



SOUTHERN REGION

Eagle's Edition

Celebrating 50 Years of Real Estate Excellence



April 2017

EXPERIENCE EXCELLENCE®

SEE YOU AT THE TOP!

By Zig Ziegelman
CRB CRS GRI ABR SFR SRES



North Carolina Midyear Legislative Meeting and Trade Show

We recently attended the North Carolina Midyear Legislative Meeting and Trade Show in Raleigh. It was exciting to see we were the only real estate franchise represented at the event. Our members from Hickory dropped by to say hello. It was wonderful see them at

the booth.

It is our desire to WAVE the banner as often as we can at all state Realtor gatherings. We will be attending as many of the state Realtor gatherings as possible to show our competitors that we are here to support our members whenever possible.

We gathered a tremendous amount of insight on what is occurring in our industry and the direction it is heading. Booth space was limited however we were able to make a strong presence. Here is how our space looked at the event even though provided space was limited.

"SEE YOU AT THE TOP"



Congratulations Everyone!!!

Ranking is determined on "actual" gross commission closed through March 2017. Congratulations to these Outstanding Executives who achieved an Award Level in March; Congratulations **Debaran Hughes** for achieving the Diamond Award!!!

Diamond Award

Debaran Hughes

Knoxville

100% Award

1	Kathy Abruzzo	The Villages, FL	8	Nicholas Nicaud	Knoxville
2	Jeanne Duncan	Knoxville	9	Laszlo Kovacs	Sarasota, FL
3	Sharon Bailey	Knoxville	10	Lisa Hagerman	Knoxville
4	Debra Whaley	Knoxville	11	Kriston Wilson	Knoxville
5	Jay Blevins	Knoxville	12	Tammy Garber	Knoxville
6	Sally Love	The Villages, FL	13	Sherry Zirakojou	Lake Mary, FL
7	Kerry Queener	Knoxville			

Gold Executive Award

1	Dave Moore	Knoxville	12	Aaron Fowler	Knoxville
2	Noel Gilbreath	Knoxville	13	Jeanne Dukes	Knoxville
3	Beth Pankratz	Knoxville	14	Quint Bourgeois	Knoxville
4	Tom Hughes	Knoxville	15	Kathryn Knowles	Lake Mary, FL
5	Jon Brock	Knoxville	16	Linda Sears and John Mello	The Villages, FL
6	Bo Caldwell	Knoxville	17	Sandy Jones	Knoxville
7	Ray Gaudet	Knoxville	18	Nikitia Thompson	Knoxville
8	Mary Crawford	Melbourne, FL	19	Leslie Rotella	Knoxville
9	Wanda Hendryx	Seymour, TN	20	Kim Miller	Knoxville
10	Cindy Wise	The Villages, FL	21	Donna Bailey	Knoxville
11	Rebecca Fritschie	Knoxville			

Silver Executive Award

1	Tyler Fogarty	Knoxville	5	Jackie Mills	Knoxville
2	Joe Fox	Knoxville	6	Jeff Larue	Knoxville
3	Dick Brower	Knoxville	7	Thomas Jostes	Knoxville
4	Gary Koontz	Knoxville	8	Judy Brewton	Knoxville

9	Nidia Saba	Central Florida	20	Jesus Garcia	Lake Mary, Fl
10	Lois Bonacci	Lake Mary, Fl	21	Karen George	Knoxville
11	Wendy Hoffman	Clearwater	22	Elizabeth Hamil	Knoxville
12	Amy King	Knoxville	23	Dayse Grillo	Central Florida
13	Pam Morgan-Robertson	Knoxville	24	Mike Owens	Knoxville
14	Furman Burt	Winston Salem, NC	25	Ashley Finney	Knoxville
15	Mel Bernstein	Lake Mary, Fl	26	Sherry Paul	Knoxville
16	Amy Schlosser	Knoxville	27	Todd Hill	Cornelius NC
17	Forrest Murphy	Seminole	28	Cissie Smith	The Villages, Fl
18	Cathy Delorenzo	Seminole	29	Maurice Natour	Knoxville
19	Wesley Shotwell	Knoxville	30	Laura Jensen	The Villages, Fl

Below is the award level **you could obtain** if you continue to close business at the current rate. Closings through February the closed gross commission is **annualized** to see what could be obtained if the closing rate continues.

Pinnacle Award

1 Debaran Hughes
Knoxville

Double Diamond Award

1 Kathy Abruzzo
The Villages, Fl
2 Jeanne Duncan
Knoxville
3 Sharon Bailey
Knoxville

4 Debra Whaley
Knoxville
5 Jay Blevins
Knoxville

Diamond Award

1 Sally Love
The Villages, Fl
2 Kerry Queener
Knoxville
3 Nicholas Nicaud
Knoxville
4 Laszlo Kovacs
Sarasota, FL
5 Lisa Hagerman
Knoxville
6 Kriston Wilson
Knoxville
7 Tammy Garber
Knoxville
8 Sherry Zirakojou
Lake Mary, Fl
9 Dave Moore
Knoxville
10 Noel Gilbreath
Knoxville
11 Beth Pankratz
Knoxville
12 Tom Hughes
Knoxville
13 Jon Brock
Knoxville

14 Bo Caldwell
Knoxville
15 Ray Gaudet
Knoxville
16 Mary Crawford
Melbourne, FL
17 Wanda Hendryx
Seymour, TN
18 Cindy Wise
The Villages, Fl
19 Rebecca Fritschie
Knoxville
20 Aaron Fowler
Knoxville
21 Jeanne Dukes
Knoxville
22 Quint Bourgeois
Knoxville
23 Kathryn Knowles
Lake Mary, Fl
24 Linda Sears and John Mello
The Villages, Fl
25 Sandy Jones
Knoxville
26 Nikitia Thompson
Knoxville

27	Leslie Rotella	Knoxville	33	Gary Koontz	Knoxville
28	Kim Miller	Knoxville	34	Jackie Mills	Knoxville
29	Donna Bailey	Knoxville	35	Jeff Larue	Knoxville
30	Tyler Fogarty	Knoxville	36	Thomas Jostes	Knoxville
31	Joe Fox	Knoxville	37	Judy Brewton	Knoxville
32	Dick Brower	Knoxville	38	Nidia Saba	Central Florida

100% Club Award

1	Lois Bonacci	Lake Mary, Fl	33	Brian Shelby	Knoxville
2	Wendy Hoffman	Clearwater	34	Daniel Parker	Knoxville
3	Amy King	Knoxville	35	Rusty Ensor	Knoxville
4	Pam Morgan-Robertson	Knoxville	36	Julie Haines	The Villages, Fl
5	Furman Burt	Winston Salem, NC	37	Mark Foust	Knoxville
6	Mel Bernstein	Lake Mary, Fl	38	Shannon Foster-Boline	Knoxville
7	Amy Schlosser	Knoxville	39	Stephen Johnston	Greensboro,, NC
8	Forrest Murphy	Seminole	40	Yvonnca Landes	Knoxville
9	Cathy Delorenzo	Seminole	41	Bunky Doxsee	The Villages, Fl
10	Wesley Shotwell	Knoxville	42	Mary Grant	The Villages, Fl
11	Jesus Garcia	Lake Mary, Fl	43	Teresa Rogers	Johnson City, TN
12	Karen George	Knoxville	44	Matt Craft	Knoxville
13	Elizabeth Hamil	Knoxville	45	Frank Weiskopf	Knoxville
14	Dayse Grillo	Central Florida	46	Pamela Zibell	Clearwater
15	Mike Owens	Knoxville	47	Troy Jenkins	Sarasota, FL
16	Ashley Finney	Knoxville	48	Erol Bodden	Clermont, FL
17	Sherry Paul	Knoxville	49	Marian Henry	Clearwater
18	Todd Hill	Cornelius NC	50	Timothy Hathaway	Knoxville
19	Cissie Smith	The Villages, Fl	51	Carrie Dougherty	Knoxville
20	Maurice Natour	Knoxville	52	Nancy Britton	The Villages, Fl
21	Laura Jensen	The Villages, Fl	53	Angela Cody	Knoxville
22	Christian Merrill	Knoxville	54	Ray Cooper	Knoxville
23	Tami Jones	Clearwater	55	Tammie Hill	Knoxville
24	Cole Edwards	Knoxville	56	Malloy Properties	Clearwater
25	Cheryl Hatfield	Knoxville	57	Frank Melino	The Villages, Fl
26	Jerry Headrick	Knoxville	58	Tae Harper	Central Florida
27	Jason Fulmer	Central Florida	59	Chip Huber	Knoxville
28	Bev Shive	The Villages, Fl	60	Andrea Spires	Johnson City, TN
29	Betty Cooper	Knoxville	61	Ted Fisher	Knoxville
30	Scott Shippy	Savannah GA	62	Melissa Anderson	Knoxville
31	Peggy Schaefer	The Villages, Fl	63	Mark Murphy	Seminole
32	Martha Hancock	Knoxville	64	Mike Murphy	Seminole

65	Kay Chang	Central Florida
66	Michelle Smith	Knoxville
67	Donna Tallent	Knoxville
68	Julie Hedges	Johnson City, TN
69	Karla Mason	The Villages, FL
70	Annette McCullough	The Villages, FL
71	Cal Cunduff	Clearwater
72	Laura Harrison	Seminole
73	Jeffery Jones	Clearwater
74	Chris Barnes	Knoxville
75	Vicki Everbach	Knoxville
76	James Cottrell	Greensboro,, NC
77	Tish Hickman	Knoxville
78	Pete McClain Jr.	Knoxville
79	John Gorry	The Villages, FL
80	David DiGioia	Cornelius NC
81	Denny Koontz	Knoxville
82	Terri Kerr	Knoxville
83	Angie Gibson	Knoxville
84	William Long	Knoxville
85	Geralyn Vilar	The Villages, FL
86	Tracy Southard	Knoxville
87	Randy Susong	Knoxville
88	Vicki Glardon	Knoxville
89	Jan Cole	Knoxville
90	Paige Widener	Knoxville
91	Heather Pourchot	Seminole
92	Francis Pierce	The Villages, FL
93	Lisa Vineyard	Knoxville
94	Christine McImerney	Knoxville
95	Darrell Biggs	Seminole

96	Kathy Caylor	Knoxville
97	Annette Oliverio	Knoxville
98	Bill Morton	Knoxville
99	Johnny Weston	Knoxville
100	Julie Koontz	Knoxville
101	Phyllis Edington	Knoxville
102	Russell Orlowski	Knoxville
103	Lambdin Freeman	Seminole
104	Micheal Klanot	Sarasota, FL
105	Teresa Hensley	Hickory NC
106	Jon Boyles	Hickory NC
107	Douglas Ewell	Knoxville
108	Liza Bryan Acheson	Knoxville
109	Jamie Seal	Knoxville
110	Eddie Manson	The Villages, FL
111	Randy Temple	Knoxville
112	Derrick Merritt	Maynardville, TN
113	Becky Hale	Johnson City, TN
114	Rene' Jenkins	Knoxville
115	Bryan Doblowl	Lake Mary, FL
116	Andrew Sharits	Knoxville
117	Marie Gerrick	Knoxville
118	Jordan Coleman	Knoxville
119	Ellie Howe	Knoxville
120	Robert Berube	The Villages, FL
121	Richard Crabtree	Clearwater
122	Jin Harmon	Knoxville
123	Judy Danner	Central Florida
124	Doyle Webb	Knoxville
125	Hamlin, Laura	The Villages, FL
126	Alvin Sanders	Savannah GA

Gold Executive Award

1	Kenneth Kirby	Knoxville
2	Terri Mason Perry	Knoxville
3	Daniel Green	Knoxville
4	Susan Stout	Knoxville
5	Pamela Owen	Knoxville
6	Lauren Mack	Knoxville
7	Debby Gibson	Johnson City, TN

8	Susan Calabrese	Knoxville
9	Beth Larson	Savannah GA
10	Vicki Ricker	East TN
11	Sam Daugherty	Knoxville
12	David Roberts	Knoxville
13	Mandy Street	Knoxville
14	Jim Umstead	Central Florida

15	Keith Paul	Knoxville
16	Don Taylor	Seminole
17	Nikki Moore	Knoxville
18	Lisa McCurry	Knoxville
19	Darcie Furnier	The Villages, FL
20	Jerry Collins	Knoxville
21	Dean Palombi	Knoxville
22	Claudia Kester	Central Florida
23	Terry Goodson	Knoxville
24	Charles Fethe	Knoxville
25	Niva Santos	Lake Mary, FL
26	Iwona Wajszczak	Sarasota, FL
27	Scott Tomlinson	Clearwater
28	Mary Ann Patton	Johnson City, TN
29	David Koenig	Orlando
30	Marion Krick	Lake Mary, FL
31	Lindsay Dicus-Harrison	Seminole
32	Jeanna Penton	Knoxville
33	Tammy Gerdtz	Bristol
34	Kara Edenfield	Knoxville
35	Kim Isenberg	Knoxville
36	McKean, Rick	The Villages, FL
37	Tara Hayes	Knoxville
38	Ryan Fogarty	Knoxville
39	Carl Knudsen	Savannah GA

40	Doyle Hensley	Knoxville
41	T. Edward (Eddie) Perry	Maynardville, TN
42	Elizabeth Clark	Knoxville
43	Milford Leedy	The Villages, FL
44	Stephen Smith	Knoxville
45	Robin Myrick	Knoxville
46	Stacey Brandau	Knoxville
47	Kim Edwards	Knoxville
48	Steve Hill	Knoxville
49	Margaret Lopez	Ocala, FL
50	Casey Stooksbury	Knoxville
51	Ann Grubb	Knoxville
52	Maria Ubilus	Central Florida
53	Lisa Esposito	The Villages, FL
54	Jim Van Ostran	The Villages, FL
55	Wafa Sulaiman	Knoxville
56	Larry Spann	Mount Dora, FL
57	Terri Byers	Johnson City, TN
58	Ginger & Ed Jarvis	Central Florida
59	Mike Hicks	Knoxville
60	Brenda Chapman	Knoxville
61	Charles Copenhaver Jr.	Knoxville
62	Nathan Way	Knoxville
63	Tim Tipton	Knoxville

Silver Executive Award

1	Verda Hill	Knoxville
2	Penny Rogers	Knoxville
3	Hector Gomez	Sarasota, FL
4	Emily Wyrick	Knoxville
5	Barry Smith	Knoxville
6	Pam Raymond	Seminole
7	Hope Davis	Knoxville
8	Donna Martin	Knoxville
9	Brian Howard	Knoxville
10	Debbie Miller	Bristol
11	Mac Tobler	Knoxville
12	James Thomas	Knoxville
13	Stephanie Wilson	Knoxville

14	Michael Finley	Knoxville
15	Adam Sharp	Knoxville
16	Melissa Hall	Bristol
17	Glenda Wilson	Lenior
18	Steve Amburgey	Central Florida
19	Jana Webb	Knoxville
20	Steven Hardison	Knoxville
21	Amy Goodlett	Knoxville
22	Steven Doty	Knoxville
23	Phyllis Harrison	Bristol
24	Robert Spangler	Knoxville
25	Robert Derouen	Johnson City, TN
26	Linda Mieczkowski	Central Florida

27	Jeff Linginfelter	Knoxville	58	Sharon Brookshire	Savannah GA
28	Mary King	Knoxville	59	Jade Bryant	East TN
29	Jen Dollar	Lake Mary, FL	60	Liz Dietrich	The Villages, FL
30	Steve Davis	Knoxville	61	Amy Booher	Bristol
31	Cheryl Obijiski	Hickory NC	62	Sandra Giraldo	Ocala, FL
32	Jerry McCleary	Knoxville	63	Linda Weir	Knoxville
33	Tonja Doty	Knoxville	64	Florida Investment Marketing	Sarasota, FL
34	Kris and Jen Lapoint	Orlando	65	Mandy Hembree	Knoxville
35	Cindy Dickerson	Knoxville	66	Jenna Proffit	Lenoir
36	Margaret McGuinness	Knoxville	67	Judy Collins	Knoxville
37	Theodore Ciske	Clearwater	68	Beckie Colvin	Knoxville
38	Mark and Kim Harrington	Lake Mary, FL	69	Karen Shelton	Johnson City, TN
39	Matthew Thomas	Knoxville	70	Christine Chenot	Knoxville
40	Dawn Kilby	Hickory NC	71	Sally Karmarada	Central Florida
41	Linda Meese	Knoxville	72	Cristina Vieira	Knoxville
42	Tim Cogburn	Knoxville	73	Chris Hauck	Knoxville
43	Alice Sciarrino	Sarasota, FL	74	Cynthia Stansberry	Knoxville
44	William Taft	Sarasota, FL	75	Chiara Petro	Knoxville
45	Kim Pichiarella	Knoxville	76	Sandra Watts	Hickory NC
46	Walter Anderson	Clearwater	77	Lynn Walsh	Lake Mary, FL
47	Penny Vierling	Seminole	78	Iris Greer	Knoxville
48	Chuck Cook	Seymour, TN	79	Michael Pruitt	Bristol
49	Debra Davis-Johnson	Knoxville	80	Martin Fugate	Knoxville
50	Joanna Lankford	Knoxville	81	Victoria Duever	Johnson City, TN
51	Michael Duever	Johnson City, TN	82	Penny Lawrence	Lake Mary, FL
52	Leah Woodruff	Knoxville	83	Bill Cox	Hickory NC
53	Ashley Keeton Francis	Knoxville	84	John Melton	Knoxville
54	Marcee Blackmon	Knoxville	85	Trieu Schwartz	Knoxville
55	Charles Wilson	Knoxville	86	Laura Ashley	Bristol
56	William Gallaher	Knoxville	87	Megan Stansbury	Knoxville
57	Robin Butler	Knoxville			

It's all
about
You.



It's all
about
You.

YOU!

National Association of REALTORS Industry Update Excerpts!

Existing-Home Sales Jumped 4.4% in March

WASHINGTON (April 21, 2017) — Existing-home sales took off in March to their highest pace in over 10 years, and severe supply shortages resulted in the typical home coming off the market significantly faster than in February and a year ago, according to the National Association of Realtors®. Only the West saw a decline in sales activity in March.

Total existing-home sales which are completed transactions that include single-family homes, townhomes, condominiums and co-ops, ascended 4.4 percent to a seasonally adjusted annual rate of 5.71 million in March from a downwardly revised 5.47 million in February. March's sales pace is 5.9 percent above a year ago and surpasses January as the strongest month of sales since February 2007 (5.79 million).

Lawrence Yun, NAR chief economist, says existing sales roared back in March and were led by hefty gains in the Northeast and Midwest. "The early returns so far this spring buying season look very promising as a rising number of households dipped their toes into the market and were successfully able to close on a home last month," he said. "Although finding available properties to buy continues to be a strenuous task for many buyers, there was enough of a monthly increase in listings in March for sales to muster a strong gain. Sales will go up as long as inventory does."

The median existing-home price for all housing types in March was \$236,400, up 6.8 percent from March 2016 (\$221,400). March's price increase marks the 61st consecutive month of year-over-year gains.

Total housing inventory at the end of March increased 5.8 percent to 1.83 million existing homes available for sale, but is still 6.6 percent lower than a year ago (1.96 million) and has fallen year-over-year for 22 straight months. Unsold inventory is at a 3.8-month supply at the current sales pace (unchanged from February).

Added Yun, "Bolstered by strong consumer confidence and underlying demand, home sales are up convincingly from a year ago nationally and in all four major regions despite the fact that buying a home has gotten more expensive over the past year."

Properties typically stayed on the market for 34 days in March, which is down significantly from 45 days in February and 47 days a year ago. Short sales were on the market the longest at a median of 90 days in March, while foreclosures sold in 52 days and non-distressed homes took 32 days (shortest since NAR began tracking in May 2011). Forty-eight percent of homes sold in March were on the market for less than a month.

"Last month's swift price gains and the remarkably short time a home was on the market are directly the result of the homebuilding industry's struggle to meet the dire need for more new homes," said Yun. "A growing pool of all types of buyers is competing for the lackluster amount of existing homes on the market. Until we see significant and sustained multi-month increases in housing starts, prices will continue to far outpace incomes and put pressure on those trying to buy."

According to Freddie Mac, the 30-year, conventional, fixed-rate mortgage rose for the fifth straight month in March to 4.20 percent from 4.17 percent in February. The average commitment rate for all of 2016 was 3.65 percent. First-time buyers were 32 percent of sales in March, which is unchanged from February and up from 30 percent a year ago. NAR's 2016 Profile of Home Buyers and Sellers – released in late 2016 – revealed that the annual share of first-time buyers was 35 percent.

All-cash sales were 23 percent of transactions in March, down from 27 percent in February and 25 percent a year ago. Individual investors, who account for many cash sales, purchased 15 percent of homes in March, down from 17 percent in February but up from 14 percent a year ago. Sixty-three percent of investors paid in cash in March.

Distressed sales – foreclosures and short sales – were 6 percent of sales in March, down from 7 percent in February and 8 percent a year ago. Five percent of March sales were foreclosures and 1 percent were short sales. Foreclosures sold for an average discount of 16 percent below market value in March (18 percent in February), while short sales were discounted 14 percent (17 percent in February).

Single-family and Condo/Co-op Sales

Single-family home sales climbed 4.3 percent to a seasonally adjusted annual rate of 5.08 million in March from 4.87 million in February, and are now 6.1 percent above the 4.79 million pace a year ago. The median existing single-family home price was \$237,800 in March, up 6.6 percent from March 2016.

Existing condominium and co-op sales increased 5.0 percent to a seasonally adjusted annual rate of 630,000 units in March, and are now 5.0 percent higher than a year ago. The median existing condo price was \$224,700 in March, which is 8.0 percent above a year ago.

Existing-home sales in the South in March rose 3.4 percent to an annual rate of 2.42 million, and are now 8.5 percent above March 2016. The median price in the South was \$210,600, up 8.6 percent from a year ago.

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

EXECUTIVE MARKETING UPDATE

By Ken Durkee



Premium brand.
Entrepreneurial freedom.

Congratulations to those Executives who closed five or more sides in the month of **March 2017.**

This is Outstanding!
Congratulations to all of the

Executives who continue to do outstanding production! Here are the names of the Executives and their Companies' names.

NORTH CAROLINA

Furman Bert	6 sides REALTY EXECUTIVES Triad, Winston-Salem
Jon Boyles	6 sides REALTY EXECUTIVES Hickory
James Cottrell	6 sides REALTY EXECUTIVES Greensboro

FLORIDA

Kathy Abruzzo	14 sides REALTY EXECUTIVES in The Villages
Laura Jensen	6 sides REALTY EXECUTIVES in The Villages
Julie Haines	5 sides REALTY EXECUTIVES in The Villages
Jesus Garcia	10 sides REALTY EXECUTIVES Lake Mary
Mark and Kim Harrington	6.5 sides REALTY EXECUTIVES Lake Mary

Tennessee

Vicki Ricker	6 sides REALTY EXECUTIVES East Tennessee
Wanda Hendryx	6 sides REALTY EXECUTIVES Seymour



SOUTHERN REGION



FLORIDA

REALTY EXECUTIVES Seminole- Adamo & Associates
Debra Ryder dkay223@gmail.com

REALTY EXECUTIVES Central Florida
Kellie Brinker - kelliebrinker@realtyexecutives.com
Julia Whidden - juliawhiddenrealtor@gmail.com
Emilia Rivero - emiliamak@hotmail.com

REALTY EXECUTIVES Lake Mary
Terri Senecal - terri7852@aol.com

REALTY EXECUTIVES Clermont
Nicole Bonadies - nbodandies@realtyexecutives.com

GEORGIA

REALTY EXECUTIVES Coastal Empire, Savannah
Brue "Jeffery" Gaston - jeffgastpn@gmail.com

NORTH CAROLINA

REALTY EXECUTIVES Hickory
Meredith Ayers - .meredith.ayers76@gmail.com

TENNESSEE

REALTY EXECUTIVES Johnson City
Marcia Acuff - .macuffrealtor@gmail.com

REALTY EXECUTIVES Maynardville
Amy Ayers - aayers07@comcast.net



Remember

Now 47%



~~32%~~

more closed
transaction sides
completed by
Realty Executives
agents than the
industry standard

**REALTY
EXECUTIVES**