



## November 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

Nov 9	Professional Update – HUD Overview
Nov 9	Auburn Planning Commission
Nov 14	New Member Orientation
Nov 16	CE - Code of Ethics 1:00 – 4:00 p.m.
Nov 17	LCAR Business Meeting/Luncheon – Ethics Hearing
Nov 28	Opelika Planning Commission
Dec 8	LCAR Holiday Luncheon

### *Holiday Project – Lee County Youth Development Center*

*Please plan to bring gifts wrapped and tagged with family number, family member description, and item to the LCAR Holiday Luncheon on December 8.*

*Thanks for your support!*

### 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 433 Primary REALTOR® Members, 34 Secondary REALTOR Members, 544 MLS agents, 48 Appraisers, 74 Affiliate Members, and 39 Associate Members.
- The next New Member Orientation is *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

## **UPCOMING EDUCATION**

- Nov 14 New Member Orientation – *Register on the Association Calendar*
- Nov 16 Code of Ethics - *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 OCTOBER 2016 & OCTOBER 2017**

<b>RESIDENTIAL – OCTOBER 2016</b>	<b>RESIDENTIAL – OCTOBER 2017</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
427 Houses on the Market this month	480 Houses on the Market this month
94 Properties sold	110 Properties sold
101 Average days on the market	59 Average days on the market
86 New listings	100 New listings
\$231,500 Median Sold Price	\$242,725 Median Sold Price
\$250,399 Average Sold Price	<b>\$252,258</b> Average Sold Price
\$23,537,499 Total Property Sales Sold Dollar	\$27,748,388 Total Property Sales Sold Dollar
<b>AUBURN:</b>	<b>AUBURN:</b>
270 Houses on the Market this month	288 Houses on the Market this month
60 Properties sold	62 Properties sold
94 Average days on the market	61 Average days on the market
50 New listings	57 New listings
\$274,950 Median Sold Price	\$273,798 Median Sold Price
\$279,916 Average Sold Price	\$287,269 Average Sold Price
\$16,794,957 Total Property Sales Sold Dollar	\$17,810,691 Total Property Sales Sold Dollar
<b>OPELIKA:</b>	<b>OPELIKA:</b>
112 Houses on the Market this month	119 Houses on the Market this month
28 Properties sold	38 Properties sold
116 Average days on the market	43 Average days on the market
25 New listings	27 New listings
\$184,500 Median Sold Price	\$206,125 Median Sold Price
\$193,790 Average Sold Price	\$211,892 Average Sold Price
\$5,426,117 Total Property Sales Sold Dollar	\$8,051,897 Total Property Sales Sold Dollar Volume
<b>CONDO – OCTOBER 2016</b>	<b>CONDO – OCTOBER 2017</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
30 Condos on the Market this month	27 Condos on the Market this month
5 Properties sold	12 Properties sold
34 Average days on the market	66 Average days on the market
6 New listings	9 New listings
\$87,500 Median Sold Price	\$124,050 Median Sold Price

\$93,700 Average Sold Price	\$141,042 Average Sold Price
\$468,500 Total Property Sales Sold Dollar	\$1,692,500 Total Property Sales Sold Dollar Volume
<b>AUBURN:</b>	<b>AUBURN:</b>
27 Condos on the Market this month	25 Condos on the Market this month
4 Properties sold	12 Properties sold
42 Average days on the market	66 Average days on the market
6 New listings	9 New listings
\$86,750 Median Sold Price	\$124,050 Median Sold Price
\$90,875 Average Sold Price	\$141,042 Average Sold Price
\$363,500 Total Property Sales Sold Dollar	\$1,692,500 Total Property Sales Sold Dollar Volume
<b>OPELIKA:</b>	<b>OPELIKA:</b>
3 Condos on the Market this month	1 Condos on the Market this month
1 Properties sold	0 Properties sold
1 Average days on the market	0 Average days on the market
0 New listing	0 New listings
\$105,000 Median Sold Price	\$0 Median Sold Price
\$105,000 Average Sold Price	\$0 Average Sold Price
\$105,000 Total Property Sales Sold Dollar	\$0 Total Property Sales Sold Dollar Volume
<b>LOTS - OCTOBER 2016</b>	<b>LOTS - OCTOBER 2017</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
131 Lots on the Market	113 Lots on the Market
4 Lots sold	3 Lots sold
349 Average days on the Market	350 Average days on the Market
7 New listings	14 New listings
\$72,000 Median Sold Price	\$80,000 Median Sold Price
\$31,994 Average Sold Price	\$189,000 Average Sold Price
\$255,950 Total Property Sales Sold Dollar	\$567,000 Total Lot Sales Sold Dollar Volume
<b>AUBURN:</b>	<b>AUBURN:</b>
53 Lots on the Market	26 Lots on the Market this month
1 Lots sold	2 Lots sold
47 Average days on the Market	437 Average days on the Market
3 New listings	1 New listings
\$24,500 Median Sold Price	\$276,000 Median Sold Price
\$24,500 Average Sold Price	\$276,000 Average Sold Price
\$24,500 Total Property Sales Sold Dollar Volume	\$552,000 Total Lot Sales Sold Dollar Volume
<b>OPELIKA:</b>	<b>OPELIKA:</b>
72 Lots on the Market	50 Lots on the Market
2 Lot sold	1 Lots sold
547 Average days on the Market	175 Average days on the Market
0 New listings	3 New listing
\$68,750 Median Sold Price	\$15,000 Median Sold Price
\$68,750 Average Sold Price	\$15,000 Average Sold Price
\$137,500 Total Property Sales Sold Dollar	\$15,000 Total Lot Sales Sold Dollar Volume

## Monthly Housing Statistics Report – October 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](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**  
**RPR APP SHORTCUTS**

## Have you seen what's hidden within the RPR app icon?

Introducing, digital shortcuts to the features you use most, now within the RPR app. Known as 3D Touch on iOS and Quick Shortcuts on Android, the shortcuts are really all about efficiency, enabling users to gain quick access to favorite RPR features such as nearby properties, an agent's current listings, recent reports, and saved searches. [Read Article](#). (download Instructions and info on the RPR APP are under External Links on the Home Page in Matrix)

## AAR UPDATES - AAR Capitol News [UPDATES](#)

## NAR UPDATES

### Tax Reform, Low Inventory Could Slow Housing

[Home sales should increase](#) by 3.7 percent to 5.67 million in 2018, and prices next rise will rise by about 5.5 percent, NAR Chief Economist Lawrence Yun said during the 2017 REALTORS® Conference & Expo in Chicago. But the housing industry's growth prospects—and the economy's—could be tempered by the continuing inventory shortage and the possibility of changes to the tax code that could damage the real estate market, Yun said at [forum](#) on residential economic issues and trends.

### Changes to Appraiser Qualifications Proposed

The Appraisal Qualifications Board (AQB) has proposed several key changes to the requirements for people who want to become appraisers, including no longer requiring a bachelor's degree for licensed residential appraisers and accepting five years of experience and other certain other education instead of a bachelor's degree from people looking to become certified residential appraisers. [More](#).

### Rural Area Definition Revised

The Department of Agriculture has released updated guidance for determining if an area is Rural in Character as part of a periodic review. Among the criteria field offices will now consider are whether an area faces high unemployment, is losing residents, or has a transient population. [Details](#).

### Video Examines Legal Issues for Teams

NAR Senior Counsel Finley Maxson discusses the legal risks that brokers may need to address when real estate teams are working with their brokerage in the [Window to the Law](#) video from NAR Legal Affairs.

### Tips for Avoiding Real Estate Scams

Jon Goodman, real estate attorney at Frasca, Joiner, Goodman and Greenstein, P.C., shared information at the 2017 REALTORS® Conference & Expo about the risks of real estate fraud and how to avoid falling victim to scams in the marketplace. [More](#).

#### WELCOME NEW AGENTS

*Greg Adams – Lake Homes Realty*  
*Melissa Conner – Century 21 Premier Real Estate*  
*Sherida Freeman – RE/MAX Results*  
*Karen Hart – Exit War Eagle Realty*  
*Judge Henshaw – National Village Realty*  
*Martha Jones – Berkshire Hathaway*  
*Jacob Kim – Number One Properties*  
*Jake Roland – Three Sixty*  
*Jimmy Rutland – Lowder New Homes*  
*Stacy St. Cin – Securance Realty*  
*Chris Ward – Securance Realty*  
*Herbert Ward – Securance Realty*  
*Irwin Williams – Keller Williams Realty*

#### WELCOME NEW OFFICE

*Securance Realty – Montgomery, AL*  
*Exit War Eagle Realty – Auburn, AL*

#### ON THE MOVE...

*Leigh Hester transferred to HomeLink Realty*  
*Jae Kim transferred to Exit War Eagle Realty*

#### INACTIVE MEMBERS

*Debra Daniel - Seasha Realty*  
*Lorenza Finley – BNB & Associates*  
*Jack Gaabriel – Southeastern Land Group*  
*Judy Thurmond – Keller Williams Realty*

**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**