



West Volusia Association
of REALTORS®, Inc.



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The REALTOR® Update

January-February 2008

A Message From Your President:

Dear West Volusia Association of REALTORS® Members,

Well here it is, time for my first Newsletter article. This past year has been a trial to say the least.. Bless all of you since you have been able to "Stay Alive" in this market.

December 31st was a time to look back, reflect and discover if you have learned anything, a time for closure, and a time to move on. January 1st is a time to look forward, to incorporate what you have learned from the past year, to plan, to execute and to get moving. Just remember the basics still work, but not if you don't get out there and take care of business.

Speaking of basics, while you are all running around looking for new business, don't forget your old customers. Contact them because they are a wonderful source of new business. The phrase comes to mind, "Make new friends but keep the old. One is SILVER and the other is GOLD."

The Association is trying to give back as much as possible to its members. We now have free CE credit classes sponsored by the Association (**if you are not earning, you should be learning**), the discount cards should be out soon and office space is being put together for any member to use for checking the MLS or meeting with customers when you can't get back to your office. Keep your eyes and ears open for more benefits to come.

In the event you were not at the Installation Banquet, I would like to announce the 2009 Board of Directors.

The Directors are: Troy Baumgartner, Barbara Brennan, Jennifer Clark, Jill Edgington, Mary Mula, Liz Van Horn and Carol Winslow. The MLS Director is Melody Hall.

The officers are: President Jean Armstrong, President-Elect Kristi Tyrrell, Immediate Past President Todd Hague; Treasurer Carol Lawrence, and Secretary/Treasurer Elect Jane Crosby. These people were elected by you, the membership of West Volusia Association of REALTORS®.

Please give them your support. If you have any comments, suggestions, etc.; these are the people you need to contact.

Last but not least, if you have not signed up for a committee, please take the time to do so. The Association needs the support of its members to be successful.

Have a great month and a great start to a wonderful New Year!

Your 2009 President,

Jean Armstrong

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

2009 LEADERSHIP

TEAM

President

Jean Armstrong
JeanArmstrong@cfl.rr.com

President Elect

Kristi Tyrrell
kristi@townandcountryrealty.cc

Treasurer

Carol Lawrence
clawrence@embarqmail.com

Secretary/Treasurer-Elect

Jane Crosby
JaneCrosby@watsonrealtycorp.com

Immediate Past President

Todd Hague
Agent4uRemax@yahoo.com

2009 DIRECTORS

Troy Baumgartner, CCIM
CommReal@bellsouth.net

Barbara Brennan
BarbaraBrennanrealty@earthlink.net

Melody Hall
mariessa60@aol.com

Carol Winslow
cw11240@aol.com

2009-2010 DIRECTORS

Jennifer Clark
jennifer@jenniferclark.org

Jill Edgington
jilledgington@watsonrealtycorp.com

Mary Mula
mhmul@aol.com

Liz Van Horn
lizvanhorn@hotmail.com

Association Executive
Pam MacConnell
Pam@WestVolusiaRealtor.org

Membership/Education
Annegret Westwood
Annegret@WestVolusiaRealtor.org

MLS/SUPRA
Nancy E. Walker
Nancy@WestVolusiaRealtor.org

Bookkeeper
Marge Thompson
Marge@WestVolusiaRealtor.org

Administration
Sherry Hargrove
Sherry@WestVolusiaRealtor.org

Photographer
Trey Smith, Approved Realty
ApprovedTrey@bellsouth.net



RPAC CORNER

by Tom Draganza

What is RPAC?

In addition to representing 135,000 REALTOR® members statewide, and more than one (1) million members nationwide, RPAC is also a monetary fund comprised of voluntary contributions from members. By members pulling together and contributing, RPAC is able to be a single unified voice for real estate in all levels of government. Of every dollar you contribute, 30 cents goes to the National RPAC for grassroots activities and supporting candidates running for office on the federal level. The remaining 70 cents stays in Florida and is divided between the state and local associations to support state and local candidates and issues.

What has RPAC done for you lately?

Here are just a few examples of your dollars at work for you:

- The continued preservation of the mortgage interest deduction.
- Tax relief benefiting the real estate industry.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.
- Successfully keeping “mega-banks” from entering the real estate business.

On a state and local level, RPAC has helped to:

- Protect commercial commissions through the foreclosure process;
- Prohibit cities and counties from charging individual real estate agents a business license fee;
- Fought and won a battle against a 100% increase in real estate transfer tax.

Have you made this important investment in your business? RPAC pledge forms available at the WVAR.

Congratulations to Mary Mula, 2008 RPAC-Chair, and the RPAC Committee for meeting their 2008 RPAC Fundraising Goal!!!

Congratulations!
Dick Darling, 2008 RPAC Chairman
 Recipient of special award presented by RPAC for his
 dedicated service and tireless effort on behalf of the
 Florida Association of REALTORS® and Private Property
 Owners of Florida.

Notes of Interest from MFRMLS

Provided by Melody Hall

Closing out transactions in MLS: There is a new field added to our listing maintenance and input that is very valuable to REALTORS® and appraisers. Therefore, it would be greatly appreciated if we begin to utilize this field. The field is titled "seller concessions." In our current market, seller paid closing costs for buyers is very common and should be considered when using a closed sale as a comparable. Please identify the concession and an estimated or actual dollar value. If a lawn mower or laundry appliance was given, but you consider it a convenience, rather than actually adding value in the consideration, please state "as a convenience" or "no value." This will require some practical consideration on the part of you, the trained professional. But, in many cases, this additional data is critical to determining the true value of the property in the transaction.

Housing for older persons: As many of you are aware from reading the MFRMLS "message of the day", you can now specify age restricted communities in MLS. There is a drop down box allowing you to choose "over 55" or "over 62". However, you are required to attach an affidavit from the community manager certifying that the community does meet the federal criteria for age restricting. This affidavit is available through the MFRMLS website. If you are unsure as to whether the community meets the requirement, you can choose not to specify at the time of input. Upon receipt of the appropriate documentation, you should amend your listing accordingly.

Short Sale Transaction Times are about to get "Shorter"

The Mid-Florida Regional MLS has been selected by Fannie Mae to launch a Pilot Program designed to speed up short-sale transaction times. Fannie Mae has pre-approved the purchase price they are willing to accept on more than 300 properties located within the MFR service area. MFR has received permission to contact the listing agents of these properties. If you are contacted by MFR MLS, please respond as soon as possible as they are anticipating a good response from the buying public. Keep your eyes open to your local media as MFR will be conducting press releases to promote the pilot program and stimulate buying activity on these properties.

The pilot program launched in mid-December is already showing improvement to short-sale transaction times. According to Brad Monroe, with Coldwell Banker in Brandon, Florida, "I sent in an offer and got a response from a negotiator within a couple of days. Now I have a real person giving me weekly updates on the status of the offer."

Via two new fields within MLXchange, buyer's agents can search for these properties by searching for "Short Sale" or "Fannie Mae Approved Pilot" within the "Realtor Info" field.

IMPORTANT NOTICE
to All Members of the West Volusia Association of REALTORS®

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

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

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

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

2009 FAR Committee Members

Jean Armstrong Century 21 Armstrong Team Realty	Programs and Services Subcommittee Local Board Presidents Info Exchange Board/Association Representative Legislative & Political Forum
John Clare T M Realty of Volusia County	Chairman - Virtual World Subcommittee Nominating Committee
Jane Crosby Watson Realty Corp.	Board Leadership Forum
Richard Darling Blue Springs Realty	Land Use, Property Rights & Environment Legislative & Political Forum DRF Fund Trustee Realtors® Political Involvement Committee
Cynthia DeLuca Total Realty Corp.	Faculty Development Subcommittee Realtor Institute Subcommittee Outreach Sub-committee GRI & CE Faculty Development Subcommittee
Carolyn Lawrence Re/MAX Assoc., Inc.	Realtor/Attorney Joint Committee Outreach Committee Local Board Treasurers Info Exchange
Pam MacConnell West Volusia Associates of REALTORS®	Technology Research Committee Awards Subcommittee Association Executives Council
Kirby Moncrief Stenstrom, McIntosh, Colbert , et al	Local Board/Association Attorney Council
Kristi Tyrrell Town & Country Realty	Board Leadership Forum Board/Association Representative



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2009 Committee Leadership

Committee	Chairperson	Vice-Chair
Affiliate	Jeannie Towgood Judi Clement, Co-Chair	Deanna Scroggins Sandy Shaw, Co Vice-Chair
Awards	Carolyn Hewitt	Chris Rader
Building	Troy Baumgartner	Loretta Sukhera
Education	Angel Crowson	Linda Hannon
Finance	Carolyn Lawrence	Jane Crosby
Grievance	Ashton Reinecke	Kim Booker
Leadership Development	Kristi Tyrrell	Linda Rothwell-Green
Legislative	Dick Darling	Susan Macon
MLS	Melody Hall	
Program	Liz Van Horn	Terrie White
Professional Standards	Bill Mancinik	Don Hutchins
Public Relations	Kristi Tyrrell	
RPAC	Tom Draganza	Laura Merenda
Realtor/Builder	Jalene Stockhausen	Angela Pitre
Technology	Jennifer Clark	

WVAR 2009 Committees Forming

If you would like to join a committee, go on-line to www.westvolusiarealtor.org for the committee sign-up form

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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

December 2008 Membership Changes

New Affiliates

Real Estate Mortgage Professionals, Larry Bruner, Loan Officer
Kathleen Newell with Marketplace Media LLC

New Members

Ronald Lau with Coldwell Banker RE Network
David Sutherland with The Barnett Group, Inc.

New Office

Omega One Realty, LLC
156 S. Charles R. Beal Blvd.
DeBary, FL 32713

New Secondary Brokers/Offices

Paul A. Giovannetti, CAG Realty Services, LLC

Transfers

Pedro Coll, Home Wise Realty Group, Inc.
Vita Formoso, Omega One Realty
James Friend, Omega One Realty, LLC
Michelle Iribarren, Omega One Realty, LLC
Joan Krieger, Omega One Realty, LLC
Ralph Lucchese to Keller Williams Realty Partner
Sheila Williamson, Blue Springs Realty, Inc.

Closed Offices

Cacioppo Realty, Inc.

Change of Office Address

Landmark Title Servies, LLC
2580 S. Volusia Avenue, Suite 102
Orange City, FL 32763

Terminations/Inactive

Guillermo Alicea with Schaperow Real Estate, Inc.
Julie Audia with Prime Real Estate, Inc.
Lisa Buckner with Adam Scott Realty, LLC
Dorothy Clark with Town & Country
Jennifer Craig with Total Realty Corp.
J.E. "Sunny" Discipio with Coral Shores Realty, Inc.
Beverley Dovalis with Stratford Properties, Inc.
Sandra Edwards with Total Realty Corp.
Peter Engilis, Jr. with Schaperow Real Estate, Inc.
Jill Focke with Century 21 Napolitano & Scaggs
Joanne Jacobs with Stirling Sotheby's Intl. Realty
Jerard Jose with Watson Realty
Addie Kirkpatrick with Adam Scott Realty, LLC
Isa Parsons with Century 21 Napolitano & Scaggs
Stacy Peters with Exit Realty Home Team
Elizabeth Valentin with Prudential The Property Place
Linda Watkins with Watson Realty Corp.

WANT TO REACH MORE REALTORS®?

Newsletter Advertising

Business Card Ad	\$30 per month
Quarter Page Ad	\$50 per month
Half Page Ad	\$60 per month
Full Page Ad	\$90 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*

Membership

Statistics

December 2008

Designated REALTORS®	133
Designated REALTORS® Secondary	70
REALTORS®	584
REALTORS® Secondary	22
Affiliate Members	88
Institute Affiliates	2

2008 Leadership Development Class Members and Sponsors

From Left to right: Linda Hannon—Watson Mortgage; Tom Draganza—Tom Draganza & Westside Title; April Kessler—Double “C” Roofing, Inc., Mary Mula—Southern Title; Angela Pitre—Senez Real Estate & Selby Mortgage; Mary Beth Schmale—MainStreet Community Bank. Not photographed: Launda Soper—Crafts and Such



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Classified Manager
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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

West Volusia Association of REALTORS®

2008 Award Recipients



**Cynthia DeLuca—2008
REALTOR® of the Year**



**Tom Draganza—2008
Rookie of the Year**



**Sandy Barker—2008
Affiliate of the Year**



**Susie Macon—2008
REALTOR® Achievement Award**

**Troy Baumgartner—2008
Warren A. Todd Continuous
Service Award**



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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

***The West Volusia Association of REALTORS®
gratefully acknowledges the
support of these special Affiliate Members
as Sponsors of the
2008 Installation Banquet.***

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Farm Credit of Central Florida

Gallery Homes of DeLand, Inc.

Tom Draganza

Southern Title

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Crystal Roddy
ext. 9738



Brandie Stevens
ext. 9264

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

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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.



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

These loan programs constitute first mortgage loans 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.

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West Volusia Association of REALTORS®
Multiple Listing One Month Sales and Inventory Report - Dec 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	8	6.35%	\$42,906	\$40,481	94.35%	85	41	5.13
\$50,000 - \$59,999	1	0.79%	\$59,900	\$59,900	100.00%	48	39	39.00
\$60,000 - \$69,999	7	5.56%	\$73,614	\$62,843	85.37%	64	56	8.00
\$70,000 - \$79,999	5	3.97%	\$78,980	\$72,900	92.33%	137	67	13.40
\$80,000 - \$89,999	8	6.35%	\$91,063	\$84,550	92.85%	107	93	11.63
\$90,000 - \$99,999	8	6.35%	\$97,950	\$94,350	96.32%	95	111	13.88
\$100,000 - \$119,999	17	13.49%	\$115,088	\$108,406	94.19%	112	210	12.35
\$120,000 - \$139,999	20	15.87%	\$133,905	\$129,586	96.77%	148	290	14.50
\$140,000 - \$159,999	12	9.52%	\$157,005	\$149,567	95.26%	121	233	19.42
\$160,000 - \$179,999	9	7.14%	\$178,656	\$167,344	93.87%	192	198	22.00
\$180,000 - \$199,999	7	5.56%	\$193,929	\$190,286	98.12%	131	176	25.14
\$200,000 - \$249,999	14	11.11%	\$238,278	\$217,850	91.43%	220	223	15.93
\$250,000 - \$299,999	3	2.38%	\$284,983	\$269,167	94.48%	183	149	49.87
\$300,000 - \$349,999	3	2.38%	\$344,630	\$320,000	92.85%	205	116	38.67
\$350,000 - \$399,999	3	2.38%	\$411,300	\$351,667	85.50%	320	98	32.67
\$400,000 - \$499,999	0	0.00%	\$0	\$0	0.00%	0	81	0.00
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	50	0.00
\$600,000 - \$699,999	0	0.00%	\$0	\$0	0.00%	0	34	0.00
\$700,000 - \$799,999	0	0.00%	\$0	\$0	0.00%	0	18	0.00
\$800,000 - \$899,999	1	0.79%	\$894,000	\$825,000	92.28%	192	9	9.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	8	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	36	0.00
TOTALS	126	100.00%	\$156,047	\$145,907	93.50%	142	2,336	18.54

(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, 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	48	3.42%	\$44,599	\$37,258	83.54%	85	41	10.70
\$50,000 - \$59,999	29	2.15%	\$61,097	\$55,402	90.68%	87	39	16.14
\$60,000 - \$69,999	40	2.97%	\$70,703	\$64,542	91.29%	117	56	16.80
\$70,000 - \$79,999	37	2.75%	\$80,083	\$73,890	92.02%	94	67	21.73
\$80,000 - \$89,999	66	4.90%	\$92,883	\$84,287	90.74%	127	93	16.91
\$90,000 - \$99,999	44	3.27%	\$100,649	\$93,924	93.32%	128	111	30.27
\$100,000 - \$119,999	145	10.77%	\$118,263	\$109,456	92.55%	113	210	17.38
\$120,000 - \$139,999	188	13.97%	\$134,415	\$129,242	96.15%	107	290	18.51
\$140,000 - \$159,999	191	14.19%	\$154,948	\$149,074	96.21%	144	233	14.84
\$160,000 - \$179,999	134	9.96%	\$177,759	\$167,174	94.04%	140	198	17.73
\$180,000 - \$199,999	106	7.88%	\$190,005	\$188,653	94.80%	116	176	19.92
\$200,000 - \$249,999	147	10.92%	\$236,087	\$220,073	93.22%	167	223	18.20
\$250,000 - \$299,999	75	5.57%	\$294,581	\$271,640	92.22%	183	149	23.84
\$300,000 - \$349,999	34	2.53%	\$344,739	\$318,994	92.53%	184	116	40.94
\$350,000 - \$399,999	23	1.71%	\$391,608	\$367,161	93.76%	174	98	51.13
\$400,000 - \$499,999	17	1.26%	\$492,782	\$439,176	89.12%	220	81	57.18
\$500,000 - \$599,999	6	0.45%	\$661,383	\$575,458	87.01%	202	50	100.00
\$600,000 - \$699,999	12	0.89%	\$687,621	\$642,036	93.37%	187	34	34.00
\$700,000 - \$799,999	4	0.30%	\$862,425	\$729,886	84.63%	266	18	54.00
\$800,000 - \$899,999	1	0.07%	\$894,000	\$825,000	92.28%	192	9	108.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	8	0.00
\$1,000,000 and over	1	0.07%	\$1,500,000	\$1,165,300	77.69%	241	36	432.00
TOTALS	1,346	100.00%	\$179,099	\$167,096	93.30%	134	2,336	20.83

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 1/7/2009



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	\$136,291	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	605	1.81
Aug	2005	297	\$215,394	\$210,418	97.69%	34	813	2.74
Sep	2005	300	\$207,520	\$202,175	97.42%	38	881	2.94
Oct	2005	299	\$214,380	\$210,141	98.02%	42	1,201	4.02
Nov	2005	282	\$211,306	\$206,192	97.58%	42	1,287	4.56
Dec	2005	304	\$217,123	\$210,846	97.11%	52	1,381	4.54
Jan	2006	200	\$238,023	\$229,799	96.54%	50	1,558	7.79
Feb	2006	212	\$219,970	\$214,436	97.48%	63	1,697	8.00
Mar	2006	297	\$218,709	\$213,063	97.42%	64	1,840	6.20
Apr	2006	295	\$224,234	\$218,299	97.35%	61	1,975	6.69
May	2006	305	\$221,034	\$214,783	97.17%	59	2,160	7.08
Jun	2006	277	\$228,403	\$220,735	96.64%	69	2,182	7.88
Jul	2006	246	\$220,678	\$214,168	97.05%	69	2,386	9.70
Aug	2006	230	\$215,347	\$209,111	97.10%	74	2,636	11.46
Sep	2006	200	\$235,016	\$222,604	94.72%	78	2,501	12.51
Oct	2006	216	\$230,125	\$221,758	96.36%	85	2,614	12.10
Nov	2006	187	\$222,231	\$211,338	95.10%	90	2,628	14.05
Dec	2006	205	\$221,029	\$211,678	95.77%	93	2,478	12.09
Jan	2007	161	\$235,761	\$225,669	95.72%	95	2,601	16.16
Feb	2007	203	\$229,706	\$221,907	96.60%	97	2,736	13.48
Mar	2007	212	\$220,708	\$211,062	95.63%	91	2,849	13.44
Apr	2007	206	\$233,422	\$221,234	94.78%	92	2,953	14.33
May	2007	175	\$214,678	\$204,761	95.38%	106	3,028	17.30
Jun	2007	176	\$225,391	\$213,432	94.69%	108	3,075	17.47
Jul	2007	161	\$223,488	\$212,115	94.91%	115	3,054	18.97
Aug	2007	169	\$215,711	\$202,912	94.07%	123	3,071	18.17
Sep	2007	135	\$196,363	\$186,544	95.00%	107	3,045	22.56
Oct	2007	140	\$191,175	\$180,513	94.42%	124	3,125	22.32
Nov	2007	136	\$186,213	\$175,728	94.37%	118	3,170	23.31
Dec	2007	96	\$192,250	\$178,763	92.98%	124	2,899	30.20
Jan	2008	70	\$187,828	\$177,833	94.68%	138	3,066	43.80
Feb	2008	94	\$173,575	\$161,299	92.93%	114	2,996	31.87
Mar	2008	112	\$176,172	\$165,180	93.76%	150	2,915	26.03
Apr	2008	111	\$210,475	\$192,831	91.62%	147	2,788	25.12
May	2008	120	\$196,239	\$182,945	93.23%	154	2,647	22.06
Jun	2008	119	\$171,226	\$160,334	93.64%	138	2,597	21.82
Jul	2008	120	\$190,495	\$178,388	93.64%	132	2,632	21.93
Aug	2008	127	\$198,279	\$185,656	93.63%	132	2,551	20.09
Sep	2008	134	\$164,031	\$154,773	94.36%	120	2,520	18.81
Oct	2008	111	\$177,120	\$161,340	91.09%	138	2,487	22.41
Nov	2008	102	\$149,470	\$140,650	94.10%	108	2,542	24.92
Dec	2008	126	\$156,047	\$145,907	93.50%	142	2,336	18.54

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn
Report 11 1/6/2009

Looking for services and products?

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members...call one today!**

A special thank you to Dena Scroggins at Holiday Inn Express for hosting our Affiliate meetings.

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Please note that your application must be signed by the AE or President of the West Volusia Association of REALTORS® before submitting it to FAR. Please fax it to the Association office before the deadline so this can be done on time!

FAR 2008 Honor Society Application

- Points are awarded for activities that occurred only during the Qualification Period: **JANUARY 1 – DECEMBER 31, 2008**
- **You must earn a MINIMUM of 100 points, AT LEAST 25 POINTS MUST BE EARNED IN THE STATE CATEGORY.**
Points that exceed each category's maximum do not count.
- **YOUR LOCAL PRESIDENT OR ASSOCIATION EXECUTIVE MUST SIGN THE APPLICATION** and mail or fax the completed form to FAR. Applications must be received by Friday, February 6, 2009. Late entries will not be accepted. Please send to FAR Communications, Attn: Gina Wittenhagen, 7025 Augusta National Dr., Orlando, FL 32822 or Fax: (407) 438-1411

Full Name _____ Primary Board/Association _____

Local Board/Association Activity

Meetings

Membership meetings	1 per meeting	_____
Annual banquet/installation	5	_____

Leadership

Board/Association President	50	_____
Officer (other than President)	25	_____
Association Director (other than officer)	15	_____
Committee Chairman	10	_____
Committee Vice-Chairman	7	_____
Committee Member (other than chair/vice chair)	5	_____
Realtor of the Year	25	_____
Associate Realtor of the Year	25	_____
Local Activity subtotal (Max. 50 points)		_____

State Association Activity

Meetings

Mid-Winter Business Meetings	15	_____
District Conference	10	_____
Annual Convention and Trade Show	20	_____
Great American Realtor Days	15	_____
CEO Symposium	10	_____
Leadership Orientation	10	_____

Leadership

FAR Officer/District Vice-President	50	_____
FAR Director	20	_____
Committee Chairman	20	_____
Committee Vice Chairman	15	_____
Committee Member (other than chair/vice chair)	10	_____
State Activity subtotal (Min. 25/Max. 60 points)		_____

National Association Activity

Meetings

Mid-Year Meetings	10	_____
Convention	10	_____

Leadership

NAR Director	20	_____
Committee Chairman	10	_____
Committee Vice Chairman	10	_____
Committee Member (other than chair/vice chair)	10	_____
National Activity subtotal (Max. 50 points)		_____

Political Activity

RPAC Contributor	5	_____
Capital Club	10	_____
Statesman Award	15	_____
Sterling R	20	_____
Crystal R	30	_____
Golden R	40	_____

****LIMITED TO ONE OF THE ABOVE****

Key Contact	20	_____
Federal Political Coordinator	20	_____
Political Activity subtotal (Max. 40 points)		_____

Educational Activity

(Passing grade required when graded.)

CRS Dean	25	_____
GRI Monitor	25	_____
FAR Sponsored Seminar	10	_____

Lecturing/Instructing (volunteer time only)
5 points per hour to a maximum of 20 points

Florida Realtor Institute		
Course 1	20	_____
Course 2	20	_____
Course 3	20	_____

Real estate related courses through accredited institutions,
colleges or adult learning courses or distance learning.
(10 POINTS EACH, MAX. 30 POINTS)

10	_____
10	_____
10	_____

Educational Activity subtotal _____

Institutes, Societies & Councils Activity

Membership (5 Points each)

CCIM	CRB	CRE	CRS	_____
GRC	IREM	REBAC	RLI	_____
SIOR	WCR			

Leadership

National Officer	15	_____
State Officer	10	_____
Local Officer	5	_____

Institutes, Societies & Councils Activity subtotal
(Max. 30 points) _____

NAR/FAR Designations Held (20 points each)

ABR	ABRM	ALC	CCIM	_____
CIPS	CPM	CRB	CRE	_____
CRS	GAA	GREEN	GRI	_____
PMN	RAA	RCE	SIOR	_____
SRES				

NAR/FAR Designations subtotal (Max. 40 points) _____

NAR/FAR Certifications Held (10 points each)

AHWD	e-Pro	RSPS	TRC	_____
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NAR/FAR Designations subtotal (Max. 30 points) _____

Total Points earned _____ (Min. 100 to qualify)

*Applicant's Signature _____

**Signature of approval for local Board/Association
activity by Board/Association President or AE:

New Benefits for Members in 2009!

- **Free CE classes:** Classes produced by WVAR will be FREE!
- **Education Loan Fund:** Interest-free loan for CE, designation and broker classes.
- **SAM's Club Business Membership discount:** New or renewal for \$35 and get a \$10 gift card.
- **Member discount card:** Savings all year long at local restaurants and businesses.
- **Member Office:** At the Association Office with Wi-Fi, desk, desktop computer and printer.
- **No charge for transfer of listings:** Don't pay MFRMLS as much as \$5 each to transfer listings. We will do it for free!
- **New website:** Check it out at www.westvolusiarealtor.org
- **Win a free ad in the Beacon** at the General Membership Meeting.
- **Free coffee and Wi-Fi** at the Association office.

We will continue to look for and add more money-saving benefits throughout the year!

Did you know...

- **that you can save more than 10% on your WVAR dues?** You get an Early Bird discount of \$25 off your Local Dues if you pay by 5 pm on December 15, 2008.
- **that you can pick your tax year for your 2009 dues?** The Board of Directors has approved a grace period for 2009 dues. You must pay by 5 pm on January 15, 2009 to avoid the \$50 late fee.

That your FAR benefits include:

- A Free Legal Hotline?
- A Free Technology Hotline?

That your NAR benefits include:

- Free access to thousands of periodicals?
- A free marketing tool from Lowes?

For more details go to our website at www.westvolusiarealtor.org and