

The Voice of Real Estate™ in Abilene

Newsletter for November 2021



Dates to Remember

November 10th @ 1:30pm MLS Committee Meeting

November 11th @ 11:45am TREPAC Committee Meeting

**November 16th @ 11:45am Business Luncheon at the Abilene Country Club
(Speaker: Chief Marcus Dudley with APD)**

November 18th @ 8:30am Board of Directors Meet

November 18th @ 9:00am Board Orientation

November 23rd @ 1:00pm Property Management Committee Meets

November 25th Closed for Thanksgiving

November 26th Association Office Closed

**December 18th @ 6pm Winter Banquet
at the Abilene Country Club**

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 NOVEMBER 2021

November 8, 2021

OVERALL
NUMBER OF
MEMBERS AS OF
NOVEMBER 2021

DRs: 118

REALTORS®: 530

TOTAL R® MEMBERS: 648

AFFILIATES: 85

THANK
YOU
AND
WELCOME
TO
AAOR!

NEW REALTORS®

Jason Kent
Wendy Heufelder

Re/Max of Abilene
Thin Line Realty

NEW SECONDARY MEMBER

Tony King
Tim Riley

eXp Realty
Peregrine Land Investment

INACTIVE REALTORS®

Kent Huff
Sissy Hanley

LFRO (Berkshire Stovall)
Keller Williams

NEW AFFILIATES

Vista Flags
Texas Law Shield
Vexus Fiber

Richard Sanders
Fred Karlin
Jeremiah Young

TRANSFERS

Michelle Rainwater
Karis Crawford

Re/Max to Ann Carr
Keller Williams to eXp

New Member Orientation:

January 6th & 7th

8:30am-1pm



NOVEMBER BIRTHDAYS

AJ Gretillat 11-1	Meredith McCullar 11-1	Beverly Carlson 11-2
Tommie Don Harris 11-2	Melissa Sisco 11-3	James Perkins 11-4
Kandi Wood 11-5	Cynthia DeFoore 11-5	Karen Lenz 11-5
Helayna Withey 11-5	John Beam 11-6	Jasha Murphy 11-7
Rita Stone 11-7	Ashton Hines 11-7	Trey Snodgrass 11-8
Kathryn Selhorst 11-9	Thomas Bryan 11-10	Lauren Bagley 11-10
Jenny Aldridge 11-12	Delbert Allred 11-12	Lewis Smith 11-14
Remy Lacascio 11-14	Diana Beeson 11-15	Kris Kowatch 11-16
Rhonda Young 11-16	Ken Dozier 11-17	Kimberly del Castillo 11-21
Patty Knight 11-22	Kristi Andrew 11-22	Rhonda Lisle 11-23
Michael Hoffnagle 11-23	Renae Sanders 11-23	Clint Bumguardner 11-24
Colton Campbell 11-24	Sandra Bayne 11-24	Cheryl Davis 11-24
Shannon Calkins 11-25	Joe Ortiz 11-25	Deleca Moore 11-26
Connie Watkins 11-28	Debbie Frakes 11-30	Jodi Hankins 11-30
Jamie Conway 11-30	Sarah Hunter 11-30	

NOVEMBER BIRTHDAY DRAWING

Winner is: Helayna Withey

Come by the office to get your gift

Abilene Housing Report

Abilene MSA

October 2021



Median price

\$210,000

↑ **6.1%**

Compared to October 2020

Price Distribution



Active listings

↓ **16.4%**

382 in October 2021



Closed sales

↑ **0.8%**

239 in October 2021



Days on market

Days on market 29

Days to close 40

Total 69

19 days less than October 2020



Months of inventory

1.6

Compared to 2.2 in October 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

October 2021



Median price

\$207,500

↑ 9.2%

Compared to October 2020

Price Distribution



Active listings

↓ 23.5%

247 in October 2021



Closed sales

↑ 3.9%

186 in October 2021



Days on market

Days on market 30

Days to close 39

Total 69

7 days less than October 2020



Months of inventory

1.3

Compared to 2.0 in October 2020

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TEXAS A&M UNIVERSITY
Texas Real Estate Research Center

ABILENE
ASSOCIATION of REALTORS®

Taylor County Housing Report

October 2021



Median price

\$222,000

↑ 11%

Compared to October 2020

Price Distribution



Active listings

↓ 17.8%

318 in October 2021



Closed sales

↓ 0.5%

208 in October 2021



Days on market

Days on market 28

Days to close 41

Total 69

12 days less than October 2020



Months of inventory

1.5

Compared to 2.0 in October 2020

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Jones County Housing Report

October 2021



Median price

\$136,000

↑ 0.7%

Compared to October 2020

Price Distribution

\$0 - \$99,999	47.4%
\$100,000 - \$199,999	15.8%
\$200,000 - \$299,999	26.3%
\$300,000 - \$399,999	0.0%
\$400,000 - \$499,999	5.3%
\$500,000 - \$749,999	5.3%
\$750,000 - \$999,999	0.0%
\$1,000,000+	0.0%



Active listings

↑ 26.7%

38 in October 2021



Closed sales

↑ 26.7%

19 in October 2021



Days on market

Days on market	33
Days to close	38
Total	71

92 days less than October 2020



Months of inventory

3.0

Compared to 2.7 in October 2020

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Callahan County Housing Report

October 2021



Median price

\$162,600

↓ 20.3%

Compared to October 2020

Price Distribution

\$0 - \$99,999	33.3%
\$100,000 - \$199,999	33.3%
\$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

↓ 35%

26 in October 2021



Closed sales

↓ 7.7%

12 in October 2021



Days on market

Days on market 37

Days to close 39

Total 76

51 days less than October 2020



Months of inventory

2.1

Compared to 3.4 in October 2020

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At our October 19th, 2021 Business Luncheon, we inducted five new REALTOR® members:

Doug Berry, Tamara Walker, Shasta Ashley, Helayna Withey, and Ronica Coldiron.

Congrats everyone!





On October 30th, 2021 we had our annual Fall Fest.

We opened up our parking lot to the public and our REALTOR® and Affiliate members had booths that provided candy and games to the public.

Lots of FUN!

Pictured left is the crew from Mortgage Financial Services.

Incoming President-Elect Judith Puryear poses, in pink, for the camera and Hayley Underwood, Membership Vice President smiles widely in the background.

Looking good ladies!





Pam Redman, pictured left in the witch hat, poses for the camera at the Fall Fest.

Jill Holland (pictured right, in the cat ears) with her crew from Security Title.

Also pictured is Kenzie and Stetson Honey.

Thanks Security Title!!





Our Distinguished Abilenian Award goes to...

Anthony Williams!

Congrats Mayor Williams!!

Also pictured is President Jamie Dalzell and Former President Dave Dalzell.



Gary Earnest, Taylor County Chief Appraiser, came to speak to us at our November 2nd, 2021 luncheon.



ABILENE ASSOCIATION OF REALTORS®
November & December Classes 2021

November 10th Broker Responsibility 9:00 a.m. to 4:00 p.m. 6 Hr. 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 15th 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 17th 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.

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.

November 19th Realtor Safety Course 9:00 a.m. to 1:00 p.m. 3 Hrs. CE Credit, Instructor (U.S. Law Shield Educational Institution, LLC) 3Hrs. CE Credit Cost \$20.00

November 19th NAR CODE OF ETHICS 1:00 p.m. to 4:00 p.m. 3 Hrs. CE Credit, 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 30th 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.

December 2nd Does the Pot Rack Stay 10:30 a.m. to 11:30 a.m. 1 Hr. CE Credit, Instructor Ginger Unger Cost \$15.00.

Course offers an in depth look at Paragraph 2 in the Listing Agreement and the 1– 4 Family Residential Contract. Help agents understand when to approach this with the client to be sure there are no “I thought” issues in the transaction. Cementing in the agents mind clarity on how to protect the clients wishes and intent while making sure all desires make their way to the contract.

December 6th Are Your Ads Breaking the Rules 9:00a.m. to 10:00 a.m. 1 Hr. CE Credit, Instructor Sharon Jenkins Cost \$15.00.

Advertising can attract attention and clients, but if you're not careful, it can also bring you something you don't desire. Real estate advertising rules seem to be violated more than any other and are the source of many complaints to TREC. This course provides an overview of advertising do's and don'ts to keep real estate agents compliant with advertising standards of the Real Estate License Act (RELA), TREC and the NAR Code of Ethics. Course also covers applicable federal laws and regulations to help agents stay out of trouble.

Sales agents will learn what is considered an advertisement and what is considered deceptive and misleading. This course will review the guidelines for complying with the advertising rules set forth in the Real Estate License Act, the TREC advertising rules, and Article 12 of the Code of Ethics. Will also learn the proper way to advertise using team names and assumed names.

December 8th The NAR Code of Ethics 1:00 p.m. to 4:00 p.m. 3 HRs CE Credit, Instructor Jamie Dalzell (Free)

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THIS WRAPS UP ALL OF THE CLASSES FOR THE YEAR OF 2021.



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