

The Voice of Real Estate™ in Abilene

Newsletter for April 2021



Dates to Remember

April 7th @ 1:30pm Budget Committee Meets

**April 12th @ 8:30am Executive Committee
Meets**

April 15th @ 8:30am Board of Directors Meet

April 20th @ 11:45am Business Luncheon

May 4th @ 11:45am Program Luncheon

Upcoming (mark your calendars):

**July 19th & 20th @ 10:00am 360 Meeting at
The Grace Museum**

2021 OFFICERS

- Jamie Dalzell, President
- Jay Sloan, President-Elect
- Hayley Underwood, Membership Vice President
- Robbie Johnson, Program Vice President
- Debbie Staggs, Recording Secretary

2021 DIRECTORS

- Staci Boren, Place 1
(2019-2021)
- Shay Senter, Place 2
(2019-2021)
- Kathy Sanders, Place 3
(2019-2021)
- Stacy Garces, Place 4
(2020-2022)
- Samantha Severa, Place 5
(2020-2022)
- Rob Cunningham, Place 6
(2020-2022)
- Gary Bone, Place 7
(2021-2023)
- Shawna Abernathy, Place 8
(2021-2023)
- Becky Spivey, Place 9
(2021-2023)
- Pam Redman, Immediate Past President
(2020)
- Cristy Vines, WCR President
(2021)
- Becky Gonzalez, MLS Chairman
(2021-2023)
- Pam Redman TAR Director
(2021-2023)

MEMBERSHIP CHANGES FOR APRIL 2021

OVERALL
NUMBER OF
MEMBERS AS OF
APRIL 2021

DRs: 115

REALTORS®: 500

TOTAL R® MEMBERS: 615

AFFILIATES: 82

THANK
YOU
AND
WELCOME
TO
AAOR!

NEW REALTORS®

Charles Ferguson
Karlissa Parker
Jacqueline Vesey
Jeanine Weise
Sherlock Ewing
Christina Rainey
Lauren Bagley
Lyndsey Murillo
Gabrielle Grunewald
(Secondary)

Heather Rothermel
Brittnie Channell

Regional Real Estate
Keller Williams
Tommy Simons
Tonya Harbin Real Estate
Coldwell Banker Apex
Hinyard Farm & Ranch Realty
Keller Williams
Berkshire Hathaway/Stovall
Next Home Legends

Keller Williams
Tommy Simons

INACTIVE REALTORS®

Jo Parks
Gary Ridley
Mark Dickerson

Tommy Simons
Gary Ridley Appraisals
Keller Williams

NEW AFFILIATES

Lori Grow

First United Mortgage Group

TRANSFERS

Becky Gonzalez
Keven McCollum

Re/Max to Coldwell Banker
Mr. Abilene to eXp Realty

New Member Orientation:

May 6th & 7th

9am-1pm



APRIL BIRTHDAYS

Bill Beam 4-1	Zach O'Bosky 4-1	Courtney Henry 4-1
Jonathan Camp 4-2	Shawna Abernathy 4-2	Michael Pritchard 4-2
Wayne Lenz 4-2	Jan McCaslin 4-2	Mitch Barnett 4-3
Jennie Gerard 4-3	James Turkett 4-3	Thomas Willis 4-5
Anna Hughes 4-6	Renee Coulson 4-6	Randall Whiten 4-6
Tiffany Gilliam 4-6	Harold Elledge 4-7	Kathy Sanders 4-7
Derrick Long 4-7	Beth Worrell 4-7	Samantha Severa 4-8
Hattie Puckett 4-8	Hope Ocon 4-9	Roberta Borlovan 4-12
Pamela Ward 4-12	Sydney Burton 4-14	Becky Gonzalez 4-14
Connie Rose 4-17	Shelly Woods 4-19	Paige Robinson 4-20
Rachel Russell 4-21	Jody Seay 4-25	Susana Hughes 4-25
Colt Massey 4-26	Jennifer Mills 4-26	Rebecca Huff 4-26
Diana Duncan 4-27	Catherine Lehot 4-28	Gayle Baird 4-29
Glenn Barnes 4-29	Michelle Bonds 4-29	

ABILENE ASSOCIATION OF REALTORS®

www.abileneaar.com

Office Hours
8:00 AM to 5:00 PM
Monday Through Friday

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Fax: 325-695-6412

626 S. Pioneer
Abilene, Texas 79605

Ken Hogan, Association Executive
Khogan7961@aol.com

Cathi Looney, Director of MLS/Supra
cathi@abileneaar.com

Pierce LoPachin, Director of Finance
pierce@abileneaar.com

APRIL BIRTHDAY DRAWING

Winner is: Samantha Severa

Come by the office to get your gift
card!

Abilene Housing Report

MSA Abilene

March 2021



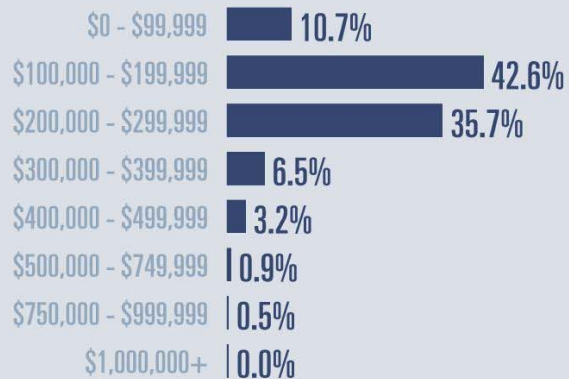
Median price

\$188,000

↑ **13.3%**

Compared to March 2020

Price Distribution



Active listings

↓ **59.2%**

244 in March 2021



Closed sales

↑ **10.6%**

219 in March 2021



Days on market

Days on market 44

Days to close 42

Total 86

10 days less than March 2020



Months of inventory

1.1

Compared to 3.0 in March 2020

About the data used in this report

Data used in this report come from the Texas REALTOR® Data Relevance Project, a partnership among the Texas Association of REALTORS® and local REALTOR® associations throughout the state. Analysis is provided through a research agreement with the Real Estate Center at Texas A&M University.



ABILENE 
ASSOCIATION of REALTORS®

Abilene Housing Report

City of Abilene

March 2021



Median price

\$195,950

↑ **15.7%**

Compared to March 2020

Price Distribution



Active listings

↓ **61.3%**

164 in March 2021



Closed sales

↑ **13.7%**

166 in March 2021



Days on market

Days on market 43

Days to close 41

Total 84

4 days less than March 2020



Months of inventory

0.9

Compared to 2.8 in March 2020

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TEXAS REALTORS®



TEXAS A&M UNIVERSITY
Texas Real Estate Research Center

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Taylor County Housing Report

March 2021



Median price

\$198,900

↑ **14.2%**

Compared to March 2020

Price Distribution



Active listings

↓ **61.4%**

199 in March 2021



Closed sales

↑ **17.3%**

197 in March 2021



Days on market

Days on market 43

Days to close 42

Total 85

12 days less than March 2020



Months of inventory

1.0

Compared to 2.9 in March 2020

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Callahan County Housing Report

March 2021



Median price

\$132,500

↓ 17.1%

Compared to March 2020

Price Distribution

\$0 - \$99,999	40.0%
\$100,000 - \$199,999	40.0%
\$200,000 - \$299,999	20.0%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



Active listings

↓ 61%

16 in March 2021



Closed sales

↓ 28.6%

10 in March 2021



Days on market

Days on market 38

Days to close 43

Total 81

2 days less than March 2020



Months of inventory

1.3

Compared to 3.6 in March 2020

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TEXAS A&M UNIVERSITY
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Jones County Housing Report

March 2021



Median price

\$149,900

↑ **46%**

Compared to March 2020

Price Distribution

\$0 - \$99,999	25.0%
\$100,000 - \$199,999	41.7%
\$200,000 - \$299,999	33.3%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	0.0%
\$500,000 - \$749,999	0.0%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



Active listings

↓ **29.3%**

29 in March 2021



Closed sales

↓ **25%**

12 in March 2021



Days on market

Days on market 73

Days to close 37

Total 110

3 days more than March 2020



Months of inventory

2.5

Compared to 4.1 in March 2020

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ABILENE ASSOCIATION OF REALTORS®

April Classes 2021

April 5th **43 Ways to Lose Your License** 10:00 a.m. to 11:00 a.m. 1 Hr. CE Credit, Instructor Cynthia Baas, Cost \$15.00.

Can a licensee write a personal check for a client's option fee? Do you have to have written authorization to place a "For Sale" sign on a property? Learn the answers to these questions and more. Students will learn best practices and practical ways to avoid complaints and stay out of hot water with the Texas Real Estate Commission.

This course will inform real estate license holders of the grounds for suspension or revocation of their license under the Texas Occupational Code. The course will examine both the code and current enforcement matters from the TREC Advisor.

April 7th **TREC Legal Update I and II** 8:30 a.m. to 5:00 p.m. 8 Hrs. CE Credit, Instructor Carl Leatherman, Cost \$85.00.

Did you know that as a license holder you have legal requirements and regulations for engaging in the real estate business? Perhaps you also belong to a trade association connected to the real estate business that has a code of conduct and you see that as a requirement for engaging in the business. There is more to your requirements than a trade association expectations. It is every license holder's responsibility to know and operate under the current laws applicable to their license. The course covers the requirements Texas law places upon all license holders regarding ethical conduct when facilitating a real estate transaction.

April 8th and 9th **SRES: Seniors Real Estate Specialist** Designation Course 8:30 a.m. to 5:00 p.m. 8 Hrs, Day 1 of SRES Designation. Instructor Reba Saxon. This is a two day Course with a total of 16 hours Cost for both days \$165.00

The SRES Designation Course helps real estate professionals develop the business-building skills and resources for specialization in the 50+ real estate market by expanding knowledge of how life stages impact real estate choices. This course seeks to instill knowledge, understanding, and empathy for 55+ real estate clients and customers.

April 12th **RPR Introduction: Getting Started with RPR** 9:00 a.m. to 10:00 a.m. 1 hr. CE Credit, Instructor Darian Rausch Cost \$20.00

This course provides the real estate professional with real estate market research and valuation tools that consumers can access online and the pros and cons of automated valuation models. The course covers how Realtors Property Resource™ tools help real estate buyers and sellers make informed decisions, as well as how REALTORS® can combine their specific expertise in RPR tools to benefit clients and customers before, during, and after the real estate transaction.

April 12th **RPR Advanced** 10:00 a.m. to 12:00 p.m. 1 Hr. CE Credit, Instructor Darian Rausch Cost \$20.00.

This course provides the real estate licensee with real estate market research and valuation tools that consumers can access online and the pros and cons of automated valuation models. The course covers how Realtors Property Resource™ tools help real estate buyers and sellers make informed decisions, as well as learn the pros and cons of automated valuation models (AVM); how they obtain and calculate data.

This course will educate real estate licensees about real estate market research and valuation tools and how these tools help real estate buyers and sellers make informed decisions. It will also teach the licensee how to combine their specific expertise in RPR tools to benefit clients and customers before, during, and after the real estate transaction.

April 15th **Texas Vet: Housing and Land Loan Programs** 10:00 a.m. to 11:00 a.m. 1 Hr. CE Credit, Instructor Tina Wilcher Cost \$15.00

The intent of this class is to educate real estate professionals about the benefits for Texas veterans offered by the Texas Veterans Land Board. This class consists of an overview of the benefits offered by the Texas Veterans Land Board. Emphasis is on the Veterans Housing Assistance Program and the Land Loan Program because those are the benefits most that realtors will be working with. Housing, Land and home improvement processes are described in the course. Also marketing techniques for connecting with Texas veterans is an important part of this presentation.

April 15th **How Flood Map Changes Impact Insurance** 12:00 p.m. to 2:00 p.m. 2 Hrs CE Credit, Instructor Tina Wilcher Cost \$25.00.

Flood Insurance Rate Maps (FIRMs), or flood maps, provide important information about a property's flood risk and for rating a flood insurance policy. This session provides a detailed account of the progress and status of community flood mapping projects. Course provides overview of basic interactive questions to better understand the knowledge level of the audience and awareness of the flood maps and upcoming changes.

April 16th **Broker Responsibility** 9:00 a.m. to 4:00 p.m. 7 Hrs CE Credit, Instructor Cynthia Lott Cost \$80.00

The purpose of this course is to address the regulatory aspects of the management, operation and supervision of a real estate brokerage firm in Texas. The course provides an understanding and working knowledge of the law of agency, planning and organization of business entities, requirements for written policies and procedures, records retention and control, advertising, recruitment and training of agents, and the anatomy of a complaint filed with Texas Real Estate Commission (TREC).

Section 535.2 of the TREC Rules requires a broker who sponsors salespersons, a designated broker of a business entity, and a licensee who is a delegated supervisor of one or more licensees (for 6 months or more during the supervisor's current license period), to complete this 6-hour broker responsibility course to renew a license. Any licensee may take this course. Additionally, a sponsoring broker may, by policy, require certain licensees and employees to take this course.

April 20th, **GRI REAL ESTATE BROKERAGE** 4 DAY CLASS 30 Hrs of SAE Credit each day is 8:30 a.m. to 5:00 p.m. Cost is \$320.00 Instructor is Stephen Etzel and Reba Saxon.

April 20 Day 1 This vital day provides an in-depth view of agency relationships which are the foundation of serving any client in any transaction. Importantly, this day aims to increase your awareness of your role and your broker's, and how the two work together and support one another. It addresses the requirements for both presenting the choices available for an agency relationship, as well as disclosing existing agency relationships. It examines the fiduciary duties required of agency and how they relate to both buyer and seller representation. And, it discusses intermediary relationships and the rules that apply.

April 21 Day 2 REALTORS® are subject to many rules; this piece explores the operating or brokerage environment of the REALTOR®. It discusses office policies and rules set by the broker that the agent must adhere to. It covers the independent contractor agreement which outlines those rules and clarifies the relationship between the broker and the agent. What's more, it addresses communication and other policies, as well as the importance of keeping accurate records and maintaining files. It explains the need for errors and omissions insurance, and the necessity of an agency policy to determine how to handle various client scenarios.

April 27th Day 3 This vital day provides an in-depth view of agency relationships which are the foundation of serving any client in any transaction. Importantly, this day aims to increase your awareness of your role and your broker's, and how the two work together and support one another. It addresses the requirements for both presenting the choices available for an agency relationship, as well as disclosing existing agency relationships. It examines the fiduciary duties required of agency and how they relate to both buyer and seller representation. And, it discusses intermediary relationships and the rules that apply.

April 28th Day 4 The business development day compels students to examine and think about their approach to real estate. It briefly explores different ways to set up businesses and some of the issues to be aware of. Students will create their own business plan that incorporates their business philosophy, mission, skills, goals and objectives within the framework of their local market. As an extension, students will assess their market and identify ways to target their specific market niche. Finally it explores fees associated with real estate and how budgeting impacts your business. It concludes with a focus on individual goal setting. REALTORS® leave with tangible action items that they can take and implement in their professional practice.

April 22nd **1-4 Contract Boot Camp** 9:00 a.m. to 3:00 p.m. 5 Hrs. CE Credit Instructor Cassandra Davis cost \$55.00

The purpose of this course is to familiarize the real estate professional with the most commonly used sales contract in a residential real estate transaction. This class provides an in depth analysis of various aspects of the TREC 1-4 contract. It discusses the structure and nature of a residential contract along with agent responsibilities. The class teaches on basic liability theories arising from the TREC one to four contract. The class also teaches the real estate agent best practices when using the 1-4 contract as well as contract do's and don'ts.

April 30th **Using Feng Shui to Sell Quicker** 10:00 a.m. to 12:00 p.m. 2 Hrs CE Credit Instructor Kara Bank Cost \$25.00

Learn what Feng Shui is! Find out how it is perceived around the world! Discover the why, where, and what this ancient "environmental science" is all about! Become an expert in how Feng Shui pertains to real estate. Set yourself apart from other agents by implementing Feng Shui home staging! Staging a home for sale does not have to be difficult. Feng Shui for a home can inspire a potential home buyer to make an offer!

**ALL CLASSES WILL BE ADMINISTERED VIA ZOOM UNTIL
FURTHER NOTICE. PLEASE CONTACT THE BOARD OFFICE IF
OTHER ARRANGEMENTS NEED TO BE MADE.**

Thank You

Cathi

We finally had our 2020 Annual Awards Banquet on March 20, 2021!!

Below current President, Jamie Dalzell, awards Pam Redman, Immediate Past President, with a gavel to mark Pam's distinguished service as our President during 2020. What a year that was!



We have a new award: The Silver Service Award.

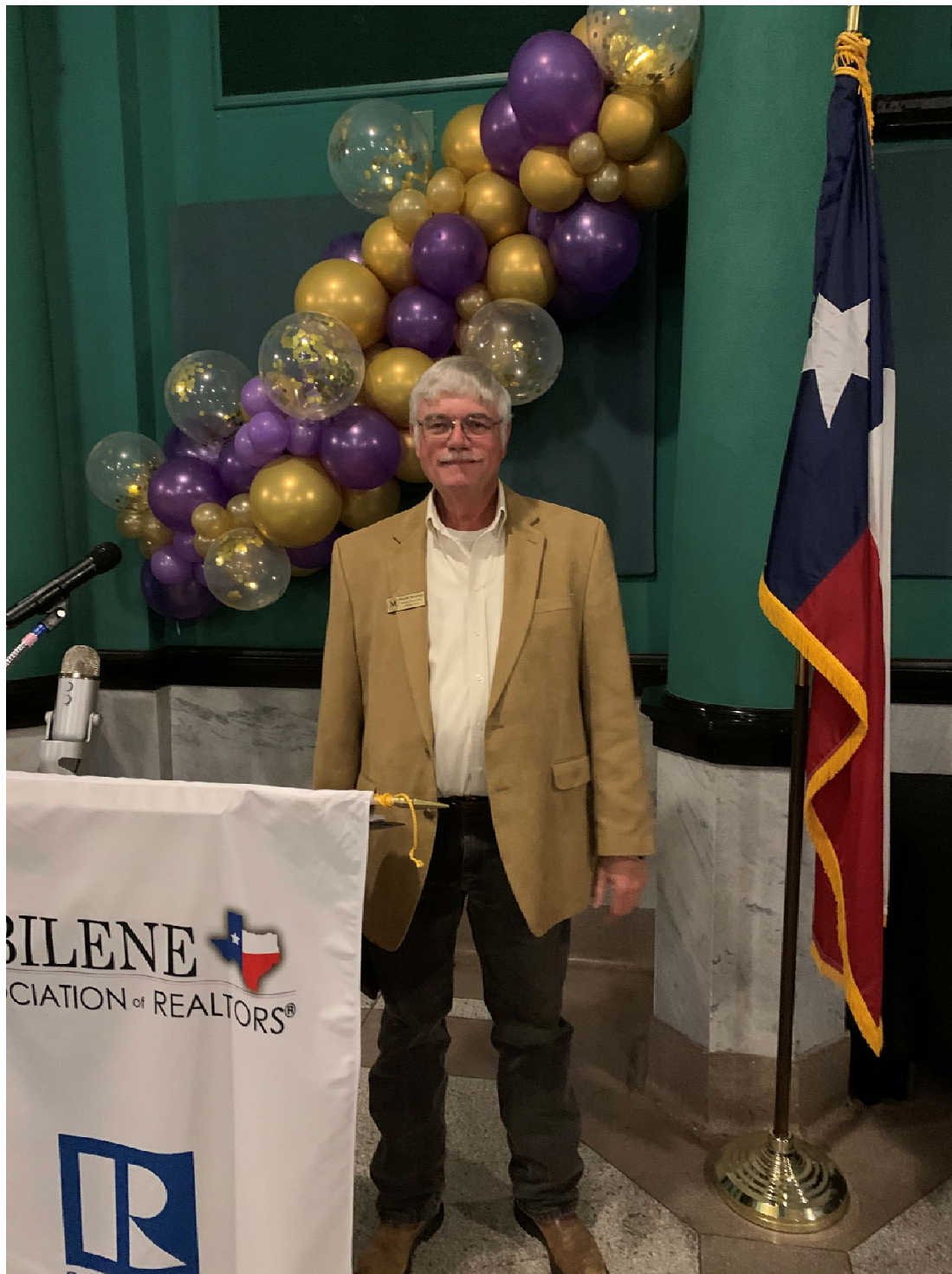
This year's recipient was Diane Schmahl.

Congrats Diane!!!



This year's (which is really for 2020) Affiliate of The Year Award went to Worth Moutray with Moutray Insurance.

Congrats Worth!!



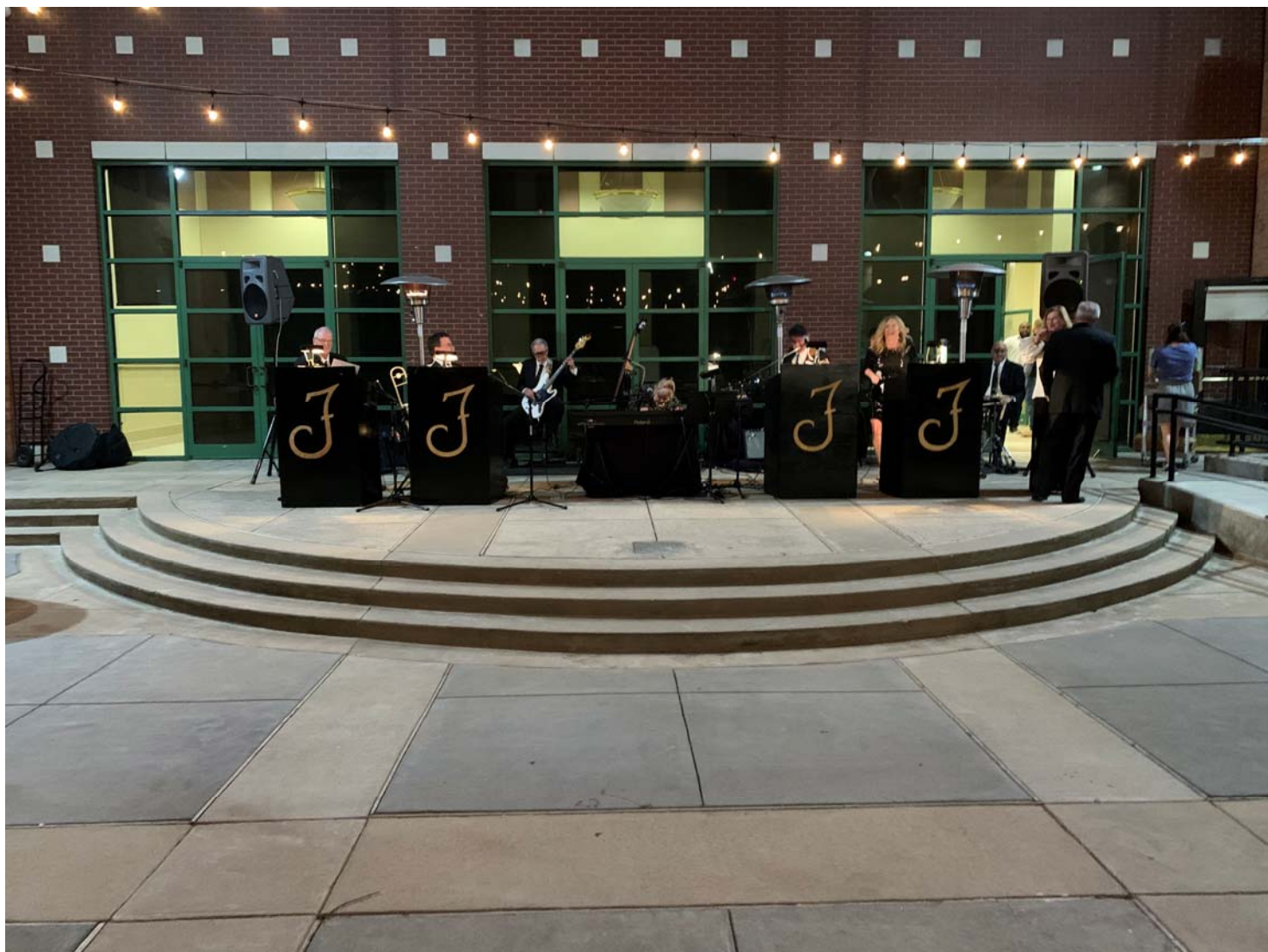
Realtor of The Year for 2020 went to Becky Spivey!

Congrats Becky!!!



Ken Hogan's band, Fanfare featuring Kate Burke Alvarez, played for us during the Awards Ceremony.

They sounded great!



Pictured below: Hayley and Roy Underwood.

Roy was really “cutting a rug” that night.



It was a magical night of good food, fellowship, awards, music, and dancing.

Congrats to other award recipients: CJ Chaney for winning the Ray Scott Distinguished Award and Catherine Lehot for winning the new Rising Star Award.





Mayor Anthony Williams came to our April 6, 2021 Luncheon to issue a proclamation declaring that April is Fair Housing Month.

Mayor Williams also delivered remarks about the state of the affairs in Abilene.

President Jamie Dalzell receives the Proclamation from Mayor Anthony Williams.

