



West Volusia Association  
of REALTORS®, Inc.

**Special points of  
interest:**

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

**Save the Date**  
**See page 7.**



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# The REALTOR® Update

July 2008

## 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 1<sup>st</sup> 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

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

# **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 30<sup>th</sup>, 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<sup>®</sup>, 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<sup>®</sup>, community service. This award will be given to a REALTOR<sup>®</sup>, that displays an exceptional commitment to the community.

## **REALTOR<sup>®</sup> Achievement Award**

This award honors one REALTOR<sup>®</sup>, (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<sup>®</sup> of the Year**

This award honors an Associate REALTOR<sup>®</sup>, 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<sup>®</sup> of the Year**

This coveted award honors a REALTOR<sup>®</sup> 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](http://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!

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# 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



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**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 12<sup>th</sup>. 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

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**Sammie J. Wiggins**  
GM/Publisher/Advertising Manager  
[swiggins@beacononlinenews.com](mailto: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 12<sup>th</sup> 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 7<sup>th</sup> 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**



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Janet Geddings  
ext. 9733



Crystal Roddy  
ext. 9738



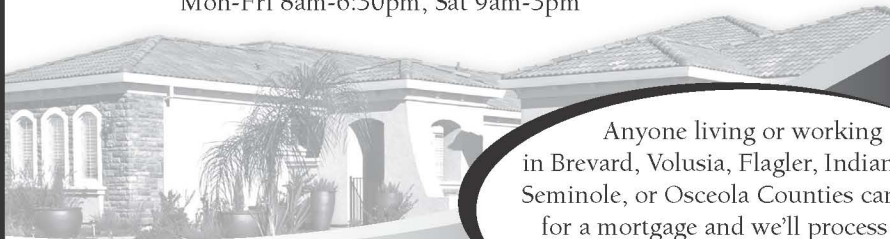
Brandie Stevens  
ext. 9264

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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							

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