



February 2008

# The REALTOR UPDATE

West Volusia Association of REALTORS® Monthly Publication



## A Message from your President:

Hello Members and Welcome to February's Newsletter!

I hope you are planning to accomplish your duty as a U.S. Citizen and vote at the January 29<sup>th</sup> Primaries.

I hope you will vote for two items:

1. YES for Amendment 1. As a Florida resident, you need some Tax Relief. As Governor Christ stated at the January 16<sup>th</sup> press conference in Edgewater that I attended with about 7 other WVAR members, this is a beginning. They will continue to work on other avenues for further tax relief. If this amendment does not pass, it could be another TWO years before relief is in sight. (Please see pages 2, 3, and 17 for more information on Amendment 1.)
2. For the Presidential Candidate that you feel will improve the economy and make the best decisions for YOU and YOUR country. We must take fifteen minutes out of our day on voting days to place your vote. It is our American Right and Duty.

As we continue to accomplish our goals in this changed market, stay focused on TWO areas:

- STAY POSITIVE. If we have a positive mind set and attitude, then it will carry over to our customers and the media. It is still a "GREAT TIME TO BUY" and we must convey this to ourselves and our community everyday.
- GET INVOLVED at YOUR REALTOR ASSOCIATION. Stay plugged into events, education, and networking opportunities. We are here to help you grow and flourish during this market. Make a goal for yourself to come to EVERY General Membership Breakfast Meeting and stay "PLUGGED IN" to YOUR Wonderful West Volusia Association of Realtors. Visit your website regularly for dates and information at [www.westvolusiarealtor.org](http://www.westvolusiarealtor.org)

One last important item! We are looking for a Class II Standing Director to represent WVAR at MFRMLS. It is for a Two Year Term beginning in April and if you are thinking of getting involved in your Association and Career, please visit the website for more information [www.westvolusiarealtor.org](http://www.westvolusiarealtor.org) or call WVAR at 386.734.6433.

Thank you for your support this year and I look forward to seeing you EVERY month at our General Membership Breakfast Meeting.

Sincerely Your President,

Todd Hague

## 2008 LEADERSHIP TEAM

### President

Todd Hague

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## 2008 DIRECTORS

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## 2008-2009 DIRECTORS

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# RPAC CORNER



Your Best Investment In Real Estate

**This ad has been placed in 4 issues of the  
Deland Beacon and 7 issues of the News  
Journal - paid for by your RPAC funds.**



**The Power to Cut  
Your Taxes is in  
Your Hands!!**

**Vote  
'Yes on 1'  
on the  
January 29<sup>th</sup>  
Constitutional Amendment**

### **A "Yes" vote means that you support:**

- Doubling the homestead exemption from the current \$25,000 to \$50,000 for most Floridians
- The ability for homeowners to transfer their Save Our Homes benefit - up to \$500,000 - to a new homestead if they sold their home in 2007 or later
- Businesses receiving a new \$25,000 exemption for "tangible personal property"

The annual growth of taxable value for non-homestead properties, such as businesses, rental properties, and second homes, is limited to 10 percent a year.

### **Floridians need property tax relief**

Here are some fast facts about Amendment 1.

1. The property tax cut plan on the January ballot would save taxpayers \$9.2-billion over five years.
2. It does not eliminate the Save Our Homes benefit. It adds to it by allowing portability of Save Our Homes – people can move without severe tax penalty.
3. Property taxes have doubled in the past six years outpacing the average growth of homeowners' salaries.

Local governments have used their increase in revenues to greatly expand their budgets and reserves, instead of returning it to Florida's families and small businesses.

**Passage of this amendment is  
critical to the future of Florida and it will put money back  
into the hands of most Florida property owners.**

### **Remember...**

**A Tax Cut—Guaranteed By Law—  
Vote 'YES on 1' on January 29<sup>th</sup>!!!**



West Volusia Association  
of REALTORS®, Inc.

For more information, visit [www.YesOn1Florida.com](http://www.YesOn1Florida.com)

Paid political advertisement paid for in kind by the Realtors Political Issues Committee, 7025 Augusta National Drive, Orlando, Florida 32822 and sponsored by the Realtors Political Issues Committee, 7025 Augusta National Drive, Orlando, Florida 32822 and Yes on 1 - Save Our Homes NOW, Inc. 2640-A Mitcham Drive, Tallahassee, Florida 32308

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# The Political Soapbox

*By Troy Baumgartner, Legislative Committee Chairman*

## Amendment 1 Non-Homestead Properties

As our Realtor organization is made up of probably 90%+ residential agents I've heard very few discussions on how Amendment 1 might be received by those who own non-homestead properties. So this month that will be the topic of the Political Soapbox!

Amendment 1 places a cap/ceiling on how much the "taxable value" can increase for non-homestead properties at 10% annually. Amendment 1 also provides businesses with a tax break by a new exemption of \$25,000 on Tangible Personal Property Taxes (business assets, i.e. computers, software, etc.).

Non-Homestead properties owners have suffered more than any other property owners in the recent surge of "taxable value" increases, in my opinion. I say this because homesteaded properties can only have "taxable value" increases of 3% annually while non-homestead properties "taxable value" can increase by any percentage. The property that my office is in had a "taxable value" increase in 2005 of 38% over the previous year and 26% in 2006. The reason the "taxable value" increased so dramatically is because there were several sales in the area of my office. These area sales were at a higher per square foot value compared to the "taxable value" by square foot of this building. Therefore, although there were no upgrades or any modifications to this property and the use remained the same the fact that properties around this building sold means this building must be worth more. I'm convinced that the big increases in "taxable value" that non-homestead properties have seen over the last 5 years is over for now. So I do not believe that the 10% cap on non-homestead properties is really that big of a deal to non-homestead property owners, however it's something and I'll take it just in case.

So why should non-homestead property owners support Amendment 1? Because it's something when previously there was nothing. Is it the cure that we've been seeking? No, not in my opinion it's not. We need a system that could reverse some of the out of line "taxable values" non-homestead properties see. We need a system that doesn't use the sale of another property as the reason why "taxable value" increases. We need a system that taxes us based on what we paid for the property, with modest (3%) annual increases and then resets the "taxable value" when the property is sold based on what it sold for. Non-homestead property owners should support Amendment 1 because this gives us something while we wait for something more which is probably still a few years away!

Troy Baumgartner



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**SAFETY WEEK**

## Protect Yourself with a Distress Code System

- ◆ Part of ensuring that you stay safe on the job, on the road and at home is preparing some “safety nets” in advance. One such precaution is having a distress code system in place.
- ◆ Establish a voice stress code, a secret word or phrase that is not commonly used but can be worked into any phone or in-person conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don’t want to alarm them.
- ◆ The distress code could be something as simple as “Hi, this is Jane. I’m at [address]. Could you e-mail me the red file?” You can make up your own distress code, i.e. DOG FOOD (when you don’t have a dog) or I’m going to MAYDAY Lane (and there is no Mayday Lane). It may make the most sense for everyone in your office to share a single distress code; this will be easiest to remember for everyone.
- ◆ The Colleague who receives your distress code will be alerted that you may be in danger. With your pre-arranged signal, they will know to call 011 on your behalf, or, after asking a few careful questions, can arrange to meet you so that you are not alone, or call you back and ask you to leave to respond to an “emergency situation.”
- ◆ The distress code should be used if you are uneasy, but do not feel you are in danger. If you are in immediate danger — stop the car and leave the area, or jump out of the car at the next stop.
- ◆ DO NOT hesitate to call 911 in an emergency!
- ◆ Authorities agree that most rapists and thieves are looking for easy targets. Be assertive and leave a dangerous situation early, but have a distress code for times you feel uneasy.
- ◆ Share and practice your distress code with your office, your colleagues and your family and friends.





## WVAR - 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***

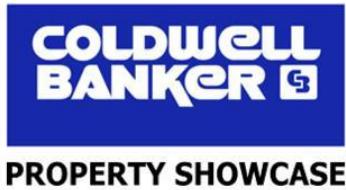
- Click “Login.”
- Your *USER ID* is your NRDS nine-digit number.
- Your *PASSWORD* is your last name in lower case.
- *You can now update your personal information.*

### **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 WVAR with any question or concerns.*



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## FEBRUARY/MARCH EDUCATION 2008

Date	Course	Time	Location/Fee
<b>February</b>			All Located At WVAR, Unless Noted
♦ 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.	
♦ 2/22/2008	FAR/BAR Contract	9:00 a.m. - 12:00 noon	
♦ 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
<b>March</b>			
♦ 3/13/2008	CRS 206: Technology Course Instructor: Mark Porter		See Page 9 for Fee Info
♦ 3/19/2008	New Member Orientation	8:00 a.m. - 3:00 p.m.	
♦ 3/20/2008	MLX Training Orientation	8:45 a.m. - 12:00 noon	
♦ 3/20/2008	Listing Maintenance	1:00 p.m. - 3:00 p.m.	
♦ 3/27/2008	General Membership Breakfast & Tradeshow	8:30 a.m. - 10:00 a.m.	



**Goal Setting for Real Estate is coming to  
West Volusia Association of Realtors®:**

**January 28, 2008  
9:00 A. M. to 12:00 P.M.  
\$30.00**

**Instructed by Cynthia DeLuca, ABR, ASR, GRI  
This course offers 3 hours of CE Credit**



## About CRS Courses

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*Technologies to Advance Your Business* (CRS 206) earns you two units of credit toward the CRS Designation, the premier Designation for residential real estate agents. Additionally, it may help you earn continuing education credit in Florida.

**This two-day course will be offered  
March 13-14, 2008 at  
The West Volusia Association of REALTORS®**

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# December 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. Select the newsletter issue under the “Newsletter” section

## MEMBERSHIP STATISTICS

December 2007	
Designated REALTORS®	146
Designated REALTORS® Secondary	86
REALTORS®	722
REALTORS® Secondary	43
Affiliate Members	94
Institute Affiliates	2
Non-Member	1



# WVAR Gala 2007



Photos by:  
Trey Smith and Susie Macon



## December Membership Changes

### Transfers

Blanca Brown to ReMax Leading Edge  
Jennifer Craig to Total Realty Corp  
Samuel Ginicola to Century 21 Choice Properties  
Mary Smith to Re/Max Signature  
Jeannie Towgood, Total Realty Corp.

### Reinstatement

Cindy Harper, Adams Cemeron & Co., Realtors  
Gerald Gamero, Exit Realty Home Team  
Norma Westwood and Florida Realty Consultants

### Terminations

Liz Anderson, Primary Realty Inc.  
John Arenstam, Total Realty Corp.  
Elizabeth Bhimjee, Watson Realty Corp  
Christiene Broker, Exit Realty Complete  
Renee L. Burnow-Voluse, CB Property Showcase  
Evelyn Burns, Exit Realty Complete  
Leslie Burton, Three Peas in a Pod Properties  
Anna Luise Campbell, Century 21 Choice Properties Inc.  
Dixie Carlson, CB Residential Real Estate Inc.  
Edward Clark, ERA Advantage Realty Professional  
Melanie Conner, Watson Realty Corp.  
Melony Coppi and ReJoyce Realty Inc.  
David Cripe, CB Property Showcase  
Douglas DeMartin, ERA Advantage Realty Professional  
Linda Dole, Primary Realty Inc.  
Mary Dover, Aparo Griffin Prop.  
Bruce Eder, Dreamseekers Realty  
Joanne Eder and Company Dreamseekers Realty  
Debbie Ferency, Assist 2 Sell  
Ken Fortner, ERA Prestige Properties & Assoc.  
Charlie Fowler, Exit Realty Complete  
James Frazier, Century 21 Choice Properties Inc.  
Eric Garcia, Total Realty Corp.  
Mayleen Garcia, Watson Realty Corp.  
Tammy Golden, ERR Advantage Realty Prof  
Robert Greene and Company Greene Realty Inc.  
Jeff Hamil, CB Property Showcase  
Thomas Hopp, Century 21 Napolitano & Scaggs  
Joan Hughes, Watson Realty Corp  
Nathan Johnson, Exit Realty Complete

Carrie Kiddy, Watson Realty Corp  
Lynn Kophamel, ERA Prestige Properties & Assoc.  
Rpbert Kuchcinski, Jim Carey Real Estate  
Dorit LaFiura, Assist 2 Sell  
Edna (Bobbi) Laughlin, Primary Realty Inc.  
Jacquelin Lee, Exit Realty Complete  
Raymond Lee, Evergreen Properties  
Sandra Lee, Palm Grove Realty Inc.  
Rae Joanne Lewis, West Volusia Properties  
Sandra Lopes, Exit Realty Home Team  
Vienna McVean, Total Realty Corp.  
Diane Miller, Exit Realty Complete  
Vincent Mormando, Watson Realty Corp.  
Amy Murray, Century 21 Napolitano & Scaggs  
Gerry Nielsen, Exit Realty Corporation  
Martha Policke, CB Property Showcase  
Mike Przybylski, Home Buyer Services  
Joseph Roberts, Ann Jones Realty  
Gregory Ruckert, Coldwell Banker Commercial AI Group  
Nicole Saraco, Century 21 Choice Properties Inc.  
Mary Schaperow, Schaperow Real Estate Inc.  
Michael Smith, CB Property Showcase  
Lamia Standberry, Watson Realty Corp.  
Kristine Steinert, Family Realty of Central Florida  
Wallace Tainter, Deltona Lake Realty  
Donald Tidwell, Weichert, Realtors-Hallmark Properties  
Everett Turpin, CB Properties Showcase  
E. LaVonne Volkmann, ERA Prestige Prop.  
Patricia Wood, Aparo Griffin Prop.

### Name Change

Carol A Evans to Carol Evans Matarazzo

# Honor Society Applications

*Did you get yours in?*

Don't worry there is still time!

To get a blank application, go to the members side of our website at  
[www.westvolusiarealtor.org](http://www.westvolusiarealtor.org),  
sign in and find the application in the "Documents" section.

FAR 2007 Honor Society Application  
Deadline: February 8, 2008 \*

WVAR Honor Society Application  
Deadline: February 29, 2008

\* the FAR application has to be signed by WVAR so please allow a day or two day to get signed and faxed in!



**Jeff Woods**  
Vice President—Branch Manager  
(386) 774-0550 Fax (386) 774-2531  
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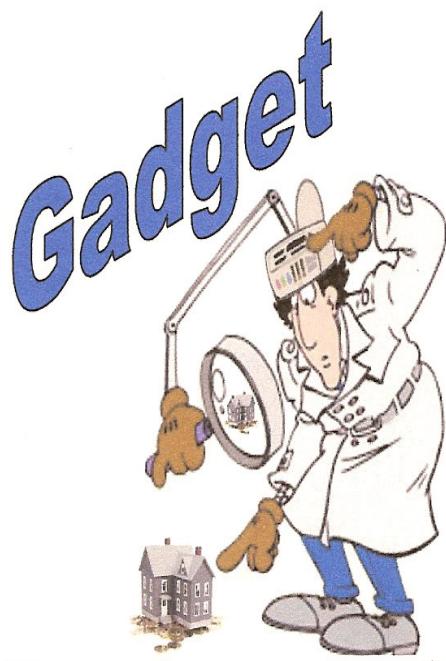
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# Amendment 1 Does Not Eliminate SAVE OUR HOMES

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Many opponents of Amendment 1 have been saying that the amendment falls far short of fixing the problem and that voting no will force the legislature back to work to come up with a better answer.

As someone strongly in favor of voting yes on Amendment 1 I will agree that it only scratches the surface, that our tax system and our property tax system are broken and MUST be fixed. Voting no will force the legislature back for more answers but it will also hurt tens of thousands of Florida families, retirees, workers and businesses as well.

By voting Yes on Amendment 1 there will be at least some immediate relief for taxpayers. That amount is small and would put only a small burden on local governments and leave schools fully funded. Most importantly passing the amendment would provide portability of the Save our Homes exemption. Nearly everyday I encounter someone needing or wanting to make a move but unwilling or unable to lose the Save our Homes deduction. These people are caught in a financial catch 22, they can't afford to stay and can't afford to move.

Save our Homes portability means that whether someone moves across town or across the state they can take the savings along that the exemption has afforded them. In no segment of our population is this more evident than senior citizens who many times need or want to downsize but find out that doing so will actually raise their tax bill in many cases. Since most elder homeowners are on a fixed budget this all too often becomes an insurmountable problem. Portability would mean that Floridians would no longer be trapped in their homes by the tax code. They could once again choose a home based on their own needs and desires.

Portability will give an immediate boost to Florida's economy and could easily be the difference between recovery and recession. This will also create tax revenue from sales, from people fixing their homes and people purchasing for their new homes. Florida's economy is tourism and real estate and a yes vote on Amendment 1 will help get both moving in a positive direction.

Waiting several years for a fix would also continue to erode our economy and continue to hurt other tax revenue streams to city, county and state coffers. The bottom line is that the choice is the relief afforded in Amendment 1 or nothing in the near future.

Another provision of the amendment is the doubling of the homestead exemption. This provides relief to almost all homeowners in Florida. This actually spreads the relief out to all. This provision does not increase anyone's exemption for school taxes. Schools will still be funded in the same way they have in the past.

There is also a provision in the amendment to provide a \$25,000 exemption in the Tangible Personal Property Tax. While this provides relief to many small businesses it would also offer relief to thousands of senior citizens living in mobile homes throughout the Tampa Bay area and all over Florida.

The argument that we should wait for a better answer falls woefully short in two areas. One is because a yes vote gives us something today and a no vote means we will wait at least two years. Unless someone is looking at different economic indicators than I am we can't afford to wait. The second is that a cut in ad valorem taxes will mean less firemen, less police and less services. I have too much faith in the leadership we have elected to believe they would cut critical and first response services much if any at all. I know that during most of the last decade the government has seen revenues go up significantly as have businesses. But now things are tough and most are forced to drastically reduce spending to stay in business. Elderly must choose between taxes, insurance, food or medicine and most first time home buyers are just left out all together. Asking our governments to tighten up a little is not asking too much.

This amendment isn't a cure but it is a start, a step in the economic healing process. A yes vote of 60% is required on any constitutional amendment because of its seriousness and permanence in nature. All voters have an important decision to make that will affect our own lives and that of our friends, our families and our neighbors. As a voter you must consider what is best for you, your family, your friends, your neighbors and your state. I encourage everyone to get out and vote on January 29<sup>th</sup>.

Greg Armstrong  
Broker  
Coldwell Banker F.I. Grey & Son  
New Port Richey, FL



## 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	\$206,000	\$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

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn  
Report 11 1/8/2008

## West Volusia Association of REALTORS®

### Multiple Listing One Month Sales and Inventory Report - Dec 1 - 31, 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	5	5.21%	\$43,360	\$35,780	82.52%	125	8	1.20
\$50,000 - \$59,999	2	2.08%	\$72,500	\$53,500	73.79%	55	8	3.00
\$60,000 - \$69,999	1	1.04%	\$79,900	\$65,000	81.35%	175	14	14.00
\$70,000 - \$79,999	0	0.00%	\$0	\$0	0.00%	0	21	0.00
\$80,000 - \$89,999	0	0.00%	\$0	\$0	0.00%	0	33	0.00
\$90,000 - \$99,999	3	3.13%	\$99,600	\$93,917	94.29%	49	39	13.00
\$100,000 - \$119,999	8	8.25%	\$115,983	\$110,083	94.91%	81	104	17.33
\$120,000 - \$139,999	14	14.58%	\$135,843	\$130,414	96.00%	123	244	17.43
\$140,000 - \$159,999	18	18.75%	\$153,522	\$149,640	97.47%	131	312	17.33
\$160,000 - \$179,999	12	12.50%	\$177,875	\$170,667	95.95%	106	359	29.92
\$180,000 - \$199,999	10	10.42%	\$195,940	\$188,900	96.41%	122	312	31.20
\$200,000 - \$249,999	10	10.42%	\$253,210	\$232,500	91.82%	132	458	45.80
\$250,000 - \$299,999	8	8.25%	\$284,782	\$265,007	93.06%	138	322	53.67
\$300,000 - \$349,999	8	8.25%	\$360,613	\$328,792	91.18%	174	165	27.50
\$350,000 - \$399,999	2	2.08%	\$378,000	\$362,000	95.77%	262	155	77.50
\$400,000 - \$499,999	0	0.00%	\$0	\$0	0.00%	0	127	0.00
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	66	0.00
\$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	29	0.00
\$800,000 - \$899,999	1	1.04%	\$1,100,000	\$800,000	72.73%	128	21	21.00
\$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	49	0.00
<b>TOTALS</b>	<b>96</b>	<b>100.00%</b>	<b>\$192,250</b>	<b>\$178,763</b>	<b>92.98%</b>	<b>124</b>	<b>2,899</b>	<b>30.20</b>

(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 - Dec 31, 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	19	0.96%	\$48,315	\$39,174	81.08%	91	8	3.79
\$50,000 - \$59,999	7	0.36%	\$64,271	\$53,141	82.68%	76	8	10.29
\$60,000 - \$69,999	12	0.61%	\$74,858	\$62,958	84.10%	142	14	14.00
\$70,000 - \$79,999	16	0.81%	\$85,247	\$74,337	87.20%	104	21	15.75
\$80,000 - \$89,999	23	1.17%	\$96,049	\$85,372	88.88%	93	33	17.22
\$90,000 - \$99,999	36	1.83%	\$106,410	\$95,814	90.04%	87	39	13.00
\$100,000 - \$119,999	113	5.74%	\$117,266	\$109,712	93.56%	105	104	11.04
\$120,000 - \$139,999	189	9.59%	\$136,770	\$130,160	95.17%	103	244	15.49
\$140,000 - \$159,999	318	16.14%	\$156,135	\$150,785	96.57%	84	312	11.77
\$160,000 - \$179,999	314	15.94%	\$174,335	\$169,734	97.38%	102	359	13.72
\$180,000 - \$199,999	233	11.83%	\$194,881	\$188,906	96.94%	104	312	16.07
\$200,000 - \$249,999	311	15.79%	\$233,675	\$222,691	95.30%	115	458	17.67
\$250,000 - \$299,999	156	7.92%	\$285,788	\$270,926	94.80%	131	322	24.77
\$300,000 - \$349,999	74	3.76%	\$348,319	\$323,134	92.77%	120	165	26.76
\$350,000 - \$399,999	61	3.10%	\$394,888	\$371,844	94.16%	133	155	30.49
\$400,000 - \$499,999	32	1.62%	\$466,968	\$444,635	95.22%	100	127	47.63
\$500,000 - \$599,999	25	1.27%	\$574,832	\$529,854	92.18%	143	66	31.68
\$600,000 - \$699,999	12	0.61%	\$662,174	\$629,140	95.01%	137	42	42.00
\$700,000 - \$799,999	2	0.10%	\$922,500	\$785,000	85.09%	271	29	174.00
\$800,000 - \$899,999	4	0.20%	\$923,500	\$828,750	89.74%	154	21	63.00
\$900,000 - \$999,999	5	0.25%	\$1,106,941	\$1,047,141	94.60%	37	15	36.00
\$1,000,000 and over	8	0.41%	\$1,521,625	\$1,382,604	90.86%	182	49	73.50
<b>TOTALS</b>	<b>1,970</b>	<b>100.00%</b>	<b>\$216,341</b>	<b>\$205,611</b>	<b>95.04%</b>	<b>106</b>	<b>2,899</b>	<b>17.66</b>

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 1/8/2008



## REALTOR® Update

West Volusia Association of REALTORS®  
425 S. Volusia Avenue  
Orange City, FL 32763  
[www.WestVolusiaRealtor.org](http://www.WestVolusiaRealtor.org)



# February 2008

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