



West Volusia Association
of REALTORS®, Inc.

The REALTOR® Update

November 2008

A Message From Your President:

Hello Fellow Members!

We are working hard to enhance your member benefits.

Here are some new benefits we announced this week!



Education Loan Fund: The loan is an **interest-free loan** for primary members of the West Volusia Association of REALTORS® for CE (Continuing Education) classes, designation classes and the 72 hour Florida Real Estate Broker Course. The loans are limited to classes given or sponsored by the West Volusia Association of REALTORS®.

To get further details and a Loan Application, go to our website (www.westvolusiarealtor.org), login to the member site, go to "Documents" and look for the *Education Loan Packet* in the "Education" section.

Special Deal for SAM'S CLUB: Business Membership level for \$35: Sign up or renew your membership now and get a \$10 SAM'S gift card!

There are more new benefits coming your way. Watch for the announcements in the next few weeks.

And, in the next few days go to our website at www.westvolusiarealtor.org for a big surprise!!

Your President,

Todd Hague

Special points of interest:

- Upcoming Events and Classes, page 8.
- Plan ahead for the Annual Installation Banquet, page 2
- Use the attached Affiliate Directory when you need services!

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View this newsletter in full color
with great graphics - online at
www.westvolusiarealtor.org

Annual Installation Gala "Staying Alive"

*Jean Armstrong, 2009 President of the
West Volusia Association of REALTORS®.*

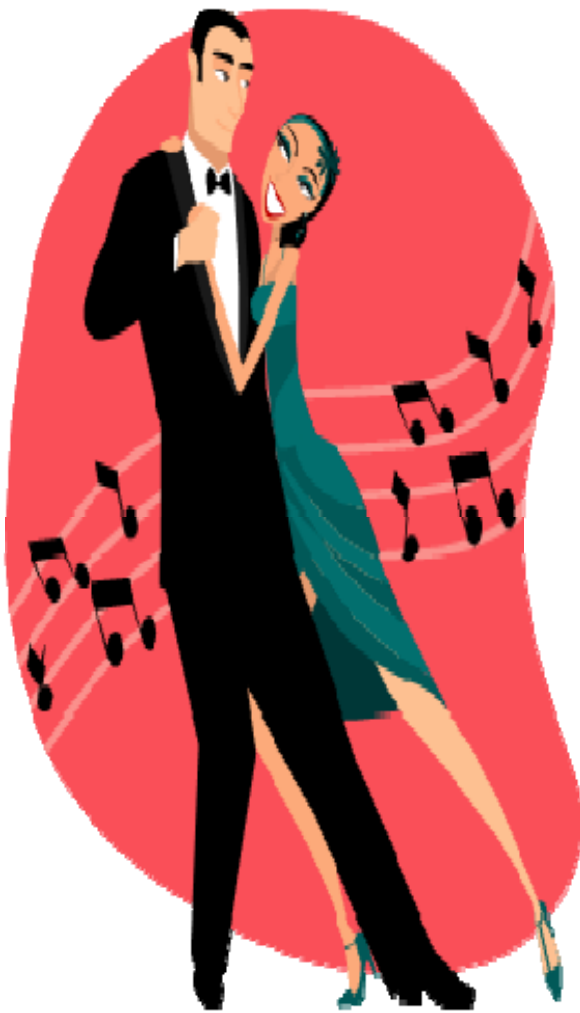
*Requests the pleasure of your company at
the Installation of the 2009 Officers & Direc-
tors*

and the presentation of the 2008 Awards.

DeBary Golf and Country Club

Friday, December 5, 2008

6:30 pm



Installation Gala

6:30pm Dancing & Cocktails

7:30pm Dinner & Program

Dancing & Fun Continues 'til 10:30 pm!

Dress: Cocktail Party dresses and suits

Tickets are \$25 per person

\$20 per person if purchased by Nov 15th!

**Purchase tickets no later than
November 26th at the WVAR office.**

September 2008 Membership Changes

New Affiliates

Florida Hospital Fish Memorial, Orange City, FL : Danny DuBosque, Director of Patient Financial Services

LakeBidge Homes, DeBary, FL : Coryanne Orlando, Operations Assoc.

Marketplace Media, LLC, Port Orange, FL: Bill Keeler

SC Signature Construction Corporation, Lake Helen, FL: Mike Connor, Pres. E. Coast Operations

New Members

Mark Bines with Charles Wayne Properties, Inc.

Hugh West Costa with Charles Wayne Properties, Inc.

Letty Gonzalez with Century 21 Armstrong Team Real

Rick McBride with Prudential The Property Place

Shane Murray with Adam Scott Realty, LLC

John Thompson with DeBary Realty

Trudy Ward with Coldwell Banker RE Network

Shayla Young with Weichert Realtors Hallmark Properties

Transfers

Lillian Andreuzzi to Century 21 Armstrong Team Realty

Bob Barker to Remax Leading Edge Realty

Tracee Gmitro to Remax Leading Edge Realty

Yolanda Parks to Coldwell Banker Real Estate Network

Latasha Proctor-Cooper to Coldwell Banker Residential RE

Denise Souza to Home Wise Realty Group Inc

Mark Wright to Mark Wright Realty, Inc.

Inter-Office Transfers

David Gasink to Stratford Properties, 203 Wisconsin Avenue, DeLand

Maureen Gasink to Stratford Properties, 203 Wisconsin Avenue, DeLand

Dare Harry to Stratford Properties, 203 Wis-

consin Avenue, DeLand

Willa McWhinney to Stratford Properties, 203 Wisconsin Avenue, DeLand

Sylvia York to Stratford Properties, 203 Wisconsin Avenue, DeLand

Reinstatement

Gwen Atherton to Home Buyer Services

Maria Pardo with Coldwell Banker Real Estate Network

Lucia Henriquez with T M Realty of Volusia County, Inc.

Brokers/Offices Inactive

Robin Chitwood and Advance Realty Connection

Crystal Key Realty, Inc.

Robert Dyer and Florida Realty Experts

Shirley Eiflander, Broker and Makeda Corp.

William Gonzalez and Pirozok Realty Esate

Hersey A. Huffman, Broker and Williams Properties

Richard Lee and Palm Grove Realty

Dan Stockall and DLS Realty

Stratford Properties, 820 Glenwood Road, DeLand

Patricia Wojewoda and Prudential Star Real Estate

Terminations/Inactive

Maryanne Allen with Hutchins Realty, Inc.

Bonnie Bowers with Makeda Corporation

Shirley Cadavid with Lopez Realty & Tax Service

Bill Cecil with Williams Properties

Casey Collins with 1st Access Realty of Central FL

Linda Dole with Primary Realty Inc.

Jeffrey Easley with Watson Realty

Robert Elkins with DLS Realty Investments, Inc.

Joanne Foster with Sunshine State Realty & Associates

Robert N. Greene with Hampshire Silverton RE

Vicki Lynn Hathaway with Porzig Realty

Cori Hepsworth with Advance Realty Connection

Edward Hill with Charles Wayne Properties

Ethan Hutchins with Hutchins Realty, Inc.

Terrol Peaden with Jim Carey Real Estate

Erick Pirozok with Pirozok Real Estate

Luis Primiciero with Watson Realty

Evelyn Pumarejo with Coldwell Bank Real Estate Network

Brian Reaume with Real Estate Transaction Consultants

Cody Wilkerson with DSW Realty, Inc.

Earl Ziebarth with Swann Real Estate

Secondary Terminations/Inactive

David Buckley and New Certified Appraisal

Lou Delgado Broker and Palm West Home Realty, Inc.

Mike George with Re/Max Signature

Kathy Cate with RE/MAX All Pro Realty, Inc.

Leonard Ohlsson, Broker and Spruce Creek Fly-in Realty

Julio Rodriguez with Prudential Transact Realty

Orietta Schecker with The Keyes Company

Patricia Wojewoda and Prudential Star Real Estate

Membership Statistics

September 2008

Designated REALTORS®	133
Designated REALTORS®	71
REALTORS®	591
REALTORS® Secondary	22
Affiliate Members	81
Institute Affiliates	2

2008 LEADERSHIP TEAM

President

Todd Hague

Agent4uRemax@yahoo.com

President Elect

Jean Armstrong

JeanArmstrong@cfl.rr.com

Treasurer

Dick Darling

RDarling@cfl.rr.com

Secretary

Cynthia DeLuca

Cynthia@totalrealtycorp.com

Immediate Past President

Jalene Stockhausen, GRI

Jalenesells@earthlink.net

2008 DIRECTORS

Linda Rothwell-Green

LindaRothwell@earthlink.net

Jennifer Clark

JenniferClark@cfl.rr.com

2008-2009 DIRECTORS

Troy Baumgartner, CCIM

CommReal@bellsouth.net

Barbara Brennan

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Melody Hall

mariessa60@aol.com

Jane Crosby

JaneCrosby@watsonrealtycorp.com

Association Executive

Pam MacConnell

Pam@WestVolusiaRealtor.org

Membership/Education

Annegret Westwood

Annegret@WestVolusiaRealtor.org

MLS/SUPRA

Nancy E. Walker

Nancy@WestVolusiaRealtor.org

Bookkeeper

Marge Thompson

Marge@WestVolusiaRealtor.org

Administration

Sherry Hargrove

Sherry@WestVolusiaRealtor.org

Photographer

Trey Smith, Approved Realty

ApprovedTrey@bellsouth.net

RPAC CORNER



Your Best Investment In Real Estate

Thanks to everyone for your support of the RPAC Golf Tournament, Dinner and Auction.

Don't forget to finish your RPAC pledge for 2008!

Our sympathy to the family of Lou Dern, who passed away on October 20, 2008.

Lou was a member of the West Volusia Association of REALTORS® from 1986 to 2007.





Michael Connor
President-East Coast Operations
Lic # CGC1508135

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Crystal Roddy
ext. 9738



Brandie Stevens
ext. 9264

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Toll-Free: 800-447-7228, option 3

Mon-Fri 8am-6:30pm, Sat 9am-3pm

Anyone living or working in Brevard, Volusia, Flagler, Indian River, Seminole, or Osceola Counties can apply for a mortgage and we'll process your membership application along with your loan approval.

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Building Trust for Over 57 Years
Commercial & investment property loans are also available.

These loan programs constitute first mortgage liens secured by the home and property. The down payment is determined by the Loan to Value ratio (96% LTV - 5% down payment). Not all borrowers will qualify for the loan programs mentioned.

Yes - we know you can

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

Upcoming Events & Classes

Go online to www.westvolusiarealtor.org and login to the members' site to register for these events & classes. *Classes are no charge except where noted.*

November 12, 8:00 a.m to 1 p.m.
New Member Orientation

November 12, 9 a.m. to noon
Code of Ethics Course

November 13, 8:45 a.m. to Noon
MLX Training—MFRMLS class

November 13, 1 to 3 p.m.

Listing Maintenance Access—MFRMLS class

November 14, 11:30 a.m.

General Membership Meeting – Thanksgiving Appreciation Lunch Sponsored by Westside Title and Mainstreet Bank

November 17-21, GRI 3 - see below for details

December 3, 9 am to Noon:
Code of Ethics Course - 3 CE

December 5, Installation Banquet
DeBary Golf & Country Club

About GRI

The GRI designation – Graduate, Realtor® Institute – is the nation's #1 real estate designation. It is earned through state associations whose Realtor® Institute courses of study meet the standards established by the National Association of Realtors®. The designation is available only to members of NAR.

The Florida Realtor® Institute is the exclusive source of the GRI designation in Florida. Realtors® and Realtor-Associates® earn the GRI designation after successfully completing three rigorous and comprehensive real estate courses. To earn a GRI designation, all three GRI courses must be completed within a five year period from the date the first course is completed. This provision includes students who have completed part of their course work out of state.

November 17-21, 2008

Approved for 30-hrs Broker Post Licensing and 11-hrs specialty CE

Tuition: GRI 3

On or before November 10, 2008

Members:	\$ 277.50
Non-Member:	\$ 302.50

After November 10, 2008

Members:	\$ 302.50
Non-Members:	\$ 327.50

Location::West Volusia Association of REALTORS®

Sponsors: Florida Association of Realtors®

and the West Volusia Association of Realtors®



To register go online to
www.westvolusiarealtor.org ,
login to the member site and
sign up or call the
Association at 386-774-6433.

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We envisioned a website **worth visiting.**
www.VPGTitle.com

138 West New York Avenue, Suite 1 • DeLand, Florida 32720

Now is the time to add insurance to your SUPRA lockbox key! If you got your key before mid-June, you may have waited so you would not be charged \$25 for that time prior to the contract period and then another \$25 for the new lease year. You will want to check to see if you have insurance now! At least 3 of our members are glad they paid for their insurance!!

Call the Association office at 386-774-6533 to see if you have insurance. If you want to add insurance, you will have to come show us your ActiveKey before we can do that! Supra needs to make sure it is alive and well before insurance is added!

2008 Leadership Development Class

Members and Sponsors

- ◆ Tom Draganza—Tom Draganza & Westside Title
- ◆ Linda Hannon—Watson Mortgage
- ◆ April Kessler—Double "C" Roofing, Inc.
- ◆ Mary Mula—Southern Title
- ◆ 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

West Volusia Association of REALTORS®
Multiple Listing One Month Sales and Inventory Report - Sep 1 - 30, 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	5	3.73%	\$43,540	\$35,800	82.22%	51	21	4.20
\$50,000 - \$59,999	1	0.75%	\$52,000	\$52,000	100.00%	7	39	39.00
\$60,000 - \$69,999	8	5.97%	\$70,288	\$67,045	95.39%	72	47	5.88
\$70,000 - \$79,999	3	2.24%	\$88,600	\$72,083	81.36%	86	62	20.67
\$80,000 - \$89,999	10	7.46%	\$94,510	\$85,600	90.57%	126	83	8.30
\$90,000 - \$99,999	5	3.73%	\$101,060	\$93,100	92.12%	125	91	18.20
\$100,000 - \$119,999	17	12.69%	\$110,959	\$109,244	98.45%	132	232	13.65
\$120,000 - \$139,999	22	16.42%	\$127,523	\$128,660	100.89%	59	291	13.23
\$140,000 - \$159,999	13	9.70%	\$152,162	\$149,275	98.10%	176	260	20.00
\$160,000 - \$179,999	16	11.94%	\$181,831	\$167,353	92.04%	85	226	14.13
\$180,000 - \$199,999	8	5.97%	\$197,825	\$187,750	94.91%	54	218	27.25
\$200,000 - \$249,999	8	5.97%	\$233,761	\$222,311	95.10%	166	274	34.25
\$250,000 - \$299,999	9	6.72%	\$287,800	\$271,144	94.21%	203	182	20.22
\$300,000 - \$349,999	4	2.99%	\$336,248	\$311,500	92.64%	167	123	30.75
\$350,000 - \$399,999	2	1.49%	\$387,450	\$356,500	92.01%	347	103	51.50
\$400,000 - \$499,999	2	1.49%	\$527,500	\$435,000	82.46%	448	93	46.50
\$500,000 - \$599,999	1	0.75%	\$635,000	\$578,750	91.14%	38	54	54.00
\$600,000 - \$699,999	0	0.00%	\$0	\$0	0.00%	0	42	0.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	22	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	11	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	8	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	38	0.00
TOTALS	134	100.00%	\$164,031	\$154,773	94.36%	120	2,520	18.81

(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 - Sep 30, 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	23	2.28%	\$47,817	\$37,900	79.26%	82	21	8.22
\$50,000 - \$59,999	18	1.79%	\$63,372	\$54,675	86.28%	112	39	19.50
\$60,000 - \$69,999	23	2.28%	\$71,526	\$65,156	91.09%	131	47	18.39
\$70,000 - \$79,999	21	2.09%	\$81,569	\$72,929	89.41%	77	62	26.57
\$80,000 - \$89,999	45	4.47%	\$92,927	\$84,269	90.68%	124	83	16.60
\$90,000 - \$99,999	27	2.68%	\$102,776	\$93,804	91.27%	145	91	30.33
\$100,000 - \$119,999	103	10.23%	\$119,407	\$109,676	91.85%	117	232	20.27
\$120,000 - \$139,999	145	14.40%	\$134,343	\$129,078	96.08%	103	291	18.06
\$140,000 - \$159,999	153	15.19%	\$154,325	\$149,272	96.73%	151	260	15.29
\$160,000 - \$179,999	109	10.82%	\$177,899	\$167,394	94.10%	143	226	18.66
\$180,000 - \$199,999	83	8.24%	\$198,224	\$188,661	95.18%	110	218	23.64
\$200,000 - \$249,999	117	11.62%	\$236,349	\$220,668	93.37%	161	274	21.08
\$250,000 - \$299,999	61	6.06%	\$291,155	\$270,568	92.93%	177	182	26.85
\$300,000 - \$349,999	28	2.78%	\$347,342	\$318,616	91.73%	165	123	39.54
\$350,000 - \$399,999	18	1.79%	\$390,955	\$369,322	94.47%	158	103	51.50
\$400,000 - \$499,999	15	1.49%	\$486,620	\$439,400	90.30%	225	93	55.80
\$500,000 - \$599,999	5	0.50%	\$664,660	\$575,550	86.59%	175	54	97.20
\$600,000 - \$699,999	10	0.99%	\$685,595	\$632,443	92.25%	217	42	37.80
\$700,000 - \$799,999	2	0.20%	\$777,400	\$727,500	93.58%	142	22	99.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	11	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	8	0.00
\$1,000,000 and over	1	0.10%	\$1,500,000	\$1,165,300	77.69%	241	38	342.00
TOTALS	1,007	100.00%	\$185,202	\$173,061	93.44%	136	2,520	22.52

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 10/8/2008



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	94	\$173,575	\$161,299	92.93%	114	2,996	31.87
Mar	2008	112	\$176,172	\$165,180	93.76%	150	2,915	26.03
Apr	2008	111	\$210,475	\$192,831	91.62%	147	2,788	25.12
May	2008	120	\$196,239	\$182,945	93.23%	154	2,647	22.06
Jun	2008	119	\$171,226	\$160,334	93.64%	138	2,597	21.82
Jul	2008	120	\$190,495	\$178,388	93.64%	132	2,632	21.93
Aug	2008	127	\$198,279	\$185,656	93.63%	132	2,551	20.09
Sep	2008	134	\$164,031	\$154,773	94.36%	120	2,520	18.81
Oct	2008							
Nov	2008							
Dec	2008							

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn
Report 11 10/8/2008

FARM CREDIT



of Central Florida

Not a Farmer? Not a Problem!
We're not only for Farmers!

We make loans for:

- * Lot and Real Estate Purchases - no acreage limitation
- * Home Purchases or Construction
- * Manufactured Home Purchases
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IMPORTANT NOTICE

to All Members of the West Volusia Association of REALTORS®

Applications are being accepted for the Class I Standing Director position of MFRMLS (Mid-Florida Regional Multiple Listing Service Inc.) representing The West Volusia Association of REALTORS®. The two year term starts in April 2009. Applications will be accepted until February 15, 2009. Please send your applications to the Association Office to the attention of Pam MacConnell, Association Executive.

The appointment will be made at the March 2009 Board of Directors meeting. All applicants will appear before the Board of Directors at that meeting in March to state their qualifications.

According to the MFRMLS Bylaws, all Directors shall be members in good standing of a Shareholder Member Association and shall be Participants or Subscribers affiliated with a Participant in the Service. The Class I Standing Director representing each Member Association shall be appointed by the Member Association from among any of those REALTOR® Participants (or their Subscribers) who are listed on the Listings Activity Report.

Each Standing Director shall be appointed to serve for a term of two (2) years, or such portion thereof remaining after the beginning of his or her term until his or her successor is appointed and qualified. Class I Standing Directors shall be appointed in odd numbered years and Class II Standing Directors shall be appointed in even numbered years.

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