

THE VOICE OF REAL ESTATETM IN *Abilene* NEWSLETTER

SEPTEMBER
2025



2025 Officers

- Staci Boren, President
- Maegan Brest, President-Elect
- Beki Kofoed, Membership Vice President
- Paige Walton, Secretary
- Terri Scott, Program Vice President

2025 Directors

- Tina Irias, Place 1 (2025-2027)
- Simone Hester, Place 2 (2025-2027)
- Shelly Brooks, Place 3 (2025-2027)
- Shay Senter, Place 4 (2023-2025)
- Clay McCullar, Place 5 (2023-2025)
- Rob Cunningham, Place 6 (2023-2025)
- Paige Robinson, Place 7 (2024-2026)
- Cheyenne Toliver, Place 8 (2024-2026)
- Suzanne Fulkerson, Place 9 (2024-2026)
- Gary Bone, Immediate Past President 2024
- Roberta Borlovan, WCR President
- Tammy Kister, MLS Chairman
- NTREIS Vice President 2025
- Gary Bone TR Director
- Region 2 RVP
- Kay Spiva FPC Jodey Arrington Liaison



AAOR CALENDAR OF EVENTS

September

September 2nd @ 9 AM
Commercial Meeting

September 2nd @ 9 AM
Know the I-4 Family Contract & Avoid Issues

September 2nd @ 11:45 AM
Program Luncheon

September 4th @ 8:30 AM
New Member Orientation Day 1

September 5th @ 8:30 AM
New Member Orientation Day 2

September 9th @ 8:30 AM
GRI Business Skills Day 1

September 10th @ 8:30 AM
GRI Business Skills Day 2

September 10th @ 1:00 PM
Virtual Broker Open

September 11th @ 8:30 AM
Budget Committee

September 16th @ 8:30 AM
GRI Business Skills Day 3

September 17th @ 8:30 AM
GRI Business Skills Day 4

September 17th @ 9 AM
Skills to Improve Your Transaction

September 18th @ 8:30 AM
Board of Directors

September 18th @ 5 pM
YPN Meet-Up @ the Peacock Patio

September 19th @ 12 PM
Reduce Risk for Lease Specialists
& Property Managers

September 23rd @ 9 AM
Legal I

September 23rd @ 12 PM
Property Committee

September 24th @ 9 AM
Legal II

September 24th @ 10 AM
DEI Committee

September 26th @ 12 PM
Property Committee

September 25th @ 8:30 AM
Housing Opportunities Committee

September 27th @ 10 AM
Home Buying Seminar



Membership Changes

NEW REALTORS®

Hayden Johnson	Johnson & Associates
Virginia Howard	Epique Realty LLC
Callie Deeken	Gerard Real Estate
Dale Hollingsworth	Coldwell Banker Apex

TRANSFERS

Becky Guernsey
KW Synergy to Fathom Realty
Dale Harshberger (Secondary)
Epique to JPAR
Angelina Johnson
Barnett and Hill to KW Synergy
Brooke Bennett
EXP Realty to AEN Land & Cattle
Kylee Newberry
KW Synergy to Carriage House Brokerage
Emma Bilbrey
KW Synergy to Carriage House Brokerage

NEW BROKERS

Beki Kofoed	Carriage House Brokerage
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NEW AFFILIATES

Bunton Roofing	John Bunton
Abilene Staging Co.	Erica Batten
Modern Lending	Tristan Loop
Alpha Mobile Notary	Michele Bryant
Fladager Inspections	Travis Fladager
Black Knight Media	Jamokmyatta Raheem

NEW BROKERAGES

Carriage House Brokerage	Beki Kofoed
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INACTIVE MEMBERS

Mandy Welch	Abilene Diamond Properties
Shannon Calkins	Coldwell Banker Apex

OVERALL NUMBER OF MEMBERS AS OF AUGUST 5TH, 2025

Brokers: 182

REALTORS®: 650

Secondary: 94

TOTAL REALTORS®: 747

TOTAL AFFILIATES: 180

*Thank you &
Welcome to the*
ABILENE AOR

NEW MEMBER ORIENTATION

October
2nd & 3rd

SEPTEMBER Birthdays

ABIGAIL NELSON 9-1
TERI MCQUEEN 9-1
WESLEY GILL 9-1
JONATHAN ADAMES 9-3
CALEB PHARR 9-3
CYNDREY BERNARDI 9-4
SHARLA WALLACE 9-4
BETTY MCFADDEN 9-6
KYLEE GAMBLIN 9-6
TODD RODRIGUEZ 9-6
JONATHAN JONES 9-7
SUSAN PEASE 9-7
CAROLYN SUTHERLIN 9-8
TRACY FRISKE 9-9
MORGAN MEDFORD 9-9
DEBORAH CHURCH 9-10

REBECCA WEATHERMAN 9-10
LYNETTE WILLIAMS 9-12
DESTRY GIDEON 9-13
ADAM THOMPSON 9-13
CHRISTY GILLET 9-15
COURTNEY JENKINS 9-15
DENNIS CRAWFORD 9-15
LAURA GRAGG 1-16
SHARI RIOS 9-16
CRISTY VINES 9-17
ADA VERNON 9-18
MEGAN FORSBERG 9-19
BOBBI MCGIRR 9-19
MAEGAN GARNER 9-20
LAURA SCOTT 9-20
JOE POTOSNAK 9-21
TINA ABOUTALEBI 9-21

BRIAN EASTERLING 9-21
GREG PACE 9-23
JOHN STEVENS 9-23
LAUREN PARTIN 9-23
REGAN DUGAN 9-24
SHELLEY BEAVER 9-24
JEAN DEAN 9-25
TOMMY SIMONS 9-25
CATHI LOONEY 9-26
BROOKE ATKINS 9-26
MILLER LOUDERMILK 9-27
ROBERT MCINTYRE 9-27
TAMARA WALKER 9-27
MIKE ENGLAND 9-28
AMANDA HATCHETT 9-29
TONY PANIAN 9-30





October

BIRTHDAYS

Leonard Davis 10-2
Lacey Lopez 10-2
Tessa Pace 10-3
Sam Field 10-3
Sarah Faynan 10-4
Neikol Cruz 10-6
Nikki Duncan 10-6
Rodney Allen 10-6
Debra Hollingsworth 10-8
Monica Cleveland 10-9

James Collins 10-11
Taylor Sturgis 10-11
Matthew Gilmore 10-12
Stacy Stone 10-12
Tony Conder 10-12
Kalyn Schmitz 10-13
Jackie Wilson 10-13
Kenzie Honey 10-13
Samantha Rowland 10-14
Billie Ruff 10-15
Edna Core 10-17
Jerry Manske 10-19
Amanda Chesser 10-20
Gena Dreisdadt 10-20
Kendra Moyer 10-22
Celia Gesting 10-24

Tonya Harbin 10-26
Peggy Manning 10-26
Tony Delgdo 10-27
Kelsie Brown 10-29
Lyndsey Murillo 10-29
Brandon Heard 10-29
Val Durrington 10-29
Tina Irias 10-30
Kari Melton 10-30
Cristy Lopez Villamor 10-30
J. Travis Hawkins 10-30
Ethan Stewart-Duke 10-31
Staci Boren 10-31

Taylor County Housing Report

August 2025



Median price

\$265,000

↑ **9.7%**

Compared to August 2024

Price Distribution



Active listings

↓ **16.5%**

594 in August 2025



Closed sales

↑ **40.9%**

224 in August 2025



Days on market

Days on market 50

Days to close 39

Total 89

13 days less than August 2024



Months of inventory

3.3

Compared to 4.6 in August 2024

About the data used in this report

Data used in this report come from the Texas REALTORS® Data Relevance Project, a partnership among the Texas Association of REALTORS® and local REALTORS® associations throughout the state. Analysis is provided through a research agreement with the Real Estate Center at Texas A&M University.

TEXAS REALTORS®



Texas Real Estate Research Center

ABILENE 
ASSOCIATION of REALTORS®

Abilene Housing Report

August 2025



Median price

\$255,500

↑ **13.6%**

Compared to August 2024

Price Distribution



Active listings

↓ **19.2%**

456 in August 2025



Closed sales

↑ **39.1%**

185 in August 2025



Days on market

Days on market 50

Days to close 39

Total 89

10 days less than August 2024



Months of inventory

3.0

Compared to 4.4 in August 2024

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TEXAS REALTORS®



Texas Real Estate Research Center

ABILENE 
ASSOCIATION of REALTORS®

Callahan County Housing Report

August 2025



Median price

\$275,000

↑ **92.3%**

Compared to August 2024

Price Distribution



Active listings

↑ **17.5%**

74 in August 2025



Closed sales

↓ **23.5%**

13 in August 2025



Days on market

Days on market 91

Days to close 49

Total 140

57 days more than August 2024



Months of inventory

6.0

Compared to 5.3 in August 2024

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ABILENE 
ASSOCIATION of REALTORS®

Eastland County Housing Report

August 2025



Median price

\$264,973

↑ **136.6%**

Compared to August 2024

Price Distribution



Active listings

↑ **22.1%**

138 in August 2025



Closed sales

↑ **18.2%**

13 in August 2025



Days on market

Days on market 72

Days to close 40

Total 112

23 days less than August 2024



Months of inventory

10.8

Compared to 11.7 in August 2024

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Jones County Housing Report

August 2025



Median price

\$110,000

↓ 54.2%

Compared to August 2024

Price Distribution



Active listings

↓ 5.3%

72 in August 2025



Closed sales

↑ 15.4%

15 in August 2025



Days on market

Days on market 100

Days to close 42

Total 142

48 days more than August 2024



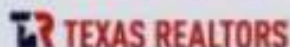
Months of inventory

6.4

Compared to 7.1 in August 2024

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Texas Real Estate Research Center

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Shackelford County Housing Report

August 2025



Median price

\$212,500

↓ **36.4%**

Compared to August 2024

Price Distribution



Active listings

↓ **7.7%**

12 in August 2025



Closed sales

Flat **0%**

2 in August 2025



Days on market

Days on market 72

Days to close 21

Total 93

29 days less than August 2024



Months of inventory

9.6

Compared to 9.2 in August 2024

About the data used in this report

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TEXAS REALTORS



Texas Real Estate Research Center

ABILENE 
ASSOCIATION of REALTORS®



*...in the Lead
& Leading it Home!*



LUNCHEONS



**Chris Carrillo, CEO
Cindy Miller, COO
for NTREIS**

Mpls





Welcome New **REALTORS**





Chris Watola
Lancium Project Manager



ABILENE ASSOCIATION OF REALTORS
**TREPAC
TABLETOP
AUCTION**



2025 WALK WITH PRIDE!



Sponsored by

ABILENE REALTORS® FOUNDATION

WALK WITH PRIDE!



ABILENE ASSOCIATION OF REALTORS®



Sponsored by

ABILENE REALTORS® FOUNDATION

SUMMER POOL Party





SUMMER POOL Party





Mark Your Calendars

SAVE the DATE

Updated
9-11-2025

Open
Bar

QR Code below will
direct you to the
auction site.

ANNUAL TREPAC AUCTION Wrap-Up Party

Abilene Country Club
North-Upstairs
September 16, 2025
6 p.m. - 8 p.m.

AUCTION ITEMS

- iPad
- Jewelry
- EchoShow
- YETI Coolers
- Kitchen Knife Set
- White Noise Sound Machine
- Waterproof Bluetooth Speaker
- DeWalt Power Tools
- Hunting Gear
- Stanley Insulated Cups
- Shop Vac
- ...and Much MORE!



ABILENE
ASSOCIATION of REALTORS®

Bidding will begin promptly at 8 a.m. on Tuesday, September 9th, and close at exactly 8 p.m. on Tuesday, September 16th. Items will need to be picked up at the Association office at your convenience.



Mark Your Calendars

SAVE the DATE



YPN MEET-UP PEACOCK PATIO

536 HICKORY STREET
ABILENE, TEXAS 79601

SEPT. 18, 2025
5 PM - 7 PM



Happy
HOUR



Register
Today!



YPN

LET'S GET
TOGETHER!

- Meet & Greet
- Enjoy a beverage
- Network
- Learn
- Discuss Real Estate

ABILENE
ASSOCIATION OF REALTORS



Mark Your Calendars

SAVE the DATE



Want to know more about
buying a home?

**September
27th**

Free **Home Buying
Seminar**

**BUDGET PLANNING
& HOUSE HUNTING**



ABILENE 
ASSOCIATION OF REALTORS®

**THE OFFER, LOAN,
CONTRACT & DEAL**



**MOVING IN &
MAINTAINING YOUR HOME**

Saturday, September 27th
10:00 am - 11:00 am at the
Abilene Association of Realtors
626 S. Pioneer Drive
Abilene, TX 79605
325-692-9821

www.abileneaar.com



Mark Your Calendars

SAVE the DATE



★ VA BOOT CAMP

**Presenter: Tamara Tapman,
SWBC Mortgage VA Liaison**

**October 1, 2025
10:00 AM - 1:00 PM**

**3 Hours of CE Credit
Free to Agents**

**Class # 48555
Topic: VA Loans**

**Location: Abilene AOR Office
Lunch is provided!**



**Kimberlee Kunkel
Sr. Loan Officer**



SPONSORED BY





Mark Your Calendars

SAVE the DATE

Women's Council of
REALTORS®
Abilene

2025

UPCOMING EVENTS

	Date & Event	Location & Time
Thank you! FOR ATTENDING	March 11 - BUNCO NIGHT Diamond Level Sponsor : Wood Group of Fairway Mortgage	AAOR 6pm - 9pm
Thank you! FOR ATTENDING	April 8 - CE Class - Inspections Diamond Level Sponsor - MacGuyver Home Inspections Lunch provided by Silver Level Sponsor - Security Title	AAOR 11:00am - 1:00pm
Thank you! FOR ATTENDING	May 13 - Lending Diamond Level Sponsor - First Financial Bank Lunch provided by Silver Level Sponsor - Security Title	AAOR 11:45am - 1:00pm
Thank you! FOR ATTENDING	June 12 - Designer Bag Bingo	5:30pm - 9:30pm
Thank you! FOR ATTENDING	July 8 - Insurance Diamond Level Sponsor - Moutray Insurance Lunch provided by Steak Express	AAOR 11:45am - 1:00pm
Thank you! FOR ATTENDING	August 20 - Potluck Learn about Women's Council Abilene & hear from Agents long time in the business	AAOR 11:45am - 1:00pm
September	September 9 - Joint Meeting Speaker: Cathy Hashmet	ACC 11:45am - 1:00pm
October	October 14 - Strategic Partners Panel Diamond/Gold/Silver Level Sponsors	AAOR 11:45am - 1:00pm
November	November 11 - Strategic Partner Appreciation Lunch & Auction	ACC 11:45am - 1:00pm



Mark Your Calendars



Centennial Title

ABILENE 
ASSOCIATION of REALTORS®

6 Hours of CE Credit | Lunch Included 12pm-12:30pm

TO ATTEND:

- Free - Must register
- \$10 - Optional add on for recording of training

LOCATION:

ABILENE ASSOCIATION
OF REALTORS®
626 S Pioneer Dr
Abilene, TX 79605



**Register
Now!**

bit.ly/4124dZz



**VIDEO
MARKETING FOR
REAL ESTATE**



**RICHES IN THE
NICHES**



**CHATGPT FOR
YOUR BUSINESS**



**BLUEPRINT
FOR BUSINESS
BUILDING**

This is Hands on Training - Bring Your Laptop!

**LEAD GENERATION -
TURBO CHARGED!**

October 23, 2025 | 9:00AM - 3:30PM

TREC Information:
MTRITT, Inc.
License #0378



INTERNATIONAL TECH INSTRUCTOR | CERTIFIED ONE THING INSTRUCTOR
MICHAELTRITTHART.COM
REAL TRAINING • REAL SOLUTIONS • REAL RESULTS

TREC Courses:
#51236 | #53059
#53107 | #48071



Mark Your Calendars

SAVE the DATE



2025 ABILENE ASSOCIATION OF REALTORS

HARVEST Fest

October 25, 2025 | 4 p.m. to 6 p.m.

Booth Options:



1 Single Space **\$50**
You provide both the game & the candy

2 Single Space w/ Game Provided **\$100**
You provide the candy

3 Single Space w/ Candy Provided **\$250**
You provide the game

4 Single Space w/ Game & Candy Provided **\$300**

5 Double Space **\$100**
You provide both the game & the candy

6 Double Space w/ Game Provided **\$150**
You provide the candy

7 Double Space w/ Candy Provided **\$300**
You provide the game

8 Double Space w/ Game & Candy Provided **\$325**

Other Sponsorships:



1 Bounce House Sponsor \$200

1 Music Sponsor \$200



4 Food Sponsors \$200 each



1 Photo Op Backdrop Sponsor \$250
Create! Theme: Pumpkins, Hay, & Scarecrows!





Mark Your Calendars

SAVE the DATE



2025 ABILENE ASSOCIATION OF REALTORS

HARVEST Fest

October 25, 2025 | 4 p.m. to 6 p.m.

626 S. Pioneer Drive
in Abilene!

Enjoy...

Lots of Booths!



Games Galore!

Cotton Candy!

A Real Fire Engine!



Free Food!!!

Gandy...GANDY....AND.

MORE GANDY!!!!

**Fun, Fun, FUN!!
So much to see & do!!**

There will
also be...



...a Bounce House!

...Live Music!



**...a Fall
Photo Op Backdrop!**

Fun for ALL & FREE to the Public!
Bring your kids & enjoy the afternoon with them!



AAOR 2025 EVENT CALENDAR



January

2-3 New Member Orientation
7 Program Luncheon-ACC
20 Board Office Closed for MLK Day
21 Business Luncheon-ACC

February

4 Program Luncheon-ACC
6-7 New Member Orientation
18 Business Luncheon-ACC
20 AAOR We LOVE our MEMBERS
26 YPN MEET-UP-Mad Coffee

March

4 Program Luncheon-ACC
6-7 New Member Orientation
11 WCR Bunco Night
18 Business Luncheon-ACC
26 REALTOR® DAY at the Capitol
29 Home Buying Seminar

April

1 Program Luncheon-ACC
3-4 New Member Orientation
15 Business Luncheon-ACC

May

1-2 New Member Orientation
6 Program Luncheon-ACC
20 Business Luncheon-ACC

June

3 Program Luncheon-ACC
5-6 New Member Orientation
7 CORNHOLE Tournament-Mulligan's
12 WCR Bingo & Wine-AAOR
11 TREPAC GOLF Tournament-ACC
17 Business Luncheon-ACC
19 Farm & Ranch Symposium

July

10-11 New Member Orientation
1 Program Luncheon-ACC
15 Business Luncheon-ACC

August

7-8 New Member Orientation
6 & 7 Walk with Pride-Shoes Depot,
Mail of Abilene
6 Program Luncheon-ACC
18 AAOR Swimming Party-ACC
19 Business Luncheon-ACC

September

4-5 New Member Orientation
9 Program Luncheon w/ WCR-ACC
16 Business Luncheon-ACC

October

2-3 New Member Orientation
2 BOWLING Tournament-PrimeTime
7 Program Luncheon-ACC
9 Affiliate Luncheon-AAOR
21 Business Luncheon-ACC
25 Harvest Fest

November

6-7 New Member Orientation
4 Program Luncheon-ACC
18 Business Luncheon-ACC

December

2 Program Luncheon-ACC
6 AAOR Awards Banquet "Casino
Royale"-ACC

All dates are subject to change. Please check the AAOR Events Calendar at <https://www.abileneaaor.com> for details & updates