



West Volusia Association
of REALTORS®, Inc.

The REALTOR® Update

July 2008

Special points of interest:

- Upcoming Education Classes, page 4.
- WVAR 2007 Honor Society Awards Page 7.

Save the Date
See page 7.



In this issue:

May Top 20	2
May Membership Changes	5
MLS Stats	9-10
Important Phone Numbers	12

A Message From Your President:

Piggybank Economics or "What's Hidden Under Your Mattress?"



Many of our members have complained about the MFRMLS dues and the Supra (lockbox) key payments both coming due at almost the same time. Let's talk about these two business expenses.

Our Board of Directors voted not to increase the WVAR portion of the MLS dues this year in recognition of the market situation. We agreed to the minimal increase in the Supra dues (less than \$20 for the entire year) for the upgrade in technology that released us all from the dreaded "cradle" and gives us rapid updates on showings. I know that

many of our REALTORS® love the ease of use of the new ActiveKEY.

It is unfortunate that these two business expenses occur at the same time. However, I would not want them to happen at the beginning or end of the year when I have to pay dues for local (WVAR), state (FAR) and national (NAR) membership.

So, how can you approach these business expense due dates, especially in a "difficult" market, with a positive attitude and a positive bank balance? First, another question...have you ever had a "Christmas Club" account at your bank? If you ever did, remember how painless it was to have money put in that account from your paycheck or your checking account each week or month. Even better, remember the surprise in November when you got the check from the bank for your holiday spending money? Well, consider starting a "Dues Club" account with yourself.

At this time, your annual dues (local, state and national) along with the MLS dues and the Supra lockbox key annual fee add up to approximately \$1033.00. Divide that by 52 weeks and you get a weekly "business expense" of \$19.87. Now, get out your piggybank, find a space under the mattress or open a savings account at your bank and start putting away \$20 a week.

If you start this week, by December 1st you will have saved \$480 dollars – more than enough to pay your membership dues to WVAR, FAR and NAR. Keep on saving each week and you will be totally prepared for next year's MFRMLS and Supra bills in May.

And, just a comment to some of our members who were less than polite to our Association staff this past week regarding these payments. Remember the Golden Rule and treat others as you wish to be treated.

And, to end with a light note—another joke! Mr. Johnson and his secretary are on a train to Paris. They are just about to go to sleep when the secretary, who has the hots for her boss says in a seductive voice, "I'm a little cold, could I borrow your blanket?" The man says, "How would you like to be Mrs. Johnson for awhile?" The secretary jumps at the chance and begins to get out of bed. Then he replies, "Good, then you can get your own damn blanket!"

Your President,

Todd Hague

May 2008 Top 20 Producers - Residential

	FIRST	LAST	AMOUNT	FIRM
1	SHEREE	FRAZIER	\$ 1,520,000	Century 21 Choice Properties
2	CAROLYN	EVANS	\$ 1,345,650	Venture I Properties
3	SOLOMON	GREENE	\$ 1,140,000	Hampshire Silverton Real Estat
4	TOM	DRAGANZA	\$ 1,062,500	Prime Real Estate, Inc.
5	JENNIFER	CLARK	\$ 899,500	Total Realty Corp.
6	JEFF	BOLZA	\$ 860,158	Town and Country Realty
7	CATHY	SCROBLE	\$ 823,800	Prudential the Property Place
8	LANCE	McKINNON	\$ 762,900	RE/MAX ASSOCIATES
9	MAUREEN	KEMP	\$ 721,900	Bill Mancinik, Realtor
10	TERESA	BAILEY	\$ 718,900	Coldwell Banker Real Estate Network, Inc.
11	SHARI	LAWRENCE	\$ 674,900	Remax Leading Edge Realty
12	KATHY	APARO-GRIFFIN	\$ 674,558	Aparo-Griffin Properties Inc
13	MELODY	HALL	\$ 665,000	Bill Mancinik, Realtor
14	VIRGINIA	CLIFTON	\$ 665,000	Bill Mancinik, Realtor
15	JOAN	CORNETT	\$ 632,000	Bill Mancinik, Realtor
16	LINDA	LANE	\$ 621,000	Town and Country Realty
17	BEV	SOUSA	\$ 615,000	Coldwell Banker Real Estate Network, Inc.
18	JOAN	FAIRCHILD	\$ 607,000	RE/MAX ASSOCIATES
19	SUSANNE	HAWKINS	\$ 405,780	Remax Leading Edge Realty
20	BRIDGET	SNODGRASS	\$ 390,000	Real Estate Transaction Consultants
		TOTAL:	\$ 15,805,546	



MLS Award Winners for April

Posing with Todd Hague, Board President, from left to right: John Clare (#1 and Top Listing Salesperson), Ken Dalton (6 and Top Selling Salesperson), Diane Craparotta (#18), Tom Draganza (#19) and Linda Lane (#20).

May
Top Listing Salesperson

Sheree Frazier
Century 21 Choice Properties

Top Selling Salesperson
Tom Draganza

Prime Real Estate, Inc.

2008 FAR Award Nominations

Every year FAR recognizes the best of the best in the business. Please take the time to read over each award and nominate someone you think is deserving of these prestigious awards. You can find the nomination forms on the FAR website: <https://www.floridarealtors.org/AboutFar/ScholarshipAwards/index.cfm> . Then go to bottom of page and click on the file type (doc or pdf) to get the form.

All nominations are due by **July 11, 2008**, except for the Education award. The winners will be announced at the annual FAR convention.

FAR Education Individual Achievement Award, Deadline June 30th, 2008:

This award is for individuals who have made an outstanding contribution to the educational needs of the Board/Association members at the local, district, state and national levels for the past 5 years.

Environmental Award

Popularly known as the ENVY award, this award showcases residential developments that celebrate Florida's natural quality of life. The winner of this competition, judged by a jury of three distinguished environmental and planning professionals, will receive statewide publicity as the home builder who has made the most significant contribution toward building in harmony with Florida's natural environment.

Newcomer Award

This award honors new REALTOR[®], members that have shown a high degree of involvement in the Association, is an example for upholding the ethics and spirit of the Association, and has been proactive in continuing their education.

Humanitarian of the Year

This award honors REALTOR[®], community service. This award will be given to a REALTOR[®], that displays an exceptional commitment to the community.

REALTOR[®] Achievement Award

This award honors one REALTOR[®], (broker, manager of an office or company) other than a current or past FAR president who contributed the most to their community, local, state, and national Association over the past three years.

Associate REALTOR[®] of the Year

This award honors an Associate REALTOR[®], who has served their company primarily as a salesperson, based on the nominee's lifetime contributions to their local board or Association, state association, national association and community.

REALTOR[®] of the Year

This coveted award honors a REALTOR[®] who has shown outstanding contributions to their local board or association, state association, national association and community.

Upcoming Education Classes

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
BarbaraBrennanrealty@earthlink.net

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

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.

June 25, 9 to Noon: Core Law- 3 CE. Presented by IFREC. \$30 Per student.

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

July 11, 8:30 am to 5 pm: Introduction to Real Estate Auction- Meets requirements for ABR elective. \$144 per student.

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

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

July 23, 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

August 7, 8:30 am to 5 pm: E-Buyer Course- 6 CE. Presented by IFREC. \$299 per student.

August 14, 10 m to Noon: IMAPP (Iris)- MFRMLS class.

August 14th, 1 pm to 3 pm: Creating Custom Reports- MFRMLS Class.

August 21, 8:45 am to Noon: MLX Training—MFRMLS Class.

August 21, 1 pm tp 3 pm: Listing maintenance Access- MRFNLS Class.

August 22, 9 am to noon: Vacant Land taught by Tom Milton, Coldwell Banker

Save the Dates!

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

September 9 & 10: 8:30 am to 5 pm: Seniors Real Estate Specialist (SRES®) Designation Course- 11 CE. Presented by IFREC. \$399 per Student.

November 17-21: GRI 3- 11 CE or 30 hours of Broker post-licensing credit. Early Bird Pricing is available for Members and Non-Members!

A FLORIDA MORTGAGE AFFILIATE

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

125 E. Indiana Avenue
DeLand, Florida 32724
www.floridamortgagedeland.com

May 2008 Membership Changes

New Affiliates

Robbie Selby, Selby Mortgage & Investment

Transfer – Affiliates

Stephen Templeton to Cruise Company

New Brokers

James (Jim) A. Batenchuk, Charles Rutenberg Realty Orlando, LLC

New Company

Charles Rutenberg Realty Orlando, LLC

New Realtors

Victoria Briggs, Coldwell Banker RE Network

Jolene Gallardo, Adams Cameron & Co., Realtors

Dawn Hampton, Coldwell Banker Residential RE

Donna LaConte, Adams Cameron & Co., Realtors

Alexandria Martin, RE/MAX All Pro Realty, Inc.

Brad Micheals, Adams Cameron & Co., Realtors

Maryanne Parisi, Real Estate Transaction Consul

Stacy Peters, Exit Realty Home Team

Luis Primiciero, Watson Realty Corp.

Latasha Proctor-Cooper, Stratford Properties, Inc.

Julie Weis, Hampshire Silverton Real Estate

Delete Company

Porta Properties & Investments

Pebble Pointe Realty

Transfers

Gayle Bradley to Exit Realty Preferred

Judy Discipio to Coral Shores Realty, Inc.

Leila Glenn to Century 21 Armstrong Team Realty

Fernando Martinez to Property Real Estate Network, Deltona

Esther Porta to Assist to Sell Right Price Realty, Inc.

Mary Sittnick to Charles Rutenberg Realty

Reinstatement

Linda Doyle – Primary Realty, Inc.

Alice Lincoln – Coldwell Banker Real Estate Network

Chuck Zirbel – Broker, Florida Dream Real Estate

Mark Wright – Broker Crystal Key Realty, Inc.

Terminations

Tracy Cox – Stratford Properties

Ida Haymes – Exclusive Realty Specialist, LLC

Marilyn Horne – Stratford Properties

Hannah Mustapha-Finucane – Watson Realty Corp.

Codie Tennant – Pebble Point Realty

Tammy Tischler – Adams Homes

Barbara Wells – Pebble Point Realty

Business Name Change

Property Showcase Real Estate Network, Inc. to

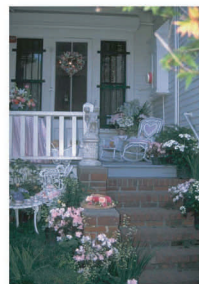
Coldwell Banker Real Estate Network

Personal Name Change

Julia Dols to Julia Golden

Membership Statistics May 2008

Designated REALTORS®	140
Designated REALTORS® Secondary	81
REALTORS®	681
REALTORS® Secondary	32
Affiliate Members	139
Institute Affiliates	2



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

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



Kay Mustard
Vice President

Office (386) 734-7477
Fax (386) 734-5501

RPAC CORNER



Alert...Your Livelihood is at Risk!

The REALTORS® Political Action Committee protects your livelihood! REALTORS® have been able to successfully fight off attacks on their livelihood primarily because of past RPAC funds. RPAC stands between you and the constant threats to your business - a sales tax on your commission, higher taxes on your business and real estate tax increases.

Research shows that REALTORS® saved millions last year, thanks to RPAC:

- Defeated against a tax on real estate commissions, saving you \$2,400.
- Passed a Tangible Personal Property Exemption, saving you on average \$500.
- Cut capital gains tax, for every agent, that's an extra \$3,625.
- Defeated an Environmental Property Conditions Disclosure, saving \$30,000,000 per year.

The REALTORS® Political Action Committee needs your help to continue to succeed in today's political climate. For every dollar you contribute, up to 70 cents stay in Florida to support state and local candidates and issues. The remaining 30 cents goes to the national RPAC for grassroots activities and support of candidates running for office on the federal level.

You can contribute by participating in the West Volusia Association of REALTORS® RPAC Duck Drop. The Duck Drop will take place at the Affiliate Appreciation Event to be held at the Volusia County Fairground on July 12th. Your \$25 Duck Drop ticket counts as a \$25.00 contribution to RPAC. Your Duck Drop ticket is also a chance to win a four day/ three night cruise for two to the Bahamas. You do not need to be present to win.

Contact Mary Mula (386) 717-9944 or any other RPAC committee member for your "Duck Drop" ticket.



Jeff Woods



Vice President—Branch Manager
(386) 774-0550 Fax (386) 774-2531
Toll Free 1-800-552-6142
1750 S. Volusia Ave., Ste. 1
Orange City, FL 32763

Online & in Print

110 W. New York Ave.,
DeLand, FL 32720
386.734.4622
www.beacononlinenews.com

Sammie J. Wiggins
GM/Publisher/Advertising Manager
swiggins@beacononlinenews.com

WVAR 2007 Honor Society Winners Announced at May General Membership Meeting!

The Board of the West Volusia Association of REALTORS® recognizes the following members for their involvement and efforts in 2007:

Carole Arcaro, Jean Armstrong, Angel Crowson, Todd Hague, Carol Lawrence, Susan Macon, Laura Merenda, Tim Owens, Mildred Piper, Linda Rothwell-Green, Jalene Stockhausen, Elizabeth Van Horn, Holly Wilkerson Van Horn and Carol Winslow.



From left to right: Todd Hague, Susie Macon, Carol Winslow, Angel Crowson, Laura Merenda, Linda Rothwell-Green, Holly Van Horn and Jean Armstrong.

Affiliate Appreciation Party

Join us for a down home barbeque, music, line dancing, fun, games and more!

Saturday, July 12th at 6:30 p.m.

Volusia County Fair Grounds

Put on those jeans, pull on your boots, grab your hat, round up your posse and buy your tickets before July 7th for the rustler's discount of \$20.00 per person/\$ 35.00 per couple. If you buy after that you're gonna lasso tickets for \$25.00 per person.

Affiliate Members – 1 Free ticket per paid registered affiliate and up to 3 additional tickets @ \$10.00 each.

Tickets are available from West Volusia Association of Realtors® and the Program Committee Members.

**For more information, contact
The West Volusia Association
of Realtors®
at 386-774-6433**



The Lender You Can Afford to Trust

- **No intangible tax.**

Average savings of \$500!

- **No origination fees for 1st & 2nd homes.**

Average savings of \$2,500!

- **No prepayment penalties.**

Average penalty \$6,000.

- **First Time Homebuyer Programs**

- **Local, trusted lender.**

- **99% Member satisfaction rating.**

Real Estate
**REBATE
PROGRAM**
www.sccu.com/RRP

SCCU members can also get a **rebate of up to \$5,000** when financing through our Real Estate Rebate Program. Visit us online at sccu.com/rrp for more information.



Janet Geddings
ext. 9733



Crystal Roddy
ext. 9738



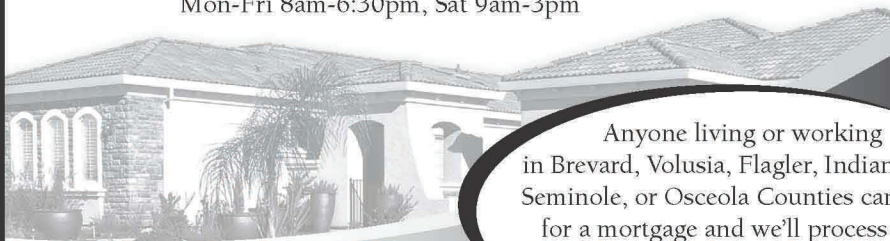
Brandie Stevens
ext. 9264

*It's Fast and Easy to apply by phone
or online anytime at SCCU.com*

Brevard: 321-752-2222, option 3

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.

**SPACE
COAST**
CREDIT UNION
SCCU • COM



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 (95% LTV = 5% down payment). Not all borrowers will qualify for the loan programs mentioned.

West Volusia Association of REALTORS®								
Multiple Listing One Month Sales and Inventory Report - May 1 - 31, 2008								
Price	Units	Market	Average	Average	% Sell	Days on	Inventory	Months
Range	Sold	Share	List Price	Sale Price	to List	Market (1)	on Market	Supply (2)
\$1 - \$49,999	2	0.016667	49450	33000	0.667341	30	10	5
\$50,000 - \$59,999	0	0	0	0	0	0	10	0
\$60,000 - \$69,999	1	0.008333	80000	65000	0.8125	4	30	30
\$70,000 - \$79,999	2	0.016667	85579	72829	0.851015	89	50	25
\$80,000 - \$89,999	3	0.025	100267	86000	0.85771	67	55	18.33333
\$90,000 - \$99,999	2	0.016667	102125	95750	0.937576	107	81	40.5
\$100,000 - \$119,999	10	0.083333	118670	110420	0.930479	178	169	16.9
\$120,000 - \$139,999	24	0.2	138525	129794	0.936972	117	267	11.125
\$140,000 - \$159,999	18	0.15	152794	149022	0.975313	176	275	15.27778
\$160,000 - \$179,999	7	0.058333	185643	169157	0.911195	163	276	39.42857
\$180,000 - \$199,999	18	0.15	193828	186633	0.962879	109	235	13.05556
\$200,000 - \$249,999	17	0.141667	238376	220534	0.925152	237	368	21.64706
\$250,000 - \$299,999	7	0.058333	304050	274143	0.901638	245	274	39.14286
\$300,000 - \$349,999	3	0.025	341667	323333	0.94634	74	143	47.66667
\$350,000 - \$399,999	1	0.008333	359900	355000	0.986385	31	113	113
\$400,000 - \$499,999	2	0.016667	487000	457000	0.938398	272	104	52
\$500,000 - \$599,999	1	0.008333	649900	585000	0.900138	59	50	50
\$600,000 - \$699,999	2	0.016667	727000	645000	0.887208	197	47	23.5
\$700,000 - \$799,999	0	0	0	0	0	0	27	0
\$800,000 - \$899,999	0	0	0	0	0	0	12	0
\$900,000 - \$999,999	0	0	0	0	0	0	13	0
\$1,000,000 and over	0	0	0	0	0	0	38	0
TOTALS	120	1	196238.7	182944.8	0.932256	154.25	2647	22.05833
(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 - May 31, 2008								
Price	Units	Market	Average	Average	% Sell	Days on	Inventory	Months
Range	Sold	Share	List Price	Sale Price	to List	Market (1)	on Market	Supply (2)
\$1 - \$49,999	6	0.011834	54450	34916.67	0.641261	66	10	8.333333
\$50,000 - \$59,999	8	0.015779	64037.63	54937.38	0.857892	145.25	10	6.25
\$60,000 - \$69,999	7	0.013807	70614.29	64046.43	0.90699	175	30	21.42857
\$70,000 - \$79,999	8	0.015779	83844.75	74182.38	0.884759	61.375	50	31.25
\$80,000 - \$89,999	18	0.035503	95072.33	83744.83	0.880854	96.83333	55	15.27778
\$90,000 - \$99,999	6	0.011834	102725.2	94166.5	0.916684	169	81	67.5
\$100,000 - \$119,999	55	0.108481	122226.7	109695.4	0.897475	136.0364	169	15.36364
\$120,000 - \$139,999	77	0.151874	135973.5	129539.4	0.952681	111.4545	267	17.33766
\$140,000 - \$159,999	76	0.149901	156279.8	150215.9	0.961198	157.1184	275	18.09211
\$160,000 - \$179,999	56	0.110454	176517.8	166992.9	0.94604	150.5	276	24.64286
\$180,000 - \$199,999	53	0.104536	197749.1	187466.8	0.948004	124.717	235	22.16981
\$200,000 - \$249,999	70	0.138067	238862.6	221687.5	0.928096	172.7429	368	26.28571
\$250,000 - \$299,999	29	0.057199	294561.3	271266.8	0.920918	184.4138	274	47.24138
\$300,000 - \$349,999	13	0.025641	353403.2	318972.2	0.902573	141.4615	143	55
\$350,000 - \$399,999	10	0.019724	393349.2	372899.2	0.948011	130	113	56.5
\$400,000 - \$499,999	10	0.019724	486530	444800	0.914229	160.3	104	52
\$500,000 - \$599,999	1	0.001972	649900	585000	0.900138	59	50	250
\$600,000 - \$699,999	3	0.005917	743000	658333.3	0.886048	142.6667	47	78.33333
\$700,000 - \$799,999	1	0.001972	799900	725000	0.906363	183	27	135
\$800,000 - \$899,999	0	0	\$0	\$0	0	0	12	0
\$900,000 - \$999,999	0	0	\$0	\$0	0	0	13	0
\$1,000,000 and over	0	0	\$0	\$0	0	0	38	0
TOTALS	507	1	189549.5	176465.9	0.930975	141.8659	2647	26.10454
This data represents single-family attached and detached sales. Reported sales are dependent upon timeliness								



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							
Jul	2008							
Aug	2008							
Sep	2008							
Oct	2008							
Nov	2008							
Dec	2008							

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

ATTENTION!

GET YOUR VIRTUAL TOUR ON REALTOR.COM

Professional quality 360 virtual tours and still photography
for the real estate professional.



\$105

Your One Stop Virtual Tour Company
Call Mitch for details (407) 474-3147
See our website: www.dreamhousetours.net



West Volusia Association
of REALTORS®, Inc.

425 S. Volusia Avenue
Orange City, 32763

Tel: 386-774-6433
Fax: 386-774-7422

We're on the Web!
www.WestVolusiaRealtor.org

WANT TO REACH MORE REALTORS®?

Newsletter Advertising

Business Card Ad	\$30.00 per month
Quarter Page Ad	\$50.00 per month
Half Page Ad	\$60.00 per month
Full Page Ad	\$90.00 per month

To place an ad, email

Communications@WestVolusiaRealtor.org

Email Subject Line: Realtor Update

Call 386-774-6433 for more information.

****Prices Subject to Change***

Important Phone Numbers

MLS Technical Support

1-800-686-7451

FAR Legal Hotline

1-407-438-1409

FAR Technology Helpline

1-407-587-1450

Supra Support

1-877-699-6787

Florida Association of REALTORS®

1-407-438-1400