committee or attending a breakfast function. Every member can help in one important way – register to vote and vote!

This year will be another challenging year to make property insurance affordable as well as addressing rising property taxes. In 2007, the Legislature created an amendment on property tax reform, to be voted on January 29. By no means is this amendment the final word. However, it is the **ONLY** amendment on the ballot for property tax relief. The next opportunity for a constitutional referendum is November 2008, which would mean that your property taxes wouldn't drop noticeably until the November 2009 tax bill.

Amendment 1 is a reasonable first step toward fixing the inequities of the current tax system and strengthening Florida's economy. Amendment 1 will allow for increase homestead exemption, portability, modest tax relief for commercial property owners and a tax break for businesses. By voting yes for Amendment 1, we will send the legislators a message that we need help now! If Amendment 1 does not pass, we start from scratch. Buyers and sellers need relief now. I urge you to support Amendment 1 and to educate your sphere of influence about its benefits. Additional information is available at the Yes On 1 Web site (<http://yeson1florida.com>). The future is in our hands.

Again, I will treasure my year as President. I appreciate ALL the volunteers that gave so much throughout the year. I am forever grateful for the dedication and passion.

Jalene Stockhausen
Past President



2007 TOP PRODUCERS - ALL PRODUCTION -

11/01/2006 - 10/31/2007

TOP PRODUCER—MLS 2007 Carolyn Evans, Venture I Properties \$20,966,000

FIRST	LAST	AMOUNT	FIRM
MAUREEN	KEMP	\$ 18,625,150	Bill Mancinik Realtor
DAVID	HILL	\$ 13,041,747	Family Realty Of C F
LANCE	McKINNON	\$ 12,251,600	RE MAX ASSOCIATES
KATHY	APARO-GRIFFIN	\$ 11,976,469	Aparo-Griffin Properties Inc
TERESA	BAILEY	\$ 11,848,200	CB Property Showcase
PEGGY	IRBY	\$ 9,905,389	Premier International Realty Inc
ADIL	BEROUAL	\$ 8,729,000	Assist 2 Sell
JEFFREY	PRICE	\$ 8,534,010	Assist-2-Sell Right Price Realty LLC
PETER	YATES	\$ 8,248,900	RE MAX ASSOCIATES
DAWN-MARIE	PAWLOWSKI	\$ 8,065,348	Lakes of Deland Realty Inc
MICHAEL	SCOTT	\$ 8,038,000	Adam Scott Realty LLC
BONNIE	HOFFMANN	\$ 7,319,800	Bill Mancinik Realtor
JESS	SALAS	\$ 6,482,190	Assist 2 Sell
JENNIFER	FLINCHUM	\$ 6,188,600	ERA Advantage Realty Professionals Inc
BILL	MANCINIK	\$ 6,084,000	Bill Mancinik Realtor
TRACEE	GMITRO	\$ 5,340,400	CB Property Showcase
HUGO	MORATILLO	\$ 5,023,190	RE MAX ASSOCIATES
JOSEPH	NAPOLITANO	\$ 4,988,100	Century 21 Napolitano & Scaggs Realty Inc
CATHY	SCROBLE	\$ 4,704,110	ERA Advantage Realty Professionals Inc
JOAN	FAIRCHILD	\$ 4,649,254	RE MAX ASSOCIATES



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WVAR 2008 Committees


If you would like to join a committee, go on line to www.westvolusiarealtor.org for the committee form.

Committee	Chair	Co-Chair
Affiliate	Trey Smith	Stephen Templeton Greg Sutton
Awards	Carolyn Hewitt	Linda Rothwell-Green
Building Committee	Loretta Sukhera	Peter Kurkjian
Education	Liz Van Horn	April Kessler
Finance	Dick Darling	Todd Hague
Grievance	Jim Jones	Carol Winslow
Leadership Development	Jean Armstrong	Jane Crosby
Legislative	Troy Baumgartner	Susie Macon Mary Mula
MLS	Diane Craparotta	
Professional Standards	Carol Lawrence	Don Hutchins
Program	Cynthia DeLuca	Angel Crowson
Public Relations	Jean Armstrong	
REALTOR/BUILDER	Mary Beth Schmale	Angela Pitre-Reddy
RPAC	Mary Mula	Linda Cervenka
Technology	We need a Chair and committee members! Contact Pam MacConnell.	

2008 - Get involved - Join a Committee

**WVAR 2008 Leadership
Applications Being Accepted NOW!**

Contact Jean Armstrong, President-Elect, at
JeanLArmstrong@earthlink.net,
 if you are interested in being a part of the
 WVAR 2008 Leadership Development Class.



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- Government loans FHA and VA
- Down payment assistant programs



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Mortgage Consultant
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S. Daytona Beach, FL 32119
(386) 561-7805 Cell
(386) 756-6041 Office



WACHOVIA

576095 (25/pkg)

November 2007 Top 20 Producers - Residential

FIRST	LAST	AMOUNT	FIRM
ADIL	BEROUAL	\$ 1,678,350	Assist 2 Sell
DAVID	HILL	\$ 1,498,400	Family Realty Of C F
KEN	DALTON	\$ 1,021,100	Premier International Realty I
JEFFREY	BOLZA	\$ 891,700	Town and Country Realty
CAROLYN	EVANS	\$ 890,000	Venture I Properties
MAUREEN	KEMP	\$ 845,000	Bill Mancinik Realtor
KATHY	APARO-GRIFFIN	\$ 698,956	Aparo-Griffin Properties Inc
CORY	SENEZ	\$ 636,500	Senez Real Estate
TOM	DRAGANZA	\$ 606,500	Prime Real Estate Inc
BONNIE	HOFFMANN	\$ 581,000	Bill Mancinik Realtor
DAWN-MARIE	PAWLOWSKI	\$ 565,728	Lakes of Deland Realty Inc
HUGO	MORATILLO	\$ 515,100	RE MAX ASSOCIATES
BOB	BARKER	\$ 500,000	CB Property Showcase
KIM	LANEY	\$ 496,000	CB Property Showcase
BILL	JOHNSON	\$ 477,500	Watson Realty Corp
TERESA	BAILEY	\$ 458,000	CB Property Showcase
JEROME	HENIN	\$ 450,000	Premier International Realty I
MICHAEL	BECKMAN	\$ 438,000	Family Realty Of C F
CATHY	SCROBLE	\$ 429,800	ERA Advantage Realty Professionals Inc
MICHAEL	HERRON	\$ 425,000	Hutchins Realty Inc
Total:		\$ 14,102,634	

Top Listing Salesperson

**David Hill -
Family Realty of CF**

Top Selling Salesperson

**Ken Dalton - Premier
International Realty I**

MEMBERSHIP STATISTICS

November 2007	
Designated REALTORS®	150
Designated REALTORS® Secondary	88
REALTORS®	783
REALTORS® Secondary	45
Affiliate Members	86
Institute Affiliates	2
Non-Member	1

Congratulations to the 2007 Award Winners! Great Job!



Kitty Jackson Award: Jay or Ana Hutt

The Kitty Jackson Award is administered by the Professional Development and Education Committee. The Kitty Jackson Award is an educational scholarship to be used for a WVAR educational offering. Business cards were collected all year and a drawing was done at the Installation Gala for the award selection.

Rookie of the Year: April Kessler

The Rookie of the Year Award has 5 categories: Production (40%), Education (25%) , Local Association Activities (25%), Community Service (5%) and Other (5%) . April was nominated with glowing reports for a first year by her broker, Barbara Brennan. She was the lead in Volume, Closed Sales Volume and she received Salesman of the moth three times. April served on the following committees, Education, Public Relations, Equal Opportunity and Technology Committees as well as taking many educational classes. She participated in WVAR Habitat for Humanity and Makeover Madness projects.

Continuing Service Award: Jill Edgington

The Continuing Service Award is given to a Realtor in good standing who has served the Association on a committee and/or the Board Directors for 10 consecutive years.

Affiliate of the Year: Susan Woosley

Nominations for Affiliate of the Year were solicited from the membership, including the Affiliate members. The Affiliate of the Year Selection Committee selected the winner from those nominations.

Realtor of the Year: Jean Armstrong

The Realtor of the Year award is a West Volusia REALTOR[®] that clearly demonstrates worthiness for the honor. Guidelines for the REALTOR[®] of The Year Awards include Local Association Activities, Production, Education, Community Service and Other.



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- SunTrust Mortgage is consistently ranked #1 or #2 in customer retention in multiple industry surveys.
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*SunTrust Mortgage received the highest numerical score among mortgage lenders in the proprietary J.D. Power and Associates 2006 Primary Mortgage Origination StudySM. Study based on 4,115 total responses measuring 20 lenders and measures opinions of consumers who originated a new mortgage in the past nine months. Proprietary study results are based on experiences and perceptions of consumers surveyed in September – November 2006. Your experiences may vary. Visit jdpower.com.

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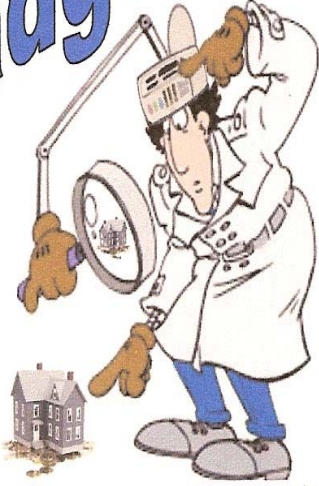
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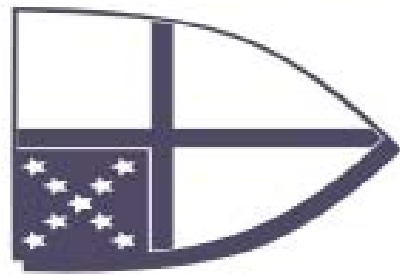


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RPAC CORNER



Congratulations to Dick Darling!

The President of the Florida Association of REALTORS appointed Dick Darling as the 2008 FAR Committee Chair. There are 67 FAR member associations and it's impressive that we have a FAR Committee Chair appointed from our Association.

What is RPAC?

Your Realtors Political Action Committee (RPAC) raises funds voluntarily from members of the Florida Association of Realtors for issues, campaigns and contributions to political candidates at federal, state and local levels.

What's in it for you?

When 150,000 Realtor members speak in one unified voice, it's hard to ignore. That's Realtor leverage in the halls of Tallahassee.

Where do your RPAC dollars go?

Of every dollar you contribute, up to 70 cents stays in Florida to support state and local candidates and issues. The remaining 30 cents goes to the national RPAC for grassroots activities and support candidates running for office on the federal level.

Want to have some fun?

Now that you know what RPAC is, come join our RPAC committee! We have a very busy and fun year planned. We will be holding the annual golf tournament at a new location. (To be disclosed at a later date) We are also bringing back the annual RPAC Auction. Last year we held the Tax Amendment Seminar at Debarry Golf and Country Club. This year we would like to hold a "political hob knob" so that you can meet our local candidates. All of this takes time and work, but with your help they will be successful events. You can make your annual RPAC contributions while having fun.

What is your RPAC goal for the year?

99 Club Member – contributor who donates \$99.00 within a year. Receives a pin.

Capitol Club Member – contributor who donates \$250.00 within a year. Receives a plaque.

Gold Sustaining Member- donates \$99.00 ten times consecutively within a ten-year period. Receives plaque presented by Association.

Statesman's Award Member – donates \$500.00 within one year. Plaque and pin sent to local Association.

Sterling R Member – donates \$1,000.00 in a calendar year. Plaque and pin with diamond. *This is a NAR recognition level.*

Crystal R Member – donates \$2,500.00 in a calendar year. Receives a crystal statuette and a Crystal R pin.



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Thanksgiving Lunch & The 2007 Leadership Class



Photos by Trey Smith

Thanksgiving Lunch & The 2007 Leadership Class



Photos by Trey Smith

Thanksgiving Lunch & The 2007 Leadership Class

Thanks to our Luncheon Sponsors:
Susan Woosley, Westside Title
Sandy Barker, MainStreet Community Bank



Thanks to our 2007 Committee
Chairs and Vice-Chairs



Photos by Trey Smith



Jeff Woods

Vice President—Branch Manager

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SECTION 4: SAFETY ON THE ROAD

10-SECOND RULE

Inattention is one of the main reasons people find themselves in dangerous situations. Take a few precious seconds during the course of your day to assess your surroundings.

Take 2 Seconds when you arrive at your destination.

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

Take 2 Seconds after you step out of your car.

- Are there suspicious people around?
- Do you know exactly where you're going?

Take 2 Seconds as you walk towards your destination.

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

Take 2 Seconds at the door.

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

Take 2 Seconds as soon as you enter your destination.

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

10 Seconds TOTAL

Taking in your surroundings lets you spot and avoid danger. Make it a habit. Then share it with someone else.

(Appeared in "What You Can Do About Safety," REALTOR® Magazine, September 2000.
Courtesy Night Owl/Vactor Security, Landover, MD.)

NATIONAL ASSOCIATION OF REALTORS®
SAFETY WEEK 2007



NATIONAL ASSOCIATION OF REALTORS®

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JANUARY/FEBRUARY 2008

Date	Course	Time	Location/Fee
JANUARY			
♦ 1/16/2008	New Member Orientation	8:00 a.m. - 3:00 p.m.	
♦ 1/17/2008	MLX Training Orientation	8:45 a.m. - 12:00 noon	
♦ 1/17/2008	Listing Maintenance	1:00 p.m. - 3:00 p.m.	
♦ 1/31/2008	General Membership Breakfast	8:30 a.m. - 10:00 a.m.	
February			
♦ 2/7/2008	Core Law (3 ce)	9:00 a.m. - 12:00 noon	
♦ 2/7/2008	Quad Ethics (3 ce)	1:00 p.m. - 4:00 p.m.	
♦ 2/20/2008	New Member Orientation	8:00 a.m. - 3:00 p.m.	
♦ 2/21/2008	MLX Training Orientation	8:45 a.m. - 12:00 noon	
♦ 2/21/2008	Listing Maintenance	1:00 p.m. - 3:00 p.m.	
♦ 2/28/2008	General Membership Breakfast	8:30 a.m. - 10:00 a.m.	
♦ 2/28/2008	Boot Camp	12:30 p.m. - 4:30 p.m.	\$40



Realtors and Affiliates please listen up!

The A-Team (WVAR Affiliate's) will be hosting our **3rd Bowling Event**
on Saturday January 19th, 2008 at 3pm
at Sunshine Lanes in Deland on HWY 92.

Please look to your favorite affiliate for an invite for this is by invitation only.

We still need Affiliate sponsors and raffle items.
We are trying to fill up all 32 lanes and spots are filling up fast.

Please email to Greg Sutton at gsutton@westsidetitle.com
to get further details and to reserve your team today.

Please come out and join the A Team with a fun afternoon of
bowling to get 2008 started off right!



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WVVAR - Website How To...

Here are simple steps to access the website.

1. Using your web browser, type:
www.WestVolusiaRealtor.org

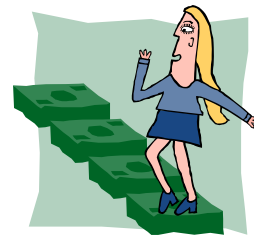
2. That's it!

How to Update Your Personal Information

- Click "Login."
- Your *USER ID* is your NRDS nine-digit number.
- Your *PASSWORD* is your last name in lower case.
- *You can now update your personal information.*

How to REGISTER FOR CLASSES AND EVENTS

- Go to Calendar
- Click Desired Event
- Click "Register for Event"
- Click "Check Out"
- Click "Submit Order"
- Click "Yes" Security Box
- *Your Confirmation of registration will display.*



Please contact WVVAR with any question or concerns.



West Volusia Association of REALTORS®
Four Year Sales and Inventory History 2003 - 2007
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	2003	170	\$114,758	\$111,321	97.01%	60	1,005	5.91
Feb	2003	201	\$115,172	\$111,101	96.47%	74	999	4.97
Mar	2003	212	\$122,842	\$119,085	96.94%	71	1,007	4.75
Apr	2003	226	\$116,855	\$112,941	96.65%	75	991	4.38
May	2003	284	\$114,549	\$111,017	96.92%	73	988	3.48
Jun	2003	276	\$133,305	\$129,774	97.35%	69	944	3.42
Jul	2003	245	\$124,897	\$121,813	97.53%	67	928	3.79
Aug	2003	264	\$131,680	\$128,139	97.31%	73	949	3.59
Sep	2003	285	\$127,505	\$124,044	97.29%	70	959	3.36
Oct	2003	255	\$131,295	\$127,668	97.24%	67	944	3.70
Nov	2003	180	\$132,045	\$133,539	101.13%	79	875	4.86
Dec	2003	277	\$151,408	\$145,409	96.04%	102	875	3.16
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							

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn
 Report 11 12/10/2007

West Volusia Association of REALTORS®

Multiple Listing One Month Sales and Inventory Report - Nov 1 - 30, 2007

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	2	1.47%	\$52,450	\$37,500	71.50%	16	5	2.50
\$50,000 - \$59,999	0	0.00%	\$0	\$0	0.00%	0	10	0.00
\$60,000 - \$69,999	2	1.47%	\$69,950	\$62,000	88.63%	89	11	5.50
\$70,000 - \$79,999	3	2.21%	\$82,217	\$76,300	92.80%	111	24	8.00
\$80,000 - \$89,999	6	4.41%	\$98,550	\$86,425	87.70%	51	40	6.67
\$90,000 - \$99,999	3	2.21%	\$103,300	\$95,043	92.01%	118	41	13.67
\$100,000 - \$119,999	11	8.09%	\$114,455	\$110,655	96.68%	155	103	9.36
\$120,000 - \$139,999	13	9.56%	\$136,708	\$128,785	94.20%	104	245	18.85
\$140,000 - \$159,999	30	22.06%	\$158,293	\$151,476	95.69%	114	318	10.60
\$160,000 - \$179,999	16	11.76%	\$176,225	\$172,900	98.11%	166	368	23.00
\$180,000 - \$199,999	13	9.56%	\$195,492	\$190,776	97.59%	117	341	26.23
\$200,000 - \$249,999	18	13.24%	\$237,658	\$222,358	93.56%	96	538	29.89
\$250,000 - \$299,999	11	8.09%	\$286,320	\$266,947	93.23%	171	361	32.82
\$300,000 - \$349,999	3	2.21%	\$376,297	\$305,000	81.05%	88	192	64.00
\$350,000 - \$399,999	2	1.47%	\$384,000	\$370,700	96.54%	30	177	88.50
\$400,000 - \$499,999	2	1.47%	\$481,000	\$445,000	92.52%	92	144	72.00
\$500,000 - \$599,999	1	0.74%	\$500,000	\$500,000	100.00%	81	76	76.00
\$600,000 - \$699,999	0	0.00%	\$0	\$0	0.00%	0	48	0.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	34	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	23	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	16	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	55	0.00
TOTALS	136	100.00%	\$186,213	\$175,728	94.37%	118	3,170	23.31

(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 - Nov 30, 2007

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	14	0.75%	\$50,084	\$40,388	80.64%	78	5	3.93
\$50,000 - \$59,999	5	0.27%	\$60,980	\$52,997	86.91%	84	10	22.00
\$60,000 - \$69,999	11	0.59%	\$74,400	\$62,773	84.37%	139	11	11.00
\$70,000 - \$79,999	16	0.85%	\$85,247	\$74,337	87.20%	104	24	16.50
\$80,000 - \$89,999	23	1.23%	\$96,049	\$85,372	88.88%	93	40	19.13
\$90,000 - \$99,999	33	1.76%	\$107,030	\$95,987	89.68%	91	41	13.67
\$100,000 - \$119,999	107	5.71%	\$117,338	\$109,692	93.48%	107	103	10.59
\$120,000 - \$139,999	175	9.34%	\$136,844	\$130,140	95.10%	101	245	15.40
\$140,000 - \$159,999	300	16.01%	\$156,292	\$150,853	96.52%	82	318	11.66
\$160,000 - \$179,999	302	16.12%	\$174,194	\$169,697	97.42%	102	368	13.40
\$180,000 - \$199,999	223	11.90%	\$194,813	\$188,907	96.97%	103	341	16.82
\$200,000 - \$249,999	301	16.06%	\$233,026	\$222,365	95.42%	115	538	19.66
\$250,000 - \$299,999	150	8.00%	\$285,828	\$271,163	94.87%	131	361	26.47
\$300,000 - \$349,999	68	3.63%	\$347,234	\$322,635	92.92%	115	192	31.06
\$350,000 - \$399,999	59	3.15%	\$395,461	\$372,178	94.11%	129	177	33.00
\$400,000 - \$499,999	32	1.71%	\$466,968	\$444,635	95.22%	100	144	49.50
\$500,000 - \$599,999	25	1.33%	\$574,832	\$529,854	92.18%	143	76	33.44
\$600,000 - \$699,999	12	0.64%	\$662,174	\$629,140	95.01%	137	48	44.00
\$700,000 - \$799,999	2	0.11%	\$922,500	\$785,000	85.09%	271	34	187.00
\$800,000 - \$899,999	3	0.16%	\$864,667	\$838,333	96.95%	162	23	84.33
\$900,000 - \$999,999	5	0.27%	\$1,106,941	\$1,047,141	94.60%	37	16	35.20
\$1,000,000 and over	8	0.43%	\$1,521,625	\$1,382,604	90.86%	182	55	75.63
TOTALS	1,874	100.00%	\$217,575	\$206,987	95.13%	106	3,170	18.61

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.

Source: Mid Florida Regional MLS

Prepared by Mike Blinn
Report 10 12/10/2007



January 2008

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