JANUARY 2018

Lee County Association of REALTORS® Mission Statement:

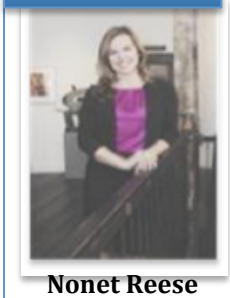
The foundation of Lee County Association of REALTORS® is to promote and enhance the success of its members through education, professionalism, and ethical conduct.

CALENDAR

Jan 11	Auburn Planning Commission
Jan 19	LCAR Business Mtg / Luncheon – Board of Directors Induction
Jan 23	Opelika Planning Commission
Feb 5-6	AAR Capitol Conference and REALTOR Day register at AAR Capitol Conference
Feb 6	REALTOR Day at the State Capitol register at REALTOR Day
Feb 16	LCAR Business Mtg / Luncheon – Town Hall Meeting

WELCOME 2018 LCAR OFFICERS & DIRECTORS

President



Nonet Reese
President
Three Sixty

President Elect

Karen Turner
Prestige
Properties

Treasurer

Lee Harris
Coldwell
Banke A & W

Secretary

Ryan Roberts
Berkshire
Hathaway

Past President

Sherri McCollum
RealtySouth

Affiliate Director

Laura Rogers
Kathy Powell
State Farm

Director

Jeff Clary
Weichert
REALTORS

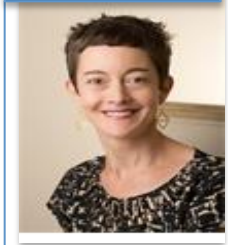
Director

Carole Harrison
Weichert
REALTORS

Director

Nick Hayes
Century 21
Koullas

Director



Carrie King
HomeLink
Realty

Director

Jay Knorr
Bershire
Hathaway

Director

Sylvia Paul
Prestige
Properties

PLANNING COMMISSION
AUBURN - 2ND THURSDAY OF EACH MONTH Access Agenda & Minutes
OPELIKA - 4TH TUESDAY OF EACH MONTH Access Agenda & Minutes

CITY COUNCIL
AUBURN: FIRST & THIRD TUESDAY IN EACH MONTH Access Agenda & Minutes
OPELIKA: FIRST & THIRD TUESDAY IN EACH MONTH Access Agenda & Minutes

LCAR INFORMATION

- ***Currently LCAR has 436 Primary and 38 Secondary REALTOR® Members, 17 Secondary REALTOR Members, 545 MLS Members, 51 Appraisers, 106 Affiliate & Associate Members***
- **The next New Member Orientation is *scheduled for February 13, 2018***
- **Please check the Association calendar in NAVICA for upcoming events & to Pay Bills.**
  - **Under "External Links" access "CHECK YOUR CALENDAR & PAY BILLS". The login is the same as Matrix**
- **LCAR Website – Members only log in & passwords are the same as your NAVICA log in & password**

LEE COUNTY HOUSING STATS DECEMBER 2015 & DECEMBER 2016

RESIDENTIAL – DECEMBER 2016	RESIDENTIAL – DECEMBER 2017
ALL AREAS:	**ALL AREAS:**
399 Houses on the Market this month	454 Houses on the Market this month
109 Properties sold	121 Properties sold
88 Average days on the market	85 Average days on the market
67 New listings	94 New listings
$222,000 Median Sold Price	$232,000 Median Sold Price
$264,003 Average Sold Price	$**249,147** Sold Price
$28,776,337 Total Property Sales Sold Dollar	$30,146,765 Total Property Sales Sold Dollar
AUBURN:	**AUBURN:**
258 Houses on the Market this month	269 Houses on the Market this month
59 Properties sold	70 Properties sold
90 Average days on the market	80 Average days on the market
44 New listings	53 New listings
$265,000 Median Sold Price	$257,045 Median Sold Price
$327,423 Average Sold Price	$272,465 Average Sold Price
$19,317,931 Total Property Sales Sold Dollar	$19,072,581 Total Property Sales Sold Dollar
OPELIKA:	**OPELIKA:**
101 Houses on the Market this month	121 Houses on the Market this month
40 Properties sold	38 Properties sold
86 Average days on the market	96 Average days on the market
17 New listings	31 New listings
$180,000 Median Sold Price	$242,325 Median Sold Price
$187,763 Average Sold Price	$237,792 Average Sold Price

$7,510,506 Total Property Sales Sold Dollar	$9,036,077 Total Property Sales Sold Dollar Volume
CONDO – DECEMBER 2016	**CONDO – N DECEMBER 2017**
ALL AREAS:	**ALL AREAS:**
38 Condos on the Market this month	31 Condos on the Market this month
16 Properties sold	17 Properties sold
36 Average days on the market	11 Average days on the market
24 New listings	19 New listings
$133,500 Median Sold Price	$155,000 Median Sold Price
$132,796 Average Sold Price	$178,938 Average Sold Price
$2,124,733 Total Property Sales Sold Dollar	$3,041,945 Total Property Sales Sold Dollar Volume
AUBURN:	**AUBURN:**
36 Condos on the Market this month	29 Condos on the Market this month
16 Properties sold	17 Properties sold
36 Average days on the market	11 Average days on the market
24 New listings	19 New listings
$133,500 Median Sold Price	$155,000 Median Sold Price
$132,796 Average Sold Price	$178,938 Average Sold Price
$2,124,733 Total Property Sales Sold Dollar	$3,041,945 Total Property Sales Sold Dollar Volume
OPELIKA:	**OPELIKA:**
2 Condos on the Market this month	1 Condos on the Market this month
0 Properties sold	0 Properties sold
0 Average days on the market	0 Average days on the market
0 New listing	0 New listings
$0 Median Sold Price	$0 Median Sold Price
$0 Average Sold Price	$0 Average Sold Price
$0 Total Property Sales Sold Dollar Volume	$0 Total Property Sales Sold Dollar Volume
LOTS – DECEMBER 2016	**LOTS – DECEMBER 2017**
ALL AREAS:	**ALL AREAS:**
136 Lots on the Market	86 Lots on the Market
6 Lots sold	7 Lots sold
974 Average days on the Market	403 Average days on the Market
3 New listings	6 New listings
$87,500 Median Sold Price	$60,000 Median Sold Price
$90,833 Average Sold Price	$68,643 Average Sold Price
$545,000 Total Property Sales Sold Dollar	$480,500 Total Lot Sales Sold Dollar Volume
AUBURN:	**AUBURN:**
51 Lots on the Market	24 Lots on the Market this month
6 Lots sold	4 Lots sold
974 Average days on the Market	268 Average days on the Market
3 New listings	5 New listings
$87,500 Median Sold Price	$67,500 Median Sold Price
$90,833 Average Sold Price	$82,125 Average Sold Price
$545,000 Total Property Sales Sold Dollar	$328,500 Total Lot Sales Sold Dollar Volume
OPELIKA:	**OPELIKA:**
50 Lots on the Market	41 Lots on the Market
0 Lot sold	3 Lots sold
0 Average days on the Market	582 Average days on the Market
0 New listings	1 New listing
$0 Median Sold Price	$60,000 Median Sold Price
$0 Average Sold Price	$50,667 Average Sold Price
$0 Total Property Sales Sold Dollar Volume	$152,000 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – December 2017

By Grayson M. Glaze, J.D., Executive Director, Alabama Center for Real Estate

Lee County's Monthly report with Article

http://blog.al.com/acre/2014/01/lee_county_area_residential_sa_2.html

To obtain current and past Housing Statistics for Counties in Alabama visit http://arerec.cba.ua.edu/

Alabama Association of REALTORS – in class & online: http://www.alabamarealtors.com/

Auburn University Outreach please go to: http://www.auburn.edu/outreach/events/web67.html
Alabama Real Estate Commission: http://www.arec.alabama.gov/

Technology Tidbit

MEMBERS DON'T FORGET TO UPDATE PHOTO'S AND/OR SIGNATURES WHEN NECESSARY IN MATRIX

ePropery Watch

ePropertyWatch™ is now available in Matrix. **Best of all, the single agent package is FREE to use.** If you're frustrated by clients who forget your name, or find a new agent on a national real estate portal, then we think you'll love ePropertyWatch.

Register under the ePropertyWatch widget in MATRIX

ePropertyWatch helps:

- It provides up to date home value and equity, nearby transactions, for-sale listings, and more for each of your contacts or customers
- You sponsor it—your photo and contact information are on every email and web page
- Your clients don't have to go looking elsewhere for the home and neighborhood real estate information they want—you give it to them personally, each and every month
- ePropertyWatch™ is a now a FREE member benefit!
- Directly integrated with Matrix™, ePropertyWatch is a CoreLogic® service that helps you stay in touch with past clients. The monthly report is full of information on their home and neighborhood, including information on their home's value, nearby listings and transactions, local trends, and more.
- Agent Base Service (for up to 2,500 contacts) – FREE!
- Teams and Small Brokers (includes social media tool and website widget) – $24.95/month (50% savings

AAR UPDATES

CAPITOL CONFERENCE

Alabama REALTORS® 2nd Annual Capitol Conference will be held February 5-6, 2018 at a new venue, the Renaissance Hotel & Spa in downtown Montgomery. In 2016, we merged two of our most popular annual events, Winter Conference and REALTOR® Day, to form one action-packed meeting called Capitol Conference. We are excited to once again host this three-day meeting in the Capitol.

REALTOR® DAY

REALTOR® Day is now a part of our new Capitol Conference! The REALTOR® Day events will take place on Tuesday, February 6, 2017 beginning at 1:100 pm. Following a State Issues Briefing session, we will make our way to the Alabama State House to visit with local legislators. As always, the day will conclude with our annual Legislative Reception at the AAR building.

REALTOR® Day is the event where REALTORS® and association leaders come together to speak in unison on issues that pertain to real estate. Join REALTORS® from all over Alabama as we converge on the State Capitol in order to take an active role to advance the real estate industry, public policy and the association.

NAR UPDATES

NAR: Maintain Appraiser Experience Hours

NAR recommends the Appraiser Qualifications Board not reduce the number of hours of experience an appraiser must have to meet licensing requirements. Also, NAR supports having appraisers complete 150 credit hours in core requirements and says appraisers shouldn't have to have a college degree.

Reminder on Radon Testing

The Federal Housing Administration (FHA) is reducing annual premiums for mortgage insurance for 30-year fixed mortgages by a quarter of a percent, a move praised by NAR that will save borrowers hundreds of dollars a year on average. "Dropping mortgage insurance premiums will mean a lot more responsible borrowers are eligible to purchase a home through FHA," said NAR President Bill Brown. "That puts more money in the fund to protect taxpayers, and it puts more families in homes so they can live out the American dream." Details. Video.

Back At You Media: Social Plans Available

Members promote yourselves and yourr listings via Facebook, LinkedIn, and other social platforms with automated solutions from Back At You Media. Exclusive agent plans and broker-owner enterprise plans, all with savings for members, are now available through the REALTOR Benefits® Program.

NEW AGENTS

Alan Bass – Three Sixty
Brent Beavers – EXP Realty
Tony Blaha – Toland Realty
Ross Fulford – Knight Real Estate
Amy Grace – RE/MAX Professional Partners
J.C. Lester – Auburn Realty Sales Office
Anna O'Reilly – Keller Williams
Bo Smith – Serenity Properties
James Watts – The Talons Group
Jeanie Williams – Toland Realty

ON THE MOVE…

Alex Acuff – The Talons Group
Cynthia Atkinson – EXP Realty
Lee Bass – 360 Management
Robert Crumpton – Exit Realty Midtowne
Tabitha Dumas – Toland Realty at Lake Martin
Aubrey Gullage - 360 Management
Karen Hart – Exit Realty Midtowne
Alice Henderson - 360 Management
Emily Keown - 360 Management
Jae Kim – Exit Realty Midtowne
Stacie LeCroy – The Talons Group
Dawn Radnitz – Exit Realty Midtowne
Ashley Stewart – 360 Management
Chris Trammell – Keller Williams Realty River Cities

INACTIVE AGENTS & AFFILIATES

Gail Amason – Coldwell Banker A & W
Jeff Butz – Keller Williams Realty
Angela Chisholm – Three Sixty
Russell Clemons – Lake Homes Realty
Amber Hooper – Century 21 Koullas Realty
Heika Horning – Keller Williams River Cities
Kacey Mays – Three Sixty
Peter McEnery – The McEnery Company
Rick Norred – Weichert REALTORS
J P Owens – Weichert REALTORS
Brad Tapley – Three Sixty
Dan Toland – Toland Realty
Martha Watson – RealtySouth
Hunter Whitley - Berkshire Hathaway

NEW AFFILIATES

Ryan Hamm – Alabama AG Credit
Scott Perkins – Jett Property Maintenance

Officers
Nonet Reese–President
Karen Turner – Pres - Elect
Lee Harris – Treasurer
Ryan Roberts - Secretary

Association Executive
Jamie Sergen

Directors
Sherri McCollum – Past Pres.
Laura Rogers–Affiliate (2019)
Jeff Clary (2018)
Carole Harrison (2018)
Nick Hayes (2020)
Carrie King (2019)
Jay Knorr (2017)
Sylvia Paul (2018)

State Directors
Nonet Reese –President (2018)
Lee Harris (2019)
Penny Johnson (2018)
Mark Jones (2018)
Karen Turner (2018)

Legal Council
Nancy Davis
Davis, Bingham, Hudson & Buckner, P.C.