### The Voice of Real Estate<sup>™</sup> 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

**OVERALL** 

NUMBER OF

MEMBERS AS OF

**NOVEMBER 2021** 

DRs: 118

REALTORS®: 530

TOTAL R® MEMBERS: 648

**AFFILIATES: 85** 

**THANK** 

YOU

AND

WECOME

TO

AAOR!

**NEW REALTORS**®

November 8, 2021

Jason Kent Wendy Heufelder Re/Max of Abilene Thin Line Realty

**NEW SECONDARY MEMBER** 

**Tony King** 

eXp Realty Tim Riley Peregrine Land Investment

**INACTIVE REALTORS**®

**Kent Huff** LFRO (Berkshire Stovall)

Keller Williams Sissy Hanley

NEW AFFILIATES Vista Flags Texas Law Shield Richard Sanders Fred Karlin Vexus Fiber Jeremiah Young

**TRANSFERS** 

Michelle Rainwater Re/Max to Ann Carr **Karis Crawford** 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

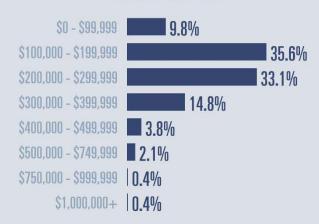
Median price

\$210,000

**+6.1**%

**Compared to October 2020** 

### **Price Distribution**





382 in October 2021



239 in October 2021



### Days on market

Days on market
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 REALTOR® 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

## October 2021

# 1

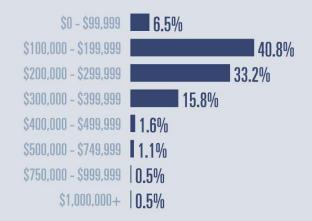
**Median price** 

\$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

### 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.







# Taylor County **Housing Report**

## October 2021



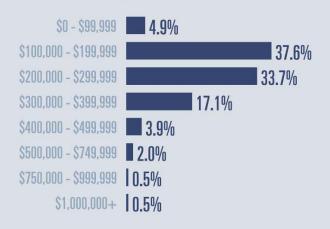
Median price

\$222,000

**11**%

**Compared to October 2020** 

### **Price Distribution**





318 in October 2021



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

### 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.



TEXAS ABM UNIVERSITY
Texas Real Estate Research Center



# **Jones County Housing Report**

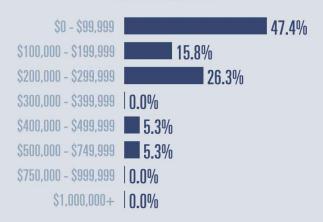
### October 2021



**Median price** 

**Compared to October 2020** 

### **Price Distribution**





**Active listings** 

38 in October 2021



Closed sales

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** 

Compared to 2.7 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 REALTOR® and local REALTOR® associations throughout the state. Analysis is provided through a research agreement with the Real Estate Center at Texas A&M University.







# Callahan County **Housing Report**

### October 2021



**Median price** 

\$162,600

**+20.3**<sup>\%</sup>

**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%	



**Active listings** 

35%

26 in October 2021



\$1,000,000+ 0.0%

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

### 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.









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 10<sup>th</sup> 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 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.

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 19<sup>th</sup> 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 19<sup>th</sup> 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 commo 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 30<sup>th</sup> <u>The Forms You Need to Know</u> 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 2<sup>nd</sup> <u>Does the Pot Rack Stay</u> 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 6<sup>th</sup> 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)

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

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



This Photo by Unknown Author is licensed under CC BY-NC