



MARCH 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

Mar 08	Auburn Planning Commission
Mar 09	LCAR Business Mtg / Luncheon – Town Hall Meeting
Mar 27	Opelika Planning Commission
Apr 23	CE: Code of Ethics, Risk for Salesperson – Susan Hawkins
Apr 24	CE: Risk Avoiding Violations, Risk for Brokers
Apr 26	LCAR “Denim & Diamonds” Annual Fundraiser

PLANNING COMMISSION

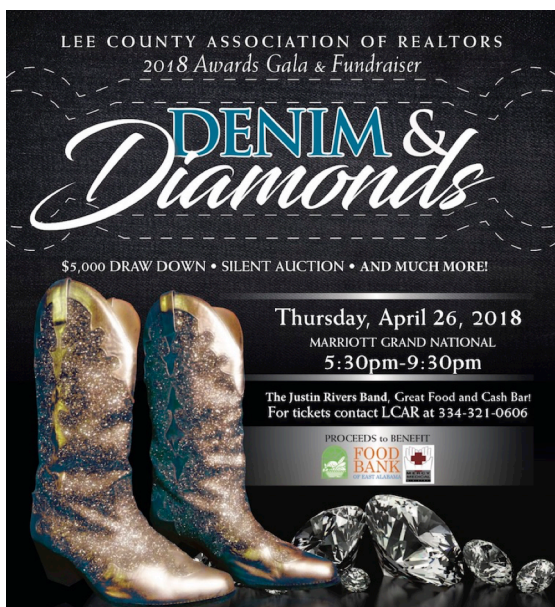
AUBURN - 2ND THURSDAY OF EACH MONTH [Access Agenda & Minutes](#)

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](#)



Justin Rivers
The Voice contestant
Coached by Blake
Shelton
~
LCAR Awards Ceremony
~
\$5,000 Draw Down
~
Silent Auction

Tickets Available at
Auburn Realty
Berkshire Hathaway
Coldwell Banker A & W
HomeLink Realty
Prestige Properties
RealtySouth
Three Sixty
Weichert REALTORS
LCAR & Assoc. Calendar

LCAR INFORMATION

- Currently LCAR has 440 Primary and 38 Secondary REALTOR® Members, 560 MLS Members, 55 Appraisers, 102 Affiliate & Associate Members
- The next New Member Orientation is *scheduled for May 8, 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 FEBRUARY 2017 & FEBRUARY 2018

RESIDENTIAL – FEBRUARY 2017	RESIDENTIAL – FEBRUARY 2018
ALL AREAS:	ALL AREAS:
430 Houses on the Market this month	476 Houses on the Market this month
87 Properties sold	118 Properties sold
87 Average days on the market	80 Average days on the market
176 New listings	137 New listings
\$ 234,249 Median Sold Price	\$241,000 Median Sold Price
\$ 253,274 Average Sold Price	\$264,102 Average Sold Price
\$22,034,800 Total Property Sales Sold Dollar	\$31,164,069 Total Property Sales Sold Dollar
AUBURN:	AUBURN:
281 Houses on the Market this month	273 Houses on the Market this month
50 Properties sold	72 Properties sold
76 Average days on the market	77 Average days on the market
123 New listings	82 New listings
\$265,175 Median Sold Price	\$257,250 Median Sold Price
\$295,600 Average Sold Price	\$297,927 Average Sold Price
\$ 14,779.977 Total Property Sales Sold Dollar	\$21,450,744 Total Property Sales Sold Dollar
OPELIKA:	OPELIKA:
101 Houses on the Market this month	139 Houses on the Market this month
32 Properties sold	36 Properties sold
111 Average days on the market	58 Average days on the market
34 New listings	41 New listings
\$195.100 Median Sold Price	\$205.000 Median Sold Price
\$210.751 Average Sold Price	\$216.295 Average Sold Price
\$ 6,744.023 Total Property Sales Sold Dollar	\$7,786.062 Total Property Sales Sold Dollar Volume
CONDO – JANUARY 2017	CONDO – JANUARY 2018
ALL AREAS:	ALL AREAS:
44 Condos on the Market this month	42 Condos on the Market this month
27 sold	31 Properties sold
23 Average days on the market	38 Average days on the market
37 New listings	45 New listings
\$124.000 Median Sold Price	\$139.900 Median Sold Price
\$127,763 Average Sold Price	\$145,918 Average Sold Price
\$ 3,449,600 Total Property Sales Sold Dollar	\$4,523,450 Total Property Sales Sold Dollar Volume
AUBURN:	AUBURN:
41 Condos on the Market this month	42 Condos on the Market this month
27 Properties sold	30 Properties sold
23 Average days on the market	34 Average days on the market
24 New listings	44 New listings
\$124,000 Median Sold Price	\$139,900 Median Sold Price
\$127,763 Average Sold Price	\$145,115 Average Sold Price
\$ 3,449,600 Total Property Sales Sold Dollar	\$4,353,450 Total Property Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
3 Condos on the Market this month	0 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	1 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 - JANUARY 2017	LOTS - JANUARY 2018
ALL AREAS:	ALL AREAS:
110 Lots on the Market	104 Lots on the Market
8 Lots sold	10 Lots sold
354 Average days on the Market	4 Average days on the Market
10 New listings	19 New listings
\$81,000 Median Sold Price	\$23,839 Median Sold Price
\$105,344 Average Sold Price	\$24,400 Average Sold Price
\$842,750 Total Property Sales Sold Dollar	\$244,000 Total Lot Sales Sold Dollar Volume
AUBURN:	AUBURN:
36 Lots on the Market	32 Lots on the Market this month
5 Lots sold	0 Lots sold
459 Average days on the Market	0 Average days on the Market
2 New listings	1 New listings
\$120,000 Median Sold Price	\$0 Median Sold Price
\$149,600 Average Sold Price	\$0 Average Sold Price
\$748,000 Total Property Sales Sold Dollar	\$0 Total Lot Sales Sold Dollar Volume
OPELIKA:	OPELIKA:
50 Lots on the Market	32 Lots on the Market
2 Lot sold	1 Lots sold
250 Average days on the Market	11 Average days on the Market
3 New listings	3 New listing
\$42,250 Median Sold Price	\$14,000 Median Sold Price
\$42,250 Average Sold Price	\$14,000 Average Sold Price
\$84,500 Total Property Sales Sold Dollar Volume	\$14,000 Total Lot Sales Sold Dollar Volume

Monthly Housing Statistics Report – FEBRUARY 2018

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

HAVE YOU DOWNLOADED THE LCAR MLS APP



*Texting within APP • Agent Directory
My Contacts • Map Search • Maintenance
Instanet Forms • and More*

AAR UPDATES at [AAR News](#)

NAR UPDATES

Health Insurance Rule Needs Improvement

The U.S. Department of Labor's proposal to let more associations offer health plans to their members is encouraging, but changes—such as extending eligibility to self-employed individuals or small-business owners who have access to subsidized insurance through a spouse's employer plan—are needed, NAR says in a [letter](#) to Secretary of Labor Alexander Acosta. [More.](#)

Flood Ins. Key as Climate Evolves

Rising sea levels and other impending environmental threats underscore the need for Congress to renew the National Flood Insurance Program, REALTOR® Brandi Gabbard, chair of NAR's Insurance Committee, said yesterday during a Capitol Hill panel session about the effects of climate change on real estate. [More.](#)

Video: ADA Lawsuit Curb

In case you missed it: The Senate passed a bill to curb drive-by lawsuits. The update is featured in last week's [Voice for Real Estate](#) news video from NAR.

Opportunities as Infrastructure Plan Advances

The Trump administration has released details on its plan to leverage \$200 billion in federal funds to generate \$1.3 trillion in local, state, and private investment to improve infrastructure projects around the country. What needs to happen next for this plan to be enacted? Should it be enacted, in its entirety or in part, what will be the impact on your local economy, real estate values, and land use planning? And what opportunities will there be for you? NAR analysts will [share](#) their insight into how the plan could unfold in the years ahead on Tuesday, March 27, from 1-2 p.m. CT.

NEW AGENTS

Bobbie Barton – RealtySouth
Payton Hester – Three Sixty
Cordelia Jarvis – Knight Real Estate
Taft Ledbetter – Three Sixty
Andrew Mazzier – Hughston Homes
Blake Miles – RealtySouth
Walker Orr – RealtySouth
Lisa Paustian – Area Realty
Joe Young – Toland Realty

NEW AFFILIATES

Monty Gillock – Advanced Home Inspection
Steven Soltau – Wells Fargo Home Mortgage
Antonio Washington – Northwest Exterminating

ON THE MOVE...

Angela Bank transferred to Fincher-Coffin Real Estate
Jae Hee Ko transferred to The Denson Group
Greg Langston transferred to Three Sixty
Stacey Linn transferred to Auburn Area Realty
Linda Zhang transferred to Toland Realty

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 (2020)
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.