

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: July 20, 2021

Location: Hoover Country Club

Presiding: Hank Spencer

Prayer, Pledge, & Creed Led by: CD Denson

GUESTS: Sharon Tinsley from the Alabama Broadcasting Association brought by Joe Fuller.

THANK YOUS: Started by Steve Harless

HEALTH REPORT: PJ Lyons' wife showed no signs of cancer at her last checkup! Gary Sheffer's father is needing biopsies for spots in lungs and lymph nodes. Tom Meter has had prostate cancer for 2 years and is going in for more tests. Alex Solis' step-sister died on Sunday, so he'd like prayers for his father and family.

APPROVAL OF LAST WEEKS MINUTES: Approved as submitted.

SECRETARY'S REPORT: Birthdays: Alex Casey (7/20); Ernie Daw (7/24).

TREASURER'S REPORT: Pay your bills!

MEMBERSHIP REPORT: None.

ATTENDANCE REPORT: 47.

PRESIDENT'S REPORT: Board meeting will be held at 10:15am at Hoover Country Club on Tuesday, July 27th. New member orientation will occur at the July 27th meeting.

SOCIAL ACTIVITIES: None.

PROGRAM: Howard Whatley of ReMax Southern Homes presented. Howard is military brat, and he grew up mainly in Fort Payne. He went to Auburn University. Howard was in the Air Force and Air Guard for 28 years, and he got into real estate in 2004. Howard has been married for 35 years and has 2 sons. It is a great time to sell a house, and it is still a good time to buy one. There's buyer fatigue currently, but there are still record low interest rates. We should expect a small turn in the market but nothing drastic. There is really low inventory, but inventory in Birmingham has stopped dropping, and nationwide it has started going back up. The inventory has been low for 4 years, and homebuilding has been low for 11 years; so it's not just COVID that has caused the low inventory, but COVID has enhanced it. Lumber, land, and labor are big problems for homebuilders right now. Second home sales have gone up 27% year over year. JP Morgan Chase says conditions to buy a house may not be better 12 months from now, so don't wait! Howard also mentioned that using a realtor has many benefits over trying to do a "For Sale by Owner". Realtors can typically get you a better asking price for your house, and there are many things a realtor does behind the scenes (ordering termite, home warranties, inspections, etc.) that people without realtors either cannot do, or don't have time to do.

SERGEANT-AT-ARMS: Cody Burns presided as sergeant. Britton Eveland, Rab Stewart, Jeff Baker, and Jim Kline were all fined \$1 for talking. Sidney Wehby, Joseph Habshey, Chuck Davis, and Dr. Alex Casey were all fined \$1 for leaving

early. Tom Meter's phone went off. Joe Fuller's guest had a phone that went off, so Joe Fuller was fined. Andy Evans was fined for not knowing what good hair looks like.

JACKPOT: \$20 won by Philip Webb.

GREETERS AND PRIZES: Jeff Baker won by John Sivley.
Sam Sciara won by Darrel Arnold.

NEXT WEEK'S PROGRAM:

NEXT WEEK'S GREETERS: Ben Blackerby and David Pearce.
Prayer led by Ernie Daw.