



First Quarter, 2010  
Volume 3 , Issue 1

## Member and Affiliate News

**OFFICERS**  
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**Michael Hughes, 1<sup>st</sup> Vice President**  
**Emily DePugh, 2<sup>nd</sup> Vice President**  
**Larry Jones, Treasurer**  
**Clark Jones, Executive Secretary**  
**Ellie Howard, Executive Officer**  
**Telephone: (928) 474-1944**  
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### What You Need to Know:

...Ellie Howard

#### -Upcoming Calendar Dates—

AAR Winter Conference

March 10 - 12, 2010

Prescott Resort

If you are interested in attending you can register at [aaronline.com](http://aaronline.com)

MLS Business meeting is March 2, 2010 in the Board Conference Room. Speaker to be announced.

MLS Pine-Strawberry meetings are 2nd and 4th Tuesdays at Sidewinder's Grill in Pine.

New Member Orientation is Friday, March 12, 2010 in the Board Conference Room.

- Please make note to vote YES on the Home Rule Initiative, in order to ensure funding for essential town services.

- Be on the lookout for the 2nd quarter MLS fees \$120 invoice, which will be emailed to members on March 1, due on April 1, 2010.

- I will be setting up a webinar with NAVICA in March that will be geared to specific concerns. If you have a concern, please email me.

Licensing Fees Schedule, effective February 4, 2010 can be found at [http://www.re.state.az.us/PUBLIC\\_INFO/Documents/Fee\\_Schedule.pdf](http://www.re.state.az.us/PUBLIC_INFO/Documents/Fee_Schedule.pdf)

*"The world has no room for cowards. We must all be ready somehow to toil, to suffer, to die. And yours is not the less noble because no drum beats before you when you go out into your daily battlefields, and no crowds shout about your coming when you return from your daily victory or defeat."*

Robert Louis Stevenson

### AAR Update FYI Key Legislative Issues

HB2450 Water & Wastewater Surcharges, Bill will be heard on 2/16/10.

SB1219 Real Estate Licensee—Bill passed out of committee.

HB2689 ADRE Education Bill in committee.

HB2345 HOA, Condos Fees for Real Estate signs to be disallowed.

HB2451/SB1198 APS Line Extension

HB2786 Private Transfer Fees

SB1176 Apartment Referrals; Finder's Fees



### Education Update

The following Continuing Education classes are scheduled to be held at the CABR classroom:

- ◆ February 19, 9:00 a.m. to NOON, "Surviving Foreclosures (3 hours CE credit, Disclosure)
- ◆ February 19, 1:00 to 4:00 p.m.. "Liabilities Issues" (3 hours CR credit, Legal Issues)  
February 19 Instructor: David Gilpatrick
- ◆ March 29, 9:00 a.m. to NOON, "Quadrennial Ethics"
- ◆ March 29, 1:00 p.m. to 4:00 p.m. "Commissioners Standards"  
March 29 Instructor: Mary Lee Greason
- ◆ April 20, 9:00 a.m. to NOON, "Nitro Pro Organization"
- ◆ April 20, 1:00 p.m. to 4:00 p.m., "Legal Documents"  
April 20 Instructor: Jeff Raskin

## Membership Report January, 2010

CABR MEMBERSHIP		
	Dec 31, 2009	Jan. 31, 2010
ALL MEMBERS	333	314
PRIMARY MEMBERS	200	192
SECONDARY MEMBERS	86	78
APPRAISERS	28	28
OTHER AFFILIATES	19	16

The decline in membership this first quarter is much less than the decline we experienced at this time last year.

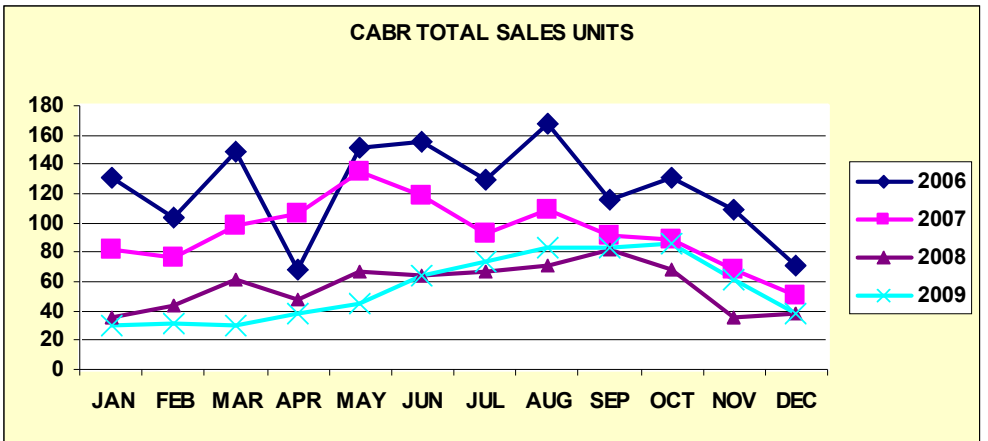
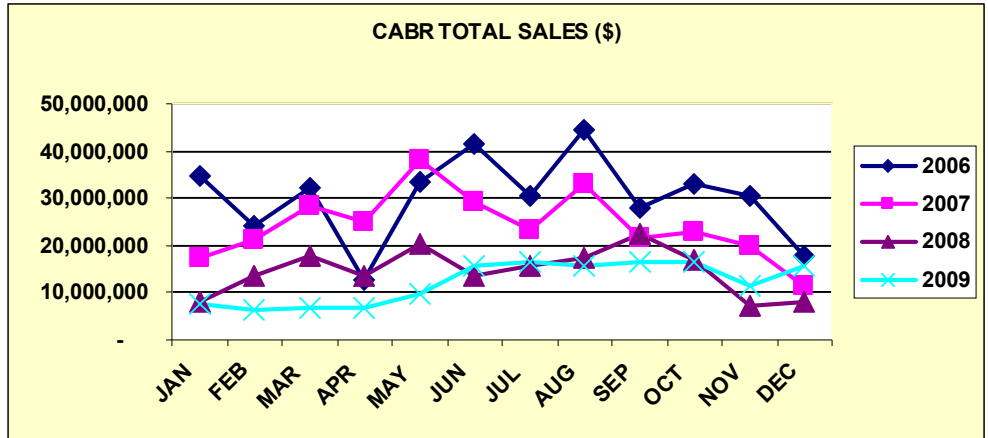
Your perseverance and commitment to Rim Country real estate and to CABR is reflected in our membership totals. Now more than ever, we are grateful for your continuing efforts toward our collective success.

## Fourth Quarter 2009 Rim Country Market Review

The tenacity of Rim Country REALTORS® was evident in the last quarter of 2009. Total dollar sales for the quarter surpassed sales for the last quarter of 2008 by almost \$11.5 million. Units sold also increased dramatically with 223 units sold in the last 3 months of 2009 vs. 142 units during the same time in 2008. For the year 2009, Rim Country market sales totaled almost \$147.0 million, a 15% decline from \$174.8 million in 2008. With total units sold in 2009 of 709, up from 683 in 2008, we can clearly see the effect of lower prices overall.

December, 2009 results were especially strong, with \$15.7 million in total MLS sales, almost double that for December, 2008, and far surpassing the \$11.4 million sold in December, 2007. So far in 2010, January Sales are on par with those of January, 2009 and January, 2008 with 31 units totaling \$7.5 million sold.

These results coincide with the improvement in sales and decline in average prices reported nationally. Average sales figures do not reveal the true extent of the decline because they do not take into account price reductions over time, and the change



in the mix of properties that are selling. As Ray Pugel, DB at Coldwell Banker Bishop Realty, aptly noted in his recent *Payson Roundup* article, a source of optimism lies in the declining number of listings which should signal, "the return to a more stable real estate market".

### NAVICA NOTICES

A Training "Webinar" will be scheduled for March. Date and time will be announced via email.

Modifications are being implemented for new forms available as Zip Forms on NAVICA should be completed by the end of March.

All members are encouraged to use the Live Chat in NAVICA. It is a fast and easy way to get answers. After your Live Chat session, you can print out your chat and retain the information for future reference. Live Chat is available on NAVICA Monday through Friday 8 AM to 5 PM, Eastern Standard Time, so go ahead and logon with your questions early.

*Make This Room the Place for Your Next Meeting!*

- ◆ Seating for 50 people, with tables.
- ◆ Audio/Visual Equipment
- ◆ Internet
- ◆ Kitchen



**Conference Room**

**CALL 928-474-1944 to reserve this space.**



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