



West Volusia Association
of REALTORS®, Inc.

The REALTOR® Update

December 2008

A Message From Your President:

Happy Holidays Fellow Members!

Here I am writing my last WVAR newsletter and so many items are filling my mind. It is so hard to believe that my year as your President is coming to a close. I am so proud to be a member of this wonderful association. I am proud to work beside dedicated, professional, fun, and positive minded people. Thank you for being who you are and continue your great energy into 2009 and beyond.

I was proud to represent WVAR at the Annual NAR Convention in Orlando during November. Here are some items I wanted to share with you:



- * Our own FAR past-president, Mike Owens, was presented with a fantastic honor of the NAR Distinguished Service Award. Congratulations to Mike!
- * Please respond to all of FAR and NAR's Call To Action. A very surprising low percentage of 5 to 10% of REALTOR members respond. We need to show our strength to Tallahassee and Washington, DC with a GREATER response!
- * This Spring 2009 NAR will reveal the newly created NAR Credit Union. Watch for more information to come your way!
- * Check out the new REALTOR.com. It has more features for you and our customers! The information is also updated every 15 minutes!
- * Earn the new NAR Green Designation! Learn more about this designation at www.GreenResourceCouncil.org
- * Grab onto the NAR FHA Toolkit! FHA is easier to use now than ever before. The toolkit is available online at www.realtor.org.

As I review 2008, we have made a lot of progress in a changed market. We welcomed our wonderful new AE, Pam MacConnell, and our new Board members. This year has brought many positive items for our members: new education programs, updated association building, exciting new member benefits for 2009, and yummy new coffee (LOL) to name a few. All of this in a year where we have fewer members and we are continuing to adjust to a different real estate market.

Now for my last joke.....

A woman in Brooklyn decided to prepare her Will and make her final requests. She told her rabbi she had two final requests. First, she wanted to be cremated, and second, she wanted her ashes scattered all over Bloomingdales. "Why Bloomingdales?" asked the rabbi. "Then I'll be sure my daughters visit me twice a week."

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Once again, thanks for all your support this year. We make a great team together and accomplish so much more as a whole. I hope your holidays are filled with love, memories, joy, and peacefulness. Many times what we do or say is cherished more than what we give materialistically. Until our paths cross again.....

Your 2008 President,

Todd Hague

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October & November 2008 Membership Changes

New Affiliates

BankofAmerica, Daytona Beach, FL Sandra Zombory, Cyndee Poole, Esther Duca and Donald Mastro

Best Value Dry Cleaning, Inc., DeLand, FL Doyle Jackson, Owner

Central Florida Title, Lake Mary, FL Judi Clement, Manager

Lane Insurance, Inc., DeLand, FL Barney Lane, Janet Scott and Brandi Simons

Villa Grande on Saxon, Orange City, FL Gigi LoGalbo, Executive Director, Ashlee Wooley and Evelyn Holland

Wachovia Mortgage, Orange City, FL Kim Thompson, Mortgage Consultant

New Brokers/Offices

Las Palmas Realty, LLC, Lopez Manuel (Manny) Francisco, Broker

Members

Melvin Barnes with Watson Realty Corporation

Karen Craft with Coldwell Banker RE Network

Marina D'Andrea with Adams Cameron & Co. Realtors

Jill Focke with Century 21 Naplitano & Scaggs

Joseph Loconte with Swann & Associates

Angel Lopez with Las Palmas Realty, LLC

Willie Pena with Prime Real Estate, Inc.

Transfers

Diane Cade to Keller Williams Realty Florida Partners

Edward Christiansen to Coldwell Banker RE Network

Mitchell Koffsky to TM Realty of Volusia County, FL

Mary Mula to DeBary Realty, LLC

Pamela Wright to Adams Cameron & Co.

Inter-Office Transfers

Allison Bianchi to Coldwell Banker Real Estate Network Orange City:

Humberto Cartagena to Coldwell Banker Real Estate Network

Daniel Dudley to Coldwell Banker Real Estate Network Orange City

Kimberly Gallagher-Taylor to Coldwell Banker Real Estate Network Orange City

Inter-Office Transfers (continued)

Steve Keener to Coldwell Banker Real Estate Network Orange City

Robert Krummert to Coldwell Banker Real Estate Network Orange City

Kim Laney to Coldwell Banker Real Estate Network Orange City

Joann Lyons to Coldwell Banker Real Estate Network Orange City

Fernando Martinez to Coldwell Banker Real Estate Network Orange City

Lorraine O'Hanlon to Coldwell Banker Real Estate Network Orange City

Steven Paholsky to Coldwell Banker Real Estate Network Orange City

Joyce Pirlo to Coldwell Banker Real Estate Network Orange City

Karen Puglisi to Coldwell Banker Real Estate Network Orange City

Kathleen Richardson to Coldwell Banker Real Estate Network Orange City

Melissa Stalzer to Coldwell Banker Real Estate Network Orange City

Evelyn Stephenson to Coldwell Banker Real Estate Network Orange City

Jimmie Taylor to Coldwell Banker Real Estate Network Orange City

Jameelah Uqdah to Coldwell Banker Real Estate Network Orange City

Allen Wong to Coldwell Banker Real Estate Network Orange City

Brokers/Offices Inactive

Barry Kaleky, Broker and his company Florida Realty

Coldwell Banker RE Network Deltona

Volusia Executive Realty

Terminations/Inactive

Paul Capanna with Prime Real Estate

Ed Christiansen with Coldwell Banker Real Estate Network

Myrah Duque with Watson Realty Corp.

Jack Fielding with DeBary Realty

Linda Grey with ERA Atlantic Coast Realty

Lucia Henriquez with TM Realty of Volusia County, Inc.

Kristopher Hoffman with Bill Mancinik, Realtor

Debbie King with Stratford Properties, Inc.

Jacqueline Lee with Volusia Executive Realty

Michael Parks with Family Realty of Central Florida, Inc.

Marlie Parks with Family Realty of Central Florida, Inc.

Lynette Quiles with Adams Cameron & Co.

Thomas Brett Reagin with Watson Realty Corp.

Mary Rockford with Senez Real Estate, Inc.

Jorge Rodriquez with Watson Realty Corp.

Launda Soper with Watson Realty Corp.

Alex Thomas with Florida Realty

Norma J. Westwood with Coldwell Bankers

Secondary Terminations/Inactive

Gerald Gammero with Exit Realty Home Team

Membership Statistics November 2008

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

2009 LEADERSHIP TEAM

President

Jean Armstrong
JeanArmstrong@cfl.rr.com

President Elect

Kristi Tyrrell
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Treasurer

Carol Lawrence
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Secretary/Treasurer-Elect

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Immediate Past President

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2009-2010 DIRECTORS

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ApprovedTrey@bellsouth.net

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.

Online & in Print



The West Volusia
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October 2008 Top Twenty Producers

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

Here are the September Top Twenty Producers who were at the October meeting and received their award. From left to right they are: Carolyn Evans, Ken Dalton, Sheila Campbell, Lance McKinnon, Joe Napolitano, Becky Singleton and Trey Smith



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West Volusia Association of REALTORS®
Multiple Listing One Month Sales and Inventory Report - Oct 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	7.21%	\$40,188	\$34,363	85.51%	108	27	3.38
\$50,000 - \$59,999	4	3.60%	\$56,675	\$55,725	98.32%	61	29	7.25
\$60,000 - \$69,999	5	4.50%	\$65,620	\$64,080	97.65%	191	48	9.60
\$70,000 - \$79,999	5	4.50%	\$77,520	\$74,760	96.44%	100	65	13.00
\$80,000 - \$89,999	9	8.11%	\$96,050	\$84,544	88.02%	185	63	7.00
\$90,000 - \$99,999	3	2.70%	\$91,267	\$92,667	101.53%	78	119	39.67
\$100,000 - \$119,999	11	9.91%	\$114,027	\$107,345	94.14%	152	224	20.36
\$120,000 - \$139,999	10	9.01%	\$132,430	\$130,485	98.53%	112	308	30.80
\$140,000 - \$159,999	11	9.91%	\$153,191	\$145,195	94.78%	107	258	23.45
\$160,000 - \$179,999	9	8.11%	\$175,546	\$166,200	94.68%	59	225	25.00
\$180,000 - \$199,999	13	11.71%	\$206,973	\$187,913	90.79%	160	200	15.38
\$200,000 - \$249,999	8	7.21%	\$232,825	\$217,844	93.57%	111	255	31.88
\$250,000 - \$299,999	8	7.21%	\$315,862	\$276,000	87.38%	236	168	21.00
\$300,000 - \$349,999	1	0.90%	\$290,000	\$301,100	103.83%	183	117	117.00
\$350,000 - \$399,999	1	0.90%	\$375,000	\$375,000	100.00%	85	109	109.00
\$400,000 - \$499,999	2	1.80%	\$539,000	\$437,500	81.17%	186	96	48.00
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	54	0.00
\$600,000 - \$699,999	1	0.90%	\$696,500	\$690,000	99.07%	35	42	42.00
\$700,000 - \$799,999	2	1.80%	\$947,450	\$732,271	77.29%	389	16	8.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	13	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	9	0.00
\$1,000,000 and over	0	0.00%	\$0	\$0	0.00%	0	42	0.00
TOTALS	111	100.00%	\$177,120	\$161,340	91.09%	138	2,487	22.41

(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 - Oct 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	31	2.77%	\$45,848	\$36,987	80.67%	88	27	8.71
\$50,000 - \$59,999	22	1.97%	\$62,155	\$54,866	88.27%	102	29	13.18
\$60,000 - \$69,999	28	2.50%	\$70,472	\$64,964	92.18%	142	48	17.14
\$70,000 - \$79,999	26	2.33%	\$80,791	\$73,281	90.70%	82	65	25.00
\$80,000 - \$89,999	54	4.83%	\$93,448	\$84,315	90.23%	134	63	11.67
\$90,000 - \$99,999	30	2.68%	\$101,625	\$93,690	92.19%	138	119	39.67
\$100,000 - \$119,999	114	10.20%	\$118,888	\$109,451	92.06%	120	224	19.65
\$120,000 - \$139,999	155	13.86%	\$134,219	\$129,168	96.24%	104	308	19.87
\$140,000 - \$159,999	164	14.67%	\$154,249	\$148,999	96.60%	148	258	15.73
\$160,000 - \$179,999	118	10.55%	\$177,720	\$167,303	94.14%	136	225	19.07
\$180,000 - \$199,999	96	8.59%	\$199,409	\$188,560	94.56%	117	200	20.83
\$200,000 - \$249,999	125	11.18%	\$236,123	\$220,487	93.38%	158	255	20.40
\$250,000 - \$299,999	69	6.17%	\$294,020	\$271,197	92.24%	184	168	24.35
\$300,000 - \$349,999	29	2.59%	\$345,365	\$318,012	92.08%	166	117	40.34
\$350,000 - \$399,999	19	1.70%	\$390,115	\$369,621	94.75%	154	109	57.37
\$400,000 - \$499,999	17	1.52%	\$492,782	\$439,176	89.12%	220	96	56.47
\$500,000 - \$599,999	5	0.45%	\$664,660	\$575,550	86.59%	175	54	108.00
\$600,000 - \$699,999	11	0.98%	\$686,587	\$637,675	92.88%	200	42	38.18
\$700,000 - \$799,999	4	0.36%	\$862,425	\$729,886	84.63%	266	16	40.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	13	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	9	0.00
\$1,000,000 and over	1	0.09%	\$1,500,000	\$1,165,300	77.69%	241	42	420.00
TOTALS	1,118	100.00%	\$184,400	\$171,897	93.22%	136	2,487	22.25

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 11/6/2008



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	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							
Dec	2008							



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