



West Volusia Association
of REALTORS®, Inc.

Family Fun Fest April 26th!

Special points of interest:

- ActiveKEY Q & A's on pages 12-13.
- Updated Affiliate Member Directory on pages 9-11

**Need a Vacation?
See page 8...**



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The Realtor Update

April/May 2008

A Message From Your President:

Hello Members,



Did you miss the Supra Key Exchange event that took place Monday, April 14th at the DeLand Holiday Inn? Well, if you missed it I hope you went to the Association office last week to upgrade your DisplayKEY. *You haven't done that yet?* Well, time is running out! Your DisplayKEY will stop working on or about May 10th and you won't be able to open a lockbox with that old model!

So...call the office now at 386-774-6433 to make an appointment to upgrade your key. It takes less than 15 minutes and you'll be out the door—with the latest technology in hand! For more information about this new technology, see pages 12 and 13.

Speaking of old models... (No, this isn't one of my jokes!) your old model lockboxes will not work with the new ActiveKEYS. If you didn't take advantage of the free lockbox exchange 3 years ago, your luck just ran out. You can purchase new lockboxes at the Association office.

If you updated your key and want to make sure it works with some of the neighboring REALTOR® Association lockboxes—just come to our office and test it out! We have lockboxes programmed for Orlando, Daytona and New Smyrna ready for you to test!

Sincerely,
Todd Hague

Save the Date

Women's Council of Realtors
3rd Annual Casino Night

May 3, 2008
5:30– 9:30





Our mortgages
make it
easy to buy
Florida

Which makes
it **easier** for you
to sell Florida

Now
with On-time
Closing
guarantee!

Riverside Bank's flexible, local approval process makes it easy for your client to get a mortgage.

And, because a Riverside Mortgage comes with a FREE home warranty,* we take care of a new homeowner even after they move in. So when your client asks, tell them to call for their nearest Mortgage Loan Originator.

Michelina Bowman, 386.566.9634
Bob Rivers, 386.804.3605

* HomeReliance Plan basic plan, provided and administered by American Bankers Insurance Company of Florida. Available only for primary and secondary loans.

Member FDIC / Equal Housing Lender

 **RIVERSIDE BANK**

www.myriversidemortgage.com

February 2008 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

**February Top 20 Producers get their
Awards at the March meeting!**



Orange City Ofc: 386-851-0909 Fax: 386-851-0914 Julie Bertrand
Port Orange Ofc: 386-788-1671 Fax: 386-788-1679 Heidi Cowoski
Maitland: Ofc: 407-894-6567 Fax: 407-894-6578 Kathy Engwer
Orlando Ofc: 407-894-6504 Fax: 407-894-6506 Teresa Roberts

Coast Title of Volusia was incorporated in 1991. We serve Orange, Seminole, Volusia and Flagler Counties.

Coast Title of Volusia is a service oriented company. We bring extensive experience and a willing attitude to your closing table.

Coast Title of Volusia is a mainstay in the industry. We've served the community throughout peak real estate markets, flat markets & even a difficult market. We offer a combined experience of escrow & title professionals of 50+ years and have been in business for 17+ years.

Coast Title of Volusia is a community involvement partner and active member and committee participant in the Board of Realtors, the FAMB & numerous Chambers.

Coast Title of Volusia serves the Central Florida market with offices in Orlando, Maitland, Orange City and Port Orange.

Menu of Services: Title Insurance / Escrow Services / O&E Searches / Mobile Closings / Bilingual Closers / 1031 Exchanges / Residential & Commercial Transactions / Short Sale Transactions / Document Preparation / Order Appraisal

Underwritten by:

Land America

United General

First American

The Talon Group

2008 LEADERSHIP

TEAM

President

Todd Hague

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President Elect

Jean Armstrong

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Treasurer

Dick Darling

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Secretary

Cynthia DeLuca

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Immediate Past President

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2008 DIRECTORS

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Jennifer Clark

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Barbara Brennan

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Melody Hall

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Administration

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Photographer

Trey Smith, Approved Realty

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Upcoming Education Classes

Go online to www.westvolusiarealtor.org and login to the members' site to register for these classes.

Classes are no charge except where noted.

The Association has passed on its discount for the IFREC classes to our members.

May 1, 9 to noon: Considerations for Listing Agreements & Disclosures – 3 CE: presented by Christina Taylor, Land American Title Insurance

May 8, 10 to noon: Creating a Professional CMA – MFRMLS class

May 8, 1 to 3 pm: Tools: Introduction to MongoFax, Showing Time, RatePlug & MLX Wireless – MFRMLS class

May 9, 8:30 am to 5 pm: Foreclosure Opportunities for Buyers/Clients – 3 CE. Presented by IFREC. \$144 per student

May 16, 9 to noon: Comprehensive Rider – taught by Tom Milton, Coldwell Banker Property Showcase

May 22, 9 to noon: MLX Training – MFRMLS class

May 22, 1 to 3 pm: Listing Maintenance Access – MFRMLS class

June 4 and 5, 8:30 am to 5 pm: ABR – Accredited Buyer Representative Course – 11 CE. Presented by IFREC. \$299 per student.

June 12, 10 to noon: TAX and IMAPP (Iris) – MFRMLS class

June 12, 1 to 3 pm: Creating Custom Reports – MFRMLS class

June 19, 9 to noon: MLX Training – MFRMLS class

June 19, 1 to 3 pm: Listing Maintenance Access – MFRMLS class

July 17, 9 to noon: MLX Training – MFRMLS class

July 17, 1 to 3 pm: Listing Maintenance Access – MFRMLS class

July 18, 8:30 am to 4:30 pm: Accredited Home-Staging Specialist Designation Course – 7 CE. Presented by IFREC. \$144 per student.

July 24, 10 to noon: Creating a Professional CMA – MFRMLS class

July 24, 1 to 3 pm: Tools: Introduction to MongoFax, Showing Time, RatePlug & MLX Wireless – MFRMLS class

Save the Dates!

August 7: E-Buyer Course

September 9 & 10: Seniors Real Estate Specialist (SRES®) Designation Course

November 17-21: GRI 3



WELCOMES

Tracy Strange

Mortgage Loan Officer

Cell 386-774-0550

TLS32466@yahoo.Com

**Call her for all of your
mortgage needs!**

386-774-0550

800-552-6142

Fax: 386-774-2531

March 2008 Membership Changes

New Brokers

Jerry Coone, Volusia Executive Realty
 Mike Giordano, Broker
 John A. MacDonald, III, Village Real Estate of Central Florida, Inc.

Rebecca J. Martin, Martin Family Realty
 Matthew McDonald, Premier Realty

New Company

CB-Walter Williams Realty, Inc.
 29 Old Mission Avenue
 St. Augustine, FL 32084
 904 826-0403 Fax 904 826-0040

Deleted Company

CB-Walter Williams Realty, Inc.
 25 Pine Cone Drive #3A
 Palm Coast, FL 32164

Transfers

Dianne Cade to CB-Walker Williams Realty, Inc.
 Linda Cervenka to ERA Atlantic Coast Realty
 Dotty Gammage to Stratford Properties
 Ronda Garner to CB-Walker Williams Realty, Inc.
 Tison King to Total Realty Corp.
 Jackie Lee to Volusia Executive Realty
 Jo Ann Wood to Prudential The Property Place

Reinstatement

DeeDee Stroup – CB Property Showcase
 John MacDonald – (New Office) Village RE of Central Florida
 Nicole Saraco, Century 21 Choice Properties

Terminations

ERA Advantage Realty Prof.
 Gregory Banden, ERA Advantage Realty Prof.
 Michael (Justin) Holder, Adams Cameron
 Jeannine Hoover, ReMax Leading Edge Realty
 Tonya Jeannotte, Prudential The Property Place

Business Name Change

Exit Realty New Smyrna Beach to Geo Pro Realty, Inc.

Personal Name Change

Sarah Greene to Sarah Gibson
 Brenda Horne to Brenda Breinig
 Elaine Simmons to Elaine Nelson
 Dawn Wilcoxson to Dawn Gillian
 Holly Lorraine Wilkerson to Holly Lorraine Van Horn

Change of Office Address

Prestige Team Realty, Inc.
 P. O. Box 1584
 47 Richmond Drive
 New Smyrna Beach, FL 32169



Billie Jo Simoneau, CRMS
 Licensed Mortgage Broker
(386) 738-9633

125 E. Indiana Avenue
 DeLand, Florida 32724

www.floridamortgagedeland.com



Membership Statistics

Designated REALTORS®	143
Designated REALTORS® Secondary	77
REALTORS	669
REALTORS® Secondary	29
Affiliate Members	100
Institute Affiliates	6

We Need Your Help!

The Public relations Committee is in search of an Orange City property for their project. Are you aware of a homeowner who needs help? The Public Relations Committee is once again looking for that special home and homeowner to be the recipient of MAKEOVER MADNESS. This year, we prefer to find one home in Orange City. The recipient needs to be someone whose home is in dire need of sprucing up and they are not able to do it on their own. Our target time for the MADNESS will be in October.

In addition, we are also looking for REALTOR® volunteers to help make this MAKEOVER possible. If you are willing to participate in this community event please contact Jean Armstrong at 386-748-0745. Let us know your number, office, and your specialty (yard work, clean up, painting, or if you can supply equipment). Look out for future MAKEOVER MADNESS updates!

Tag, you're it!

Have you purchased your "Support Home Ownership For All" License Plate?

Proceeds from the sale of the license plate will be used exclusively for housing programs, says John Sebree, FAR vice president of Public Policy. FAR's goal is to provide housing assistance to teachers, nurses and others unable to afford a home.

FAR's Specialty license plate was made to support the workforce housing is now available online, by mail, or at your county tax collector's office. You can always find out more by logging onto:
www.floridarealtors.org



RPAC CORNER



If you haven't heard yet, great things are happening with RPAC!



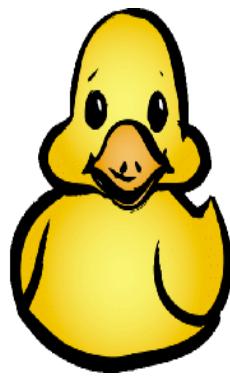
Clara has been traveling and grazing. We have our first Capital Club member. Congratulations to Dick Darling of Blue Springs Realty! Thank you for your generous donation! A great big thank you goes to Cathy Scroble of Prudential The Property Place as well for her generous donation. We have also had a few cow patty awards, but we will not embarrass them. We know that this is a tough year for everyone, but if we don't support RPAC now it could cost us more in the long run. If you are not able to make the \$250.00, ask your agents to pitch in. Their contributions will count toward their RPAC donations for the year.

Have you heard about the WVAR RPAC Duck Drop????? This is your chance to win a cruise for two to the Bahamas. There will only be 200 ducks sold. These odds are great!

Tickets will be sold for \$25.00 per duck. The race will be held on July 12th at a location to be determined. It's sure to be a great party and only duck owners may attend.

The cruise will set sail on October 30 aboard the Carnival Sensation. You will return to Port Canaveral on November 2nd.

Don't forget to bring your Halloween costume. There will be a contest. Thank you to Joel Wilder of Cruise Planners for the generous donation!!!! See one of your RPAC Committee members to purchase your duck.



An advertisement for National Property Inspections. It features a photo of Lee and Sandy Shaw standing outdoors. Logos for NPI, FABI, and ASHI are displayed. Text includes "America's Premier Inspection Service", "LEE & SANDY SHAW", "National Property Inspections", phone number "(386) 774-0239 | 1-888-449-6212", and website "www.npiweb.com/shaw".

An advertisement for the DeLand-Deltona Beacon. It features the text "Online & in Print" in large, stylized letters. Below it is a photo of a newspaper with glasses resting on it. The Beacon logo and tagline "Your community newspaper." are shown. Address "110 W. New York Ave., DeLand, FL 32720", phone "386.734.4622", and website "www.beacononlinenews.com" are listed. A contact for "Amanda Rutherford" is also provided.

Looking for services and products?

**Support our affiliate
members...call one today!**

A special thank you to
Dena Scroggins at
Holiday Inn Express
for hosting the March
Affiliate meeting.

AC/ Air Conditioning

Stevens A/C & Heating

James Stevens
Ph: 386-775-7900

Accountants/CPA

LeFils Company LLC

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ggreg@lefscps.com
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Attorney

Abels & Anderson P.A.

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Greg Blose
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Felton Construction

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Renar Homes

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Shea Homes @ Victoria Gardens

John Norkeliunas
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Kelly Cheatham,
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Natalierc@justsaynotomortgagedebt.com
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Fax: 800-315-6871

U1st Financial

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Hospitality

Hampton Inn DeBary

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Holiday Inn Express

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Cruise Company

The Cruise Company
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Continued next page

Use our affiliate members!

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My Mortgage Company

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Holder Pest Control

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Goliath Pest Control, Inc.

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Patrick Lynch

Richard Lamb

Continued next page

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The Real Estate Book

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Real Estate Schools

IFREC Real Estate Schools
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Roofing

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Double "C" Roofing Inc.

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Technology

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Equitable Title Service

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Westside Title Services

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Fax: 386 734-4269

Web Design

Your Own Site.com

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Ph: 386-801-0093

ActiveKEY Facts

1. When does an ActiveKEY expire?

An ActiveKEY expires only if it has not been in contact with the Supra system for more than 24 hours. The key disables itself until it can return to cell coverage and contact the Supra system for at least 10 continuous minutes. The ActiveKEY can also be updated by an Internet connection through a computer, or by manually entering temporary update codes. Update codes can be obtained through KIMvoice, KIMweb, or Supra Support.



2. But what if my ActiveKEY is lost or stolen?

Because of the cellular technology, if your key is lost or stolen, it can quickly be deactivated. Please report lost or stolen keys immediately to your organization or Supra support.

3. What happens when I go into an area where there's no cell service?

Your ActiveKEY won't be able to communicate with the Supra network when it's out of cell range so it won't receive showing notifications. However, as long as it's been within cell range in the last 24 hours it will remain active and you can open keyboxes. Your key can also be manually updated if it expires while out of cell service.

4. Does the ActiveKEY need to be within cell service to open keyboxes?

The ActiveKEY does not need to be within cell service to open a keybox. It does need to be updated, meaning it needs to have been in cell service for 10 continuous minutes within the last 24 hours or it will need to be manually updated.

5. How do I turn on the flashlight?

All operations start with the **on/off** button. Press the on/off button, then the flashlight button. The flashlight will turn itself off after 30 seconds.

6. What does the light bulb button do?

Press the on/off button, then the light bulb button to light up the entire keypad and display window. The backlight turns off after 30 seconds.

7. Why does my ActiveKEY keep turning off?

Your ActiveKEY turns off after 30 seconds of inactivity to conserve the battery.

8. How long do I have to get to a keybox?

When you start to open a key container or release a shackle, you still have 5 minutes from the time you press Enter to get to a keybox before the key will shut itself off.

9. Can I leave my ActiveKEY plugged in?

You cannot overcharge the battery in your ActiveKEY, so leaving it connected to its charger when not in use is a good idea. You may want to get a car charger so you can leave it in your car.

10. Can I use my cell phone charger to charge my ActiveKEY instead of having two car chargers? Use only the GE car or wall charger with your ActiveKEY to avoid potential damage. Using an unapproved charger may result in damage to your ActiveKEY and will void the ActiveKEY warranty.

11. What is the USB cable for?

If your ActiveKEY is out of cell service range for more than 24 hours you can connect it to your computer with the USB cable to manually activate it. The ActiveKEY software needs to be installed from KIMweb onto your computer before you connect the key and the computer must have an open Internet connection to activate the key.

12. Why would I ever turn the radio off?

When you press the on/off button on the ActiveKEY to turn it off, the radio stays on to stay in touch with the cellular network. You can turn the radio off completely by pressing and holding the on/off button when the key is on. You may want turn the radio off completely if you happen to take your ActiveKEY on an airplane. You could also turn it off to conserve the battery or to prevent receiving notifications of showings.

13. Why does my key say “RADIO IS OFF, 1 – TURN ON RADIO” when I turn it on?

If you turned the radio off, the next time you turn on your key you will see “RADIO IS OFF, 1 – TURN ON RADIO” in the window. Press 1 to turn the radio back on.

14. With my DisplayKEY when someone opened a keybox, I got an alert on my key the next morning. Does the ActiveKEY work the same way?

You can set your ActiveKEY to notify you instantly when another ActiveKEY opens one of your keyboxes, or you can choose to be notified overnight. Showing activity from DisplayKEY and eKEY users is delivered to your ActiveKEY the next morning regardless of your ActiveKEY preference setting.

15. When I see the message on my ActiveKEY that I’ve had a showing, how do I find out who was in my listing?

To find out who showed your listing, log on to KIMweb and click the View button after Showing Activity on your Dashboard. You could also visit the keybox to read it with your ActiveKEY. An iBox stores the last 100 showings.

16. My ActiveKEY says “Assign KeyBox” after I put in a shackle code. What does that mean?

After you enter a shackle code and press Enter, your ActiveKEY gives a YES/NO choice for “Assign KeyBox.” If you select yes, the system will send you an email reminding you to assign the keybox to a listing on KIMweb. The email contains a link taking you directly to KIMweb.

17. If my ActiveKEY is lost or stolen, anyone finding it would still need to know my PIN code to use it, right?

Right. If your ActiveKEY is stolen, the key will remain active as long as it’s been in cell service range for the past 24 hours. As soon as you report it missing, it will be deactivated. In the meantime, anyone finding it would need to know the PIN code to open keyboxes. Never write your PIN code on your ActiveKEY or store it in your ActiveKEY pouch.

18. What do I do when I lose my ActiveKEY?

If you lose your ActiveKEY, call Supra Support as soon as possible so we can turn it off.

19. Does the ActiveKEY have GPS so you can track where we are?

The ActiveKEY does not have GPS and we are not able to track where you or your key are.

The Political Soapbox

By Troy Baumgartner, Legislative Committee Chair

Thank you Deltona Mayor Dennis Mulder.

Some of you know about the Joint Planning Agreement (JPA) between Deltona, Osteen & Volusia County. To those that do not, the JPA is an agreement between the above cities and the County on how land along 415 between Howland & Doyle will be developed. The JPA establishes where the Osteen Commercial Village, Mixed Use Village, Tech Center, Urban Residential, Transitional Residential, Rural Estate & Cluster Residential will be located. In addition to where these uses will be located the JPA also states how these uses will be developed.

The Osteen Commercial Village (OCV), which is one of the designated areas within the JPA, consists of 184 acres. The design criteria for this area requires that no more than 20% of the entire land area shall be allowed to have single use buildings, requires retail/office on bottom floors and office/residential on the upper floors, no more than 300' of building length between each pedestrian pathway and minimum architectural elevations of 25'. The only other retail/commercial area within the JPA is called "Mixed-Use Village" (MUV) consisting of 250 acres. The design criteria for this area requires no strip commercial developments, minimum 2 stories when adjacent to the OCV, provide pocket parks, vertical diversification of uses (different businesses on the two floors) all with limited connections to 415.

These types of design standards would/will make easy to navigate developments as well as developments that will look fantastic. The problem though with this type of design is the cost of a pair of shoes, shampoo, television or whatever else would be available to buy in this area, just went up. The cost of these items increases because the cost to develop the stores that will sell the goods is significantly higher due to the design standards. The length of time before we'll see the first business have their "grand opening" in the JPA is a long way away due to these standards. Do not read into this article that I am against the JPA, design standards or the City of Deltona but I do think this is/was a bad idea and I do believe this JPA is the result of the past disagreements between Deltona & the County of Volusia. What about the rights of the property owner? You buy a 4 acre parcel zoned for a business 4 years ago and now the parcel is changed to only allow "Urban Residential" while the parcel next to you is zoned for "Tech Center". The value of those two parcels would be vastly different.

Does anyone remember when the City of DeBary changed their building requirements along 17-92 that required the building design to be two-stories, the fronts of the building to be right up to the sidewalk and all parking to be in the rear? The idea was to create a "downtown" style area similar to downtown DeLand. There was not one building built while these requirements were in place and these requirements have now been repealed. What about the "Activity Center" where nothing has been built, because of the design standards, where you can go one inch outside of the "Activity Center" and develop to completely different standards and at significantly less cost.

So why then does this article start with a "Thank You" to the Mayor of Deltona? I was in a meeting with the Mayor recently discussing some of the restrictions of the JPA when the Mayor said "we'll look at anything that makes sense." This tells me the Mayor understands the need for commercial along 415 and I believe he'll direct staff and try to convince the other commissioners to allow developments which are good for Deltona but are outside of the JPA, such as a hospital in the area currently zoned for "Tech Center". So again, thank you Deltona Mayor Dennis Mulder, for being realistic!

Troy Baumgartner

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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	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							
May	2008							
Jun	2008							
Jul	2008							
Aug	2008							
Sep	2008							
Oct	2008							
Nov	2008							
Dec	2008							

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn
Report 11 4/10/2008

West Volusia Association of REALTORS®
Multiple Listing One Month Sales and Inventory Report - Mar 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	0	0.00%	\$0	\$0	0.00%	0	6	0.00
\$50,000 - \$59,999	2	1.79%	\$58,250	\$57,000	97.85%	150	8	4.00
\$60,000 - \$69,999	1	0.89%	\$71,500	\$65,500	91.61%	283	29	29.00
\$70,000 - \$79,999	3	2.68%	\$76,800	\$74,987	97.87%	62	37	12.33
\$80,000 - \$89,999	5	4.46%	\$89,760	\$82,300	91.69%	113	46	9.20
\$90,000 - \$99,999	3	2.68%	\$104,387	\$93,833	89.91%	221	68	22.67
\$100,000 - \$119,999	14	12.50%	\$121,364	\$106,786	87.99%	130	155	11.07
\$120,000 - \$139,999	20	17.86%	\$133,738	\$127,854	95.80%	125	303	15.15
\$140,000 - \$159,999	14	12.50%	\$155,879	\$149,588	95.98%	183	279	19.93
\$160,000 - \$179,999	13	11.61%	\$170,000	\$166,183	97.74%	116	310	23.85
\$180,000 - \$199,999	11	9.82%	\$199,291	\$186,059	93.36%	140	281	25.55
\$200,000 - \$249,999	14	12.50%	\$237,971	\$219,956	92.43%	179	443	31.84
\$250,000 - \$299,999	6	5.36%	\$281,990	\$274,223	97.25%	269	322	53.67
\$300,000 - \$349,999	4	3.57%	\$353,675	\$321,250	90.83%	108	156	39.00
\$350,000 - \$399,999	1	0.80%	\$374,900	\$355,000	94.69%	295	152	152.00
\$400,000 - \$499,999	0	0.00%	\$0	\$0	0.00%	0	109	0.00
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	59	0.00
\$600,000 - \$699,999	1	0.89%	\$775,000	\$685,000	88.39%	34	42	42.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	32	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	16	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	14	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	48	0.00
TOTALS	112	100.00%	\$176,127	\$165,180	93.78%	150	2,915	26.03

(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 - Mar 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	2	0.72%	\$38,900	\$29,750	74.56%	125	6	9.00
\$50,000 - \$59,999	7	2.54%	\$64,829	\$54,500	84.33%	157	8	3.43
\$60,000 - \$69,999	3	1.09%	\$68,800	\$65,000	94.48%	270	29	29.00
\$70,000 - \$79,999	6	2.17%	\$83,287	\$74,634	89.63%	52	37	18.50
\$80,000 - \$89,999	12	4.35%	\$92,087	\$83,358	90.54%	100	46	11.50
\$90,000 - \$99,999	3	1.08%	\$104,387	\$93,833	89.91%	221	68	68.00
\$100,000 - \$119,999	37	13.41%	\$121,092	\$108,643	89.72%	139	155	12.57
\$120,000 - \$139,999	40	14.49%	\$133,857	\$128,847	96.26%	109	303	22.73
\$140,000 - \$159,999	45	16.30%	\$155,877	\$150,540	96.58%	149	279	18.60
\$160,000 - \$179,999	33	11.96%	\$173,466	\$167,840	96.64%	142	310	28.18
\$180,000 - \$199,999	22	7.97%	\$200,236	\$187,702	93.74%	107	281	38.32
\$200,000 - \$249,999	33	11.96%	\$238,304	\$222,783	93.05%	133	443	40.27
\$250,000 - \$299,999	18	6.52%	\$288,513	\$270,069	93.61%	169	322	53.67
\$300,000 - \$349,999	5	1.81%	\$345,940	\$317,000	91.63%	139	156	93.60
\$350,000 - \$399,999	5	1.81%	\$397,740	\$374,800	94.23%	183	152	91.20
\$400,000 - \$499,999	4	1.45%	\$492,200	\$444,750	90.36%	138	109	81.75
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	59	0.00
\$600,000 - \$699,999	1	0.36%	\$775,000	\$685,000	88.39%	34	42	126.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	32	0.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	16	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	14	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	48	0.00
TOTALS	276	100.00%	\$178,226	\$167,067	93.74%	135	2,915	31.68

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 4/9/2008

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