

# Dayton Area REALTOR®

A monthly publication for and about the members of the Dayton Area Board of REALTORS® • The REALTORS® Premiere Service Provider



## Dayton Area REALTOR® Print Edition Ceases After 74 Years Publication to Continue Online

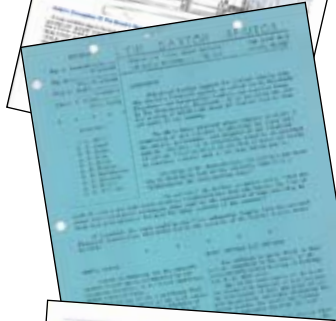
It started out as a weekly flyer in 1934, and it served not only as a delivery method for real estate news, but also as the primary listing source for available homes in Dayton.

Ever since then, the *Dayton Area REALTOR®* (or just *Dayton REALTOR®*, as it was called until 1993) has gone through many changes over the years, as can be seen by the adjacent pictures. In the 1960's the publication became a bi-weekly newsletter, and later in that decade it became a monthly source of information for members.

Fast forward to 2009, and more changes are in store for the *Dayton Area REALTOR®*. Cell phones, e-mail, and websites have moved to the front of the pack as primary sources of communication, and in keeping with this trend, our monthly publication will

be available exclusively online beginning in January.

Financially, this move represents a substantial cost savings to the board and the membership. And while this signifies a dramatic shift in communication delivery, members can rest assured that the content that they have relied on for 74 years will still be readily available. As a matter of fact, members will see an entirely new look to the board website beginning in January, with a much simpler interface in which to find the information you need. Complemented with the *DAR Extra* e-newsletter (which members already receive), the *Dayton Area REALTOR®* will continue its service for many more years to come.



## Sales Leaders Luncheon Scheduled for January 22nd

As we do each year, the board is proud to recognize the Sales Leaders Club recipients. To celebrate these achievements, the recipients will be honored at a recognition luncheon scheduled for Thursday, January 22nd at the Dayton Marriott Hotel. The luncheon is being held to recog-

nize members who have obtained one of four production levels of the Sales Leaders Club Award program and to announce recipients of the REALTOR®, Rookie, and Affiliate of the Year awards. The REALTOR® Community Service Award recipient will also be announced.

In December, award recipients will be sent a registration form and a special invitation to the luncheon. For other members who wish to attend the event, more information will be forthcoming in January at [www.dabr.com](http://www.dabr.com).

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# Dayton Area REALTOR®

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# PRESIDENT'S PODIUM

*Debra White*  
2008 DABR President

## Reflections On My Year As President

I'm just getting used to my role as president, yet now I only have another month before I am the 2008 *past* president! So many experiences, joys, and upsets that I wouldn't give up for the world. This was a year that a lot of our members came to my office and just talked about the challenges that they were facing. With 15% of our membership getting out of the business, things are changing for the DABR as well.

But amidst the market downturn, a lot of REALTORS® are showing their survival skills and are doing very well. I mentioned to a fellow REALTOR® the other day that if someone said to me just 6 years ago that they "wrote 5 short sale offers and listed 3 REOs" that week that I would not have had a clue as to what they were talking about. Now I'm doing those very things! We are some of the most flexible professionals in one of the fastest changing industries I have seen.

I did a lot of television, newspaper, and radio interviews this year. Everyone wanted to know "the real story".

The real story is this: It's either a great time to buy or a great time to sell! For the last 13 or so years it was a great time to sell, and now it's a great time to buy. My job this year was to get that information out to the public in spite of what the national news media was saying. I hope they got the picture.

I went with our board of directors to four conferences in Columbus. I went to Washington, D.C. and met with our state representatives, and I just got home from Orlando, where I met with other board presidents, state presidents and national directors. Everyone there concurred that they feel we have hit bottom, but now we're dragging on the bottom until buyers feel confident to start buying again.

To aid in that, all of us, through the NAR, were a part of drafting an economic stimulus program that was sent to our national government to help jump start our economy.

I made a few speeches, went to way too many dinners, and attended no less than a

gabillion meetings. I like to think that I was an important part of forging a strong alliance with the *Dayton Daily News*. I worked with a group to develop a new DABR logo that I think will live on for years. I joined a DABR network on "Facebook" and preached, to as many groups as would listen, that our next generation of REALTORS® will be meeting on the internet instead of meeting at the summer picnic. I also hope that I helped set in motion plans to celebrate the DABR's 100th anniversary in 2009.

My favorite parts of this job were the wonderful people I met along the way and the people I thought I already knew, but got to know so much better. I learned how hysterically funny some of our board members and staff can be and how quietly heroic many of them are as well. Everyone in this industry is doing the very best that they can right now and I respect us all for that. My role this year was to keep up the spirits of our members. I hope I was successful. Things are getting better every day...just watch.

# NOVEMBER DIRECTORS' ACTIONS

The regular monthly meeting of the Board of Directors was held November 21, 2008. All members of the Board were present. The following is a summary of actions taken:

- Accepted statements of financial condition through October 31, 2008 for Board and MLS operations.
- Approved the Chief Executive Officer's membership report and affirmed the suspension and expulsion of members for non-payment of charges owed the Board.
- Approved membership applications for 10 sales associate, one affiliate firm, and reinstated 6 sales associates.
- Increased the Arbitration Filing Fee to \$200 as recommended by the Finance and Executive Committees. The filing fee will take effect January 1, 2009.
- Approved the appointment of Anjanette Frye to serve as a Director in 2009 to fill a vacant director position created as the result of Director Bob Wilson being elected to the position of 2009 Treasurer.
- Approved 2009 chairs, vice chairs and director liaison appointments, as recommended by President-Elect Harry Vearn.
- Approved an allocation of \$2,000 to sponsor the Women's Council of REALTORS®' 2009 Regional Conference scheduled in Dayton as a result of Dayton REALTOR® Nancy Farkas, being the WCR Regional Vice President for Ohio, Michigan, Indiana, Illinois and Wisconsin.
- Approved a MLS Access Fee charge in the amount of \$5.00 per member, per month, for non-licensed MLS Administrators, effective January 1, 2009.
- Approved a RETS Access Fee in the amount of \$200 to be charged annually per feed to third party vendors for access to the DABR MLS data, effective January 1, 2009.
- Authorized staff to contract with Fidelity Tax Roll system and discontinue First American Realist as MLS tax roll provider effective upon date Fidelity ReInsight is acceptably functioning. Staff was further authorized to execute a 30-day notice to discontinue Rapattoni Tax Roll Service.
- Approved action items and accepted reports from the following: Finance Committee, Membership services Advisory Group, Equal Opportunity/Diversity Committee, Recognition Committee, Holiday Reception Task Force and New REALTOR® Forum.

The Next Board of Directors Meeting is scheduled for 11:30 a.m., Friday, December 19, 2008 .

## Anjanette Frye Reappointed Director



Anjanette Frye, a REALTOR® Associate with RCF Properties, has been reappointed to fill a one-year term on the 2009 Board of Directors. The vacancy on the 2009 Board of Directors was created as the result of director Bob Wilson's election to the position of treasurer. Prior to being elected treasurer, Bob Wilson had two years remaining on his three-year term.

Anjanette is a native Daytonian and a second generation REALTOR®. Working under the tutelage of her father Raymond Frye, she has been with the family real estate company, RCF Properties Inc., for 20 years. Having learned

all aspects of the business from the ground up and licensed for 16 years, she is a broker, holds the ABR designation, and is a CPM candidate.

In 2008 she was appointed to fill a vacancy on the Board of Directors, and she has served on the following committees over the last 16 years: Professional Standards, Grievance, Commercial Industrial, Membership Services, Professional Conduct, Professional Development/Education Advisory Group, Holiday Reception, and Golf Committee. Anjanette has enjoyed her participation in the DABR committees, and will continue to be a valuable addition to the Board of Directors.

## Board Office Closed

In observance of the Christmas and New Year's Day holidays, the board office will be closed December 24th through the 26th, and on January 1st and 2nd.

The Board of Directors and staff would like to extend their wishes for you to have a very happy and safe holiday season!



# PROFESSIONAL

## 4 21st Century Civil Rights

Focusing on 3 relevant areas: 1. Disabilities – learn why 50% of all new Fair Housing cases involve disability, highlighting the new regulations on serving people with disabilities. 2. Design and construction – the increasing role regulations in the life of housing professionals. 3. Real Estate/Leasing Compliance under The Patriot Act - what you might be asked to do, how to do it and how to get paid for doing it.

**TIME:** 9-Noon **COST:** \$30/40

**CE HOURS/CREDIT:** 3/G

**INSTRUCTOR:** John Zimmerman

## 4 Rapattoni MLS 1: Basic Version 10

**NEWLY UPDATED!** If you are a recently licensed agent you should be taking this class! Learn the basics of the Rapattoni MLS system: how to set up the PC, use Internet Explorer to access the system, logging on, change personal preferences, set up personal profile, using basic searching tools and even learn to enter and revise listings.

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

## 9 Ethics: The Measure of Professionalism

CORE ETHICS Fulfills ODRE&PL and NAR Ethics requirements. Review case studies of real estate situation you know to exist and encounter all too often. Discuss cases and arrive at decisions you can transfer to your practice. Ethical decisions can be a challenge. The class will review ethical issues affecting real estate practice and way to eliminate undesirable business practice in protecting the public and in protecting your reputation. Both the REALTOR® Code and the Ohio Canons will be reviewed.

**TIME:** 9-Noon **COST:** \$30/40

**CE HOURS/CREDIT:** 3/C

**INSTRUCTOR:** S. Workman-Martin

## 10 Ohio Legal Update

CORE LAW One of our most appreciated Core Law classes. Review the latest court cases and decisions, recent insurance settlements and legislation that will impact your business. Vital updates about disclosures, agency, and license law violations, listing contracts, Megan's Law and point-of sale ordinances are just some of the topics to be addressed. A "MOST POPULAR" CE Class

**TIME:** 9-Noon **COST:** \$30/40

**CE HOURS/CREDIT:** 3/D

**INSTRUCTOR:** Joe Moore

## 11 Residential Appraising: Determining Value in a Declining Market

**NEW!** This class is specially designed to provide a complete explanation of the process an appraiser goes through in determining market value. Michael Moorhead, Certified General Appraiser and RE Broker will detail the complete appraisal process including significant factors in choosing comparable property, making distinctions between comparables and reading market trends in an area.

**TIME:** 6-9 pm **COST:** \$30/40

**CE HOURS/CREDIT:** 3/E

**INSTRUCTOR:** Michael Moorhead

## 11 Rapattoni MLS 2: Intermediate Version 10

**NEWLY UPDATED!** Following on Rapattoni MLS 1, this class will delve into MLS Parcel mapping, creating reports, e-mailing and generating statistics from search results and setting up auto-prospecting for finding property that match prospective buyer's criteria.

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

## 18 Rapattoni MLS 3: Advanced Version 10

**NEWLY UPDATED!** Following Rapattoni MLS 1 & 2, learn to create a complete CMA package using results from a radius search, how to customize searches, search results & exports and how to generate advanced statistical reports

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

Visit [www.dabr.com/education](http://www.dabr.com/education) for full class descriptions, future schedules, and class registration

Courses approved or \* submitted for continuing education credit are designated by the following letters in the certification number: Appraisal-A, Computer Basic-B, Ethics-C, Core Law-D, Ellective-E, Computer RE specific-F, Civil Rights-G and Mortgage Broker-MB

### DABR CONTINUING EDUCATION REGISTRATION FORM

Name \_\_\_\_\_ File Number  SAL  BRK \_\_\_\_\_  
 Email \_\_\_\_\_ Daytime Phone \_\_\_\_\_  
 Course Title: \_\_\_\_\_ Date: \_\_\_\_\_ Cost: \_\_\_\_\_  
 Bill my DABR account, payment of \$ \_\_\_\_\_, Or payment by VISA  MasterCard  Check # \_\_\_\_\_  
 Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Signature \_\_\_\_\_

FAX to 937-223-1084 or return to: DABR, P.O. Box 111, Dayton, OH 45401 or Email: CEregistration@dabr.com

Cancellation Policy: Full credit or refund will be issued if cancellation is received before the class begins.

Computer LAB cancellation must be received by NOON the day before class for refund or credit.

For special services please contact the Director of Professional Development at 223-0900

There is a \$5.00 additional charge for any second certificate for the same course, i.e. Real Estate, Appraisal and Mortgage Broker credit.

# DEVELOPMENT

## 8 Rapattoni MLS 1: Basic Version 10

**NEWLY UPDATED!** If you are a recently licensed agent you should be taking this class! Learn the basics of the Rapattoni MLS system: how to set up the PC, use Internet Explorer to access the system, logging on, change personal preferences, set up personal profile, using basic searching tools and even learn to enter and revise listings.

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

## 13 Home Staging for Real Estate Professionals 101

Only 1 out of 11 listings are selling each month. It is going to take something special to get your listings to stand out from all the others on the market. Improve your chances of getting your listings "SOLD" for top dollar and faster by learning about home staging. Learn the statistics of preparing a marketable property, the psychology behind it and the practical "How To's". Learn to identify the delineation, presentation and quality of space and how to integrate home staging with your listing presentation.

**TIME:** 1-4 pm **COST:** \$30/40

**CE HOURS/CREDIT:** 3/E

**INSTRUCTOR:** Debra Ghysels

## 14 Title, Underwriting and Hot Legal Topics

**CORE LAW** Attorneys Tom Kendo and Jeff Gammell will keep you focused and involved while reviewing the importance of title examination as related to pertinent statutory and case law. Understand the legal distinctions between opinions, guarantees and title insurance. Review the new Contract to Purchase language.

**TIME:** 1-4 pm **COST:** \$30/40

**CE HOURS/CREDIT:** 3/D

**INSTRUCTOR:** Jeff Gammel & Tom Kendo

## 15 Rapattoni MLS 2: Intermediate Version 10

**NEWLY UPDATED!** Following on Rapattoni MLS 1, this class will delve into MLS Parcel mapping, creating reports, e-mailing and generating statistics from search results and setting up auto-prospecting for finding property that match prospective buyer's criteria.

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

## 15 Power Open Houses

**NEW!** Stop doing ordinary Open Houses! Do them reception style! Discover how Open Houses will work. Learn dialogues to avoid drive-way kiss-off. Discuss safety tips and DABR's Best Practice. Find out how to learn to LOVE holding Open Houses and make them profitable

**TIME:** 1-4 pm **COST:** \$30/40

**CE HOURS/CREDIT:** 3\*/E

**INSTRUCTOR:** Yvette Jessen

## 20 Ethics: The Measure of Professionalism

**CORE ETHICS** Fulfills ODRE&PL and NAR Ethics requirements. Review case studies of real estate situation you know to exist and encounter all too often. Discuss cases and arrive at decisions you can transfer to your practice. Ethical decisions can be a challenge. The class will review ethical issues affecting real estate practice and way to eliminate undesirable business practice in protecting the public and in protecting your reputation. Both the REALTOR® Code and the Ohio Canons will be reviewed.

**TIME:** 9-Noon **COST:** \$30/40

**CE HOURS/CREDIT:** 3/C

**INSTRUCTOR:** Nick Popadyn

## 22 Rapattoni MLS 3: Advanced Version 10

**NEWLY UPDATED!** Following Rapattoni MLS 1 & 2, learn to create a complete CMA package using results from a radius search, how to customize searches, search results & exports and how to generate advanced statistical reports

**TIME:** 10-Noon **COST:** \$20/25

**CE HOURS/CREDIT:** 2/F, LAB

**INSTRUCTOR:** John Junker

## 22 21st Century Civil Rights

Focusing on 3 relevant areas: 1. Disabilities – learn why 50% of all new Fair Housing cases involve disability, highlighting the new regulations on serving people with disabilities. 2. Design and construction – the increasing role regulations in the life of housing professionals. 3. Real Estate/Leasing Compliance under The Patriot Act - what you might be asked to do, how to do it and how to get paid for doing it.

**TIME:** 1-4 pm **COST:** \$30/40

**CE HOURS/CREDIT:** 3/G

**INSTRUCTOR:** John Zimmerman

## 27 Sharpening Your e-Skills

Become informed regarding technology and learn how to develop a technology plan of action to make your presence known, "branding" on the internet. Web presence and e-mail presence are essential in the real estate business. Should you be an ePro?

**TIME:** 10:30-Noon **COST:** \$5

**CE HOURS/CREDIT:** 1.5/F

**INSTRUCTOR:** Shelia Bell

### MOST AFFORDABLE PRE-LICENSE COURSES ARE AT DABR!

Brokers, managers, and team leaders, as well as candidates, can access complete information about class schedules, costs, and policies by visiting [www.dabr.com/education](http://www.dabr.com/education) and selecting the 2009 Pre-License Information Packet. Additional information or questions can be sent to [realestatecareer@dabr.com](mailto:realestatecareer@dabr.com) or by calling 223-0900. The DABR's pre-license courses (taught by Sinclair Community College) continue to be the most affordable programs in the area, and great recruiting tool.

## Join the Fun at the Installation Dinner

Harry Vearn, 2009 President, along with officers and directors, will be installed at an installation dinner scheduled for Thursday, January 8th in the Winter Garden of the Benjamin and Marian Schuster Performing Arts Center. The event will focus on recognizing the accomplishments of 2008 President Debra White and the other past presidents of the board.

Prior to dinner, a cocktail networking reception will be held from 6:30 to 7:15 p.m. Members interested in attending the reception and dinner, at a cost of \$60, should call the board office to make a reservation by December 19, 2008. Reservations are on a first-come, first-served basis.

### Membership Report

The following have applied for board membership and are on file for consideration. Comments concerning an applicant should be submitted in writing to the board office by the 15th of this month.

#### Sales Associates

Steven C. Bayard/Coldwell Banker Heritage  
Whitney Dearth/Big Hill GMAC Real Estate  
James S. Florance/Irongate Inc. REALTORS®  
Kimberly L. Funderburgh/Big Hill GMAC Real Estate  
Mark W. Gentry/Coldwell Banker Heritage  
Norman S. Hicks Jr/Sibcy Cline Inc.  
Ronald B. Lessentine/ICR Realty LLC  
Sharon K. Mallow/Guy Gibson Realty  
Beth L. Merritt/Sibcy Cline Inc.  
Amy L. Wilkie/Keller Williams Advantage

#### Affiliate

Carlos Scarpero/Value Financial

#### Associate Affiliate

Christopher J. Bailey/Fifth Third Bank  
Lee Ann Breeding/Wells Fargo Home Mortgage  
Kim Penner/Union Savings Bank  
Curtiss Rasnic/Wells Fargo Home Mortgage

#### Reinstated Sales Associates

Karen Bishnow/Fisher & Associates Realty  
Lisa Clark/Real Living Realty Services  
Carleen Crowley/Irongate, Inc.  
Kim Haverstick/ERA Comprehensive Real Estate  
Robert Ruhlman/Coldwell Banker Heritage  
Susann Zickefoose/CB Richard Ellis, Inc.

#### Transfers 9-18-08 to 10-21-08

Lisa Clark, Real Living Realty Services  
Sherri Deckard, REALTY WORLD/Royce & Assoc  
Rebecca Flohre, Exit Realty Central Beaver Creek  
Floyd Hitte, Keller Williams Advantage Real  
William Hoover, Fisher & Associates Realty  
Deborah Hornbrook, Sibcy Cline Inc.  
Josh Jones, Keller Williams Home Town Realty  
Benjamin Linville, Don Wright Realty  
Susan Loyd, Irongate Inc.  
Celita McBeth, Coldwell Banker Heritage  
Janine McCreary, RE/MAX Victory  
Dan McDonough, Prudential One REALTORS®  
Amanda Meade, Irongate Inc.  
Kathryn Miller, Keller Williams Advantage Real  
Lolita Miller, RE/MAX HomeBase  
William Munas, Irongate Inc.  
Bryan Ogletree, RE/MAX Alliance Realty  
Julie Phillips, Keller Williams Advantage Real  
Torey Ross, Irongate Inc.  
Salvatore Spalla, RE/MAX Real Estate Specialists  
Sarah Stanton, CitiMark Properties, LLC  
Pauline Weaver, Wright-Patt Realty, Inc.  
Jacqueline Whited, Irongate Inc.  
David Wilson, Exit Realty Partners  
John Youker, Keller Williams Home Town Realty



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## 2009 Dues Reminder

The 2009 National and Ohio Association dues billing was mailed December 1, 2008. The deadline for payment of dues is no later than January 1, 2009. The board's constitution/bylaws state: "If dues, fees, fines, or other assessments owed the board or the board's MLS are not paid within one month after the billing date, the nonpaying member is subject to suspension of membership." A member who is suspended for nonpayment will be charged a \$25 late fee.

The Tax Reform Act of 1993 made a portion of the annual dues non-deductible for income tax purposes. This non-deductible portion is used to pay organizations that lobby the state and federal governments on behalf of NAR and OAR. Disclosure of this information is required on members' dues invoices in order for the organization to avoid payment of an excise tax.

For 2009, 18% (or \$20) of the OAR dues are non-deductible on member's income tax returns because of OAR lobbying efforts. NAR computes 33% (or \$26) of their dues to be non-deductible. NAR's \$35 public awareness assessment does qualify as deductible dues.



Have you been looking for new ways to build your business? Jeff Ullery, MLS Director for the Dayton Area Board of REALTORS®, will be telling us how to do that

with the MLS and go over new updates and features. The meeting will be held January 8th at the DABR office at 1515 South Main Street in Dayton. Networking begins at 11:30 a.m. followed by the business meeting and speaker. Lunch will be served. The cost is \$20.00.

Membership in the Women's Council of Realtor's is open to all REALTORS® as well as those in real estate related fields. For reservations via e-mail, contact Judy Davis at [Judy@JudyDavisHomes.com](mailto:Judy@JudyDavisHomes.com). Reservations and payment may be made online by credit card at [WCRDayton.org](http://WCRDayton.org). (Payment online must be made by Tuesday prior to the meeting.)

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# Multiple Listing Service Residential Sales Statistics - October 2008

Area	Properties		Aggregate	Sale Price	% Sale/	Average	Sold Range		Area	Properties		Aggregate	Sale Price	% Sale/	Average	Sold Range		
	List	Inventory					Low	High		List	Inventory					Low	High	
10	32	203	\$1,938,100	\$1,905,451	98.32%	\$82,846	\$27,000	\$184,000	540	15	74	6	\$427,800	\$425,550	99.47%	\$70,925	\$10,000	\$156,000
21	18	109	\$4,151,720	\$3,838,200	92.45%	\$274,157	\$107,000	\$690,000	550	6	51	2	\$68,700	\$57,900	84.28%	\$28,950	\$13,000	\$44,900
22	45	150	\$2,348,950	\$2,261,450	96.27%	\$188,454	\$89,000	\$350,000	561	44	271	22	\$2,966,500	\$2,749,053	92.67%	\$124,957	\$42,500	\$200,000
30	27	127	\$1,343,298	\$1,300,277	96.80%	\$185,754	\$70,900	\$339,900	562	18	77	7	\$846,048	\$825,650	97.59%	\$117,950	\$89,000	\$140,000
40	5	30	\$785,000	\$762,000	97.07%	\$190,500	\$172,000	\$205,000	610	14	76	3	\$43,300	\$44,500	102.77%	\$14,833	\$7,500	\$23,000
50	60	218	\$2,481,700	\$2,336,720	94.16%	\$93,469	\$5,420	\$181,500	620	36	177	18	\$445,050	\$336,133	75.53%	\$18,674	\$1,400	\$78,900
60	1	9	\$546,800	\$511,500	93.54%	\$170,500	\$79,000	\$260,000	630	19	197	14	\$764,849	\$717,100	93.76%	\$51,221	\$7,000	\$116,300
70	18	78	\$1,152,500	\$1,113,800	96.64%	\$139,225	\$7,500	\$299,900	661	8	82	8	\$1,041,400	\$993,900	95.44%	\$124,238	\$44,000	\$198,500
110	10	59	\$67,000	\$38,780	57.88%	\$19,390	\$2,500	\$36,280	662	2	24	1	\$49,000	\$47,500	96.94%	\$47,500	\$47,500	\$47,500
120	70	295	\$1,418,700	\$1,273,750	89.78%	\$53,073	\$8,500	\$101,000	710	17	100	7	\$70,500	\$49,250	69.86%	\$7,036	\$1,500	\$13,700
130	2	13	\$72,500	\$60,000	82.76%	\$60,000	\$60,000	\$60,000	720	9	36	4	\$154,100	\$150,830	97.88%	\$37,708	\$7,830	\$60,000
211	38	207	\$2,572,800	\$2,420,570	94.08%	\$100,857	\$13,500	\$189,020	730	5	40	7	\$323,500	\$291,400	90.08%	\$41,629	\$8,000	\$105,500
212	76	358	\$6,383,600	\$6,162,032	96.53%	\$267,914	\$108,000	\$580,000	740	6	34	4	\$376,900	\$350,000	92.86%	\$87,500	\$52,000	\$139,000
213	15	88	\$2,636,400	\$2,515,700	95.42%	\$179,693	\$31,900	\$485,000	810	4	35	1	\$15,900	\$9,000	56.60%	\$9,000	\$9,000	\$9,000
214	49	207	\$1,565,385	\$1,465,232	93.60%	\$183,154	\$115,000	\$284,150	820	15	68	8	\$135,900	\$120,200	88.45%	\$15,025	\$2,500	\$58,000
215	34	168	\$3,239,700	\$2,952,500	91.13%	\$369,063	\$150,000	\$840,000	840	1	20	2	\$108,800	\$101,500	93.29%	\$50,750	\$31,500	\$70,000
220	29	118	\$1,210,200	\$1,123,725	92.85%	\$140,466	\$20,000	\$237,500	850	11	50	3	\$137,050	\$130,400	95.15%	\$43,467	\$9,500	\$99,000
230	5	12	\$264,700	\$239,900	90.63%	\$59,975	\$34,900	\$90,000	860	8	49	3	\$276,300	\$262,500	95.01%	\$87,500	\$79,000	\$101,000
251	31	155	\$2,891,873	\$2,630,680	90.97%	\$119,576	\$7,000	\$450,000	870	13	78	6	\$788,200	\$753,497	95.60%	\$125,583	\$16,000	\$214,997
252	11	32	\$769,500	\$691,900	89.92%	\$138,380	\$32,000	\$330,000	910	21	98	6	\$1,098,500	\$1,041,400	94.80%	\$173,567	\$97,000	\$275,000
253	8	30	\$468,900	\$454,000	96.82%	\$227,000	\$127,000	\$327,000	924	16	88	9	\$1,740,675	\$1,625,100	93.36%	\$180,567	\$56,100	\$531,500
254	1	3	\$122,900	\$120,000	97.64%	\$120,000	\$120,000	\$120,000	925	31	118	22	\$2,588,698	\$2,401,300	92.76%	\$109,150	\$17,000	\$255,000
255	27	104	\$1,447,800	\$1,344,800	92.89%	\$112,067	\$35,000	\$199,000	926	5	38	8	\$1,248,800	\$1,199,895	96.08%	\$149,987	\$118,995	\$181,000
256	2	5	\$289,800	\$279,900	96.58%	\$139,950	\$103,900	\$176,000	927	14	52	5	\$349,600	\$323,269	92.47%	\$64,654	\$43,500	\$79,900
257	10	56	\$1,131,489	\$1,059,500	93.64%	\$151,357	\$60,000	\$312,500	928	10	34	3	\$189,900	\$188,000	99.00%	\$62,667	\$39,500	\$95,000
258	1	5	\$104,000	\$101,000	97.12%	\$101,000	\$101,000	\$101,000	929	11	30	1	\$37,500	\$37,500	100.00%	\$37,500	\$37,500	\$37,500
261	48	266	\$3,501,630	\$3,387,130	96.73%	\$147,267	\$35,000	\$272,800	930	12	61	6	\$547,100	\$527,400	96.40%	\$87,900	\$7,000	\$175,500
262	5	35	\$832,000	\$789,300	94.87%	\$98,663	\$19,000	\$166,500	971	22	109	10	\$82,719	\$81,419	96.45%	\$85,142	\$63,219	\$117,500
263	34	155	\$2,393,770	\$2,289,903	95.66%	\$88,073	\$17,500	\$271,350	972	35	169	12	\$1,123,100	\$1,056,800	94.10%	\$88,067	\$37,000	\$210,500
264	4	23	\$335,800	\$325,400	96.90%	\$108,467	\$59,500	\$150,000	973	26	124	19	\$3,118,400	\$2,943,350	94.39%	\$154,913	\$65,250	\$270,000
265	3	21	\$139,800	\$117,500	84.05%	\$58,750	\$17,500	\$100,000	981	22	108	10	\$2,979,100	\$2,805,000	94.16%	\$280,500	\$89,000	\$510,000
266	5	11	\$41,900	\$41,900	100.00%	\$41,900	\$41,900	\$41,900	982	9	71	6	\$1,237,600	\$1,174,500	94.90%	\$195,750	\$140,000	\$330,000
267	12	59	\$658,700	\$582,400	88.42%	\$97,067	\$37,000	\$201,500	983	21	135	11	\$3,404,300	\$3,120,500	91.66%	\$283,682	\$96,500	\$760,000
268	16	116	\$1,936,900	\$1,840,900	95.04%	\$184,090	\$66,000	\$340,000	984	17	90	7	\$1,731,990	\$1,645,000	94.98%	\$235,000	\$142,500	\$400,000
269	6	32	\$642,200	\$605,000	94.21%	\$151,250	\$82,000	\$189,000	999	90	402	25	\$2,865,300	\$2,703,950	94.37%	\$108,158	\$12,000	\$273,000
270	52	342	\$2,914,359	\$2,685,897	92.16%	\$81,391	\$12,000	\$186,747		1910	9617	881	\$107,149,634	\$100,797,176	94.07%	\$114,412	\$1,400	\$840,000
281	7	49	\$378,140	\$365,587	96.68%	\$91,397	\$39,687	\$205,000										
282	6	40	\$284,200	\$261,400	91.98%	\$87,133	\$72,000	\$97,500										
283	58	230	\$1,522,100	\$1,427,000	93.75%	\$95,133	\$20,000	\$335,000										
290	121	584	\$5,583,227	\$5,124,767	91.79%	\$116,472	\$5,000	\$630,500										
320	32	100	\$93,600	\$90,001	96.15%	\$11,250	\$2,000	\$30,000										
330	33	167	\$610,089	\$540,250	88.55%	\$30,014	\$2,000	\$91,500										
350	15	78	\$864,400	\$809,200	93.61%	\$62,246	\$12,500	\$138,000										
410	10	55	\$79,300	\$77,501	97.73%	\$25,834	\$9,000	\$54,500										
430	2	7	\$139,900	\$134,000	95.78%	\$134,000	\$134,000	\$134,000										
440	14	71	\$454,800	\$432,200	95.03%	\$30,871	\$6,100	\$83,500										
462	11	57	\$461,600	\$448,900	97.25%	\$149,633	\$144,900	\$154,000										
471	28	127	\$1,204,700	\$1,176,800	97.66%	\$106,962	\$64,000	\$231,000										
472	27	124	\$1,440,875	\$1,406,700	97.63%	\$117,225	\$53,000	\$222,000										
473	7	60	\$592,600	\$574,400	96.93%	\$143,600	\$119,000	\$171,500										
481	14	90	\$1,166,400	\$1,104,450	94.69%	\$138,056	\$16,350	\$225,000										
482	17	93	\$1,931,800	\$1,877,550	97.19%	\$117,347	\$49,900	\$242,000										
510	14	56	\$224,250	\$210,000	93.65%	\$35,000	\$4,900	\$170,000										
520	34	216	\$560,700	\$533,724	95.19%	\$24,260	\$2,400	\$115,126										
530	20	131	\$571,500	\$513,803	89.90%	\$51,380	\$2,000	\$108,000										

### OCTOBER 2008 MLS SINGLE-FAMILY SALES SUMMARY

Single-Family Listings	2008		2007		% Change
	2008	1910	2007	2270	
Solds	881	881	940	940	-6.28%
Total List Price	\$107,149,634	\$107,149,634	\$123,880,534	\$123,880,534	-13.51%
Total Sale Price	\$100,797,176	\$100,797,176	\$119,041,228	\$119,041,228	-15.33%
% Sale/List Price	94.07	94.07	96.09	96.09	-2.10%
Median Sales Price	\$95,000	\$95,000	\$110,000	\$110,000	-13.64%
Average Sales Price	\$114,412	\$114,412	\$126,640	\$126,640	-9.66%

# Dayton Area Market Summary - October 2008

## Home Sales Follow Economic Trends

After a September of steady sales, October felt the grip of harder economic times take hold once again. Sales for the month dropped to 881 single-family units, a 6.28% decline compared to October of 2007. October's transactions generated a sales volume of \$100.8 million and an average sale price of \$114,412. This was a 9.6% depreciation in year-over-year comparison. The median sale price was \$95,000, a drop off of 13.6%.

The year-to-date sales figures through October show a total of 9,604 single-family sales at an average sale price of \$128,145. Compared to last years 11,440 sales, this represents a 16% decline in volume and a 5.6% drop in price.

While the continued drop in the local housing market reflects the economic news heard around the country, it should be noted that the Dayton area holds up very well in terms of home values. While other parts of the nation struggle with double digit percentage drops, the Miami Valley has seen relatively small declines. And taking a closer look reveals that a number of communities in this area are fairing pretty well. Beavercreek values are down only 1%, Centerville / Washington Township just 2%, and Englewood posted just under a 3% drop in value year-to-date.

Single-family listings submitted during October totaled 1,910 and brought the year-to-date total to 23,795.

These figures compare to 2,270 listings last October and 25,986 listings from January through October of 2007, figures 15.8% and 8.4% higher than this year's totals.

The overall MLS inventory at month's end was down to 9,617 available single-family homes for sale and represented a supply of 10.9-months based on the pace of sales in October, nearly identical to that of September's 10.8-month supply. This compares to 10, 449 listings and a supply of just over 11 months at the end of October last year.

### October Top 10 MLS Areas

Sales		Dollar Volume	
Area	Homes Sold	Area	Dollar Volume
290	44	212	\$6,162,032
270	33	290	\$5,124,767
263	26	21	\$3,838,200
50	25	261	\$3,387,130
211	24	983	\$3,120,500
120	24	215	\$2,952,500
212	23	973	\$2,943,350
261	23	981	\$2,805,000
10	23	561	\$2,749,053
561	22	270	\$2,685,897

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