



THE CITY SALESMEN'S CLUB

SELEGRAM



Meeting Date: August 15, 2023
Location: Hoover Country Club
Presiding: Joe Daniel
Prayer, Pledge & Creed: John Wolsoncroft (Fastest Labs)

GUESTS (HOST): Phillip Haney (Steve Harless)

APPROVAL OF LAST WEEK'S MINUTES: Approved as submitted.

THANK YOU'S: Started by Darrel Arnold

HEALTH REPORT:

- Gus Hogue's daughter is currently in ICU after getting 4 stents
- Brian Adams is having shoulder surgery
- Matt Bayley's mom is in ICU in Gainesville as a precaution to avoid a stroke

ATTENDANCE REPORT: 50 Active. 1 Associate. 2 Retired. 1 Guest. **54 Total.**

SECRETARY'S REPORT:

- 1st reading for Matt Barnes with American Revitalization Company (<https://www.arclp.fund/>). Club sponsors: Matt Bayley & Alex Lott.
- 2nd reading for Kevin Nichols with Mainline Heating & Air. Club sponsors: Ken Graves & Steve Harless.
- Birthday: 8/18 Philip Webb

SOCIAL REPORT: Cody Burns announced we're having a fantasy football draft on August 30th at Merk's Tavern in Hyatt Regency – The Wynfrey Hotel. The roster is full, but everyone is welcome to enjoy the festivities.

TREASURER'S REPORT: No report.

MEMBERSHIP REPORT: No report.

PRESIDENT'S REPORT:

- We're still working towards a goal of 100% attendance at the August 29, 2023 meeting.
- Since weekly meeting attendance is improving, we will be in the HCC big room going forward.

PROGRAM: Michael Weber of Weber Mortgage was introduced by Alex Lott
Weber Mortgage was started in 1999 by Bud Weber. Michael entered the mortgage business in 2002 and took ownership of Weber Mortgage in 2008. He joined the CSC as a second-generation member in 2010. He's been married for 26 years and has 3 children, including Jack, who works with Michael at Weber Mortgage and the Golf office. Michael's presentation addressed the question, "Are we in a recession, or moving there?" Historically, housing stays strong through recessions. Values usually increase, or at least stay the same. Household formations are up and housing inventory is down. Homeowner and rental vacancies are at all-time lows. In 2007, there were 4M homes for sale vs. 1.08M home for sale in 2023. At present, there are 614K homes for sale nationwide. Since 1941, home values have increased all but 8 years. If you have cash and need property, buy now at a higher interest rate and re-finance later. Home values will continue to rise. Interest rate may decline, but corrections could be slow. If you know someone talking about buying or selling, send them to Michael.

SERGEANT AT ARMS: Matt Gray solidly picked on the long-timers.

GREETERS & PRIZES:

Danny Raymond (ServPro of Birmingham) – won by John Wolsoncroft
Hank Spencer (Image Arts) – won by Paul Dangel

JACKPOT: \$21 – Won by Andy Evans

MEETING ADJOURNED: 1:00 PM **NEXT MEETING:** August 22, 2023 **SPEAKER:** Tim Hightower (Southern CH&T)

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