



SOUTHERN REGION

Eagle's Edition

Celebrating 50 Years of Real Estate Excellence



June 2016

EXPERIENCE EXCELLENCE®

SEE YOU AT THE TOP!

By Zig Ziegelman
CRB CRS GRI ABR SFR SRES



Summer is here and school is out. It is a mixed blessing having the children home for the summer. As I travel throughout the Region and talk to Brokers throughout United States the theme I hear is real estate is changing. Throughout my career of over 40 years in the business that one thing has been constant, there have been changes.

But it's my belief as much as it changes it "Remains the Same". It is about relationship building and helping people achieve their goals and dreams in their ever-changing demands for housing. No matter what the technical improvements may be, there will always the need to build relationships.

As it's been said many times by many people; if you can find a way to help somebody get what they need in life you will be very successful and others will seek you out because of your willingness to be helpful to others.

My challenge to you during the summer is to meet as many new people as you can and to stay in contact with the people that you have helped in the past and check in with them to see if you can help them in any way. We hope you enjoy the summer and spend time with your family during the upcoming months.

Many state conventions will be held between now and November I have found them to be helpful and informative for building a real estate career. It is my plan to attend all of these meetings and gain as much information as I can. Hope to see you all there! Have a great month!

See you at the top!

Please Welcome our Newest Member to the Realty Executives Family-Ricardo Pires



Ricardo Pires is a 4th degree Black Belt in Brazilian Jiu-Jitsu and has dedicated more than half of his life to Jiu-Jitsu. He has a vast experience in teaching Brazilian Jiu-Jitsu and MMA. Professor Ricardo started his career with Professor Marcos Soares back in 1978, at the world famous Grand Master Carlson Gracie academy. Professor Ricardo was awarded his black belt from Sergio Penha, who trains under Grand Master Osvaldo Alves, who is one of the few red belts and one of the most respected instructors in Brazil. Professor Ricardo became part of the Gracie Barra family when he was invited to train with Professor Jefferson Moura at the prestigious Gracie Barra Headquarters in Rio de Janeiro back in 2007.

Professor Ricardo is the founder of the famous Las Vegas Combat Club and was the first Brazilian black belt in Las Vegas in 1998. It is there that Ricardo discovered Realty Executives and was very impressed with what Realty Executives was doing in Las Vegas. From that time to today Ricardo has desired to have his own Realty Executives real estate Company. After moving to Ft. Lauderdale, Ricardo contacted the Region and from those initial discussions formed a wonderful relationship. Ricardo has been very successful in everything he has set his mind to do and this will be no exception. He has been a very successful business man and learned the real estate profession not only through Realty Executives in Las Vegas but as a sales associate with Coldwell Banker. He will be opening his office very soon and we look forward to wonderful things happening in the Ft Lauderdale marketplace.

Professor Ricardo's career as a coach in the UFC is astonishing. He participated in more than 36 corner's in his profile, including the dispute for and winning, the most important title in the Mixed Martial Arts World: the UFC Heavyweight Championship. Ricardo is a Champion at all he sets his focus upon. Ricardo is a multiple-time Pan American Champion, Brazilian National Champion, Rio de Janeiro State Champion and Abu Dhabi Combat Club (ADCC) trials runner-up.

Ricardo now resides in Florida, where he runs the Gracie Barra Fort Lauderdale academy, and will soon be a Champion Broker/Owner having his own Realty Executives office.

Congratulations Everyone!!!

Ranking is determined on "actual" gross commission closed through May 2016. Congratulations to these Outstanding Executives who have achieved an Award Level in the first five months of 2016!!! For those of you who achieved 100% Club or higher in just five months of closed business – Congratulations **Sharon Bailey** for achieving the Double Diamond Award - Outstanding Job!!! Congratulations Everyone!

Double Diamond Award

1	Sharon Bailey	Knoxville
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Diamond Award

1	Sally Love	The Villages	3	Jeff Funk	Central Florida
2	Debra Whaley	Knoxville			

100% Club Award

1	Kathy Abruzzo	The Villages	22	Mel Bernstein	Lake Mary
2	Tammy Garber	Knoxville	23	Kerry Queener	Knoxville
3	Jon Brock	Knoxville	24	Caroleanne Vorac	Seminole
4	Aaron Fowler	Knoxville	25	Vickie Ricker	Greeneville
5	Debaran Hughes	Knoxville	26	Ashley Finney	Knoxville
6	Nancy Alley	Knoxville	27	Ted Fisher	Knoxville
7	Cindy Wise	The Villages	28	Carrie Dougherty	Knoxville
8	Lillian Sung	Virginia Beach	29	Scott Tomlinson	Clearwater
9	Jay Blevins	Knoxville	30	Jeanne Dukes	Knoxville
10	Beth Pankratz	Knoxville	31	Christine Sparks	Knoxville
11	Cole Edwards	Knoxville	32	Beth Ann Ackerman	Seminole
12	Tyler Fogarty	Knoxville	33	Randy Susong	Knoxville
13	Joe Fox	Knoxville	34	Sherry Paul	Knoxville
14	Scott Shippy	Savannah	35	David Roberts	Knoxville
15	John Porta	The Villages	36	Cheryl Hatfield	Knoxville
16	Ray Gaudet	Knoxville	37	Vicki Everbach	Knoxville
17	Kriston Wilson	Knoxville	38	Sherry Zirakdjou	Lake Mary
18	David DiGioia	Cornelius	39	Mary Grant	The Villages
19	Nikitia Thompson	Knoxville	40	Angela Cody	Knoxville
20	Nicholas Nicaud	Knoxville	41	Mark Foust	Knoxville
21	Amy King	Knoxville			

Gold *EXECUTIVE* Award

1	Dave Moore	Knoxville	19	Leslie Rotella	Knoxville
2	Tom Hughes	Knoxville	20	Jeff Larue	Knoxville
3	Wanda Hendryx	Seymour	21	Forrest Murphy	Seminole
4	Terri Kerr	Knoxville	22	Emily Page Pratt-Miller	Knoxville
5	Mark Murphy	Seminole	23	Denny Koontz	Knoxville
6	Quint Bourgeois	Knoxville	24	Amy Goodlett	Knoxville
7	Jackie Mills	Knoxville	25	Linda Ritchie Royal	Virginia Beach
8	Donna Bailey	Knoxville	26	Andrea Spires	Johnson City
9	Mike Hicks	Knoxville	27	Heather Pourchot	Seminole
10	Lisa Hagerman	Knoxville	28	Kathryn Knowles	Lake Mary
11	Gary Koontz	Knoxville	29	Pete McClain Jr.	Knoxville
12	Dick Brower	Knoxville	30	Kala DiCiero	Virginia Beach
13	Amy Schlosser	Knoxville	31	Bo Caldwell	Knoxville
14	Jeffrey Jones	Clearwater	32	Robin Myrick	Knoxville
15	Lynn Waters	Knoxville	33	Pam Morgan-Robertson	Knoxville
16	Daniel Parker	Knoxville	34	Dana Webb-Sims	Knoxville
17	Noel Gilbreath	Knoxville	35	Ray Cooper	Knoxville
18	Andrew Sharits	Knoxville	36	Julie Haines	The Villages

Silver *EXECUTIVE* Award

1	Chris Spencer	Hickory	19	Tish Hickman	Knoxville
2	Angie Gibson	Knoxville	20	Penny Lawrence	Lake Mary
3	Team LaPoint	Orlando	21	Lambdin Freeman	Seminole
4	Donna Bosze	Virginia Beach	22	Michael Klanot	Sarasota
5	Kim Miller	Knoxville	23	Karol Clark	The Villages
6	Doyle Webb	Knoxville	24	Melissa Anderson	Knoxville
7	Kim & Mark Harrington	Lake Mary	25	Gary Lenderman	Knoxville
8	Jeanne Duncan	Knoxville	26	Laura Harrison	Seminole
9	Laura Jensen	The Villages	27	Kathy Caylor	Knoxville
10	Frank Weiskopf	Knoxville	28	Laszlo Kovacs	Sarasota
11	Elizabeth Hamil	Knoxville	29	Bunky Doxsee	The Villages
12	Timothy Hathaway	Knoxville	30	Barbara Lowry	Knoxville
13	Jason Fulmer	Central Florida	31	April Winters	Central Florida
14	Wesley Shotwell	Knoxville	32	Christian Merrill	Knoxville
15	Steve Amburgey	Central Florida	33	Hope Davis	Knoxville
16	Carol Goodwin	Johnson City	34	Maurice Natour	Knoxville
17	Don Taylor	Seminole	35	Furman Burt	Winston-Salem
18	Brian Shelby	Knoxville	36	Jackie Price	Knoxville

37	Martha Hancock	Knoxville	50	Anne Barrier	Hickory
38	Lindsay Dicus-Harrison	Seminole	51	Daniel Green	Knoxville
39	Lisa Axley	Knoxville	52	Lois Leonard	Hickory
40	Douglas Ewell	Knoxville	53	Kara Edenfield	Knoxville
41	Karen George	Knoxville	54	Judy Brewton	Knoxville
42	Lisa Vineyard	Knoxville	55	Peggy Schaefer	The Villages
43	Pamela Zibell	Clearwater	56	Jim Umstead	Central Florida
44	Yvonnca Landes	Knoxville	57	Kay Winefordner	Sarasota
45	Alvin Sanders	Savannah	58	Margaret McGuiness	Knoxville
46	Malloy Team	Clearwater	59	Mike Murphy	Seminole
47	Nick Calvert	Virginia Beach	60	Keith Allison	Knoxville
48	Linda Mieczkowski	Central Florida	61	Beth Larson	Savannah
49	Lisa McCurry	Knoxville	62	Jamie Seal	Knoxville

Rankings are determined on "estimated" gross commission closed by the end of 2016. It is wonderful to see so many Executives on track to achieve either a higher award level or qualify for an award during the year. Congratulations Everyone!

Pinnacle Award

1	Sharon Bailey	Knoxville	2	Sally Love	The Villages
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Double Diamond Award

1	Debra Whaley	Knoxville	3	Kathy Abruzzo	The Villages
2	Jeff Funk	Central Florida			

Diamond Award

1	Tammy Garber	Knoxville	14	John Porta	The Villages
2	Jon Brock	Knoxville	15	Ray Gaudet	Knoxville
3	Aaron Fowler	Knoxville	16	Kriston Wilson	Knoxville
4	Debaran Hughes	Knoxville	17	David DiGioia	Cornelius
5	Nancy Alley	Knoxville	18	Nikitia Thompson	Knoxville
6	Cindy Wise	The Villages	19	Nicholas Nicaud	Knoxville
7	Lillian Sung	Virginia Beach	20	Amy King	Knoxville
8	Jay Blevins	Knoxville	21	Mel Bernstein	Lake Mary
9	Beth Pankratz	Knoxville	22	Kerry Queener	Knoxville
10	Cole Edwards	Knoxville	23	Caroleanne Vorac	Seminole
11	Tyler Fogarty	Knoxville	24	Vickie Ricker	Greeneville
12	Joe Fox	Knoxville	25	Ashley Finney	Knoxville
13	Scott Shippy	Savannah	26	Ted Fisher	Knoxville

27	Carrie Dougherty	Knoxville	32	Randy Susong	Knoxville
28	Scott Tomlinson	Clearwater	33	Sherry Paul	Knoxville
29	Jeanne Dukes	Knoxville	34	David Roberts	Knoxville
30	Christine Sparks	Knoxville	35	Cheryl Hatfield	Knoxville
31	Beth Ann Ackerman	Seminole			

100% Club Award

1	Vicki Everbach	Knoxville	36	Bo Caldwell	Knoxville
2	Sherry Zirakdjou	Lake Mary	37	Robin Myrick	Knoxville
3	Mary Grant	The Villages	38	Pam Morgan-Robertson	Knoxville
4	Angela Cody	Knoxville	39	Dana Webb-Sims	Knoxville
5	Mark Foust	Knoxville	40	Ray Cooper	Knoxville
6	Dave Moore	Knoxville	41	Julie Haines	The Villages
7	Tom Hughes	Knoxville	42	Chris Spencer	Hickory
8	Wanda Hendryx	Seymour	43	Angie Gibson	Knoxville
9	Terri Kerr	Knoxville	44	Team LaPoint	Orlando
10	Mark Murphy	Seminole	45	Donna Bosze	Virginia Beach
11	Quint Bourgeois	Knoxville	46	Kim Miller	Knoxville
12	Jackie Mills	Knoxville	47	Doyle Webb	Knoxville
13	Donna Bailey	Knoxville	48	Kim & Mark Harrington	Lake Mary
14	Mike Hicks	Knoxville	49	Jeanne Duncan	Knoxville
15	Lisa Hagerman	Knoxville	50	Laura Jensen	The Villages
16	Gary Koontz	Knoxville	51	Frank Weiskopf	Knoxville
17	Dick Brower	Knoxville	52	Elizabeth Hamil	Knoxville
18	Amy Schlosser	Knoxville	53	Timothy Hathaway	Knoxville
19	Jeffrey Jones	Clearwater	54	Jason Fulmer	Central Florida
20	Lynn Waters	Knoxville	55	Wesley Shotwell	Knoxville
21	Daniel Parker	Knoxville	56	Steve Amburgey	Central Florida
22	Noel Gilbreath	Knoxville	57	Carol Goodwin	Johnson City
23	Andrew Sharits	Knoxville	58	Don Taylor	Seminole
24	Leslie Rotella	Knoxville	59	Brian Shelby	Knoxville
25	Jeff Larue	Knoxville	60	Tish Hickman	Knoxville
26	Forrest Murphy	Seminole	61	Penny Lawrence	Lake Mary
27	Emily Page Pratt-Miller	Knoxville	62	Lambdin Freeman	Seminole
28	Denny Koontz	Knoxville	63	Michael Klanot	Sarasota
29	Amy Goodlett	Knoxville	64	Karol Clark	The Villages
30	Linda Ritchie Royal	Virginia Beach	65	Melissa Anderson	Knoxville
31	Andrea Spires	Johnson City	66	Gary Lenderman	Knoxville
32	Heather Pourchot	Seminole	67	Laura Harrison	Seminole
33	Kathryn Knowles	Lake Mary	68	Kathy Caylor	Knoxville
34	Pete McClain Jr.	Knoxville	69	Laszlo Kovacs	Sarasota
35	Kala DiCiero	Virginia Beach	70	Bunky Doxsee	The Villages

71	Barbara Lowry	Knoxville	107	Francis Pierce	The Villages
72	April Winters	Central Florida	108	Sharon Brookshire	Savannah
73	Christian Merrill	Knoxville	109	Vicki Glardon	Knoxville
74	Hope Davis	Knoxville	110	Rusty Ensor	Knoxville
75	Maurice Natour	Knoxville	111	Susan Calabrese	Knoxville
76	Furman Burt	Winston-Salem	112	Tammie Hill	Knoxville
77	Jackie Price	Knoxville	113	Betty Cooper	Knoxville
78	Martha Hancock	Knoxville	114	Jana Webb	Knoxville
79	Lindsay Dicus-Harrison	Seminole	115	Julie Hash Spivey	Knoxville
80	Lisa Axley	Knoxville	116	Phyllis Edington	Knoxville
81	Douglas Ewell	Knoxville	117	Steven Hardison	Knoxville
82	Karen George	Knoxville	118	Janie Diggs	Hinesville
83	Lisa Vineyard	Knoxville	119	Matt Craft	Knoxville
84	Pamela Zibell	Clearwater	120	Thomas Jostes	Knoxville
85	Yvonnca Landes	Knoxville	121	Kathy Hersh	Virginia Beach
86	Alvin Sanders	Savannah	122	Ellie Howe	Knoxville
87	Malloy Team	Clearwater	123	Pam Washko	Central Florida
88	Nick Calvert	Virginia Beach	124	Marcee Blackmon	Knoxville
89	Linda Mieczkowski	Central Florida	125	Hector Gomez	Sarasota
90	Lisa McCurry	Knoxville	126	Bill Morton	Knoxville
91	Anne Barrier	Hickory	127	Ryan Fogarty	Knoxville
92	Daniel Green	Knoxville	128	Jerry Headrick	Knoxville
93	Lois Leonard	Hickory	129	Cal Cundiff	Clearwater
94	Kara Edenfield	Knoxville	130	Carlton Purvis	Watkinsville
95	Judy Brewton	Knoxville	131	William Long	Knoxville
96	Peggy Schaefer	The Villages	132	Debbie Gibson	Johnson City
97	Jim Umstead	Central Florida	133	Charles Fethe	Knoxville
98	Kay Winefordner	Sarasota	134	Eddie Perry	Maynardville
99	Margaret McGuiness	Knoxville	135	Julie Hedges	Johnson City
100	Mike Murphy	Seminole	136	Joe Massot	Lake Mary
101	Keith Allison	Knoxville	137	Donald Batho	Knoxville
102	Beth Larson	Savannah	138	Mary King	Knoxville
103	Jamie Seal	Knoxville	139	Kim Litton	Knoxville
104	Jennifer Honeycutt	Knoxville	140	Steve Davis	Knoxville
105	Susan Clouse	Johnson City	141	Larry Spann	Mount Dora
106	Robert Sabrkhani	Lake Mary	142	Stephanie Wilson	Knoxville

Gold *EXECUTIVE* Award

1	Kim Oliver	Hickory	5	Donna Martin	Knoxville
2	Lois Bonacci	Lake Mary	6	Linda Meese	Knoxville
3	Carolyn Bolden	Hickory	7	Marian Henry	Clearwater
4	Elizabeth Clark	Knoxville	8	John Hurst	Virginia Beach

9	Elizabeth Frank	Hickory	43	Pamela Owen	Knoxville
10	Yolanda Pfiefer	Virginia Beach	44	Tammy Gerdts	Kingsport
11	Dog Gone Good Team	The Villages	45	Tom Aubry	Knoxville
12	Angela Lloyd	Knoxville	46	Mary Crawford	Melbourne
13	Mary Kidwell	Knoxville	47	Pat Serafino	The Villages
14	Steven Doty	Knoxville	48	Jennifer Gonzalez	Lake Mary
15	Sandy Black	Seminole	49	Sam Daugherty	Knoxville
16	Lisa Esposito	The Villages	50	Rodney Atkinson	Lake Mary
17	Todd Hill	Cornelius	51	Mary Butler	Seminole
18	Jim Grider	The Villages	52	Stephen Smith	Knoxville
19	Teresa Hensley	Hickory	53	Adam Sharp	Knoxville
20	Randy Temple	Knoxville	54	Chip Huber	Knoxville
21	Chris Barnes	Knoxville	55	Ron Parkinson	Knoxville
22	Susan Nelson	The Villages	56	Teresa Rogers	Johnson City
23	Anna Harlan	Knoxville	57	John Gorry	The Villages
24	Tom Morris	Knoxville	58	Paul Meise	Virginia Beach
25	Terrie Senecal	Lake Mary	59	John Melton	Knoxville
26	Matt Herrick	Virginia Beach	60	Jill Piercy	Johnson City
27	Jim Van Ostran	The Villages	61	Jill Dyer	Knoxville
28	Tom Whitten	Savannah	62	Susan Caruana	Virginia Beach
29	Karla Mason	The Villages	63	Nikitia Thompson	Knoxville
30	Pam Lovett	Hinesville	64	Randall Middleton	Clearwater
31	Ruyam Rushing	Seminole	65	Cynthia Stansberry	Knoxville
32	Ginger Jarvis	Central Florida	66	Beckie Colvin	Knoxville
33	John Mansker	Lake Mary	67	Michelle Blades	Key West
34	Michael Cameron	Knoxville	68	Ron Clark	Virginia Beach
35	Terry Goodson	Knoxville	69	Elisabeth Bennett	Knoxville
36	Bev Shive	The Villages	70	Ryan Freeman	Hickory
37	Theodore Ciske	Clearwater	71	Donna Tallent	Knoxville
38	Trudi Johnson	Knoxville	72	Bill Cox	Hickory
39	Darrell Moore	Virginia Beach	73	Judy Rowley	The Villages
40	Dawn Kilby	Hickory	74	Mitzi Brown	Seymour
41	Linda Bell	Virginia Beach	75	Adam Collins	Maynardville
42	Paula Spartz Sanders	Virginia Beach			

Silver *EXECUTIVE* Award

1	Johnny Weston	Knoxville	5	Henry Fennell	Knoxville
2	Richard Crabtree	Clearwater	6	Carl Knudsen	Savannah
3	Jordan Coleman	Knoxville	7	Glenda Wilson	Lenoir
4	Christine DiRienzo	Central Florida	8	Melissa Williams	Knoxville

9	Katherine Phelps	Knoxville	52	Brad Knuth	Central Florida
10	William Furlong	Knoxville	53	Liz Dietrich	The Villages
11	Brian Howard	Knoxville	54	Barbara Everett	Knoxville
12	Milford Leedy	The Villages	55	John Mier	Knoxville
13	Sonya Dodd	Knoxville	56	Robin Skeen	Knoxville
14	Audra Christian	Seminole	57	Jin Harmon	Knoxville
15	Diane Martin	Clarksville	58	Pam Raymond	Seminole
16	Pam Zachary	Knoxville	59	Doyle Hensley	Knoxville
17	Sandy Jones	Knoxville	60	Kim Bartlett	Knoxville
18	Cissie Smith	The Villages	61	Carol Youkey	The Villages
19	Kim Pichiarella	Knoxville	62	Aleex Conner	Knoxville
20	James McBride	Knoxville	63	Nathan Piotrowski	The Villages
21	Nancy Britton	The Villages	64	Pat McGill	Knoxville
22	Alan Long	Hickory	65	Gidget Jackson	Marathon
23	Kelly Bolden	Hickory	66	Mac Tobler	Knoxville
24	Barry Smith	Knoxville	67	Jeff Bales	Knoxville
25	Stacey Brandau	Knoxville	68	Barbara Glover	Virginia Beach
26	Becky Hale	Johnson City	69	Kimberly Hollin	Knoxville
27	Leah Woodruff	Knoxville	70	Sherry Price	Knoxville
28	Susie Finley	Virginia Beach	71	Kenneth Kirby	Knoxville
29	Mandy Hembree	Knoxville	72	Steve Clouse	Johnson City
30	Kim Douglas	Knoxville	73	Phyllis Harrison	Bristol
31	Joe Davis	Knoxville	74	Sandra Loveday	Knoxville
32	Michael Veri	Ocala	75	Frank Melino	The Villages
33	Gina Jenkins	Hickory	76	Jeanna Penton	Knoxville
34	Karen Robertson	Knoxville	77	Megan Stansbury	Knoxville
35	Alice Pigott	Knoxville	78	Steve Hill	Knoxville
36	Jade Isenhour	Hickory	79	Ron Gregory	Virginia Beach
37	William Gallaher	Knoxville	80	Stephen Goodson	Knoxville
38	Glenn Stein	Ocala	81	Joshua Cole	Knoxville
39	Jean Tavenner	Knoxville	82	Casey Stooksbury	Knoxville
40	Wendell Turner	Virginia Beach	83	Matthew Thomas	Knoxville
41	Debbie McBee	Knoxville	84	Janice Loveday	Knoxville
42	Dick Cutler	Knoxville	85	Susan Hicks	Knoxville
43	Rhonda Lyles	Knoxville	86	Herbert Helton	Knoxville
44	Linda Weir	Knoxville	87	Janet McGlohn	Knoxville
45	Lauren Arch	The Villages	88	Brenda Albert	Knoxville
46	Dave Bolton	Central Florida	89	Julie Koontz	Knoxville
47	Tom Fethe	Knoxville	90	Michael Pruitt	Bristol
48	Cheryl Good	Central Florida	91	Shashi Dhingra	Knoxville
49	Michael Post	Orlando	92	Stephanie Scarbrough	Knoxville
50	Linda Mabry	The Villages	93	Dee Gavin	Virginia Beach
51	Maureen Citarello	Seminole	94	Jenna Proffit	Lenoir

95 Terri Flynn
96 Marsha Barr

Central Florida
Knoxville

97 Mark Bissell
98 Tim Cogburn

Knoxville
Knoxville

EXECUTIVE MARKETING UPDATE

By Ken Durkee



Congratulations to those Executives who closed five or more sides in the month of May 2016. This is remarkable! Congratulations to all Executives who continue to do outstanding production! Here are the names of the Executives and their companies' names.

TENNESSEE

Debbie Gibson	7 sides	REALTY EXECUTIVES Johnson City
Wanda Hendrix	5 sides	REALTY EXECUTIVES Advantage-Seymour
Vickie Ricker	5 sides	REALTY EXECUTIVES East Tennessee Realtors

NORTH CAROLINA

Steve Johnston	7 sides	REALTY EXECUTIVES Triad-Greensboro
Lois Leonard	11 sides	REALTY EXECUTIVES Hickory
Gina Jenkins	9 sides	REALTY EXECUTIVES Hickory
Glenda Wilson	7 sides	REALTY EXECUTIVES Lenoir
David DiGioia	11 sides	REALTY EXECUTIVES Unlimited-Cornelius
Todd Hill	5 sides	REALTY EXECUTIVES Unlimited-Cornelius

FLORIDA

Cindy Wise	6 sides	REALTY EXECUTIVES in The Villages
Sally Love	17.5 sides	REALTY EXECUTIVES in The Villages
JP Porta	7 sides	REALTY EXECUTIVES in The Villages
Julie Haines	5 sides	REALTY EXECUTIVES in The Villages
Kim & Mark Harrington	5 sides	REALTY EXECUTIVES Seminole-Lake Mary
Sherry Zirakdjou	5 sides	REALTY EXECUTIVES Seminole-Lake Mary
Jen Dollar	5 sides	REALTY EXECUTIVES Seminole-Lake Mary

GEORGIA

Carlton Purvis	7 sides	REALTY EXECUTIVES Purvis Realty-Athens
Alvin Sanders	7 sides	REALTY EXECUTIVES Coastal Empire-Savannah
Scott Shippy	7 sides	REALTY EXECUTIVES Coastal Empire-Savannah

National Association of REALTORS Industry Update Excerpts!

Existing-Home Sales Grow 1.8 Percent in May; Highest Pace in Over Nine Years

WASHINGTON (June 22, 2016) — Existing-home sales sprang ahead in May to their highest pace in almost a decade, while the uptick in demand this spring amidst lagging supply levels pushed the median sales price to an all-time high, according to the National Association of Realtors®. All major regions except for the Midwest saw strong sales increases last month.

Total existing-home sales are now up 4.5 percent from May 2015 (5.29 million) and are at their highest annual pace since February 2007 (5.79 million).

Lawrence Yun, NAR chief economist, says the primary driver in the increase in sales is more homeowners realizing the equity they've accumulated in recent years and finally deciding to trade-up or downsize," he said. "With first-time buyers still struggling to enter the market, repeat buyers using the proceeds from the sale of their previous home as their down payment are making up the bulk of home purchases right now."

Adds Yun, "sales have the potential to mostly maintain their current pace through the summer." Surpassing the peak median sales price set last June (\$236,300), the median existing-home price for all housing types in May was \$239,700, up 4.7 percent from May 2015 (\$228,900). May's price increase marks the 51st consecutive month of year-over-year gains.

Total housing inventory at the end of May rose 1.4 percent to 2.15 million existing homes available for sale, but is still 5.7 percent lower than a year ago (2.28 million). Unsold inventory is at a 4.7-month supply at the current sales pace, which is unchanged from April.

"Existing inventory remains subdued throughout much of the country and continues to lag even last year's deficient amount," adds Yun. "While new home construction has thankfully crept higher so far this year, there's still a glaring need for even more, to help alleviate the supply pressures that are severely limiting choices and pushing prices out of reach for plenty of prospective first-time buyers." The share of first-time buyers was 30 percent in May, down from 32 percent both in April and a year ago.

According to Freddie Mac, the average commitment rate ([link is external](#)) for a 30-year, conventional, fixed-rate mortgage inched backward from 3.61 percent in April to 3.60 percent in May, which is the lowest since May 2013 (3.54 percent). The average commitment rate for all of 2015 was 3.85 percent.

Properties typically stayed on the market for 32 days in May (39 days in April), which is below a year ago (40 days) and the shortest time since NAR began tracking in May 2011. Short sales were on the market the longest at a median of 103 days in May, while foreclosures sold in 51 days and non-distressed homes took 30 days. Forty-nine percent of homes sold in May were on the market for less than a month — the highest percentage since NAR began tracking.

Earlier this month, NAR released a new survey looking at the home buying opportunities of student debt borrowers who are current in their repayment. The findings affirmed the notion that repaying student debt is a contributing factor to the low homeownership rate among young adults and the underperforming share of first-time buyers. Nearly three-quarters of non-homeowners in the survey believed that their student debt is delaying them from buying a home, with most of them citing not being able to save for a down payment as the primary reason.

It's important that mortgage underwriting guidelines related to student loan debt are standardized and do not impair homeownership opportunities."

All-cash sales were 22 percent of transactions in May, down from both 24 percent in April and a year ago. Individual investors, who account for many cash sales, purchased 13 percent of homes in May, unchanged from April and down from 14 percent a year ago. Sixty-three percent of investors paid cash in May.

Distressed sales — foreclosures and short sales — declined to 6 percent of sales in May, down from 7 percent in April and 10 percent a year ago. Five percent of May sales were foreclosures and 1 percent were short sales. Foreclosures sold for an average discount of 12 percent below market value in May (17 percent in April), while short sales were discounted 11 percent (10 percent in April).

Single-family and Condo/Co-op Sales

Single-family home sales increased 1.9 percent to a seasonally adjusted annual rate of 4.90 million in May from 4.81 million in April, and are now 4.7 percent higher than the 4.68 million pace a year ago. The median existing single-family home price was \$241,000 in May, up 4.6 percent from May 2015.

Existing condominium and co-op sales rose 1.6 percent to a seasonally adjusted annual rate of 630,000 units in May from 620,000 in April, and are now 3.3 percent above May 2015 (610,000 units). The median existing condo price was \$229,600 in May, which is 6.0 percent above a year ago.

Regional Breakdown

May existing-home sales in the South expanded 4.6 percent to an annual rate of 2.28 million in May, and are now 6.5 percent above May 2015. The median price in the South was \$211,500, up 5.9 percent from a year ago.

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