

**HUNTSVILLE AREA ASSOCIATION OF REALTORS®**  
**BOARD OF DIRECTORS MEETING AGENDA**  
535 Monroe Street, Huntsville, AL  
Tuesday, February 24<sup>th</sup>, 2015  
8:30 am

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**CALL MEETING TO ORDER**

OPIE BALCH

I. INVOCATION

II. PLEDGE OF ALLEGIANCE

III. CONSENT AGENDA

OPIE BALCH

- a) Motion to approve the HAAR Consent Agenda/Minutes

IV. TREASURER'S REPORT

JIM HOEKENSCHNIEDER

- a) Audit Report
- b) F&B Motions

V. PRESIDENT REMARKS

OPIE BALCH

- a) Committee Presentation-ARPAC
- b) Strategic Plan Motion
- c) Signature Cards Approvals

VI. CEO UPDATE

KIPP COOPER

VII. COMMITTEE REPORTS

- a) Governmental Affairs
- b) ARPAC
- c) Affiliate Director
- d) North Alabama CRS
- e) WCR
- f) YPN Huntsville
- g) REALTORS in Action

SHA JARBOE  
GINNY BRANDAU  
LISA GLISSON  
SHARITA WHITEHEAD  
MONICA SANFORD  
BRANDI CAGLE  
JIM JOHNSON

VIII. OTHER BUSINESS

- a) Local Director

**ADJOURN MEETING**

**IMPORTANT DATES**

March 4<sup>th</sup> Professional Standards Procedural Training, 1pm -4pm (3 CE)  
March 12<sup>th</sup> Monthly Membership Luncheon 11:30-1:00pm  
April 22<sup>nd</sup> REALTOR® Day, Montgomery, AL  
May 11<sup>th</sup> – 16<sup>th</sup> REALTORS® Legislative Meetings & Trade Expo., Washington, DC  
June 14<sup>th</sup> -17<sup>th</sup> AAR Summer Conferences, Hilton Pensacola Beach, FL  
Sept. 13<sup>th</sup> – 16<sup>th</sup> AAR Annual Convention, Grand Hotel Marriott Resort  
Nov. 13<sup>th</sup> -16<sup>th</sup> REALTORS® Conference & Expo, San Diego, CA



**BOARD OF DIRECTORS MEETING**

**OF**

**THE HUNTSVILLE AREA ASSOCIATION OF REALTORS®**

**February 24<sup>th</sup>, 2015**

**CONSENT AGENDA**

(Items listed on the Consent Agenda are expected to be routine and non-controversial and, unless the Board directs that an item be held for further discussion, the entire CONSENT AGENDA will be acted upon for block approval. If the Board directs that an item listed on the CONSENT AGENDA be held for further discussion, the item will be addressed under “Other Business.”)

# HAAR Consent Agenda

## February 24<sup>th</sup>, 2015

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**HUNTSVILLE AREA ASSOCIATION OF REALTORS®**  
**OFFICERS & DIRECTORS MEETING MINUTES**  
**Tuesday, January 27<sup>th</sup>, 2015**  
**11: 00 am**

**PRESENT:** President Opie Balch, President-Elect Kathy Mann, MLS President Larry Carroll, Secretary/Treasurer Jim Hoekenschnieder, Attorney Bo Harrison, Ginny Brandau, Paul Buxton, Brandi Cagle, Lisa Glisson, Sha Jarboe, Jim Johnson, Zelda Lanza, Terry Lewis, Valerie Miles, Landa Pennington, Cindi Peters, Monica Sanford, Rod Schumann, Bill Stewart, Julie Lockwood, Sharita Whitehead, Mark Williams

**ABSENT:** Lynn Kilgore, Robert Simons, Regina Underwood, Rod Weaver

**Others Present:** Bill Ward

**STAFF:** CEO Kipp Cooper, Katy Fitzgerald, Christina Hearne, Arely Jaimes, Rhonda Ricketts, Tammy Owen

At a meeting of the Officers and Directors, held at 535 Monroe Street, Huntsville, AL., 35801, the meeting was called to order by President Opie Balch at 11:00 am, Central Standard Time.

**Pledge of Allegiance and invocation led at NALMLS O&D meeting.**

**MOTION:** To approve the HAAR Consent Agenda.

**Motion Carried.**

**Motion:** To approve the NALMLS Motion to Revisit Source of Sqft. Requirement

The original motion was to make the Source of Square footage a required field with a drop down of choices to be selected and to allow this to be displayed on valleymls.com. (Tax Assessor will not be included in these choices). See Remarks can only be selected in conjunction with another selection from this list. This motion passed and amended to implement this mid-February so members can be notified.

**MOTION PASSED.**

**Motion:** To approve the NALMLS Motion regarding iCheck Rules Validation Checker update

To make rules currently not fineable and any future rules not having a prescribed penalty, fall under the minimal fine amount.

Rationale: Most violations have a minimal fine amount of \$50 with a 2 working day time period to correct. There are eight rules that do not currently have a penalty attached. This motion will allow the minimal fine of \$50.

**MOTION PASSED.**

**Motion:** To approve the NALMLS Motion regarding the Request from Appraisers

To continue the Appraiser Task Force for 2015, in order to continue to discuss extra fields that will soon be required for appraisers. Task Force is headed by Jennifer Perreault.

**MOTION PASSED.**

**Motion:** To approve the NALMLS Motion regarding **Team Production**

To implement the Team Production rule after the brokers meeting on February 19<sup>th</sup> 2015. An educational document will be sent out to all brokers.

**Motion:** To approve the NALMLS motions made by the Bylaws Committee

**Motion 1:**

To add subsection H and I to Section 2.11 Lockboxes and Key Control of the NALMLS Rules and Regulations:

H. Affiliates (including appraisers who are not REALTORS) may only enter properties for which they have an appraisal assignment or with permission from the listing agent. (rev date)

I. Keeping your lockbox code with your key is prohibited.

**Motion 2:**

To rewrite subsection J of Section 2.11 Lockboxes and Key Control of the NALMLS Rules and Regulations to read:

J. Any violation of the above rules will result in a fine of \$1000 or service termination.

**Motion 3:**

To rewrite subsection D of Section 2.11 Lockboxes and Key Control of the NALMLS Rules and Regulations to read:

Upon application Designated REALTORS® of NALMLS, member Association of REALTORS®, their licensees, and Licensed Appraiser members are eligible to lease an Electronic Key and or purchase an Electronic Lockbox

**NOTE:** Lockbox Rules of NALMLS do not apply to boards that have a separate contract with a lockbox provider.

**Motion Passed.**

**TREASURERS REPORT**

There were no financials to present at this month's O&D meeting, as the auditors from Dent Baker CPA are conducting the 2014 audit for HAAR & NALMLS.

The Auditors report should be available at the February O&D.

**PRESIDENT REMARKS**

President, Opie Balch presented Cindi Peters for State Directors, one year term.

**Name approved by the Board of Directors**

President, Opie Balch presented Ginny Brandau as chair of the 2015 ARPAC committee.

**Name approved by the Board of Directors**

President, Opie Balch presented the Committee Members HAAR Standing committees for approval by the Board of Directors.

(Appendix A)

**Committee Members approved by the Board of Directors**

President, Opie Balch presented the 2015 Signature Cards for approval by the Board of Directors

**The 2015 HAAR account signers are:**

Opie Balch	President
Jim Hoekenschnieder	Secretary/Treasurer
Kipp Cooper	Executive Vice President
Katy Fitzgerald	Finance Director

**Signature Cards approved by the Board of Directors.**

**CEO Update**

CEO, Kipp Cooper announced HAAR and Valley MLS will be participating in the 2015 Builders Home and Remodeling Show. In order to have a successful presence at the show volunteers are needed. The show will be March 6<sup>th</sup>-8<sup>th</sup>, and we would like to have volunteers work three hour shifts. More information to come.

## **COMMITTEE REPORTS**

**Governmental Affairs Chair Sha Jarboe** announced the committee has already had their first meeting. The committee plans to have a speaker at their meetings, to keep them informed on what is going on in the area. The committee will also be working on a manual for REALTORS who are interested in running for office. This year the committee will be applying for NAR grants in hopes of bringing educational classes to HAAR. The committee is also working on setting up REALTOR Breakfasts at local schools. The committee is currently working with Johnson High School to set up the next REALTOR Breakfast.

**Affiliate Director Lisa Glisson** informed the Board of Directors that the affiliate council had not scheduled a meeting. However, one of the goals this year for the council is to continue with the Lunch and Learns. In addition they will be working on getting feedback from HAAR affiliates to help strengthen the relationship with HAAR.

**WCR President Monica Sanford** reported WCR had their first meeting in January with a great turn out. Their next meeting is scheduled for 2/18, Mayor Tommy Battle will be the guest speaker. WCR's charity for this year will continue to be Harris Home for Children and they are ramping up their membership to be able to increase their donation to them this year.

**CRS President Sharita Whitehead** reminded the Board of Directors that the Huntsville CRS chapter will be dissolving; as part of the new CRS model. More information to come.

**Realtors in Action Chair Jim Johnson** announced the committee will have its first meeting in the upcoming weeks.

## **Committee Motions**

### **Bylaws:**

**Motion:** to add the Realtor Expo Committee to the HAAR Bylaws as a Standing committee (HAAR Bylaws Article XIII, Section 1)

**Motion Passed.**

**There being no other business the meeting adjourned 11:34 am**  
**Minutes respectfully submitted by Arely Jaimes for Jim Hoekenschnieder**

**Appendix A.**

**Bylaws**

<b>CHAIR</b>	<b>Landa Pennington</b>
<i>CO-CHAIR</i>	Barbara Martin
COMM MEMBERS	Heather Batchelor
	Elbert Balch
	Ginny Brandau
	Larry Carroll
	Lorraine Cordule
	Jim Hoekenschnieder
	Jennifer Perreault
	Mark Williams

**Caravan**

<b>CHAIR</b>	<b>Charlie Mac</b>
<i>CO-CHAIR</i>	Roy Claytor
COMM MEMBERS	Denise Edwards
	Elizabeth Foster
	Leena Jacobs
	Stephanie Johnson-Dingome
	Jennifer Minyard
	Erika San Soucie
	Sandy Slinkard
	Shelia Swaim
	Michelle Daymond
	Tiffany Moore

**Education**

<b>Chair</b>	<b>April Parker</b>
<i>Co-Chair</i>	Mike James
COMM MEMBERS	Amy Frakes
	Andrea Caraway
	Dee James
	Ginnyn Brandau
	Kathleen Gardner
	Melanie Brooks
	Tim Brown
	Heather Vader
	Beverly Gallegos
	Katrenia Kier
	Loretta Largo
	Joanie Blackwell
	Lynn Kronk
	Craig Lamar
	Sharon Butler

**FINANCE & BUDGET**

<b>CHAIR</b>	<b>Jim Hoekenschnieder</b>
<i>CO-CHAIR</i>	
MLS President	Larry Carroll
President Elect	Kathy Mann
Ex Officio	Bill Stewart
	Ginny Brandau(1)
	Jim Johnson (1)
	Bill Ward (2)
	Paul Buxton (2)
	Carrie Turner (3)
	Sarah Hereford (3)

**Governmental Affair**

<b>CHAIR</b>	<b>Sha Jarboe</b>
<i>CO-CHAIR</i>	Tim Brown
COMM MEMBERS	Pat Cassity
	Donna Fries-Long
	Ginny Brandau
	Jeremy Turner
	Craig Stiles
	Joanie Blackwell
	Ann Caraway
	Phillip Gore
	Mike Maloney
	Lori Hislop

### Forms

<b>CHAIR</b>	<b>Mike James</b>
<i>CO-CHAIR</i>	
COMM MEMBERS	Barry Berman
	Bill Ward
	Brenda Elliott
	Deb Wellborn
	Jeff Nay
	John Richard
	Leslie Turner
	Linda Sheffield
	Melinda Hamilton
	Tammy Owen
	Doris Wilson
	Sandy Slinkard
	Sharon Butler
	Shatana Dillard
	Theresa Moss

### Orientation

<b>CHAIR</b>	<b>Craig Lamar</b>
<i>CO-CHAIR</i>	
COMM MEMBERS	DeLana Baron-Sebright
	Tracie Dollarhide
	Bill Stewart
	Clif Miller
	Kathy Mann
	Steve Cawthon
	Larry Carroll
	Jay Jones
	Leslie Turner
	Mike James
	Robert Simons
	Rod Schumann
	Jim Hoekenschneider
	Jennifer Grant
	Landa Pennington
	Terry Lewis

### PERSONNEL POLICY

<b>A Past President</b>	<b>Julie Lockwood (2015)</b>
MLS President	Larry Carroll
Director	Rod Weaver
Member-At-Large	Betty Hughes(2016)
Member-At-Large	Elizabeth Cooper-Golden (2015)
Ex officio (pres.)	Opie Balch

### Realtors in Action

<b>CHAIR</b>	<b>Jim Johnson</b>
<i>CO-CHAIR</i>	Betty Hughes
COMM MEMBERS	Shannon Hoff
	Melanie Brooks
	Loraine Cordule
	Pam Rhodes
	Lisa Hilton
	Tricia Ezell



## PROFESSIONAL STANDARDS

<b>CHAIR</b>	<b>Rod Schumann</b>
<i>CO-CHAIR</i>	Cliff Miller
COMM MEMBERS	Ginger Burnstine
	Kathleen Gardner
	Kathy Mann
	Loraine Cordule
	Lynda Tallyn
	Marie Eubanks
	Marsha Buxton
	Phillip Gore
	Regina Underwood
	Theresa Moss
	Whitney Stringer
	Barbra Hubler
	DeLana Barron-Sebright
	Diane Hasley
	Gina Maxfield
	Jennifer Perreault
	Katrenia Kier
	Leslie Turner
	Loretta Largo
	Teresa Gilreath
	Carrie Burke
	Gerald Maxwell
	Jeff Nixon
	Craig Stiles

## **January Committee Reports**

### **ARPAC**

Goal this year is \$87,425 which is approximately \$11,000 more than last year. As of the end of January, we have raised \$23,500.35 with approximately 32% of our members contributing.

I am pushing for all members of our Board of Directors to contribute and do their fair share. Remember if you hold a broker's license your fair share is \$125 even if you are not a qualifying broker. As of the first part of February we have six members of this group that have not contributed anything. There are several additional members that have contributed but did not do their fair share.

We are the leaders of this organization and need to lead by example. Please make your contribution as soon as possible so I can announce that we are 100% and 100% fair share.

### **BYLAWS**

The Bylaws Committee met on 23 Jan 2015 and reviewed and approved HAAR and NALMLS Bylaws and NALMLS Rules and Regulations for submission to NAR.

The Committee also identified several topics to be discussed at upcoming meetings along with review of HAAR and NALMLS Policies and Procedures.

### **CARAVAN**

No Report

### **FINANCE & BUDGET**

No Report

### **FORMS**

The forms committee has nothing to report except that we will be doing an introductory meeting in March,

### **GRIEVANCE**

Nothing to Report

### **GOVERNMENTAL AFFAIRS**

Report will be available after February 19<sup>th</sup>.

### **Education Committee**

Nothing to Report

### **ORIENTATION**

HAAR held first Orientation with 35 inductees in attendance.

Next Orientation class is scheduled for March 3 and 4<sup>th</sup>.

Please schedule to attend our New Member Reception on the 4<sup>th</sup> from 4 to 6p.....great opportunity to welcome our newest members and Give them the opportunity to meet you one to one.

### **PROFESSIONAL STANDARDS**

Nothing to Report

### **REALTORS in Action**

Nothing to report

**HAAR MEMBERSHIP REPORT**  
**New Members from 1/20/2015 – 2/17/2015**

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The Huntsville Area Association of REALTORS® has received 2 Designated REALTOR® Applications, 17 REALTOR® Applications, and 1 Affiliate Application from Jan. 20, 2015 to Feb. 15, 2015

**DESIGNATED REALTOR®**

Obie Duran Clark  
Debra Lester

Rocket Realty & Auction  
New Home Star Alabama LLC

**REALTOR®**

Aaron Barnett  
Bryan “Kevin” Cook  
Ernest “Ron” Erwin  
Christy Anne Harris  
Lynette Hartley  
Cari Holman  
James Edward Holmes Jr.  
Tyler “Blake” Jarret  
Dewitt Matthews  
Ryan Mitchell  
Laura Patrick  
Emily Peterson  
Lindsay Pruitt  
Larry “Lee” Thrash  
Lisa Gregory  
Deloria Walker  
Lucheany White

Weichert Realtors  
Leading Edge Madison  
Legend Realty  
Cole Properties  
Re/Max Alliance  
Rise Real Estate  
Exit Realty of the Valley  
Crye-Leike Realtors - Huntsville  
The Favour Group  
Davenport Agents  
Breland Homes  
Weichert Realtors  
Leading Edge Real Estate  
Keller Williams-Madison  
Keller Williams-Madison  
Whitehead Realty  
Adams Homes, LLC

**AFFILIATE**

Bill Loden

Insight Home Inspection, LLC

Alabama Housing Statistics Reporting Form  
North Alabama Multiple Listing System, Inc. NALMLS

Board:

Huntsville Area Association of Realtors

Monthly Totals (representative of previous form).					
	# Sold in Month	Average Sales Price	Median Selling Price	Average Days on Market	# of Units on the Market
Total	299	178,533	155,000	105	3298
	# Pending this Month	Average Pending Price	Median Pending Price	Average Days on Market	# of Units Currently Pending
Total	294	204,789	177,400	99	537

By Property Type (Please mark NR if MLS System cannot retrieve these figures)					
	# Sold this Month	Average Selling Price	Median Selling Price	Average Days on Market	# of Units on the Market
Existing SF (Single Family, Garden and Townhomes)	242	154,112	137,500	105	2304
Condo (New and Existing)	7	42,057	32,500	129	90
New Construction (Single Family, Garden and Townhomes)	70	273,440	250,950	105	519

Price Distribution

Price Range	# of Total Sales	Average DOM	# of Current Active Listings
\$99,999 or UNDER	80	137	491
\$100,000-\$124,999	30	107	211
\$125,000-\$149,999	45	113	396
\$150,000-\$199,999	61	106	692
\$200,000-\$249,999	39	125	472
\$250,000-\$299,999	24	105	343
\$300,000-\$349,999	21	48	199
\$350,000-\$399,999	6	54	166
\$400,000-\$449,999	5	97	81
\$450,000-\$499,999	1	125	69
\$500,000-\$549,999	2	164	31
\$550,000-\$599,999	3	424	29
\$600,000-\$649,999	2	234	15
\$650,000-\$699,999	1	8	27
\$700,000-\$749,999	0	0	8
\$750,000-\$799,999	1	24	16
\$800,000 OR OVER	0	0	52