



October 2017

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

Oct 5	Professional Update – Appraiser Panel
Oct 10	GRI – Working with Sellers
Oct 12	Auburn Planning Commission
Oct 20	LCAR Business Meeting/Luncheon – Representative from Auburn & Opelika City Schools
Oct 24	GRI – Technology
Oct 24	Opelika Planning Commission
Nov 17	LCAR Business Meeting/Luncheon

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](#)

DIAMOND SPONSORS



LCAR INFORMATION

- Currently LCAR has 428 Primary REALTOR® Members, 25 Secondary REALTOR Members, 525 MLS agents, 51 Appraisers, 71 Affiliate Members, and 34 Associate Members.
- The next New Member Orientation is November 14, 2017
- 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

UPCOMING EDUCATION

Nov 14 New Member Orientation – *Register on the Association Calendar*
 Oct 10 GRI –Working With Sellers - *Register on the Association Calendar*
 Oct 24 GRI –Technology - *Register on the Association Calendar*

LEE COUNTY HOUSING STATS JULY 2016 & JULY 2017

RESIDENTIAL – SEPTEMBER 2016	RESIDENTIAL – SEPTEMBER 2017
ALL AREAS:	ALL AREAS:
470 Houses on the Market this month	511 Houses on the Market this month
126 Properties sold	128 Properties sold
113 Average days on the market	58 Average days on the market
86 New listings	134 New listings
\$224,100 Median Sold Price	\$261,986 Median Sold Price
\$262,775 Average Sold Price	\$282,829 Average Sold Price
\$33,109,703 Total Property Sales Sold Dollar	\$36,202,073 Total Property Sales Sold Dollar
AUBURN:	AUBURN:
295 Houses on the Market this month	298 Houses on the Market this month
87 Properties sold	73 Properties sold
124 Average days on the market	60 Average days on the market
50 New listings	83 New listings
\$261,518 Median Sold Price	\$289,900 Median Sold Price
\$303,438 Average Sold Price	\$325,336 Average Sold Price
\$26,399,146 Total Property Sales Sold Dollar	\$23,749,546 Total Property Sales Sold Dollar
OPELIKA:	OPELIKA:
115 Houses on the Market this month	136 Houses on the Market this month
32 Properties sold	43 Properties sold
90 Average days on the market	61 Average days on the market
25 New listings	38 New listings
\$163,248 Median Sold Price	\$227,000 Median Sold Price
\$177,286 Average Sold Price	\$242,474 Average Sold Price
\$5,673,157 Total Property Sales Sold Dollar	\$10,426,372 Total Property Sales Sold Dollar
CONDO – SEPTEMBER 2016	CONDO – SEPTEMBER 2017
ALL AREAS:	ALL AREAS:
31 Condos on the Market this month	23 Condos on the Market this month
11 Properties sold	8 Properties sold
93 Average days on the market	57 Average days on the market
6 New listings	8 New listings
\$115,000 Median Sold Price	\$132,250 Median Sold Price
\$142,645 Average Sold Price	\$156,860 Average Sold Price
\$1,569,100 Total Property Sales Sold Dollar	\$1,254,880 Total Property Sales Sold Dollar Volume
AUBURN:	AUBURN:
26 Condos on the Market this month	21 Condos on the Market this month
10 Properties sold	8 Properties sold
102 Average days on the market	57 Average days on the market
6 New listings	6 New listings
\$115,500 Median Sold Price	\$135,250 Median Sold Price
\$145,920 Average Sold Price	\$156,860 Average Sold Price
\$1,459,200 Total Property Sales Sold Dollar	\$1,254,880 Total Property Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
5 Condos on the Market this month	1 Condos on the Market this month
1 Properties sold	0 Properties sold
7 Average days on the market	0 Average days on the market
0 New listing	1 New listings
\$109,900 Median Sold Price	\$0 Median Sold Price
\$109,900 Average Sold Price	\$0 Average Sold Price
\$109,900 Total Property Sales Sold Dollar	\$0 Total Property Sales Sold Dollar Volume
LOTS – SEPTEMBER 2016	LOTS – SEPTEMBER 2017

ALL AREAS:	ALL AREAS:
149 Lots on the Market	116 Lots on the Market
2 Lots sold	1 Lots sold
470 Average days on the Market	38 Average days on the Market
7 New listings	14 New listings
\$105,500 Median Sold Price	\$15,000 Median Sold Price
\$105,500 Average Sold Price	\$15,000 Average Sold Price
\$211,000 Total Property Sales Sold Dollar	\$15,000 Total Lot Sales Sold Dollar Volume
AUBURN:	AUBURN:
49 Lots on the Market	34 Lots on the Market this month
2 Lots sold	0 Lots sold
470 Average days on the Market	0 Average days on the Market
5 New listings	4 New listings
\$105,500 Median Sold Price	\$0 Median Sold Price
\$105,500 Average Sold Price	\$0 Average Sold Price
\$211,000 Total Property Sales Sold Dollar	\$0 Total Lot Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
61 Lots on the Market	47 Lots on the Market
0 Lot sold	1 Lots sold
0 Average days on the Market	38 Average days on the Market
2 New listings	9 New listing
\$0 Median Sold Price	\$15,000 Median Sold Price
\$0 Average Sold Price	\$15,000 Average Sold Price
\$0 Total Property Sales Sold Dollar Volume	\$15,000 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – September 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

Matrix UpGrade scheduled for October 19, 2017

View What will be new in Matrix [What's New in Matrix](#)

View Portal updates [Portal Information](#)

AAR UPDATES - AAR Capitol News [UPDATES](#) , AAR Central Region Meeting 3:00 p.m. Wednesday June 14, 2107 at the AAR Building in Montgomery.

NAR UPDATES

Tax Plan a Bad Deal for Homeowners

The tax reform proposal released last week by Republican leaders in Congress and the Trump administration could lead to a tax on homeownership for millions of Americans, NAR says. Under the "Big 6" framework, the tax code would be changed to eliminate the state and local income tax deduction and nearly double the standard deduction. [More](#)

Remodeling Brings Equity and Enjoyment

Homeowners who take on remodeling projects gain not only equity and more resale value in their home, they are also more likely to find satisfaction and enjoyment from their home, according to NAR's [2017 Remodeling Impact Report](#), which includes input from the National Association of the Remodeling Industry.

Compensation Ordered for RESPA Violation

The Consumer Financial Protection Bureau (CFPB) has filed a consent order that requires a title company found to have violated the Real Estate Settlement Procedures Act (RESPA) to pay up to \$1.25 million in compensation. The company, which the CFPB said received money in exchange for referrals and failed to notify consumers of an affiliated business relationship it had with a title insurance firm, also must enact and seek CFPB approval for a compliance plan. [Details.](#)

NAR Supports Appraisal Threshold Increase

NAR has sent a letter to federal banking regulators supporting a proposed increase to the appraisal threshold for federally related commercial real estate transactions, which was last raised in 1994, from \$250,000 to \$400,000. NAR does not support raising the threshold for federally related residential transactions, which is also currently \$250,000. [More.](#)



Register for the REALTORS® Conference & Expo at [NAR CONFERENCE](#)

WELCOME NEW AGENTS

*Jennifer Blackstock – Shepherd Brokers.com
Meg Branch – Weichert REALTORS
Tyler Caldwell – Auburn Investment Properties
Tammy Chase – Keller Williams Realty
Ronnie Davis – Three Sixty
Amanda Hanks – Century 21 Koullas
Judge Henshaw – National Village Realty
Scott Koo – Scott Koo Realty
Kim Murphy – Prestige Properties
Erin Pack- Three Sixty
Gail Smith – Natinal Village Realty
Hyesook Yang – Scott Koo Realty*

WELCOME NEW OFFICE

*Dodds Appraisal, Columbus GA
Scott Koo Realty, Montgomery, AL*

ON THE MOVE...

*Travis chase transferred to Auburn Realty Sales Office
Natalie Covington transferred to Keller Williams Realty
Katie McCarley transferred to Hayley-Redd Real Estate*

Officers

**Sherri McCollum–President
Nonet Reese – Pres - Elect
Karen Turner – Treasurer
Lee Harris - Secretary**

**Association Executive
Jamie Sergen**

Directors

**Monte Atkins – Past President
Laura Rogers–Affiliate (2019)
Jeff Clary (2016)
Bill Dyas (2019)
Carole Harrison (2018)
Jay Knorr (2017)
Sylvia Paul (2018)
Ryan Robert (2017)**

State Directors

**Sherri McCollum–President (2017)
Penny Johnson (2017)
Mark Jones (2017)
Nonet Reese (2017)
Karen Turner (2017)**

**Legal Council
Nancy Davis**