



West Volusia Association  
of REALTORS®, Inc.

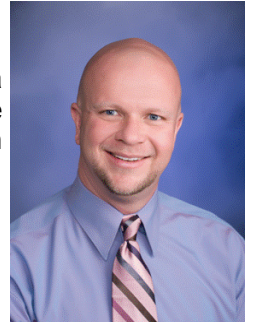
# The REALTOR® Update

October 2008

## A Message From Your President:

Hello Fellow Members!

As we continue to adjust to our market, it is important to take a review lesson of the REALTOR® Manners 101 class. We are professionals and we must treat our fellow REALTORS® with respect. Here are some basic DO's and DON'TS to keep in mind:



### DO:

- Knock several times before entering a home. You don't want to greet the seller in bed or the shower!
- ♦ Leave your business card on the kitchen counter so the seller knows you were there. Plus, the seller wants to see how pretty or handsome you are!
- ♦ Turn off all the lights and lock the doors - unless you plan to pay their electric bill!
- ♦ Call if you are unable to show the home as scheduled or if you'll be late. Texting doesn't count. Call and use your gorgeous voice!
- ♦ Return calls when asked for feedback. Even if the home is overpriced and smells like a litter box, call the listing agent and be honest.
- ♦ Report to the listing agent any problems you might see: leaky pipes, broken locks or windows. Especially if the vacant house burned down and the agent is unaware!

### DON'T:

- ♦ Wait until the last minute to schedule showings. Just because you wait until the last minute to do laundry right before you run out of undergarments, doesn't make it okay to schedule showings 5 minutes before jumping in your car!
- ♦ Make negative comments about the property in front of the owner!
- ♦ Show up more than 15 minutes late. Just because you always pick your child up late for school, doesn't make this practice acceptable!
- ♦ Park on the grass. Remember, driveways are designed to be parked on!

Thanks for being a TOP-NOTCH professional REALTOR®. As your fellow associate, I thank you for the little extra special touches we do with each other to make our career special in West Volusia.

Of course, the joke you have been waiting for.....

Some race horses were staying in a stable. One of them starts to boast about his track record. "In the last 15 races, I've won 8 of them!" Another horse breaks in, "Well in the last 27 races, I've won 19!" "Oh that's good, but in the last 36 races, I've won 28!", says another, flicking his tail. At this point, they notice that a greyhound dog has been sitting there listening. "I don't mean to boast," says the greyhound, "but in my last 90 races, I've won 88 of them!" The horses are clearly amazed. "Wow!" says one, after a hushed silence, "A talking dog."

Your President,

Todd Hague

### Special points of interest:

- Upcoming Events and Classes, page 4.
- Plan ahead for the RPAC Golf Classic & Auction, page 8
- Use the attached Affiliate Directory when you need services!

### In this issue:

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## August 2008 Top 20 Producers - Residential

West Volusia Association of REALTORS® members...to view the MLS Awards information you must go to the Members Only website as follows:

1. Go to the website Home page
2. Click on Member login
3. Login
4. Click on “Documents” on the left side
5. Select the newsletter issue under the “Newsletter” section

# Upcoming Events & Classes

Go online to [www.westvolusiaREALTOR.org](http://www.westvolusiaREALTOR.org) and login to the members' site to register for these events & classes.

**September 24-28**

**FAR Convention in Orlando**

**September 30, 1 to 3 p.m.**

**Morgan Gilreath Seminar**

Affordability and Just vs. Assessed Value

**72 Hour Florida Real Estate Broker Course:**

**Thursdays:**

**October 2, 9, 16**

Times: 6 pm to 10 pm (Class)

**Fridays & Saturdays:**

**October 3-4, 10-11, 17-18**

Times: 8 am to 6 pm (Class)

**Monday:**

**October 20**

Time: 9 am to 12 pm (Exam)

**Total Cost:** \$589.00/student

**October 7, 1 p.m. to 4:30 p.m.**

**Andrew Wooten – Crime Awareness & Prevention  
Safety Seminar – 3 CE**

\$15/member

\$25/non-member

**October 8, 9 am to 12 pm**

**Property Management for Real Estate Practice – 3  
CE. \$30/student.**

**October 8, 1 pm to 5 pm:**

**How to Make the Most of Your Property Manage-  
ment Business –  
4 CE. \$40/student.**

*\*Special: Sign up for both classes and pay only \$50! A \$20 discount!!*

**October 9, 10 am to Noon:**

**IMAPP (IRIS)—MFRMLS class**

**October 9, 1 pm to 3 pm:**

**Creating Custom Reports —MFRMLS class**

**October 14, 6 pm to 8 pm:**

**Affiliate-REALTOR® Networking Event – Spon-  
sored by the Affiliate Committee. Held at the Swamp  
House Grill in DeBary. Hors'dvours will be provided.  
Cash Bar.**

**October 15 – 8 a.m. – 1 p.m.**

**New Member Orientation**

**October 15 – 9 a.m. to noon**

**Code of Ethics Course**

**October 16, 8:45 am to Noon:**

**MLX Training—MFRMLS class**

**October 16, 1 to 3 p.m.**

**Listing Maintenance Access—MFRMLS class**

**October 17**

**RPAC Golf Classic-11:30 a.m.**

**Auction&Dinner – 5:00 p.m.**

DeBary Golf & Country Club

**October 30, 8:30 a.m.**

**General Membership Meeting**

**November 12, 8:00 a.m to 1 p.m.**

**New Member Orientation**

**November 12, 9 a.m. to noon**

**Code of Ethics Course**

**November 13, 8:45 a.m. to Noon**

**MLX Training—MFRMLS class**

**November 13, 1 to 3 p.m.**

**Listing Maintenance Access—MFRMLS class**

**November 14, 11:30 a.m.**

**General Membership Meeting – Thanksgiving Ap-  
preciation Lunch Sponsored by Westside Title and  
Mainstreet Bank**

**November 17-21, TBA**

**GRI 3**

11 CE or 30 hours of Broker post-licensing credit

Early Bird pricing -until 11/10:

Members: \$277.50

Non-members \$302.50

After 11/10:

Members: \$302.50

Non-members \$327.50

**December 3, 9 am to Noon:**

**Code of Ethics Course - 3 CE**

**December 5, Installation Gala**

DeBary Golf & Country Club

# August 2008 Membership Changes

## New Affiliate

Quality Care Roofing, Inc.

Sean Berry, President

1377 S. Leavitt Ave., Suite 101, Orange City, FL 32763

## New Members

Lisa Bomar with Exit Realty Home Team

Frank Lalashuis with Exit Realty Home Team

## New Brokers/Offices

Sheryl (Sherry) B. Keegan/K. Michael Properties, LLC

## Transfers

Deryk Ford, PA to Century 21 Choice Properties

Melissa Sari to Total Realty

Keith Napier to Swann & Associates

Scott Skare to Reliant Realty Group, Inc.

## Reinstatement

Gwen Atherton with Home Buyer Services, Inc

Roy Crainich with Century 21 Napolitano & Scaggs (Orange City)

James Friend with Cacioppo Realty, Inc.

Karen Puglisi to Coldwell Banker RE Network

## Terminations/Inactive

Deborah Bacom with Coldwell Banker RE Network

Kevin Borland with Venture I Properties

Terri Bryant with Century 21 Armstrong Team Realty

Christina Caruthers with Aparo-Griffin Properties

David Cooke with Swann & Associates

Wanda Cooper with Town and Country Realty

Michael Do with Coldwell Banker RE Network

Joanne Foster with Sunshine State Realty & Assoc.

Gary Fuller with Dave Harrison Realty Inc

Rebecca Herrera with Exit Realty Preferred

Jacqueline Hynes with Stratford Properties

John Locke with Prudential the Property Place

Janella Minotta (Jackson) with Discom Realty

Luis Nieves with Discom Realty

John O'Gara with Napolitano & Scaggs

Maria Pardo with Coldwell Banker Real Estate Network

John Patterson with Discom Realty Inc

Melanie Perryman with Town and Country Realty

Evelyn Pumarejo with Coldwell Banker RE Network

Shawn Sulzener with New York Real Estate Corp

Laurie Teasley with Coldwell Banker RE Network

Tammy Toucheck with Stratford Properties

Jameelah Uqdah with Coldwell Banker Real Estate Network

Debra Williams with Century 21 Armstrong Team Realty Inc

## Membership Statistics

Designated REALTORS®	140
Designated REALTORS® Secondary	79
REALTORS®	602
REALTORS® Secondary	27
Affiliate Members	80
Institute Affiliates	2



## **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



Here are the July Top Twenty Producers who were at August meeting and received their award. From left to right they are: Kathy Aparo-Griffin, Cathy Appleby, Terrie White, Angel Crowson, Joan Cornett, Bonnie Hoffman and Cathy Scroble.



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## **Did you know?**

- ♦ **PHOTO REQUIRED FOR VACANT LAND:** Effective July 31, 2008: Every new listing in MLXchange will require a photo – even listings for vacant land. If you choose to upload a site plot or plat map as an image, it must be in a JPG format, not as a PDF attachment.
- ♦ **SHORT SALE DISCLOSURE in MLS:** Short Sales are a complicated issue. Please make sure you read the **MFR RULES AND REGULATIONS REGARDING SHORT SALES. This information is available in ISSUE 81.** MFRMLS has provided links to additional resources that have been provided by MFRMLS attorneys regarding Short Sales.
- ♦ **COMMUNITY FEATURES: SPECIAL COMMUNITY RESTRICTIONS.** A "Special Community Restrictions" drop down option has been added in the "Community Features" field in MLXchange. This field can be used to indicate 55+ or retirement communities.

If you didn't know about these - you should! To stay updated, please read your MFRMLS Electronic Newsletters and the Message of the Day!

## **A FLORIDA MORTGAGE AFFILIATE**

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# RPAC CORNER



We hope you didn't miss The RPAC Duck Drop!!!!!!

Look at Mary Mula and Susie Macon getting ready to drop the ducks in the pool just before the Duck Drop started!

\$25.00 contributions to RPAC gave members a chance to win a fabulous Boo's Cruise to set sail on October 30, 2008.



***Tom Draganza was the lucky winner of the cruise!***

**A Huge "Thank You" to Joel Wilder of Cruise Planners for donating the cruise for two to the Bahamas!!!!!!** To plan your next cruise call Joel at (386)774-5740 or email him at Joel@setsailcruises.com.

## ***Golf Tournament/Auction***

The date has been set!! The Annual RPAC Golf Tournament/Auction will be held on October 17<sup>th</sup>, 2008 at Debary Golf and Country Club. This year we are combining the two events. Tee off time for the golf tournament will be 12:30 p.m. The cost for golf, dinner and auction is \$85.00 per person. Not a golfer? Then just come for the auction and dinner. The dinner will begin at 5:30 pm. with live auction to start at 6:30 pm. The cost for dinner and auction is \$35.00 per person.

***Please support RPAC by donating an item to the auction or becoming a hole sponsor for the golf tournament..***

*Please call Mary Mula' for more information at 386-717-9944.*

## **Jeff Woods**



Vice President—Branch Manager  
(386) 774-0550 Fax (386) 774-2531  
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Now is the time to add insurance to your SUPRA lockbox key! If you got your key before mid-June, you may have waited so you would not be charged \$25 for that time prior to the contract period and then another \$25 for the new lease year. You will want to check to see if you have insurance now! At least 3 of our members are glad they paid for their insurance!!

Call the Association office at 386-774-6533 to see if you have insurance. If you want to add insurance, you will have to come show us your ActiveKey before we can do that! Supra needs to make sure it is alive and well before insurance is added!

## 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

**West Volusia Association of REALTORS®**  
**Multiple Listing One Month Sales and Inventory Report - Aug 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	6	4.72%	\$48,383	\$39,267	81.16%	72	14	2.33
\$50,000 - \$59,999	5	3.94%	\$60,340	\$54,480	90.29%	47	26	5.20
\$60,000 - \$69,999	1	0.79%	\$72,900	\$63,000	86.42%	237	39	39.00
\$70,000 - \$79,999	4	3.15%	\$77,650	\$72,950	93.95%	56	49	12.25
\$80,000 - \$89,999	2	1.57%	\$96,450	\$80,000	82.94%	121	70	35.00
\$90,000 - \$99,999	5	3.94%	\$98,620	\$92,700	94.00%	110	82	16.40
\$100,000 - \$119,999	11	8.66%	\$119,109	\$108,845	91.38%	67	209	19.00
\$120,000 - \$139,999	16	12.60%	\$132,219	\$128,719	97.35%	124	307	19.19
\$140,000 - \$159,999	19	14.96%	\$152,074	\$148,489	97.64%	123	267	14.05
\$160,000 - \$179,999	17	13.39%	\$175,247	\$166,501	95.01%	199	256	15.06
\$180,000 - \$199,999	4	3.15%	\$192,650	\$185,250	96.16%	134	232	58.00
\$200,000 - \$249,999	15	11.81%	\$227,743	\$215,587	94.66%	105	283	18.87
\$250,000 - \$299,999	9	7.09%	\$280,753	\$267,267	95.20%	166	218	24.22
\$300,000 - \$349,999	2	1.57%	\$359,671	\$333,300	92.67%	85	119	59.50
\$350,000 - \$399,999	4	3.15%	\$391,225	\$369,725	94.50%	150	111	27.75
\$400,000 - \$499,999	2	1.57%	\$474,500	\$436,500	91.99%	381	90	45.00
\$500,000 - \$599,999	0	0.00%	\$0	\$0	0.00%	0	63	0.00
\$600,000 - \$699,999	3	2.36%	\$674,667	\$629,810	93.35%	315	40	13.33
\$700,000 - \$799,999	1	0.79%	\$754,900	\$730,000	96.70%	101	25	25.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	11	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	10	0.00
\$1,000,000 and over	1	0.79%	\$1,500,000	\$1,165,300	77.69%	241	30	30.00
<b>TOTALS</b>	<b>127</b>	<b>100.00%</b>	<b>\$198,279</b>	<b>\$185,656</b>	<b>93.63%</b>	<b>132</b>	<b>2,551</b>	<b>20.09</b>

(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 - Aug 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	18	2.06%	\$49,005	\$38,484	78.53%	90	14	6.22
\$50,000 - \$59,999	17	1.95%	\$64,041	\$54,832	85.62%	118	26	12.24
\$60,000 - \$69,999	15	1.72%	\$72,187	\$64,148	88.86%	162	39	20.80
\$70,000 - \$79,999	18	2.06%	\$80,398	\$73,070	90.89%	76	49	21.78
\$80,000 - \$89,999	35	4.01%	\$92,475	\$83,889	90.72%	123	70	16.00
\$90,000 - \$99,999	22	2.52%	\$103,166	\$93,964	91.08%	150	82	29.82
\$100,000 - \$119,999	86	9.85%	\$121,078	\$109,762	90.65%	113	209	19.44
\$120,000 - \$139,999	123	14.09%	\$135,562	\$129,152	95.27%	111	307	19.97
\$140,000 - \$159,999	140	16.04%	\$154,525	\$149,272	96.60%	149	267	15.26
\$160,000 - \$179,999	93	10.65%	\$177,223	\$167,401	94.46%	152	256	22.02
\$180,000 - \$199,999	75	8.59%	\$198,267	\$188,758	95.20%	116	232	24.75
\$200,000 - \$249,999	109	12.49%	\$236,539	\$220,547	93.24%	161	283	20.77
\$250,000 - \$299,999	52	5.96%	\$291,736	\$270,468	92.71%	172	218	33.54
\$300,000 - \$349,999	24	2.75%	\$349,191	\$319,802	91.58%	165	119	39.67
\$350,000 - \$399,999	16	1.83%	\$391,393	\$370,925	94.77%	134	111	55.50
\$400,000 - \$499,999	13	1.49%	\$480,331	\$440,077	91.62%	191	90	55.38
\$500,000 - \$599,999	4	0.46%	\$672,075	\$574,750	85.52%	209	63	126.00
\$600,000 - \$699,999	10	1.15%	\$685,595	\$632,443	92.25%	217	40	32.00
\$700,000 - \$799,999	2	0.23%	\$777,400	\$727,500	93.58%	142	25	100.00
\$800,000 - \$899,999	0	0.00%	\$0	\$0	0.00%	0	11	0.00
\$900,000 - \$999,999	0	0.00%	\$0	\$0	0.00%	0	10	0.00
\$1,000,000 and over	1	0.11%	\$1,500,000	\$1,165,300	77.69%	241	30	240.00
<b>TOTALS</b>	<b>873</b>	<b>100.00%</b>	<b>\$188,452</b>	<b>\$175,868</b>	<b>93.32%</b>	<b>138</b>	<b>2,551</b>	<b>23.38</b>

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 9/9/2008



**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							
Oct	2008							
Nov	2008							
Dec	2008							

Source: Orlando Regional Realtor® Association

Prepared by Mike Blinn  
 Report 11 9/10/2008



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