

# The Voice of Real Estate™ in Abilene

## Newsletter for October 2021



### Dates to Remember

**October 14th @ 8:30am Budget Committee Meets**

**October 15th @ 8:30am Executive Committee Meets**

**October 19th @ 11:45am Business Luncheon**

**October 22nd @ 8:30am Board of Directors Meet**

**October 26th @ 11:00am Property Management Committee Meets**

### 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 OCTOBER 2021

OVERALL  
NUMBER OF  
MEMBERS AS OF  
OCTOBER 2021

DRs: 118

REALTORS®: 528

TOTAL R® MEMBERS: 646

AFFILIATES: 82

THANK  
YOU  
AND  
WELCOME  
TO  
AAOR!

October 7, 2021

### **NEW REALTORS®**

Erica Pangburn  
Virginia Howard  
Diane Woods  
Brandon Allison  
Kevin Lary  
Sara Wilson  
Lauryn Bryght  
Patrick Sumrall  
Nichole Seale  
Steven Fowler  
Lindsay Wilson  
Kenneth "Blake" Dozier

Ekdahl-Nelson Realty  
Keller Williams  
Trinity Ranch Land  
Keller Williams  
Thin Line Realty  
Thin Line Realty  
Big Country Res. Appraisal  
Re/Max of Abilene  
Emerald Agency  
Keller Williams  
Berkshire Hathaway  
Ken Dozier Realty

### **NEW BROKERAGE**

LMB Real Estate Group

Brandon McClain

### **INACTIVE REALTORS®**

Paul Johnson  
Robin Brumley  
Williams Moorhouse

Retired  
eXp (Secondary)  
Ekdahl-Nelson

### **RETURNED REALTORS®**

Brant Johnston  
Sissy Hanley  
Ursula Ramos  
Rebecca Sivley

Fathom Realty  
Keller Williams  
Thin Line Realty  
Redman, Realtors

### **NEW SECONDARY MEMBER**

Jayden O'Dell

Berkshire (San Angelo)

### **NEW AFFILIATES**

One Real Pro LLC  
Quality Home Inspection

Jerry Erskine  
Romeo Garza

**New Member Orientation:**

**November 4th & 5th**

**8:30am-1pm**



# Birthdays of the Month

## OCTOBER BIRTHDAYS

Leonard Davis 10-1	Tessa Pace 10-3	Sam Field 10-3
Cory Withers 10-3	Sarah Faynan 10-4	Savannah Stoker 10-4
Shanda Tijerina 10-5	Nikki Duncan 10-6	Hayden Stovall 10-7
Jackie Smith 10-8	Debra Hollingsworth 10-8	Freddy Toombs 10-9
James Collins 10-11	Taylor Sturgis 10-11	Matthew Gilmore 10-12
Stacy Stone 10-12	Tondy Conder 10-12	Kalyn Schmitz 10-13
Jackie Wilson 10-13	Edna Core 10-17	Lynn Skinner 10-18
Paige Stewardson 10-18	Gabby Grunewald 10-18	Jerry Manske 10-19
Genda Dreisdadt 10-20	Wade Schumpert 10-21	Kelly Snodgrass 10-21
Joe Mash 10-24	Celia Gesting 10-24	Devron Shepherd 10-24
Jay Allen Lackey 10-25	Tonya Harbin 10-26	Peggy Manning 10-26
Lydia Bundy 10-27	Jacqueline Vesey 10-27	Laurie McAdams 10-25
Brandon Heard 10-29	Val Durrington 10-29	Lyndsey Murillo 10-29
Tina Backus 10-30	Kari Melton 10-30	J. Travis Hawkins 10-30
Ethan Stewart-Duke 10-31	Staci Boren 10-31	Pierce LoPachin 10-31

## OCTOBER BIRTHDAY DRAWING

Winner is: Celia Gesting

Come by the office to get your gift

**Jay Sloan (far left) inducts husband and wife, Brandon and Vikki Head at our September 21st, 2021 luncheon.**

**Congrats Brandon and Vikki!**



**Scott Harris with 160 Promotions is one of our newest Affiliate members.**

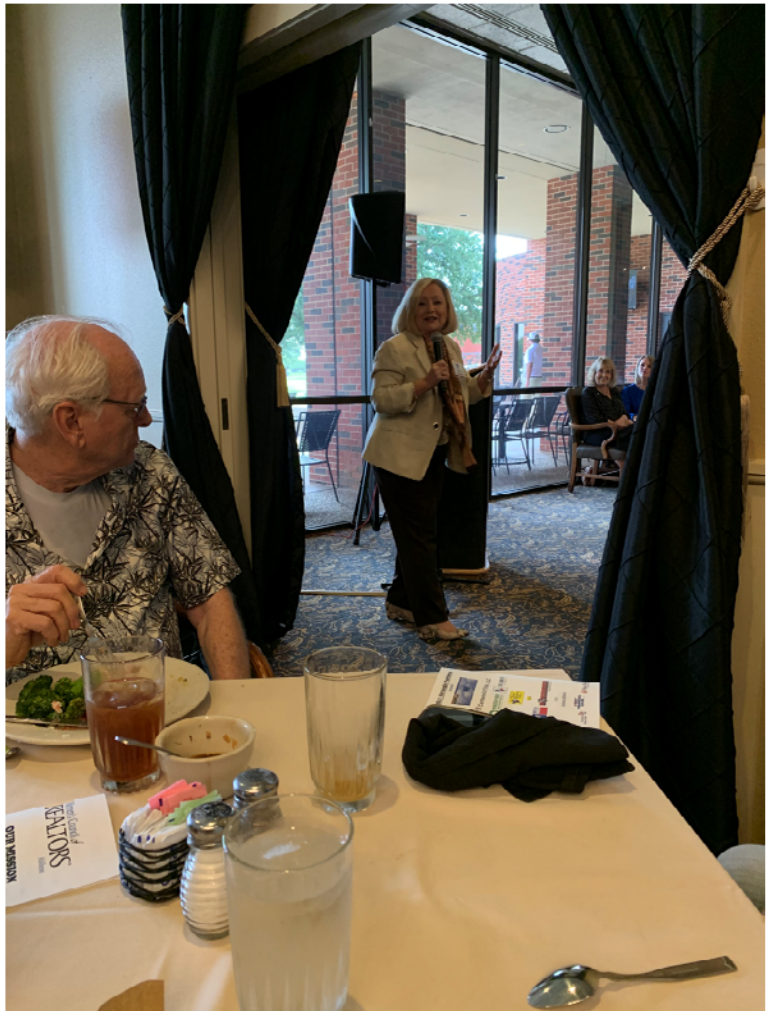
**Scott was inducted at our September 21st luncheon.**





**Cindi Bulla, past Chair of the Texas Realtors Leadership Team and Amarillo Broker, came to talk to us at our September 21st, 2021 luncheon.**

**Cindi knowledge and advocacy for Realtors in Texas is remarkable. We sincerely appreciate her service and look forward to hosting her again.**



Luau Dancers at The Abilene Country Club—September 28th, 2021



The TREPAC Luau Silent Auction Party was held on September 28th, 2021 and was a success. Don't miss our next event!





At our October 5th luncheon we hosted Gray Bridwell (left) and Doug Peters (right) with the Abilene Chamber of Commerce.

Doug Peters is the current CEO and President of The Abilene Chamber of Commerce.

Gray Bridwell is the VP of Military Affairs for the Chamber and is instrumental in advocating for Dyess Airforce Base in Washington , D.C.





# Abilene Housing Report

Abilene MSA

## September 2021



Median price

\$200,000

↑ **3.7%**

Compared to September 2020

### Price Distribution



Active listings

↓ **21.3%**

389 in September 2021



Closed sales

↑ **0.8%**

243 in September 2021



Days on market

Days on market 23

Days to close 40

**Total 63**

30 days less than September 2020



Months of inventory

**1.6**

Compared to 2.4 in September 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 Housing Report

City of Abilene

## September 2021



Median price

\$209,000

↑ **7.8%**

Compared to September 2020

Price Distribution



Active listings

↓ **29.1%**

248 in September 2021



Closed sales

↑ **10.7%**

197 in September 2021



Days on market

Days on market 23

Days to close 40

**Total 63**

15 days less than September 2020



Months of inventory

**1.3**

Compared to 2.2 in September 2020

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# Taylor County Housing Report

## September 2021



### Median price

**\$210,000**

↑ **2%**

Compared to September 2020

### Price Distribution



### Active listings

↓ **26.9%**

313 in September 2021



### Closed sales

↑ **3.4%**

213 in September 2021



### Days on market

Days on market 23

Days to close 40

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Total 63

20 days less than September 2020



### Months of inventory

**1.5**

Compared to 2.3 in September 2020

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ABILENE   
ASSOCIATION of REALTORS®

# Callahan County Housing Report

## September 2021



Median price

\$177,500

↑ **10.9%**

Compared to September 2020

### Price Distribution



Active listings

↓ **8.6%**

32 in September 2021



Closed sales

Flat **0%**

14 in September 2021



Days on market

Days on market 9

Days to close 41

**Total 50**

76 days less than September 2020



Months of inventory

**2.6**

Compared to 2.9 in September 2020

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# Jones County Housing Report

## September 2021



### Median price

\$132,450

↑ **47.2%**

Compared to September 2020

### Price Distribution



### Active listings

↑ **41.9%**

44 in September 2021



### Closed sales

↓ **23.8%**

16 in September 2021



### Days on market

Days on market 42

Days to close 43

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Total 85

85 days less than September 2020



### Months of inventory

**3.5**

Compared to 2.8 in September 2020

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ABILENE ASSOCIATION OF REALTORS ®  
October & November Classes 2021

October 13<sup>th</sup> Legal I and Legal II 8:30 a.m. to 5:00 p.m. 8 Hrs. CE Credit Instructor Sharon Jenkins 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.

October 19, 2021 Price with Confidence 1:00 p.m. to 4:00 p.m. 4 Hrs. CE Credit Instructor Sharon Jenkins Cost \$45.00

This course will give Realtors® the tools they need to serve their clients with objective, accurate and thorough CMA's. The class focuses on important concepts and tools including market analysis, competency requirements, Broker price opinions, code of ethics considerations, and TREC rules relating to CMA's and BPO's. Students will learn the process of creating a CMA including identifying buyers and sellers' markets, identifying comparable properties, understanding Appraisal methodology, adjusting comparable properties, and developing the CMA report. Students will learn how to present the CMA to their client and achieve agreement on a final price.

October 20<sup>th</sup>, 21<sup>st</sup>, 27<sup>th</sup>, 28<sup>th</sup> GRI BROKERAGE 8:30 a.m. to 5:00 p.m. 4 day SAE Course 8 Hrs. each day for a total of Hrs. 30 (SAE) Instructor is Mac McFarland & Ginger Unger total cost is \$320.00

The professional standards day of GRI Real Estate Brokerage sets the tone for the course and provides a thorough review of the NAR Code of Ethics. The Code is the keystone of professionalism, protocol, and best practices for REALTORS®. Additionally, this day examines the ethics complaint and enforcement processes established and implemented by the Texas Association of REALTORS. Further, this section reviews case studies that assess actions and violations in everyday situations. The aim is for students to leave with a deeper understanding of the guidelines they work within.

- Day 1. Professional Standards
- Day 2. Policies & Procedures
- Day 3. Brokerage & Agency
- Day 4. Business Development

October 26<sup>th</sup> NAR Code of ETHICS 1:00 p.m. to 4:00 p.m. Instructor Jamie Dalzell

Under all is the land.. So starts the NAR Code of Ethics. It continues: Realtors®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow Realtors® a common responsibility for its integrity and honor. In recognition and appreciation of their obligations to clients, customers, the public, and each other, Realtors® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. Realtors® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of Realtors®

November 1<sup>st</sup> How to Get Your Offer Accepted 9:00 a.m. to 11:00 a.m. 2 Hrs. CE Credit Instructor Tina Wilcher Cost \$25.00

It is important you take the right steps during negotiations. It's likely more than one offer will be on the table. Learning to make your clients offer stand out when responding to multiple offers can make the difference in getting an offer accepted. In this class, agents will learn what it takes to get the seller's attention and focus on their clients offer compared to the rest.

November 2<sup>nd</sup> Using Canva to Maximize Your Marketing (ZOOM CLASS ONLY) 10:00 a.m. to 11:00 a.m. 1 Hr CE Credit Instructor Darian Rausch Cost \$20.00.

Participants will learn how to use the DIY graphic design platform, Canva, to maximize their marketing efforts by designing awesome social media posts and other marketing pieces, such as just listed/just sold postcards and newsletters. Demonstrations' on how to use the platform will assist the non-designer on how to utilize the service to create their own impressive real estate marketing content.

November 3<sup>rd</sup> Ins and Outs of the Buyers Rep. Agreement (ZOOM CLASS ONLY) 1:00 p.m. to 4:00 p.m. 3 Hrs. CE Credit Instructor Sharon Jenkins Cost \$35.00.

What is this form? Why should you sign it? The Buyer Representation Agreement is a legal document that formalizes the working relationship with a buyer's representative, or brokerage and perspective client. Detailing what services, clients are entitled to and what the buyer's rep expects from them in return. While the language used in the document is formal, homebuyers should view it as an important and helpful tool for clarifying expectation

November 8<sup>th</sup> Commercial Leasing Contracts Level 1-Promulgated Forms 1:00 p.m. to 4:00 p.m. 3 Hrs. CE Credit Instructor Ginger Unger Cost \$35.00

This course by Ginger Unger provides residential agents, new investors, Landlords and new or seasoned Tenant Representatives a complete understanding of the Commercial Lease Contracts available thru Texas REALTORS®. Additional Addendums such as Extension Option, Lease Expense Reimbursement, Right of Refusal and Lease Construction and many more will be explained in detail. Students/agents will gain the point of view from both the Landlord and the Tenant side of the transaction. You will gain knowledge on when its pertinent to consult with commercial real attorneys and how not to practice law while completing Texas REALTORS®

November 10<sup>th</sup> Broker Responsibility 9:00 a.m. to 4:00 p.m. 6 Hrs. CE Credit Instructor Carl Leatherman Cost \$65.00.

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).

November 15<sup>th</sup> Get the Listing Make the Sale (ZOOM CLASS) 9:00 a.m. to 12:00 p.m. 3 Hrs. CE Credit Instructor Tina Wilcher Cost \$35.00.

The most successful real estate presentations are researched, structured, and focused on the other party, the Client. As an agent creates and delivers a better presentation the client gains confidence, makes better decisions and builds a relationship that benefits all parties. This workshop teaches agents both the generic structure of the best client centered presentations and the application of that structure to the presentations

specific to residential real estate transactions.

The course will train the license holder to develop preparation and communication skills for making listing presentations that create a climate of trust and build better client relationships. Provide client centered presentation techniques and how to apply them to specific real estate transactions. License holder will gain knowledge of property pricing, price adjustments and how to implement strategies that will close more sales.

November 17<sup>th</sup> Trec Legal I and Legal II 8:30 a.m. to 5:00 p.m. 8 Hrs. CE Credit Instructor Sharon Jenkins Cost \$85.00.

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November 19<sup>th</sup> NAR COE OF ETHICS 1:00 p.m. to 4:00 p.m. 3 Hrs. CE Credit Instructor Jamie Dalzell.

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November 30<sup>th</sup> The Forms You Need to Know 9:00 a.m. to 12:00 a.m. 3 Hrs. CE Credit Instructor Jamie Dalzell Cost \$35.00

This course reviews the most widely used TREC and TAR forms needed to conduct real estate transactions. Included are various sales contracts and a wide range of addendum. This course teaches the proper use and completion of these forms and provides a comprehensive view of the types of contracts available for use in real estate transactions. It will also cover how to handle updates and changes to contract forms, along with other related documents and addenda.

This purpose of this course is to familiarize the real estate license holder with the most current and commonly used forms in a residential real estate transaction. Will learn to understand and use the proper form(s) for different real estate transactions so that they effectively serve their client. The course intent is to provide insight on the importance of using correct form(s) to ensure a successful transaction for the agent and client.