



## SEPTEMBER 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

Sept 13 Auburn Planning Commission

Sept 11 Risk Management for Property Management/Fair Housing for Property Managers

Sept 21 **LCAR Business Meeting / Luncheon, Auburn Tourism - John Wild, President**

Sept 25 Opelika Planning Commission

Oct 14 AAR Annual Conference register at [AAR Annual Meeting](#) (LCAR will draw for two registration and hotel at the Sept 21 Business Mtg/Luncheon)  
*Stacey Sanders, Broker Weichert REALTORS, will be Installed as the 2019 President of the Alabama Association of REALTORS*

**OCTOBER IS BEAT BAMA FOOD DRIVE .... LOOK FOR INFO TO COME YOUR WAY!**

### **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 480 Primary and 41 Secondary REALTOR® Members, 603 MLS Agents, 55 Appraisers, 126 Affiliate & Associate Members
- The next New Member Orientation is scheduled for NOVEMBER 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 AUGUST 2017 & AUGUST 2018

<b>RESIDENTIAL – AUGUST 2017</b>	<b>RESIDENTIAL – AUGUST 2018</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
510 Houses on the Market this month	543 Houses on the Market this month
173 Properties sold	160 Properties sold
68 Average days on the market	59 Average days on the market
152 New listings	166 New listings
\$240,348 Median Sold Price	\$259,924 Median Sold Price
\$257,107 Average Sold Price	\$291,028 Average Sold Price
\$44,479,458 Total Property Sales Sold Dollar	\$46,564,534 Total Property Sales Sold Dollar
<b>AUBURN:</b>	<b>AUBURN:</b>
296 Houses on the Market this month	295 Houses on the Market this month
97 Properties sold	105 Properties sold
63 Average days on the market	54 Average days on the market
88 New listings	87 New listings
\$253,000 Median Sold Price	\$287,400 Median Sold Price
\$291,327 Average Sold Price	\$320,560 Average Sold Price
\$28,258,727 Total Property Sales Sold Dollar	\$33,658,800 Total Property Sales Sold Dollar
<b>OPELIKA:</b>	<b>OPELIKA:</b>
142 Houses on the Market this month	164 Houses on the Market this month
50 Properties sold	39 Properties sold
69 Average days on the market	58 Average days on the market
46 New listings	52 New listings
\$204,900 Median Sold Price	\$241,400 Median Sold Price
\$223,861 Average Sold Price	\$244,897 Average Sold Price
\$11,193,049 Total Property Sales Sold Dollar	\$9,550,990 Total Property Sales Sold Dollar Volume
<b>CONDO – AUGUST 2017</b>	<b>CONDO – AUGUST 2018</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
22 Condos on the Market this month	28 Condos on the Market this month
22 Properties sold	32 Properties sold
147 Average days on the market	51 Average days on the market
17 New listings	15 New listings
\$149,634 Median Sold Price	\$151,450 Median Sold Price
\$198,585 Average Sold Price	\$187,373 Average Sold Price
\$4,368,872 Total Property Sales Sold Dollar	\$5,995,925 Total Property Sales Sold Dollar Volume
<b>AUBURN:</b>	<b>AUBURN:</b>
21 Condos on the Market this month	29 Condos on the Market this month
22 Properties sold	32 Properties sold
147 Average days on the market	51 Average days on the market
17 New listings	15 New listings
\$149,634 Median Sold Price	\$151,450 Median Sold Price
\$198,585 Average Sold Price	\$187,373 Average Sold Price
\$4,368,872 Total Property Sales Sold Dollar	\$5,995,925 Total Property Sales Sold Dollar Volume
<b>OPELIKA:</b>	<b>OPELIKA:</b>
1 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	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
<b>LOTS – AUGUST 2017</b>	<b>LOTS – AUGUST 2018</b>
<b>ALL AREAS:</b>	<b>ALL AREAS:</b>
101 Lots on the Market	116 Lots on the Market

9 Lots sold	2 Lots sold
43 Average days on the Market	184 Average days on the Market
22 New listings	14 New listings
\$72,500 Median Sold Price	\$32,500 Median Sold Price
\$66,500 Average Sold Price	\$32,500 Average Sold Price
\$598,500 Total Property Sales Sold Dollar	\$65,000 Total Lot Sales Sold Dollar Volume
<b>AUBURN:</b>	<b>AUBURN:</b>
36 Lots on the Market	26 Lots on the Market this month
7 Lots sold	0 Lots sold
0 Average days on the Market	0 Average days on the Market
11 New listings	3 New listings
\$72,500 Median Sold Price	\$0 Median Sold Price
\$72,500 Average Sold Price	\$0 Average Sold Price
\$507,500 Total Property Sales Sold Dollar	\$0 Total Lot Sales Sold Dollar Volume
<b>OPELIKA:</b>	<b>OPELIKA:</b>
37 Lots on the Market	23 Lots on the Market
1 Lot sold	0 Lot sold
295 Average days on the Market	0 Average days on the Market
2 New listings	2 New listing
\$71,000 Median Sold Price	\$0 Median Sold Price
\$71,000 Average Sold Price	\$0 Average Sold Price
\$71,000 Total Property Sales Sold Dollar Volume	\$0 Total Lot Sales Sold Dollar Volume

## Monthly Housing Statistics Report – AUGUST 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](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 Update:

The 2015 NAR REach® Class has launched and this year's class features eight companies selected for the potential benefit their products bring to NAR members and the impact they can have on the real estate industry. Several of the companies have products that focus on helping commercial practitioners and property managers. Here's a look at the companies that can enhance our value with clients, help you be more efficient in business and increase your bottom line. Access this info here [Technology: Reaching New Technology Heights](#)

## AAR UPDATES at [AAR News](#)

## NAR UPDATES:

### Member Access to .realestate Starts Next Week

Beginning Sept. 18, members who have an active .realtor™ domain can purchase .realestate web addresses before the domain becomes available to the public, on Nov. 26. Domains will be available on a first-come, first-served basis. [NAR has resources](#) to help you let your members know about this chance to get .realestate domains before others can.

## Rule to Ease Rural Loan Eligibility

More households are expected to get Rural Housing Service loans under a [proposed rule](#) the agency released this week that includes a two-tier system for determining eligibility. The rule also proposes revisions to how it calculates household net assets and loan limits.

## September is REALTOR® Safety Month

Participate in [REALTOR® Safety Month](#) by reminding your members of the need to take safety seriously. Access the REALTOR® Safety Program webpage to get resources to help your members develop and update their professional safety protocols.

## Issues Tracker Helps You Assess State Rules

Reminder: You can see how your state compares to other states on regulatory issues in NAR's [state issues tracker](#) on nar.realtor. To use the tracker, select an issue such as broker lien laws and then click on states to see what their laws are. NAR also provides an overview of how states approach the issue to give you a high-level picture. The tracker is a useful NAR legal resource for you and your staff.

## NEW AGENTS

*Steven Gaddis – Keller Williams Realty*

*Chris Gipson – Keller Williams Realty*

*Jessica Hahn – Fincher – Coffin Real Estate*

*Lisa Lynn – ARC Realty*

*Jasmine Parker – Weichert REALTORS*

*Laura Rogers – Weichert REALTORS*

*Hendrix Storey – Coldwell Banker A & W*

## NEW AFFILIATES

*John Matulia – Alabama AG Credit*

*Michael Parker – Northwest Exterminating*

*Audra Prather – Ameris Bank*

## ON THE MOVE...

*Stacey Collins transferred her license to Toland Realty*

*Nick Corley transferred his license to Century 21 Wood Real Estate*

*Dawn Radnitz transferred her license 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.**